

CONCEPT • EQUIPMENTS

COMPANY PROFILE • MMXXVI

The systems you
never see are the
ones you will judge
us on.

DESIGN LED

We start at the drawing

INTEGRATED

One system, not thirty

ACCOUNTABLE

One number to call

CONCEPT •

An engineering firm that happens to install equipment.

Concept Equipments designs and delivers the systems a building depends on when something goes wrong. Surveillance, fire detection and suppression, access control, audio visual, building management, and everything at the perimeter that decides who gets in.

We began as installers. As buildings grew taller and plants grew more instrumented, the work changed. Coordinating five trades across a live site is not an installation problem, it is an engineering one.

We do not compete on the lowest upfront number. We compete on year seven.

25

YEARS IN
OPERATION

200+

INSTITUTIONAL
CLIENTS

16

SECTORS
SERVED

6

DISCIPLINES,
ONE CONTRACT

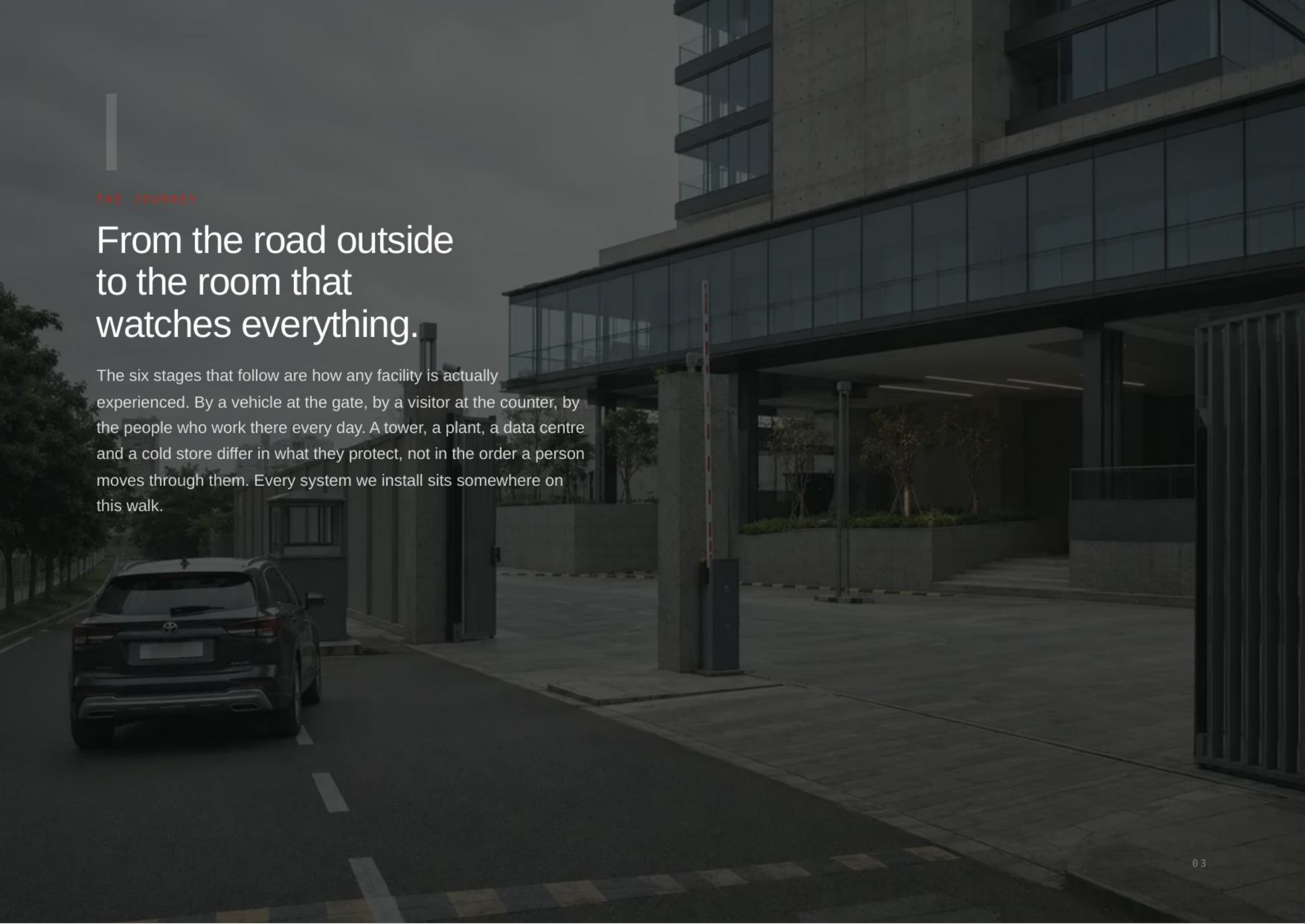
WHAT WE ARE



COMMAND ROOM • SURVEILLANCE, ACCESS, FIRE AND BUILDING SERVICES
RESOLVED ONTO ONE WALL

Most facilities are secured by a collection of separately procured products that were never asked to work together. Each one passes its own test. The gaps between them belong to nobody, and the gaps are where every serious failure lives.

Our work is to close those gaps by design, before anything is bought.



THE JOURNEY

From the road outside to the room that watches everything.

The six stages that follow are how any facility is actually experienced. By a vehicle at the gate, by a visitor at the counter, by the people who work there every day. A tower, a plant, a data centre and a cold store differ in what they protect, not in the order a person moves through them. Every system we install sits somewhere on this walk.



STAGE ONE · APPROACH AND PERIMETER

Before anyone reaches the gate

A vehicle turns off the main road and drives the last two hundred metres along your boundary. Nothing has stopped it yet, and nothing needs to. This is where you find out about it, and analytics decide whether anyone is told.

AI video analytics · Line crossing and loitering · Object detection · Behaviour analysis · Intrusion detection · PTZ auto-tracking · Fixed bullet · Thermal imaging · Power fencing · Fence vibration · IR beam · Buried cable · Analytics-triggered lighting

WHAT GOES WRONG

Boundary cameras get bought as coverage rather than detection. Nobody watches thirty-two live tiles at 3am, so footage becomes something reviewed after a loss instead of an analytic that raises an alarm while it is still preventable.

Normally split across **three** contractors: CCTV, boundary works and the electrical circuit for the lighting.

The busiest decision on the site

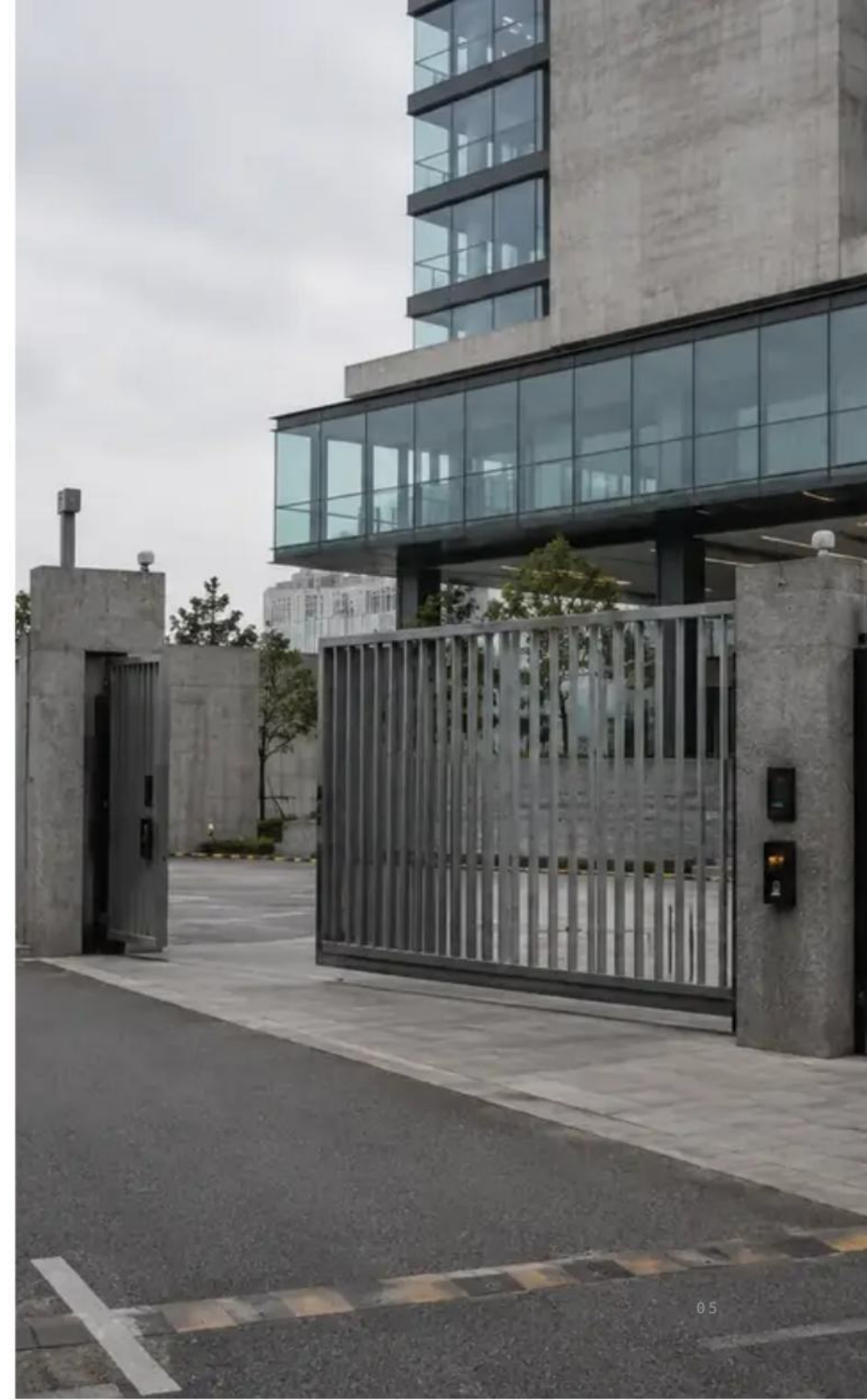
The plate is read before the car reaches the barrier. Occupants cleared, underside scanned, visitor pre-registered, and a barrier chosen to match the actual threat rather than the catalogue.

ANPR and high-speed LPR · FASTag and UHF · Whitelist and blacklist · UVSS · Explosive and narcotics trace · Boom, high-speed and crash-rated barriers · Bollards · Road blockers · Visitor management

WHAT GOES WRONG

At shift change or peak hour the gate becomes the bottleneck for the whole site. Vehicles queue onto the public road, guards start waving people through to clear the jam, and every control you paid for is bypassed by the people operating it. Barriers chosen on price then fail on cycle life, always on the busiest morning.

Normally **four** contractors, and the fire interlock that opens the barrier during an evacuation belongs to none of them.





STAGE THREE · PARK AND CIRCULATE

The most under-designed volume on the site

Three systems have to interlock in a basement and almost never do. Ventilation must answer to carbon monoxide, sprinklers to fire, and the fans must stop when the sprinklers open.

Parking guidance and bay indicators · ANPR-linked exit · EV charging · Automated stack and puzzle parking · CO and LPG sensing · Jet fan control · ColorVu low-light cameras · Basement public address · Sprinkler and hydrant

WHAT GOES WRONG

On the day of a fire this is the most dangerous volume in the facility. Supply fans keep feeding air to the seat of the fire, smoke extraction never receives a signal, the exit barrier stays down with vehicles queued behind it, and people evacuate through a level with no working public address. When ventilation, fire and access are three separate contracts, that interlock is a promise in three scopes of work and therefore nobody has built it.

Normally **five or more** contractors. This zone alone is the reason single-vendor accountability is worth paying for.

From here the credential follows the person

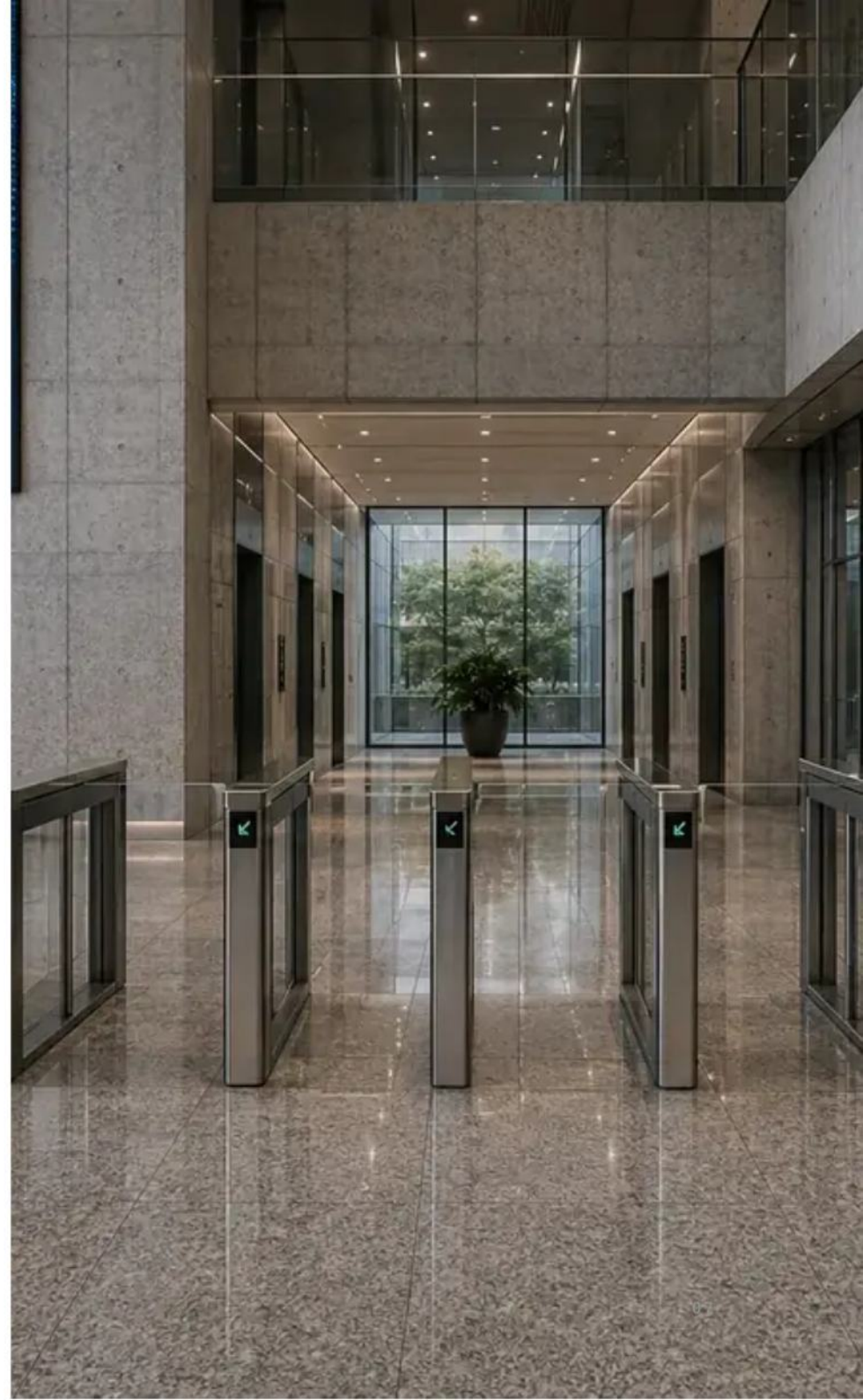
One scan should decide the turnstile, the lift car and the floor door, not three separate systems arguing with each other. A visitor's pass should carry from the gate to the only floor they are permitted to reach.

Face recognition, card, mobile and biometric · Tripod, swing and speed gates · Anti-passback · Tailgating detection · Destination lift control · Floor-level access · Time and attendance · Fire-alarm mustering

WHAT GOES WRONG

Turnstile and lift are bought separately, so the scan opens the gate and the visitor then stands inside with access to every floor and every restricted area. The security line becomes decorative.

Normally **three** suppliers who have never spoken. Lift integration is the most promised and least delivered item in a fit-out.





STAGE FIVE • OCCUPY AND OPERATE

Where the facility earns or loses money daily

Comfort, energy, life safety and evidence all live in the ceiling plane of an occupied space, whether that is an office floor, a production hall or a chamber, alongside the critical rooms that a normal response is too slow to protect.

DALI lighting and occupancy control • HVAC and VAV zoning • Boardroom and control room AV • Addressable detection • Fire-rated doors on hold-open release • Clean agent suppression • Aspirating detection • Dual-authentication rooms

WHAT GOES WRONG

Sprinklers get extended into the server room because it was easier than a separate scope. The first event destroys the equipment the suppression was meant to protect.

Normally **six or more** across lighting, HVAC, fire, AV, IT and access.

One room where the building becomes a single picture

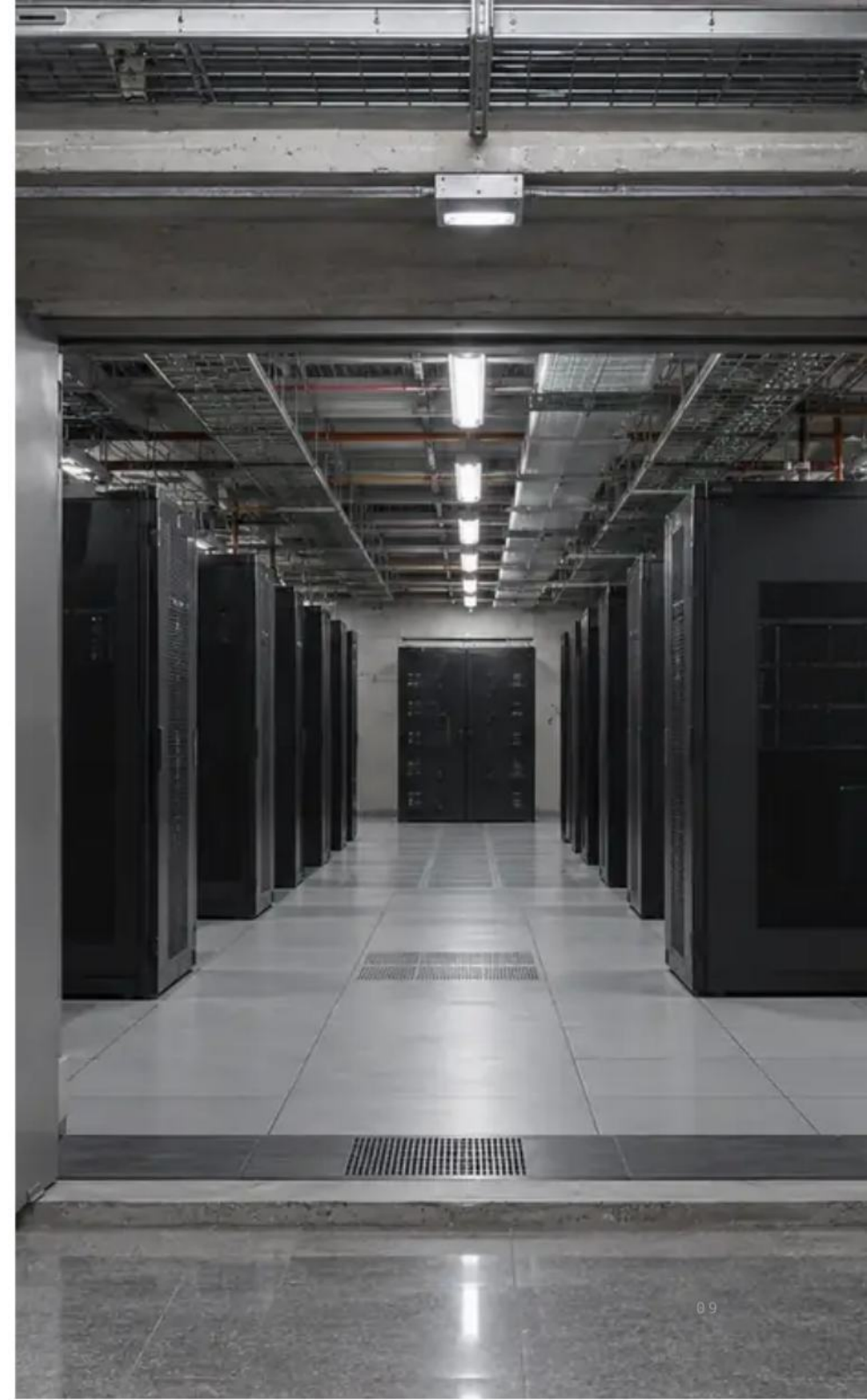
And underneath it, the layer that decides whether any of this still works in year seven, storage sized honestly, retention documented, health monitored, spares held, and the whole thing handed over with drawings that match what was built.

Video wall, VMS and PSIM · IBMS dashboards · SOP-mapped alarm handling · Multi-site control · Storage architecture and redundancy · Data retention and residency · As-built documentation · AMC, testing protocols and spares

WHAT GOES WRONG

Operators sit before a wall of tiles with no procedure attached to any alarm. The system does not fail. The response does. Under audit there is no evidence anything was acted on.

Normally assembled from **whatever survived** the earlier stages, which is why so many command rooms are four screens showing four separate logins.

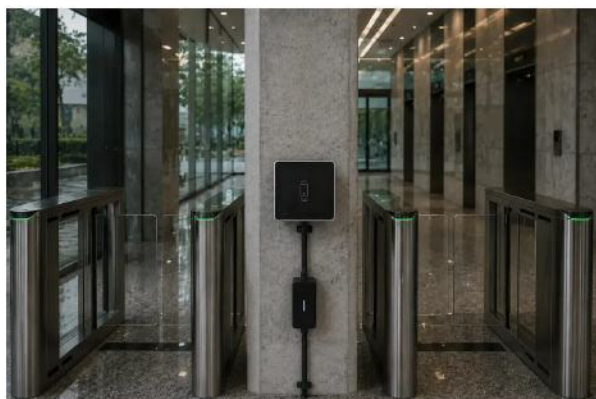


SPECIFICATION

Every zone can be built three ways. The difference is visible.

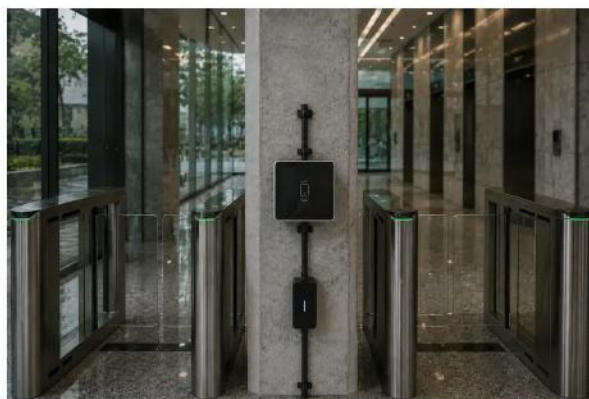
We quote what a facility needs, then show what it looks like at each level, so the budget conversation becomes a choice rather than a negotiation.

What a lower number actually buys you at shift change.



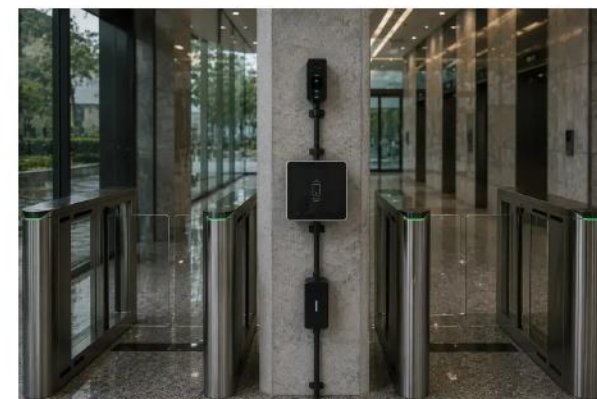
Essential TIER ONE

Card or fingerprint on a controlled door, proper request-to-exit, fire-triggered release. Attendance exported for payroll. Correct on paper, and it queues.



Recommended TIER TWO

Face recognition on a purpose-lit entry with turnstiles, entry and exit on one line with anti-passback so attendance is real. Contractors on a separate credential class.



Best in class TIER THREE

Speed gates sized for peak throughput, two-factor on controlled areas, mobile credential so nothing is carried, and live mustering on the fire panel trigger.

CAUSE AND EFFECT

A detector on the twelfth floor goes into alarm. In a designed building, fourteen things follow.

01 Detector confirms alarm on level twelve

02 Access-controlled doors release

03 Turnstiles drop to free passage

04 Boom barriers open at every gate

05 Lifts home to ground, fireman override active

06 Basement supply fans shut down

07 Smoke extraction starts

08 Staircase pressurisation starts

09 Lift lobby pressurisation starts

10 Zoned public address plays evacuation message

11 Fire doors release from hold-open magnets

12 Affected cameras call up on the video wall

13 Mustering roll call generated from access records

14 Fire command centre alerted with floor plan

None of it requires a person. All of it requires one party to have written the sequence down and tested it, trigger by trigger, before handover.

THE SAME BUILDING, PROCURED SEPARATELY

Every vendor assumed another vendor had built the interlock.

01 Detector confirms alarm on level twelve

02 Doors stay locked

03 Turnstiles stay up

04 Exit barrier stays down

05 Lifts remain on the eleventh floor

06 Basement fans keep supplying air

07 Smoke extraction, no signal received

08 Staircase pressurisation, not wired

09 Lift lobby pressurisation, not wired

10 Public address plays a siren, not instructions

11 Fire doors stay wedged open

12 Operator searches the camera tree by hand

13 Roll call taken on paper in the car park

14 Fire command position has no plan to hand

Each system passed its own commissioning test. The building did not. This is the entire argument for one accountable party, and it is why we hold every interface ourselves.

The interfaces between these are the whole point.

01

Digital surveillance

IP, hybrid and analytics-led CCTV, command centres, storage architecture, retention and privacy compliance.

02

Fire control

Detection, suppression, hydrant and sprinkler networks, passive protection, NOC support and testing protocols.

03

Access control

Credentials, turnstiles and speed gates, lift integration, visitor management, time and attendance.

04

Automation and audio visual

Boardroom and assembly AV, digital signage, public address, lighting and curtain control, premium residential AV.

05

Building management

IBMS platforms, HVAC and energy, rule-based automation, predictive maintenance, analytics and audit reporting.

06

Perimeter and vehicle

ANPR, barriers and blockers, parking management, screening, gate automation and multi-gate control.

Twenty-five years, and the systems are still running.

105

Mumbai Police

Police stations across the city under a single surveillance programme.

09

Reliance Infrastructure

Sub-stations secured as critical power infrastructure.

10

Banking network

Branch estates delivered to a repeatable specification.

04

Defence and nuclear

Naval, coast guard, BARC and NPCIL installations.

16

Sectors served

From cold chain to media, jewellery to aviation.

200+

Institutional clients

Retained through renewal cycles, not one-off installs.

7 to 10

Year service life

The design horizon every specification is written against.

Pan

India

Deployed systems and active maintenance contracts nationwide.

We partner selectively. So do you.

BANKING, FINANCE AND FINTECH

DSP | NPCI | HDFC Bank | SBI | Bank of Baroda | Bank of Maharashtra | Elara Capital | Muthoot | Fino | Almondz | Pico Capital

DEFENCE, GOVERNMENT AND CRITICAL INFRASTRUCTURE

Indian Navy | Coast Guard | BARC | NPCIL | Mumbai Police | Arthur Road Jail | Bangladesh High Commission

REAL ESTATE AND INFRASTRUCTURE

Lodha | Oberoi Realty | L&T | Knight Frank | CBRE | Rustomjee | Palava City | Tata Housing | Peninsula Land

MEDIA, FILM AND ENTERTAINMENT

Sony Pictures | Zee | Star Plus | Yash Raj Films | Excel Entertainment | Publicis Media | PVR Inox

INDUSTRY, ENERGY AND LOGISTICS

Bharat Petroleum | Mahanagar Gas | Reliance Infrastructure | CLP India | Laxmi Organic | Apcotex | Maersk | TVS Supply Chain | Blue Dart

HOSPITALITY, RETAIL AND COLD CHAIN

Taj | Phoenix Market City | HyperCITY | Hindustan Coca-Cola | Sheetal | Mehta Cold Storage | Otters Club

HOW WE WORK

Execution is planned, not reactive.

LIVE ENVIRONMENTS

We install into operating buildings: occupied floors, running plants and active gates, without stopping them.

COORDINATED

Drawings aligned with architects, PMCs, consultants and contractors so trade clashes and rework never reach the site.

DOCUMENTED

As-builts, witnessed test records, O&M manuals and a tested cause-and-effect matrix handed over on day one.

One partner. Complete responsibility.

Everything in this document exists as a building you can walk through. Every zone, every system, at all three specification levels, with the fire sequence running live.

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REGISTERED

Mumbai, India

DESIGN LED
INTEGRATED
ACCOUNTABLE