



# Company Profile

Innovative Engineering Solutions



**Sama Gulf Company Ltd**

[www.samagulf.com.sa](http://www.samagulf.com.sa)

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## About us

- SamaGulf started its operation in KSA, HO located in Riyadh
- 100+ employees working as a team to cover the wide range of requirements.
- Sama comprises of various Business Verticals.
- Sama is a comprehensive solutions provider to enhance and optimize business capabilities within KSA.
- Sama prides itself with a growing number of clients from different market sectors that enjoy an improved value stream in their respective fields of business.
  - The highest standards of quality ethics and integrity in addition to continuous commitment to human and technical developments form the pillars upon which samagulf conducts its business.
  - Highly trained & skillful engineers to work for your Industries and Engineering needs.

## Integrity

We take a personal approach to every project and contract, and are always on hand to provide our clients with expert advice and support throughout the life-cycle of each project.

## Culture

We are deeply committed to an open, transparent, highly ethical and inclusive team-orientated culture, and support the continuous career progression of our staff through training and development.

## Excellence

We utilize state-of-the-art engineering technologies and operate within the strict confines of an integrated management system. Totally dedicated to providing high-quality engineering services, we ensure that quality policies are fully understood, implemented and maintained.



# OUR QUALITY POLICY

At Sama Gulf, solving customer challenges is second only to keeping everyone safe and healthy. We don't compromise our focus on HSE for better business results. Our commitment to safety will minimize the impact on the environment, control risks to our employees, and maintain safe work practices. Our dedication will match our commitment so that each and every Sama Gulf employee takes personal ownership of their own safety and the safety of others.

Turning our commitments into practice is at the heart of our Journey to ZERO. Simply stated, it's a concerted effort to achieve ZERO health, safety and environmental incidents every day, all the time. There are many areas within Sama Gulf where this is happening now. Our ZERO goal is to make it happen around the clock, everywhere.

Sama Gulf will continue to keep its strategic focus on these key HSE areas:

- Effective leadership and commitment
- Continuous improvement of our ManagementSystem
- Training and competency of our employee workforce
- Providing mechanisms for employees to communicate and address risk
- Continuous improvement of technology and processes to mitigate HSE impact
- Verification of performance through robust audits, and communication of key learnings

## QUALITY POLICY

Strives to fulfill the needs and expectation of our customers by offering consistent quality in all our services.

Implements its Quality Policy through QMS which is binding for all the employees. No unauthorized alterations or deviations from the QMS are permitted.

Reviews its Quality Policy through regular management review meetings to ensure that service quality is maintained in line with the customer's expectations.

Provides sufficient and suitable resources to implement and maintain the Quality Management System.

Provides an environment that fosters a spirit of pride in workmanship and teamwork among employees.

## QUALITY OBJECTIVES

It is our objective to provide the satisfaction to our customers by providing high quality products on time, every time.

We are committed to providing safe working places to all of our employees.

Our company aims to expand operation by establishing branches to closely monitor our Customer's needs.

It is our objective to bring highly innovative technology machines to support the continual development.

It is our operating philosophy to do it right from the first time, all the time.

# POWER SOLUTIONS

Sama Gulf offers a comprehensive range of services to support our customer's power continuity requirements. Services include building the business case, designing solutions that will meet all the operational requirements, as well as implementing and supporting equipment in the field. Sama Gulf Power's engineering team also has the expertise to audit, upgrade and support existing generator implementations and manage a project end to end. With access to such a wide range of power products and services for both AC and DC applications, we offer customized turn-key solutions that simplify project execution and procurement with a single point of contact. Think of us as an extension of your IT and facilities departments ready to help you solve any type of power problem, from pole to plug, or complete a new power project. When you need help with your power infrastructure, call us first. Whether it's your switchgear, data center, cooling, a remote closet, a DC site, or a battery replacement, we're ready to help you.

## CONSULTATION AND DESIGN SOLUTION

Sama Gulf Power Consulting Engineers are available for a free consultation to rapidly provide a high level power continuity solution design, cost estimate and assist with business case qualification. Sama Gulf Power understands how the Power Continuity business case relates to the various market segments. We can help qualify and document your business case at conception and our project managers take responsibility for the project right up to completion, commissioning and handover to operations. We design every solution to exactly meet our customer's individual business need. We study power sizing, runtime requirements, environmental factors, and space. We then design the proper enclosure around it to provide an optimized and highly efficient package in a variety of NEMA ratings and materials.

we now offer a variety of custom power solutions tailored to your specific application including complex upgrades, technology refreshes, and expansion and consolidation projects. Additionally, our services team can assist with IT services such as rack and stack, network integration, and converged infrastructure. In addition to our extensive line of off-the-shelf power protection products and services, we offer custom power solutions for unique and complex requirements.

## DIESEL GENERATOR

Sama Gulf provide emergency backup power systems for many different applications, including data centers, office buildings, construction, telecommunications, food and beverage processing, agriculture, laboratories, and medical facilities. At the heart of many of these backup power systems is a standby diesel generator. Diesel generators are available in a wide range of configurations to meet almost any need. Some of the advantages of diesel generators are that they have relatively low maintenance costs, and are considered very rugged and reliable with long service lives. Diesel power generators, or electrical generator sets, are widely used in industrial and commercial establishments such as data centers, hospitals, and financial and commercial buildings. Diesel generators can be either prime power sources or standby backup power sources. Diesel generators have the ability to start and assume a load in less than 10 seconds, making them an ideal choice for industrial or commercial primary and back-up power systems.

## DIESEL GENERATOR - INSTALLATION SERVICES

Generator Installation – Site Survey – We will site survey your building at no cost to offer you a choice of backup generator options to suite your budget, to find the most cost effective system.

Generator Installation – Design – Sama Gulf will design from scratch a purpose built generator system, providing the schematics and electrical drawings that you will need should planning applications be required.

## DIESEL GENERATOR - MAINTENANCE SERVICES

Sama Gulf offers a choice of generator service package

**Planned Generator Maintenance Packages:-** Service and maintenance of diesel generators is key to backup power reliability. A well-planned maintenance programme is essential to the operation of any emergency power generation system. As there is no such thing as a ‘maintenance free’ power supply system, all diesel generators need to be serviced regularly to ensure that they are operating efficiently and that their start-up batteries are in good working order. Weak or undercharged starting batteries are one of the most common causes of standby power system failures. Even when kept fully charged and maintained, lead-acid starting batteries are subject to deterioration over time and must be replaced periodically when they no longer hold a proper charge. Only a regular schedule of inspection and testing under load can prevent diesel generator starting problems. A proven track record of generator maintenance for complete reliability in the provision of standby power generation has led Sama Gulf long association with clients in industries where emergency power supplies are a vital lifeline.

**Contract Maintenance Packages:-** We offer a range of generator maintenance and servicing contracts to suit every customer requirement from simple repair through to 24 hour 365 days a year service contracts with guaranteed response times to site. All our generator service and maintenance contracts are backed up by our 24-hour call out and support team. We offer: - 24 hour coverage nationwide Guaranteed fast response times Service of all major diesel engine brands.



## DIESEL FUEL POLISHING AND CLEANING

Diesel engine fuel, when bulk stored for extended periods, can easily become contaminated with any number of foreign bodies from water and dirt to airborne microbes – a situation recognized by many of the major oil companies who now recommend that fuel and fuel tanks are cleaned on a regular basis. Contaminated fuel can have a serious impact on engine life, performance and reliability, in particular where high pressure common rail injection systems are used on modern engines.

Fuel polishing systems offer simple and reliable solutions to the problem faced by operators and rental companies who store diesel in environments subject to water ingress or general contamination. In each case, fuel is pumped from storage tank and polished removing virtually 100% of water and all particles down to 5 microns before returning back to tank, eliminating the expense of totally removing or replacing the fuel. Sama Gulf provides complete solution and system installation according to your plant diesel storage capacity requirements.

## POWER RENTAL

Sama Gulf provides the latest technology diesel generator sets along with accessories for monthly / yearly rent of the following requirements

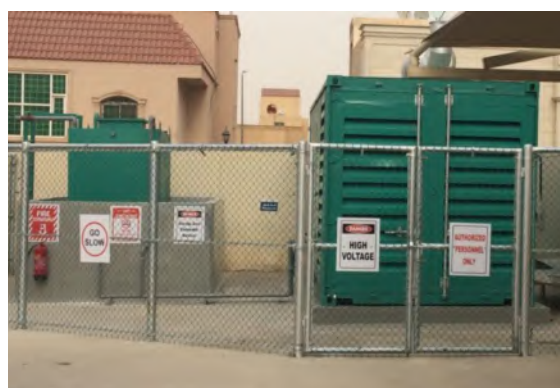
- Prime power - a reliable power for complete installations
- Standby power - dependable backup and peace of mind for essential services
- Emergency response - temporary replacement for installed capacity as part of a disaster recovery plan

For many businesses, renting power equipment offers a number of advantages over buying outright. Many of our clients rent generator sets from us to handle temporary power outages while electrical upgrades are being performed. Manufacturing and packaging facilities have rented equipment to help fulfill large one-off orders. Here are some other benefits of short- or long-term power rental for businesses:

**No maintenance cost/less chance of breakdown:** All power system rentals come fully serviced by our factory-trained technicians for reliable use in any conditions.

**No investment:** Free up capital for use on other things by renting instead of buying — your credit rating will also improve as rentals do not appear as a liability on your company's balance sheet.

**Get modern efficiencies without breaking the bank:** You may not be able to afford to replace your aging generator or other power equipment outright, but by renting you can take advantage of the savings today's modern technology offers.



## ENCLOSURES

Sama Gulf offers a variety of Enclosures for telco rack, battery enclosures and IT cabinets to house your equipment wherever it needs to be installed. From basic data center cabinets to complete power systems for rugged outdoor applications, our line of racks, cabinets, enclosures and pre-configured modules can meet your requirements, from small office and large data center applications to the most rugged and remote outdoor applications. Prime power - a reliable power for complete installations.

Enclosure, Cabinet or Pre-Configured Options

- IT and Data Center Cabinets
- Indoor Telco and Battery Racks
- Outdoor Enclosures
- Pre-Configured Enclosures
- Data Center Modules

## DATACENTER AND POWER SYSTEMS SERVICES

Sama Gulf has the expert Data Center and Power Systems Services you need to support your equipment through the data center and power distribution life cycle. Our priority is helping you maintain the uptime and availability that your business requires.

Sama Gulf Services include data center power and cooling equipment maintenance and service plans, power system assessments, and equipment modernization. We provide service plans that cover your critical equipment and we offer years of experience in our staff, supported by a nationwide network of both OEM and third party service specialists. We care about the equipment that will be reliable, efficient and secure from the day it was first installed. Keeping equipment running at maximum efficiency and optimal performance is the priority. We care and regular maintain it will help you to avoid unnecessary downtime and help save time, and money.

With the increased complexity of IT environments and the growing push for more efficient data centers, Power Solutions offers a variety of power distribution products to provide reliable, manageable, and efficient power distribution from where power enters the data center, to the rack, and then distributed through the rack to each individual piece of equipment. Our 3-Phase PDU, Busway and rack ATS and PDU lines are designed for increased flexibility, manageability and efficiency in the data center.



# RENEWABLE ENERGY SOLUTIONS

## SOLAR POWER

Solar Power uses energy directly from the sun and is a rapidly advancing energy resource of key interest to many of our customers. Sama Gulf Energy involves two basic technologies: photovoltaic (PV) and concentrated solar thermal power (CSP, sometimes also called CST). PV produces electricity directly with a technology that is rugged, simple, modular, and continuing to decrease in price as production capacity around the world increases. Technologies include flat-plate silicon modules, thin film modules, and concentrating PV (CPV), with other types in development. CSP varies from PV in that it captures and concentrates direct solar insolation, extracting the energy as heat that can be stored and released as required. Heat can be combined with fossil fuels and used in industrial processes. Sama Gulf Energy works across all of these solar technologies through services and support such as

A) Feasibility study for construction of solar power plants

- Examination of different areas according to the solar atlas to select proper location for
- Solar farm development.
- Estimation of the electrical energy generation capacity.
- Investigation of environmental conditions, transmission and distribution of electricity.
- Cost estimation for construction and operation of solar farm.

B) Obtaining license for solar farm development from Renewable Energy Organization.

C) Obtaining permits for guaranteed power purchase and signing PPA for client.

D) Procurement of appropriate solar panels based on the selected site.

E) Engineering

F) Maintenance



## HARNESSING THE POWER OF THE SUN

### SOLAR THERMAL HYBRID SYSTEMS FOR COOLING AND HEATING

Sama Gulf uses parabolic concentrators integrated with thermally driven double effect absorption chillers for cooling which reduce power consumption significantly as compared to conventional electrically powered systems.

More than 40% of the world's energy is consumed for heating (hot water, process steam, space heating), cooling (air conditioning, cold storage) and lighting (artificial, ambient) in buildings. Use of parabolic solar concentrating technology is also used for generating steam using solar energy. The system generates hot water at temperatures as high as 140°C and saturated steam at pressures of 3 to 4 bar.

### SOLAR PHOTOVOLTAIC SYSTEMS

- Minimum civil work for fast engineering and construction.
- Low maintenance and corrosion free supports.
- Improved reliability: Operations continue even if a part of the solar system falters.
- Remote performance monitoring for system output and efficiency.
- Stringent quality tests and high quality material.

### SOME APPLICATION AREAS

- Boiler feed water preheating
- Washing in laundries
- Space heating
- Oil preheating
- Metal pretreatment in paint shops
- Milk pasteurization
- Steam cooking



# INDUSTRIAL AUTOMATION

Sama Gulf delivers automated production flow solutions that increase the efficiency of your production processes. Our solutions are geared for low cost of ownership and highly reusable, requiring a minimum of maintenance with low power consumption. Sama Gulf invests in solutions that can easily be modified and customized, which is particularly valued in industries where demand is rapidly changing. We make sure your products follow the process path in a seamless, waste-less way. We meet the increasing requirements of the industry for special solutions in automation and handling technology, as well as to ensure further growth of the company. We use best practices to offer the best possible high quality customized products. Our automated solutions are specifically designed to develop a dynamic manufacturing capability of our clients.

## FOOD AND DAIRY SOLUTIONS

The importance of a clean, hygienic production environment increases considerably when handling unpacked food in wet and even dry environments. Failure to meet these requirements can result in extreme measures such as; a product recall or even worse - consumer illness, which would have a major impact on both brand image and bottom line. Food processors rely on strict hygienic standards in their processes to prevent the growth of harmful bacteria. The consumer demands for natural products and longer shelf life increases the potential for microbial contamination, if the high hygienic standards are not maintained. Handled products can have a weight from a few grams up to 30 kg. Different track widths fit small vials up to large bundles of a hundred tissue rolls. And there is a choice of low to high flow rates, in some cases for up to 1000 products per minute!



## DYNAMIC FLOWS FOR TISSUE AND DIAPERS

Sama Gulf has experience in designing and installing production lines for the tissue and diaper industry. Our solutions are based on deep process knowledge that enhances efficiency in different ways such as the demand driven line balancing for optimal utilization and run time of converting machine and packaging equipment. Another driver for efficiency is the smart, compact line layouts with good operator access to equipment and ease of work. Our wide range of solutions are specifically developed for the tissue and diaper industry. This includes conveyor equipment and dynamic handling and distribution solutions that deliver high output and smart, compact layouts that enhance overall efficiency.



## PALLETIZING WITH COLLABORATIVE ROBOT

The new standardized palletizing cell from Sama Gulf is compact, quick to install and easy to configure. The use of a collaborative robot significantly reduces the footprint, by over 50% compared to cells with industrial robots. A fence system or cage is not needed and operators can safely work side-by-side with the robot. The solution permits continuous operations, the operator can easily remove one complete pallet without stopping the collaborative robot. The operating cost is low, with a power supply of 220V and no external air supply needed. An internal vacuum pump is included which makes it possible to effortlessly move the palletizing cell. The smart design with quick connectors contributes to a fast and easy installation in only a few hours. A tablet application with intuitive interface ensure easy layer configuration, without any need for complicated robot programming.



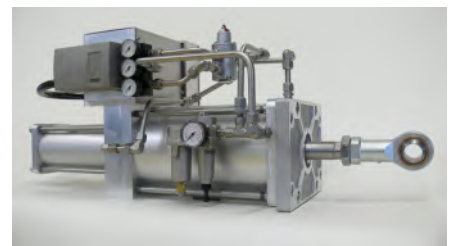
## SPIRAL ELEVATION

When elevating the production flow, you reclaim valuable floor space, which enables you to add more production capacity or increase accessibility for your operators. The spiral elevator is a compact and high throughput solution for up or down elevation. It ensures a continuous product flow while the elevation is as simple and reliable as a normal straight conveyor. The spiral-shaped conveyor is the key to its unique compact construction that saves valuable floor space. The application range is wide, from the handling of individual parcels or totes to handling of packed items such as shrink-wrapped bottle packs or cartons.



## ACTUATORS

Sama Gulf is the authorized supplier of Polman Actuators and kit. We have specialized team to install and service the actuators. Actuators are mechanical or electro-mechanical devices that provide controlled and sometimes limited movements or positioning which are operated electrically, manually, or by various fluids such as air, hydraulic, etc. A typical use is the control of various valves such as a ball valves or butterfly valves. Each actuator type has versions for various power configurations and come in many styles and sizes depending on the application.



We Do:

- Mechanical Actuators
- Electrical Actuators
- Pneumatic Actuators
- SMD Curve control Actuators
- SMD Stainless steel Actuators



# POWER QUALITY MANAGEMENT & SOLUTION

With increases in cost of power and concerns about the environment, Power Quality solutions using the latest technology advances have become important. We provide Power Quality Solutions, by conducting related Power Quality audits / survey service and recommendation of suitable solution such as Capacitor Banks for Power Factor improvement, Harmonic Filters and Hybrid reactive power management solutions. Power Quality Solutions are required for most segments in the market – hospitality, industries, commercial buildings etc.,

We provide complete package for your PQS requirements :

- Power Quality Audits – A site study with suitable power quality loggers to identify power quality problems and suggest required solutions to improve the reliability and efficiency of the electrical network.
- Design and Installation – From new installations to existing systems we can ensure your system will be correctly designed optimized to according to your facilities requirements.
- Maintenance – It is essential that that your power factor system and power quality systems are maintained properly to avoid risk and unnecessary expenditure.
- Monitoring – To have constant surveillance of your power factor system and power quality systems ensures that your system is operating to expectation and can offer insight to optimization preventative maintenance of one's installation.

## POWER QUALITY SOLUTIONS

Advanced power electronics equipment applications can improve our work efficiency and make life easier, but at the same time they can pollute the power grid. Rectifiers play a large part in many applications that are growing faster than power grid construction. Voltage and current harmonics, reactive power fluctuation, three phase imbalance, and other issues are caused by rectifiers with power quality issues that threaten the reliability and efficiency of the power supply system. Similarly, power voltage amplitude and frequency issues are affected by power generation.

We need to eliminate grid harmonics, reactive power fluctuations, imbalance, and other issues to adapt to new electronic equipment and power quality problems.

Special Features of Active Harmonic Filters :

- Suitable to mitigate harmonics, Power factor correction and correct unbalance current
- Capable of limiting harmonics down to less than 3% ITHD
- Wider range of operating temperatures
- Compatible with diesel generators
- Easy for installation, maintenance and capacity expansion.
- High Adapability
- Simple and Flexible application
- Very quick Response time, less than one cycle
- Excellent compensation capability
- High Reliability
- Quick adaptability to changing load conditions
- Min or negligible maintenance required

### Special Features of Capacitor Banks :

- Improves the Power factor correction of the network
- Contactor or Thyristor Switched
- Detuned options 5.7%, 7% or 14%
- Highest Output to Step ratio (enables smooth correction of PF)
- IoT Enabled
- Thyristor switch Relay – infinite number of steps possible
- Lowest losses and noise in the reactors
- Ambient temperature 70Deg for Capacitors
- Capacitors/Reactor Temperature monitoring and alarm
- Compliance to IEC 61921
- Compatible with diesel generators ( dual set target PF )
- Easy for installation, maintenance and capacity expansion.
- High Adapability
- Simple and Flexible application



Sama delivers end to end business services which help organizations in the public and private sectors operate more efficiently and profitably. By combining in-depth understanding of our clients' businesses with expertise in engineering knowledge, we take on our clients' challenges and develop innovative solutions to address them.

Get in touch with us



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