



## RAMANA SAFETY : Representing Entire Gamut of Fire Protection & Security Systems

**Mr. Nimit Sheth - Managing Director,  
Ramana Safety & Systems (I) Pvt. Ltd.**

**Q. Ramana Safety has been operational for long time in Fire Protection & Security System Industry, please share some milestone & achievements?**

Ramana Safety & Systems (I) Pvt. Ltd. an ISO 9001:2000 was established in the year 2000 with a mission to serve our clients through quality solutions, product, systems & services enhancing Life Safety & Standard of living.

Ramana Safety has come long way from being a small enterprise dealing in Concept Marketing of Newly Invented Technology in fire & safety in 2000 to Entrepreneurship developed System Integration & Contracting Company dealing in Systems & Technology in Fire Protection, Safety & Security Systems from its very conceptual stage

to final system implementation with well versed in-house management, technical, R&D & design-development team in place.

With determination to excel in Life Safety field with value added services to customer satisfaction we extended our portfolio in Life Safety & Security Projects with new technologies & solutions.

WE STRONGLY BELIEVE THAT OUR CORE STRENGTH IS OUR **“PEOPLE”** & OUR **“CONCEPT”**.

**Few of our milestone & achievements.....**

- In 2007 we made 2-Division **“Fire Protection Division”** & **“Safety – Security Division”**, so that focus can be made on both businesses





separately and it can well nurtured and developed.

- We have recently completed one of the single largest **security surveillance system** project in India of approx 800+ IP Based Cctv camera system in a single premises with analytics and integrated solution in Joint Association with leading MNC.
- We have been associated with Airport Authority since 1-decade and have been introducing new technology in Fire Protection – Security Systems in Airports of India. We have credit of introducing Addressable Fire Detection & Alarm System with integrated PA System & Web Server technology being duly integrated with BMS System & Bomb-Blast resistant Glazing technology at **Airport Authority of India**.
- Apart from Industries, we are associated with leading Institutes, PSU & Organizations like ISRO, PRL, IPR, ONGC, GAIL, GSECL, Power Plants, Refineries & State Governments for implementation of better & innovative technology in Life Safety as per risk perceived and to the best of national / international standards.
- We have installed 35 Addressable Fire Detection & Alarm System with approx 5000 detectors-devices in single premises for single client with PA & Emergency Siren System for whole premises.
- We are credited to have designed & conceptualized **Fire Hydrant & Sprinkler System** for the first Mall & first Multiplex Complex of Ahmedabad City. We are leading system integrator for working in Hospital, Hotel & Malls Project for Fire Hydrant - Sprinkler System & Fire Detection - Alarm System & Passive Fire Protection work.
- We have introduced “DC Live Wire Electrified Fencing” in High-Security Prisons & have worked for approx **30-km of High Security electrified fencing** at approx 20-ft wall height & have pioneered the technology with optimum result.

**Q. Could you brief us about overall business activities of your company (tie-ups, associations, reach, network)?**

We represent entire gamut of Fire Protection System and

Safety – Security Systems, Emergency Evacuation System & Risk Management Systems and Services.

We offer value added services as per premises risk perceived & client requirements. We assist our clients through audit, survey, solutions, project engineering, drawing-design, risk assessment, selection of appropriate technology platforms, product specification, budgetary cost estimate, supply-installation-testing-commissioning (SITC) & maintenance as per requirement & need of projects & clients

Our team consists of qualified personnel having vast experience to carry out the various jobs undertaken by us. They include engineers from various disciplines like mechanical, electrical, electronics, EC for various functions such as design, project execution, estimation, sales, as well as supporting, staff comprising of ITI draftsmen, supervisors, storekeepers, foremen, etc. The administrative staff consists of HR, Finance-Accounts, Secretariat, Cordin-Admin Staff, Clerical staff, and other office staff. The site establishment consists of resident managers, site-engineers, supervisors, foremen storekeepers, welders, fitters, riggers, helpers, electricians, wiremen, etc.

**We work With-our-Client rather than For-our-Client for their requirements & solutions.**

We are Associated with world leaders in their respective field like Honeywell Life Safety, 3M, Ibex-Gallagher, Honeywell Analytics, Prolite-Autoglo, Tyco, Schneider, Aska. We work jointly & get associated with our Principals for their various innovative technologies, products & systems.

We share our knowledge & get enrich through participating as corporate members of National Fire Protection Association (NFPA), Fire and Security Association of India (FSAI), Fire Engineers India (FEI), National Safety Council (NSC), Gujarat Safety Council (GSC)..

**Q. Can you elaborate more about your systems & product portfolio & its applications....**

**In Fire Protection system we offer.....**

- Fire Hydrant and Sprinkler System,
- High / Medium Velocity Water Spray System,
- Water Mist System. (Fixed, Trolley Mounted & Backpack)
- Fix and portable type Foam System,
- Gas Base Fire Suppression Flooding System like CO2/ FM-200/ NAF/NOVEC 1230/ Inert Gases,
- Point Detection Panel Flooding System with Fire Trace Tube.(CO2/NOVEC/FM/NAF),
- Addressable Fire Alarm & Detection System
- Public Address System with Fire Man Phone Jack System.

- Emergency Evacuation & Egress System
- Passive Fire Protection Systems
- Mineral Insulated Fire Survival Cable System.
- Linear Heat Sensing Cable
- All types of Portable, Back-Pack & Automatic Fire Extinguishers.

#### In Safety -Security System we offer .....

- CCTV Surveillance & Access Control & Biometric System,
- Electrified Power Fencing – Perimeter Security System,
- Pedestrian Turnstile & Boom Barriers System
- Bomb Blast Resistant Glass / Glazing System,
- Public Address & Mass Notification System,
- Water Leak Detection System, Rodent Repellent System
- Building Management System,
- Building Guidance, Directional Plan, Sinages, Emergency Light.
- Emergency - Inflatable lighting Towers.
- Emergency Escape Chute
- Chemical Threat Neutralizing System – Fast Act

#### Q. Which are the some of your pioneering products you introduced in the market recently or Is there any plans to launch the new products?

We strongly believe that Water-Mist is going to be a revolutionary technology in fire protection field in days to come and with much less water requirement, we would be able to fight & control mostly all class of fire with much less collateral damage. Recently we have introduced Fixed type Water Mist System, Water-Mist with Portable Back-Pack & Gun, Bike Mounted, Trolley Mounted & Vehicle Mounted Water Mist System.

We have worked on pioneering technology of “Clean Agent” Gas Based Total Flooding Fire Suppression System & Fire Trace Tube – Panel Flooding System with NOVEC, FM, NAF Gases for client like ISRO, IPR, ONGC, GAIL, ESSAR, N-Procure, BHEL etc.

Apart from Standard Security Systems & IP Based Systems, we have also introduced Solar Based DC High



Voltage Live Wire Electrified Fencing which deters, deny & delays intruder & is not fatal. Its highly recommended for High Security / Threat Premises & it can be split into zones of few metres as per threat perceived and can be integrated with High Mast Lighting, Cctv Surveillance, PA system, Computers & BMS.

We are planning to Introduce Water-Mist System for High Rise Buildings & Industries and are working on its various parameters, products and components. By introduction of this system, large amount of cost saving in the terms of water and tank size & pump room size would be resolved. Also large and heavy MS pipes would be replaced by long lasting Stainless Steel small diameter pipes & large pump requirement would be minimised with great saving in energy & water. It would also give a client a good worth of their investment, with long lasting low maintenance easy to use system.

#### Q. Brief us about your R&D activity the quality policy for your business?

We have dedicated resources of R&D in our Company as there is continued development of new technology & products in fire & security field across globe and same being introduced in India. To use new technology and products in our existing systems and offer the same to our client with best design, we have in-house R&D Department which is of par excellence and has been appreciated by many a client, consultant and end users.

Through our R&D department we design and conceptualize best system with new technological products with conventional standard guideline system to give our client their value of investment, while following various standards and guide line like NFPA, BIS, TAC, NBC, Local Fire Authority norms & other needed guidelines like UL, VDS, FM Global etc..

We design the system keeping in mind the latest technology & developments in the field. The operation of our systems is very user friendly and requires the least maintenance and the maintenance required can be carried out with ease. The entire hydraulic & pressure drop Calculations, gas suppression system calculation & fire detection-pa system-web server integration with BMS are





worked on advanced licensed software. This helps greatly to optimize the design and requirements.

The team in charge of the site erection jobs has vast experience in the field and is well trained to execute the work in the most competent manner. Here again, the quality of the work is strictly monitored and every small nuance is taken care of in the most professional and detailed manner right from erection to final commissioning, training and handing over stage.

We at Ramana Safety have an unflinching commitment to Quality, be it in our product offerings or our service levels. We follow a Zero Tolerance policy, when it comes to Quality parameters. We strictly abide by the Quality principles laid down by Standards & Codes and work in accordance to International & National Standards & approvals like ISI, UL, FM Global, LPCB, EN etc & ensure that they are passed on to our customers with authorised test certificate and quality control check. .

We have in-house quality and detailing dept for material, drawings, designs. The vendors selected by us to supply the material or our systems are approved by various Authorities, Consultants, Government Bodies etc., and who have a very good track record.

The Quality assurance Plans drawn by us are stringent and take care that materials used in our systems are the best available. The plans cover thorough inspection during and after Manufacture, which includes Hydro-testing & chemical composition testing of the material used. We also offer inspection to clients and third parties as the case may be.

**Q. How do you foresee "India" as a potential market, what are the prospects?**

With attractive demographics, improvising safety standards, changing laws enforcing more risk mitigating measures, increasing awareness and most importantly encouraging trends in accepting new technologies and novel solutions, I am enthused by the Prospects that India as a market has to offer. The trend is encouraging as has

been experienced in the recent past and I firmly believe that it will continue to prosper in time to come. The India Story Looks Promising!!

**Q. What are the distinguishing facts of global market as against the Indian market?**

Admittedly, there is a lot that needs to be done to make India comparable to the global markets. First and foremost, the concept of Risk Management when it comes to safety standards needs to be improvised. Investment in R&D, innovations and building novel technological platforms, needs to be boosted up. We are still at a nascent stage of development, however, I am convinced that potential offered by Indian market outweighs global market requirements. Also the risk our Country faces from within & on border is much much higher than other developed / developing nations & with days to come with better Government Policy, Education & R&D Facility Life Safety will be a formidable & integral part of Indian business growth and economy.

**Q. What are your strategies to improve the Ramana Safety's position in Indian & global market as well?**

In coming years, we would be opening our project offices in different States & Cities of India and use local resources and would like to give further cost effective solutions to our cliental.

We also are in process of having a dedicated new "Service Division" for Fire Protection & Security Systems, with a dedicated call center working online and keeping total check on cliental system & provide 24x7 service to our client for their installed Fire Protection & Security Systems at an very appropriate cost through online service & setting up manpower as required.

We have already ventured successful into "Disaster Mitigation" & wish to further expand our business in "Disaster Management" & associated with various companies in India & Overseas in this field & provide product, solutions & systems to the Large Industries, Refineries, Power Plant, and Disaster Management Authority & Urban Development Authority of Cities & States of our Country.

Life Safety & Risk Management are concepts which we wish to spread through Educational Seminars, Audit, trainings, periodicals, publications etc. Our primary focus is to increase awareness amongst the industry participants and create a forum, where new ideas in this field can be discussed and implemented. It is our constant endeavor to discuss concepts with potential customers and target technology, systems & products offerings that suit the requirements of our customers as per their risk perceived. The technology then introduce has to be very effective & can be of very well adapted and used in our Indian Condition. Our strategy is to provide appropriate

advance technology with cost effective solutions to our **customers to enhance their Life Safety Standard & their Standard of Living** and give them the best of their investment returns.

**Q. According to you what are the factors affecting to your Industry in India & what should be done ?**

Unfortunately in India, currently we don't have as such Standard Indian Norms (BIS) with law enforcement for India as a whole for Fire Protections & Security Systems. Various States, Cities, Fire Services, Consultants, International Companies are at their own discretion to follow norms as per standards like TAC, NFPA, EN, BS, NBC etc that suits them, Local Fire Authority, Industrial Inspection Authority, Investors, Owners & Management requirement & budget. This is the biggest drawback in our Country currently. Due to this, Safety and Risk Management implementation often get compromised when factors like economics and budgets comes into play. Also, plans are often drawn without taking into considerations the risk factors and more often than not this leads to a heavier economic loss with disastrous results. Short term benefits and improper planning by Investors, Owners & Developers are negative factors affecting our business and in lieu also putting themselves, their people & property also vulnerable to risk. It's sad but true story of today's India.



**Q. What is your vision for Ramana Safety?**

We would like to be a leading & most trusted Company in Life Safety and to provide our clients the best quality technology, systems, services & solutions to protect & enhance people, property & assets and make this world a better place.

**Our Vision:** is to be a formidable organization within the Life Safety Industry and to create a brand equity which is based on the principals of trust, confidence and commitment.

We aspire to get associated with leading education

institute and work in field of Training & Education of school children & youth of our Country in the Life Safety Field and fulfil our Social Responsibility towards society and Country at-large.

To satisfy our urge and work on providing Services & Social Development, our Company through its new Division **"SURAKSHA"** has recently started providing specialized services in Life-Safety & Risk-Management to various Government Dept & High Hazard Industries & Projects. We provide Survey, Audit, Training, Drill etc as per threat & risk perceived in Fire Protection, Safety, Emergency Evacuation, Disaster Mitigation & Security Systems and guide our clients by suggesting optimum solutions, services & technology platform to enhance their Life Safety Standards. Few work / projects are even done on honorary basis. We are also committed for the Social cause on development & up liftment of Fire Man of our State & Country, who are the first responders & work selflessly in all disaster and are instrumental in saving of our life & property and are sadly one of the most neglected work force in uniform in our Country.

**Q. What are the issues you need to address that are related to your Industry?**

The first and the foremost issue to be addressed, is to have one Common Indian Standards (IS) with minimum guideline for Fire Protection & Safety – Security implementations for Projects, Industries, Commercial & Residential premises etc as per risk and threat perceived. Any Project / Premises coming up in our Country need to mandatory follow this minimum Indian Standard.

Basic Education on Life Safety, Security, Risk Management & Disaster Mitigation should be taught in Schools & Colleges through regular curriculum, so that every educated youth of the Country is well prepared in case of any emergency and can help himself and his fellow country man & be of help to nation in hours of crisis.

Once the awareness and education on Life Safety is implemented & basic Standard & norms for Fire Protection & Safety-Security would become mandatory and come to force, I firmly believe that in times to come we as a Country will be much better prepared to handle threats, with much better technology & systems in place to handle any natural or man-made risk or disasters and we would be able to save much more lives & property and add value to growth and development of our Country & World at-large. ■

