



AE SECURITY SYSTEM



SETTING A NEW LEVEL IN SECURITY

INTRODUCTION & BRIEF HISTORY

AE Security System Sdn. Bhd. is one of Malaysia's most experienced and renowned security firms, having served many of the country's largest conglomerates since our founding in 1999.

For years we have been leaders in importing new and innovative technology to the country, and offer a wide range of first-class solutions across CCTV systems, perimeter detection systems, entry management systems, card access and visitor management systems, in addition to thoroughly trained guards for your property.

Allied with expert security consultancy and project management skills, this makes us Malaysia's premier **total security solutions** provider, and means that we are our clients' only stop on the road to security and peace of mind.

Malaysia's Premiere Total Security Solutions Provider

Since the day our founder, First Admiral (Rtd) Dato' Ir. Mokhtar Mohd Yusof, established AE Security in 1999, we have prided ourselves on being Malaysia's premier total security solutions provider. This means top quality infrastructure, including the newest and most innovative technology available in the country today, and also the expertise in maintaining and managing this infrastructure on a daily basis.

Our clients receive a dedicated engineer and technician who are on call 24/7 – **a first in the Malaysian market** – and our in-house guards are specially trained to operate and make the most of the systems that they use.



As a family run company that has been passed through the generations, AE Security brings a wealth of deep knowledge to the table in any security project.

All of our services – from design to maintenance – are supplied in-house, and our man guards are trained to the highest of international standards.

In an age when the term 'peace of mind' is vastly overused, it is a promise that we truly take to heart.

Get in contact with us today, and realize
a new level in security
for your project!

OUR SERVICES

We have extensive knowledge in new and cutting-edge technology and can offer to take your project from its concept to a fully functional and operational system.

In addition, we are able to provide skilled, trained staff to operate the system as well as guard your premises.



SECURITY
CONSULTANCY



DESIGN, INSTALLATION
AND INTEGRATION OF
SECURITY SYSTEMS



MAINTENANCE OF
SECURITY SYSTEMS



SECURITY GUARDS
SERVICES





SECURITY CONSULTANCY

There are many reasons that security projects reach a deadlock. While budget is obviously a key issue, just as many projects stall because of a lack of understanding on the fundamental aims or requirements of the engagement.

This is where our **Check Consultants** step in. Interpersonally sound and with the benefit of an outsider's perspective, they can mediate between both parties, bring the problem back to basics and find a solution that works for both client and supplier. Just as importantly, our Check Consultants are technical experts who can recommend ways to improve the solution, whether by design, implementation or the choice of technology.

Security project stalled?

We prevent expensive delays and cost over-runs

The following are some of the key reasons why security projects can stall:

- ▶ **Project has run over budget**
- ▶ **Implementation of the system does not answer the initial brief**
- ▶ **Incorrect choice of equipment/technology**
- ▶ **Vested interests on the side of the supplier**
- ▶ **'Tunnel Vision' from either client or supplier, whereby the choices in implementation preclude you from seeing other possibilities**

Whatever the factor slowing down your security project, **time** is one of the most crucial factors in security implementation and hiring a consultant is an investment that can reap returns many times over. Here at AE, we understand the budgetary constraints that clients face and can tailor our consultancy to specific issues and areas that need the most attention.

HOW WE CAN HELP:

- > **Conduct Risk Assessment and Analysis**
- > **Develop Feasibility Study**
- > **Propose Solutions to Problems**





DESIGN, INSTALLATION AND INTEGRATION OF SECURITY SYSTEMS



This is probably the most important part of the security process. Yet, it is often the most neglected too.

Our Project Managers are experts at mitigating between client requirements and budget, whilst doing so in a timely manner so as to avoid sudden changes in the price of resources. To start, they will seek a clear agreement on user requirements and performance indicators, moving on swiftly to the means of implementation.

Here, they will provide the client several options within the budget stated, each **custom designed** to fit the client's premises. For example, an apartment complex may require a CCTV system that is connected to a main control room, but a larger, more dispersed shopping mall would necessitate an intrusion detection system in addition to the camera system, in order to make up for a lack of manpower. There is no 'one-size-fits-all' rule here, and the Project Manager has to be creative in finding a solution that directly addresses the issue at hand.

Once an agreement has been reached over design, our technicians and engineers will enter the site to install the equipment. Care is taken in selecting materials suitable to clients' needs and budget, and **installing it according to the exact requirements of the technology**. All the while, our head technician will conduct regular briefings to ensure the client is kept abreast of any changes.

Finally, once installation is complete, our team will hold a thorough **training session to educate the client on the system and how to use it**, minimizing the chance of faultiness.

HOW WE CAN HELP:

- > Gather user requirement
- > Develop system design
- > Execute installation plan

There is no 'one-size-fits-all' rule for security systems.

We strive to find solution that directly addresses the issue at hand.

A smooth, seamless security process, and one we've got completely locked down to ensure smooth implementation without hiccups



MAINTENANCE OF SECURITY SYSTEMS

As security systems grow ever more complex, the need for expert maintenance of these systems grows too.

Here at AE Security, we supply maintenance as part and parcel of a broader security contract, and also to clients who wish to engage our services for equipment installed by other security providers.

Either way, all our clients receive a detailed package without equal in Malaysia. Each site receives a **dedicated engineer and technician**, on hand to solve any problems 24 hours a day, and 7 days a week. In addition, our 24 hour hotline is staffed by experienced staff who can help in the event of a breakdown, and we have a detailed **inventory of spare parts** available should a particular machine be in need of repair.

In order to minimize the chances of machine breakdown happening, **preventative maintenance** is carried out by our dedicated staff, without extra charge, and this is added to by the knowledge of our in-house guards who can anticipate problems with the system before they become a threat.

HOW WE CAN HELP:

- > Conduct preventative maintenance
- > Perform corrective maintenance
- > Provide technical support

Our maintenance packages come with a 24-hour hotline accessible only to our clients

Detailed,
thorough and regular
– **unmatched amongst
our competitors** –
to prevent breakdowns
in your security system
and eliminate risks





SECURITY GUARDS SERVICES

A security system is only as good as the people who man and monitor it, and our in-house security guards are each trained in all aspects of the security systems we offer, enabling them to effectively respond to any incidents which happen on-site.

Some of the key benefits of hiring our security guards include:

Less energy and time wasted

– our guards are trained fully in all aspects of security, both on-ground and in-system, before being dispatched.

Assurance of quality

– our security academy provides detailed training unparalleled in Malaysia, and we operate to global security standards.

Limited liability

– although leased to our clients, all security guards remain under our employment and are our responsibility. Should there be any issues with a particular member of staff, we can swap personnel quickly.

**Our guards are professional, alert and vigilant,
yet courteous and friendly**

HOW WE CAN HELP:

- > **Professional Security Guards**
- > **Security Control Room Operations**
- > **Guard Dog Patrolling**

Security guards
trained for any
premise, situation
or security system
– **and to
international
standards**

HOW WE HELP OUR CLIENTS

Whatever the engagement, we strive to provide solutions that are fully tailored to the needs of our clients, and to be a one-stop centre for the effective execution of a **security plan**.



Case Study – Shopping Center

Client: **The Curve Shopping Mall**



The Curve Shopping Mall is a prestigious shopping center, located in the heart of Mutiara Damansara, a suburb in Petaling Jaya. With a combination of outdoor dining spaces and more than 250 stores spread over 3 floors under its roof, it attracts a fair number of shoppers every day, particularly during the weekends.

The Curve management team sought to upgrade the existing security system, which included more than 400 indoor CCTV cameras, Alarm Handling System, and Vehicle Access recording, to allow better control and monitoring of all security systems, enable faster responses to emergencies and achieve greater overall effectiveness.

The existing CCTV cabling system at The Curve consisted of coaxial cables or data cables (CAT5) that run from each camera to the Security Control Room. This is a typical method for an analogue CCTV system. It is suitable for small area networks shorter than 300 meters and some picture degradation will occur with increase in distance.

Our Solution

AE Security designed and installed a new fibre optic cabling system which acts as the backbone to the CCTV system. Fibre optic cable are laid to the Security Control Room, covering up to a distance of more than 3,000 meters. Because fibre optic cables can be extended to distances of 20 kilometres or more, picture quality is still maintained and does not degrade over greater distance. In the long run, a significant amount of cabling costs can be saved by replacing the existing coaxial and data cables with fibre optic cables.

Bearing in mind that the infrastructure has to function in the current years as well as allow for **future technological enhancements**, network switches were added to the system to cater to the addition of megapixel cameras throughout the shopping center.

The Results

Better image quality and 30% cost reduction

Because the fibre optic cables support a higher bandwidth and a faster data transfer speed, the real-time and recorded CCTV images achieved a significantly higher resolution, providing **greater image clarity** than that which is possible using coaxial cabling. The client is able to **reduce their costs** by 30% of having to install new cabling for every additional CCTV camera in the shopping center.



Case Study - Housing Development

Client: **Setia Eco Park**



Setia Eco Park is a prestigious gated community in Setia Alam, developed by Bandar Eco Setia Sdn Bhd, a member of the SP Setia Berhad group. The client required professional security guards to secure the main entrance and perimeter of their development as well as their Clubhouse. The security guards are also tasked to manage the Security Control Room with houses security equipment to monitor over 200 CCTV cameras and handle incoming alarm from the perimeter intrusion detection system. With over 1,000 residents and more than 100 visitors and contractors arriving daily, controlling access to and securing this gated community is a big challenge for the Client.

Our Solution

AE Security provided well-trained and professional security guards to help foster a crime free interior environment while hardening the security perimeter beyond the gates. CCTV and alarm handling systems are supported by security guard patrols to ensure the property remains locked and secure during out of hours.

AE Security also installed a visitor management system that documents arrival times and prints passes for visitors and contractors. Car number plates, and driver's license information and photograph are scanned and stored for subsequent authorization and access control. The system allows daily activity logs, patrol officer reports and onsite visitor and contractor lists to be compiled and printed.

The Results

Zero crime rate and FAST identification of potential problems/intrusions

The combination of well-trained officers, strong leadership and technology has helped provide residents with a convenient, safe and secure community. The presence of dedicated and alert security guards has resulted in **zero crime rate** and the perimeter intrusion detection system enables the security team to quickly **identify potential problems** and respond accordingly.



Case Study – International School

Client: **ISKL**



The International School of Kuala Lumpur (ISKL) was established in 1965 and is the first fully accredited international school in Malaysia. Located in the heart of Kuala Lumpur, the school has two campuses, ISKL Ampang Campus for the Middle and High School students, and ISKL Melawati Campus for the Early Childhood and Elementary School students.

The security team at ISKL needed a reliable and dedicated partner to provide maintenance services to their security system and deliver solutions to improve the performance

Our Solution

Together with the Client, AE Security did a comprehensive audit of the existing security system, and a set of detailed asset list and layout drawings were generated. Improvements to the security system infrastructure were made by centralizing the power supply to the cameras, and minor repair and upgrading works were done to give the security equipment a fresh look. A dedicated maintenance team was put in charge of both campuses to ensure that the security system continues to function as intended.

The Results

Recognized as a true partner, more resilient system and a peace of mind

ISKL has recognized AE Security as a true partner in a mutually beneficial relationship that has improved their security system and services. AE Security's commitment and expertise in resolving on site issues have made the **system more resilient**. AE Security's 24-hour helpline that is exclusive to our clients, gives ISKL access to engineers who can help troubleshoot system problems on the spot, giving the Client **peace of mind** knowing that assistance is only a call away.

5 REASONS WHY AE SECURITY TRUSTED AND PREFERRED

1 In-depth Expertise, Experience and know-how

We have been in the industry since 1999. Our team has the combined experience of more than 30 years in the security industry and we offer a wealth of knowledge and expertise. We are experienced in dealing with complex systems and have security guards who are well trained to manage crises. Having solid experience means that we have an intimate understanding of market conditions and a better idea of what to expect and can foresee problems more clearly. We save you time and money by offering proven security solutions, not by trial and error.



2 Professional and Proactive in Mitigating Your Potential Security Risks

At AE Security we listen to the ideas, plans and objectives of our clients and select the best solution to fit. We focus on giving you exactly what you need, rather than on selling products. We listen, discuss and advise our clients on the ideal security solution. We provide you with honest feedback and help you make smarter decisions for your security needs, so that you get the most cost-effective solution. This helps expedite your decision making process. Proper security is like insurance; the premium must reflect the risk. The difference, insurance is reactive to loss, our security service is proactive, mitigating loss. We tailor our services to our client's needs and desired results, only recommending what is needed.



TY IS YOUR CHOICE

3 Total Security Solutions for Your Peace of Mind

We are a one-stop-shop for security; we are one of the few who provide security systems and the manpower (security guards) who can operate the systems. We take responsibility for the full security of the site; we provide you with peace of mind, by minimizing system downtime with trained technicians on standby 24-hours and security guards who are trained to handle first level troubleshooting of our systems. This gives our clients confidence to focus on other aspects of their business, knowing that we are fully accountable for the security of their site.



4 Going the Extra Mile

We are passionate, creative and innovative about our work. We love working with fantastic clients. We come up with new ideas on how to make our services better. We care about our clients and work out of hours to make things right. We help our clients improve security efficiency and productivity by installing systems that are cost-effective yet using the latest technology.



5 Trusted by Discerning Clients

We are proud to be engaged by many prestigious and well-known organizations who are discerning and very security-conscious. Our clients include many of Malaysia's top developers like SP Setia, UEM Sunrise, and BRDB; international schools like ISKL; and shopping malls like Suria KLCC, The Curve and One Utama. Having an established and experienced security contractor further enhances our clients' reputation for security.



OUR CLIENTS

Whether a shopping mall, hotel, gated community or condominium, our ability to integrate the many aspects of an increasingly complex security landscape into a cohesive whole has gained us the trust of the long list of clients we serve.



WHAT OUR CLIENTS SAY

“ We have worked with AE Security for several years now and they are able to assist us in converting our analogue systems to IP technology. This has enabled us to prepare for future upgrades. AE Security understands the high standards that our organization has and is able to provide services that meet those standards. We are pleased with the good support they have given us in resolving issues on site. ”

En. Jazmi Kamarudin,
Centre Manager for
The Curve Shopping Complex,
Boustead Curve Sdn Bhd

“ AE Security has truly embraced us as a partner in a mutually beneficial relationship that has improved our security and service. AE Security's expertise has helped us modernize our systems and make them more resilient while expanding our coverage. Furthermore, as we prepare to migrate to a new facility, they have helped us recognize not only what is possible but what will be possible. ”

Mr. Timothy Heck,
Director of Risk Management
and Student Services,
The International School
of Kuala Lumpur

“ Throughout all our various CCTV surveillance projects, we had observed the team from AE Security demonstrating a consistently high level of professionalism in their work. AE Security completed our jobs at the given timeline by implementing an organized work progress monitoring system, which indicated clearly the current stages of work. We are happy to have them as one of our preferred vendors and we would confidently recommend AE Security to your company to undertake your projects. ”

Ms. Samantha Lee,
General Manager of Operations for
1 Utama Shopping Centre,
Bandar Utama City Centre Sdn Bhd

“ Sepanjang tempuh perkhidmatan selama 1 tahun 9 bulan, AE Security telah berjaya menunjukkan prestasi yang cemerlang dengan keanggotaan yang cukup, berdisiplin serta berhemah dan telah meninggalkan satu 'benchmark' yang tinggi yang agak sukar untuk syarikat-syarikat perkhidmatan kawalan keselamatan yang lain untuk mengikuti. ”

En. Abd Samat bin Mohd,
Bahagian Khidmat
Pengurusan dan Kewangan,
Kementerian Perdagangan Dalam Negeri,
Koperasi dan Kepenggunaan

OUR TEAM

► SECURITY GUARDS SERVICES

At AE Security, we have an outstanding team of security professionals who have a combined **30 years of security, law enforcement or military experience.**

The highest priority of our security team is to protect our clients and their assets. Our security guards are fully equipped and are well trained to handle tricky situations and manage crises.

We take great pride in ensuring that our security guards have the mental sharpness and energy to perform their duties and carry out their responsibilities as is required of them.

► ELECTRONIC SECURITY SYSTEMS

At AE Security, we are experts in planning, designing, implementing and maintaining electronic security systems and solutions that are **cost effective** and **time saving**. Our strength is in designed the **best method** in integrating security sub-systems to form a fully operational security system.

Our experienced team of engineers and technicians are continuously trained to provide technical support in the increasingly complicated area of security systems.

We are committed in ensuring that the system we install works as intended and meet, or exceeds, the user requirements.



MANAGEMENT TEAM



Executive Chairman
First Admiral Dato' Ir.
Mokhtar Mohd Yusof (Rtd)



Managing Director & CEO
Yasmin Mokhtar



Corporate Affairs

Executive Director
& Finance Manager
Yusniza Mokhtar

Human Resources Manager
Nor Fauziah Mashud

Procurement Manager
Waffi Zahiddeen



Security Guards Services

Executive Director
Khairul Izwan Mokhtar

General Manager
of Operations
Capt. Shafari Bakar (Rtd)

Assistant Manager
of Operations
Meor Ezareem



Electronic Security Systems

Executive Director
Khairil Azlan Mokhtar

Technical Manager
Firdaus Alwi

Project Manager
Fahami Shani

Maintenance Manager
Hisham Rahim

OUR POLICY

At AE Security, we strive to enhance our Clients' satisfaction by continually improving product excellence and services in terms of quality, functionality and delivery requirements.

We are committed to:

- ▶ **provide goods and services that not only complies with, but exceeds our Clients' expectations**
- ▶ **continually improve the quality of our services**
- ▶ **continually improve the effectiveness of our Quality Management System**

A fundamental part of AE Security's business operating standards is continual improvement; we challenge ourselves to make improvements year on year.

We believe in developing long lasting and mutually beneficial client partnerships. **Our clients are our partners.** We go the extra mile to align our interests and build deep relationships of trust with them.

Do get in touch with us today to explore how we can take your organization's security to the next level!

We are ISO 9001 certified by BUREAU VERITAS

ISO 9001
BUREAU VERITAS
Certification



YES, WE'D LIKE TO TAKE OUR SECURITY TO THE NEXT LEVEL

- Security Consultancy
- Design, Installation and Integration of Security Systems
- Technical Maintenance
- Security Guard Services



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