



## ROYAL SYSTEMS & SERVICES LTD.

# SUMMARY OF COMPANY PROFILE

April 2018



ROYAL SYSTEMS & SERVICES LTD.

# Executive Summary

---

ROYAL SYSTEMS & SERVICES LIMITED, is wholly Ghanaian owned company existing under the laws of Ghana having its registered office at #6 Akoko Foto Enclave, Dansoman, Accra, P. O. Box 12802 Accra-North, Ghana. RSSL is also registered with the Ministry of Water Resources Works and Housing with REG CERT NO. MWRWH/CERT NO 31670A and class D1K1.

RSSL has existed since 2008 engaging in General Civil Works Construction and Telecom Infrastructure Services such as, Turnkey Site Build Services, Tower Maintenance Works, Site Refurbishment, Colocation Preparation Works, Electrical Power Management including Generator Installations and Grid Power Supply to sites. The company also is a major supplier of almost all telecom and electrical power materials such as Antenna Brackets, Tower Parts, RF Cables and Accessories and all types of Electrical Cables, Power Cabinets, Cabinets, Construction Materials and Generators.

Over the years, RSSL has developed working relationships with almost all the Telecommunication Companies and currently has as its major partners: Huawei Technologies, American Towers, Eaton Towers, Helios Towers, TiGO, Airtel and Vodafone.

The company is led by a highly experienced and qualified management team that has extensive on-hands expertise in Financial Management, Customer Relations, Project Management, needed Technical knowledge and a good understanding of Procurement Practices.

RSSL is an OHSAS 18001 and an ISO 9001: 2015 Certified Company and is highly committed to working to meet internationally acclaimed standards. RSSL is driven by the core values of Responsiveness, Reliability, Integrity, Speed and Quality.

# What We Do



ROYAL SYSTEMS & SERVICES LTD.

## **Turnkey Telecommunications Services**

- Site Acquisition
- Site Design Works (Technical Site Surveys, Design Packs, As-built and Engineering Services)
- Civil Works (Including Tower Foundation, Site Refurbishment Works, Co-location Works)
- Tower Erection (Including Foundation Modification, Tower Strengthening, Tower Refurbishments)
- Power and Electrical Works (Including Generator & Solar Power Installations, Maintenance and Services)
- Telecom Installations (BTS, TX, Data Centers, Security Systems)
- Fiber Laying and Terminations (Including Security Fixtures)
- Transportation and Haulage Services

## **Mining Services**

- Haulage
- IT Infrastructure

## **General Civil Construction & Design**

We have a team of Chartered Civil Engineers and Certified Building Technologists that deploy state of the art:

- Building Designs and Construction (including Structural Design, Draftsmanship, Quantity Surveying, Actual Construction and Supervision works)
- General Estate/Facility Management and Maintenance (including civils, electricals, electro-mechanical, carpentry, plumbing and all other related building construction works)
- Office Fit-outs and General Furniture Supplies

## **Material Supplies**

- Telecom Material Supplies (Power Cabinets, Tower Accessories, Installation materials, Fiber Optics Materials)
- Electrical materials (cables, breakers, earthing materials etc.)



## Some Executed & Ongoing Contracts

<i>Item</i>	<i>Project Description</i>	<i>Contract Sum</i>	<i>Client</i>	<i>Project Time (From – to)</i>	<i>Comment</i>
1	E-Government Site Build Project	GHs6million	Huawei	Since Nov. 2013	Completed
2	IVS Installation Project	GHs2.4million	Huawei	Since Apr.2014	Completed
3	National Data Centre Project	GHs1.2million	Huawei	Since Jan. 2014	Completed
4	Data Center and Telecom Installations @ Sierra Leon	USD77,000	Huawei	Aug. 2015 - Dec. 2015	Completed
5	Retail Shops Outfits Project	GHs1.8million	Vodafone	April 2014 - Dec. 2015	Completed
6	VF Exchange Refurbishment	GHs700,000	Vodafone	April 2014 - May 2015	Completed
7	Site Refurbishments and Colocations	GHs2million	ATC	Since April 2014	Completed
8	Site Refurbishments and Upgrades	GHs2.2million	Helios	Since September 2014	Completed
10	Colocation	GHS800.00	Helios	Since Sep.2015	Completed
11	Material Supplies	GHs2.5million	All Clients	Since Jan. 2014	Completed
12	Fiber Optics Works (Over 4km	GHs2.8million	Huawei	Nov.2015 – Mar. 2016	Completed
13	ACDC SWAP Project	GHs1.2 million	Helios	Jan. 2016 – May2016	Completed
14	Hybrid Power Installations	GHs2.4million	Huawei	Mar. 2017 - Feb. 2018	Completed
15	Rural BTS Sites Deployment	Ghs3.2million	Huawei	Dec. 2017 - Feb. 2019	Completed

**Note: RSSL still has contracts to deploy additional sites as and when customer demands increases.**



ROYAL SYSTEMS & SERVICES LTD.

# Our Transformational Plan

---

## **Ambitious Goals**

1. Grow revenue from \$4 million in 2015 to \$25 million in 2020.
2. To be leader in alternate power supply and telecom infrastructure service provider in telecommunications industry in Ghana with a 50% market share in 2020.
3. To be the preferred telecom infrastructure services provider in Ghana by 2020

## **Our Mission**

To be a key player in bringing telecommunication technology to all by partnering with giant players to provide timely and quality engineering and support services.

## **Our Vision**

To Be The Preferred Telecom Infrastructure Service Provider across West Africa

## **Prospective Future Business**

1. Telecom Tower / Monopoles / Accessories Importations & Deployment
2. Telecom Site Maintenance (Active and Passive)
3. Generator Importation, Sales and After Sales Services
4. Real Estate Management
5. Large Scale Fibre Optics Works



ROYAL SYSTEMS & SERVICES LTD.

# Implementation Capacity – Our people

- We Have a Highly Qualified and Self Motivated Management Team that steers the organization towards its vision.
- We also benefit from the dedicated and committed coaching services of a highly qualified business professional assigned to the company by the Stanford Seed.
- When needed, we engage consultants for specific professional services especially in our financial management.



**Ing. Samuel Quadjie**  
Managing  
Director/Founder  
*BSc.(Hons) Civil Eng.,  
MGhIE*



**Samuel Kumi**  
General Manager  
*MBA-Fin, MAM,  
BSC(Hons) Civil Eng,  
PMP®, PRINCE2®*



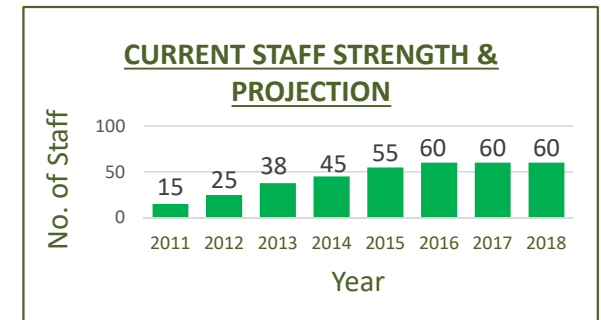
**Constantin Salameh**  
Business Coach  
*Stanford SEED*



**Nobel Quadjie**  
Director  
*MBA-Planning, BSc HRM*



**Lennox K. Agordekpe**  
Head, Fin. & Admin.  
*BCOM, ACCA Level-2*





ROYAL SYSTEMS & SERVICES LTD.

# Implementation Capacity – Technical staff

NR	NAME	RANK	QUALIFICATION	YEARS OF EXPERIENCE
<b>MANAGEMENT TEAM</b>				
1	Ing. SAMUEL QUADJIE	MANAGING DIRECTOR	Bsc. Civil, MGhiE	23 YEARS
2	SAMUEL.K. KUMI	GENERAL MANAGER	MBA(Fin), MAM, Bsc (Civil Eng), PMP®	15 YEARS
3	LENNOX KORKOE	ACCOUNTANT / ADMINISTRATIVE MANAGER	B.COM.HND	7 YEARS
<b>TECHNICAL TEAM</b>				
4	BERNARD GOGOE	PROJECT MANAGER (Civil)	BT. TECH. II	10 YEARS
5	SOLOMON DEKU	HEAD, SUPERVISOR(Civil)	(Bsc. QS & CONSTRUCTION ECONOMY	5 YEARS
6	GODWIN QUADJIE	PROJECT MANAGER (I.T Installatio Work)	Bsc, PHYSIS,	6 YEARS
7	PHILIP AKOTO	HEALTH AND SAFETY MANAGER	Bsc. SAFETY MANAGEMENT	5 YEARS
8	Albert Koranteng	PROJECT MANGER	BSc. Telecommunications Eng.	5 Years
9	JANET WORNAME	DESIGN/DRAUGHTSMAN	CTC	8 YEARS
<b>SUPERVISORY TEAM</b>				
10	ENOCH ALLOTEY	SUPERVISOR/DRAUGHTSMAN	HND CIVIL ENGINEERING	3 YEARS
11	ROMEO KPORMEGBE	Health & Saftey Manager	HND CIVIL ENGINEERING	3 YEARS
12	FRANCIS OFORI	ELECTRICIAN FOREMAN	CITY & GUILDS(INTERMEDIATE)	23 YEARS
13	AGBESHIE MAWUNYO	ELECTRICIAN FOREMAN	CITY & GUILDS	10 YEARS
14	ASIAMA ABRA	VOICE AND DATA TECHNICIAN	COMPUTER ENGINEERING (cert.)	7 YEARS



ROYAL SYSTEMS & SERVICES LTD.

# Implementation Capacity - Equipment

#	VEHICLE No.	EQUIPMENT/ VEHICLE TYPE	CHASIS No.	CONDITION	OWNERSHIP
		<b>VEHICLES</b>			
1				GOOD	ROYAL
2	GY 1682-13	KIA RHINO TRUCK	KN3SAP28427K00594	GOOD	ROYAL
3	GW 5409-15	KIA RHINO TRUCK	CRANE TRUCK	GOOD	ROYAL
4				GOOD	ROYAL
5				GOOD	ROYAL
6	GS 7905-12	PICK UP Mitsubishi	MMBJNKB40CD033890	GOOD	ROYAL
7	GC 1742-12	PICK UP Mitsubishi	MMBJNKB40CD041336	GOOD	ROYAL
8	GC 1521-11	PICK UP Mitsubishi	MMBMGG2SH8BD00674	GOOD	ROYAL
9	GS 7984-13	PICK UP Mitsubishi	MMBJNKB40CD061754	GOOD	ROYAL
10	GS 7986-13	PICK UP Mitsubishi	MMBJNKB40CD061786	GOOD	ROYAL
11				GOOD	ROYAL
12				GOOD	ROYAL
13	GN 7951-16 224	TRUCK	WMA39WZZ3DP041987	GOOD	PATNERSHIP
14	GN 7952-16 222	TRUCK	WMAH41ZZ66M442350	GOOD	PATNERSHIP
		<b>EQUIPMENT</b>	<b>QTY</b>	<b>CONDITION</b>	
1		WATER PUMP MACHINE	2	GOOD	ROYAL
2		CONCRETE MIXER	1	GOOD	ROYAL
4		POKER VIBRATOR	2	GOOD	ROYAL
5		SURVEY INSTRUMENTS	2	GOOD	ROYAL
6		DRILLING MACHINES	5	GOOD	ROYAL
7		CONCRTE CUTTERS	2	GOOD	ROYAL
8		TILES CUTTER LARGE	1	GOOD	ROYAL
9		TILES CUTTER SMALL	3	GOOD	ROYAL
10		BACK HOE MACHINE	1	GOOD	ROYAL
11		5 TONNE CRANE TRUCK	1	GOOD	ROYAL
12		TIPPER TRUCK	2	GOOD	LEASED
13		SPIRIT LEVEL - VARIOUS TYPES	10	GOOD	ROYAL
14		REINFORCEMENT CUTTING MACHINE	2	GOOD	ROYAL
15		WINCH MACHINES	2	GOOD	ROYAL
16		WORKING TOOLS FOR carpenters, masons and other artisans	SEVERAL	GOOD	ROYAL
17		SCAFFOLDING	SEVERAL	GOOD	ROYAL





ROYAL SYSTEMS & SERVICES LTD.

# Our Finances

- RSSL is considerably SOUND FINANCIALLY.
- Our finances is made up of
  - ✓ Owners Equity
  - ✓ Private Equity
  - ✓ Bank Facilities (Loans, Overdrafts, Invoice Discounts etc.)
- Main Bankers





ROYAL SYSTEMS & SERVICES LTD.

# Profit & Loss

	2016 GH¢	2015 GH¢
Revenue	14,994,343	12,423,393
Cost of Service	(10,316,358)	(9,328,382)
Gross Profit	<b>4,677,985</b>	<b>3,095,011</b>
General and Administrative Expenses	(2,060,370)	(1,424,925)
Profit Before Tax & Finance Cost	2,617,615	1,670,086
Finance cost	(1,409,703)	(1,002,391)
	1,207,912	667,694
Income Tax Expense	(354,916)	-
Net Profit/( Loss) for the year	<b>852,997</b>	<b>667,694</b>

STATEMENT OF CHANGES IN EQUITY			
	Retained Earnings GH¢	Stated Capital GH¢	Total GH¢
Balance at the beginning of the year	1,460,969	489,000	1,949,969
Profit / (Loss) for the year	852,997	-	852,997
Balance at the end of the year	<b>2,313,965</b>	<b>489,000</b>	<b>2,802,965</b>

# Our Growth



ROYAL SYSTEMS & SERVICES LTD.



# Our Major Clients



ROYAL SYSTEMS & SERVICES LTD.



Other  
Private  
Individuals  
and  
Businesses



# Safety in Pictures



ROYAL SYSTEMS & SERVICES LTD.

**SITE BRIEFING**



**SITE INDUCTION ON EHS**



**INSPECTION of PPE**



**DECOMMISSIONING OF MW ANTENNA**



**RIGGER IN PPE CLIMBING TOWER**



**WINCH BEING OPERATED**



# Some Executed Works



ROYAL SYSTEMS & SERVICES LTD.

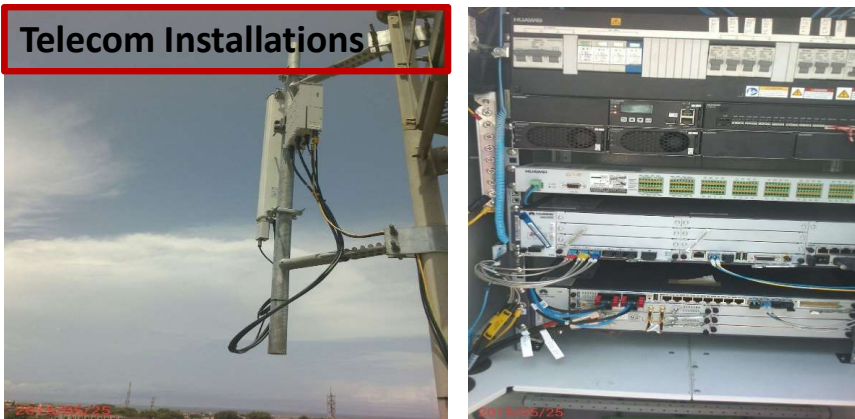
Site Build



Data Center



Telecom Installations



Office Fit outs





# Some Executed Works \_ Rural Telecoms



ROYAL SYSTEMS & SERVICES LTD.





ROYAL SYSTEMS & SERVICES LTD.

# Some Executed Works \_ DC Power Installations

**DC Control Panel**



**DCDB on SLAB**



**Batteries & Rectifier Modules**







ROYAL SYSTEMS & SERVICES LTD.

# Some Executed Works \_ DC Power Installations

## Hybrid Power Installations and Configuration



# Some Executed Works\_ Office Refurbishment



ROYAL SYSTEMS & SERVICES LTD.

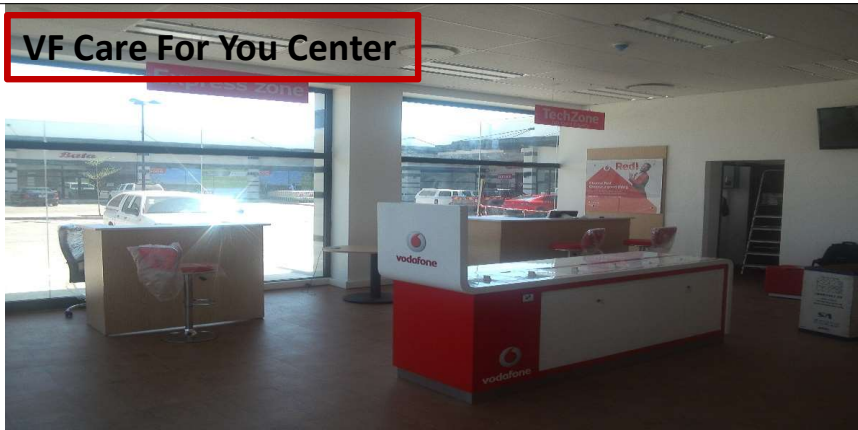
**SG-SSB Tamale**



**Acoustic Ceiling**



**VF Care For You Center**



**Office Fit outs**

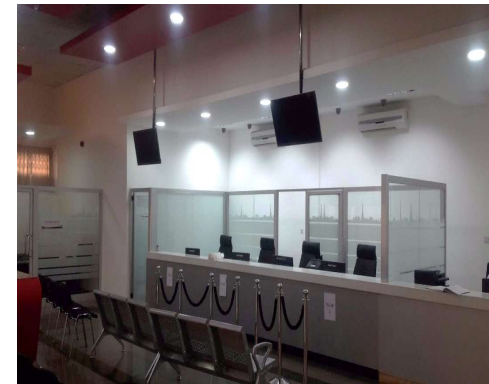


# Executed Jobs in Pictures \_ Office Decorations



ROYAL SYSTEMS & SERVICES LTD.

**Project Name:** Renovation of Banking Hall (SG Ghana) **LOCATION:** Tamale





# Executed Jobs in Pictures \_ Building Projects



ROYAL SYSTEMS & SERVICES LTD.

**Project Name:** Construction of ultra-modern office complex; **LOCATION:** Dansoman



# Executed Jobs in Pictures \_ Building Projects



ROYAL SYSTEMS & SERVICES LTD.

**Project Name:** Construction of residential homes at Tse Addo, **LOCATION:** LA-Dadekotopon, Greater Accra



# Executed Jobs in Pictures \_ Building Projects



ROYAL SYSTEMS & SERVICES LTD.

**Project Name:** Construction of one storey 4 bedroom residential, **LOCATION:** Tse Addo, Greater Accra





# OUR OFFICE COMPLEX \_ Building Projects



ROYAL SYSTEMS & SERVICES LTD.



# Business Certificates



ROYAL SYSTEMS & SERVICES LTD.

CS554792015 C0004555716

Old TIN  
124V027738  
Old RG Number  
CA-39,490  
Incorporation Date  
01/11/2007

**Certificate of Incorporation**

I hereby certify that

**ROYAL SYSTEMS & SERVICES LIMITED**

is this day incorporated under the Companies Act, 1963 (Act 179) and that the liability of its members is limited.

Given under my hand and official seal at Accra, this 28<sup>th</sup> day of January 2015

*H. O. B. A. N. W. M. A. N.*  
For Registrar of Companies

CS554792015 C0004555716

Old TIN  
124V027738  
Old RG Number  
CA-39,490  
Old Commencement Date  
02/11/2007

**Certificate To Commence Business**

I hereby certify that

**ROYAL SYSTEMS & SERVICES LIMITED**

having complied with the provisions of Sections 27 and 28 of the Companies Act, 1963, Act 179 is entitled to commence business with effect from 28<sup>th</sup> day of **January 2015**

Given under my hand and official seal at Accra, this 28<sup>th</sup> day of January 2015

*H. O. B. A. N. W. M. A. N.*  
For Registrar of Companies

0000027 MWRWH/CERT. No. 31670<sup>A</sup>

REPUBLIC OF GHANA

**MINISTRY OF WATER RESOURCES, WORKS AND HOUSING**

**CERTIFICATE OF CLASSIFICATION**

*This is to Certify that*

Messrs. **ROYAL SYSTEMS AND SERVICES LIMITED**

Address: **P.O. BOX 52802, ACCRA-NORTH**

Has/have **RESIDENTIAL**

CATEGORY	RESIDENTIAL CLASS
D	General Building No. OVER \$500,000
K	Civil Works OVER \$500,000

**VALID UNTIL 28TH JUNE, 2015**

*[Signature]* CHIEF DIRECTOR

*[Signature]* MINISTER

Date of issue: 28TH AUGUST, 2015



# Accreditations (OHSAS18001; ISO9001)



ROYAL SYSTEMS & SERVICES LTD.

**Certificat**

Référentiel: **BS OHSAS 18001:2007**  
Enregistré sous le n°: 01 113 1715617

Titulaire du certificat:

  
**ROYAL SYSTEMS & SERVICES LTD**  
Royal Systems and Services LTD  
P.O. Box 12802, Accra North  
No 6 off Filbert Street  
GH - Akokofoto - Dansoman, Accra

Domaine de validité:

Services de génie civil  
Bâtiment et construction  
Installation de l'infrastructure de télécommunication  
Services de fourniture de matériel  
Gestion de projet  
Installation d'équipements télécoms  
Construction de centres de données  
Installations IT de télécommunications

Par l'audit, la conformité aux exigences de la norme BS OHSAS 18001:2007 a été démontrée.

Validité: Ce certificat est valable du 2017-09-13 jusqu'au 2020-09-12.  
Certification initiale 2017

2017-09-14

  
TÜV Rheinland Cert GmbH  
Am Grauen Stein 51105 Köln

www.tuv.com



**Certificate**

Standard: **ISO 9001:2015**  
Certificate Register No: 01 100 1515046

Certificate Holder:

  
**Royal Systems and Services LTD**  
P.O. Box 12802, Accra North  
No 6 off Filbert Street  
Akokofoto - Dansoman, Accra

Scope:

Telecom infrastructure solutions, Telecom RF installations, Tower operations, General Civil construction works, Material supplies, Fiber optics works, and Project Management

Proof has been furnished by means of an audit that the requirements of ISO 9001:2015 are met.

Validity: The certificate is valid from 2016-12-16 until 2018-12-16

2016-12-20

  
TÜV Rheinland Cert GmbH  
Am Grauen Stein 51105 Köln

www.tuv.com





ROYAL SYSTEMS & SERVICES LTD.

YOUTUBE DOCUMENTARY

<https://youtu.be/6erQkC1Guuo>

<http://royalsystems.com.gh/>

No. 6 Akokofoto Enclave

Dansoman – Accra

Ghana

+233-03-03974193; +233-20-5865592; +233-20-8197979