

ICT Products | Technical Support | Enterprise Infrastructure



# INTELLIGENT BUSINESS SOLUTIONS





We are a leading ICT and Systems Integration company based in Ghana, offering top-notch services across West Africa and other parts of Africa





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# ABOUT US

## INTRODUCTION

Fairgreen is a privately owned, limited liability company, which was founded in 1998. Since then we have steadily grown our reputation, client portfolio and partnerships with leading IT brands and OEMs. Over this period, we have built a reputation of providing our unique cocktail of quality products, services and business solutions in the Information Technology industry. As part of our marketing strategy we have built an in-depth understanding of the pains point of our clients, and amassed the experience to better service their needs. We have thus developed the competence and the resources to become a trusted partner.

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Fairgreen Limited is known for its expertise in the design, supply, installation and maintenance of enterprise class business solutions. We have a team of highly motivated engineers and solutions architects that pride themselves in delivering relevant solutions at the right price. We keep our clients' businesses on by providing fanatical support for all the solutions we deliver.

Our Service Delivery Team is switched on to the dynamic needs of the environment, the changing needs of our customers and clients, with particular appreciation for the growth in sophistication.

This is why we continue to innovate and meet our customers at the point of their need.

Fairgreen has its Head office located on the Efua Sutherland Road, Dzorwulu- Accra where you will find our convenient and customer friendly business atmosphere to the delight of our customers and clients. We have an impressive storage facility, which holds strategic stocks of all our fast moving products sourced only from OEM's and approved distributors.


Our project management teams consistently out-class the competition with customer-centered focus and affordability while maintaining quality delivery on time and in full (OTIF). Our delivery facilitates our clients to take advantage of the benefits of moving their business into the future with style.

We are committed to understanding our clients' unique needs and tailoring solutions to fit, and this is why we offer exceptional service and first-rate implementations using proven methodologies, techniques and tools, adapted to the specific requirements and objectives of each project.

Our approach is to focus on our core competencies, which deliver exquisite results. This often therefore calls for collaboration, and we ensure that our deliveries are to specification and to budget, by joining forces with our carefully selected partners for effective planning, development and implementation of, value-added features to deliver unique office equipment, and solutions.

**Our vision is to be a market oriented, profitable and reliable organization that delivers exceptional value to our Clients, Shareholders and Stakeholders. Our mission is to provide to our valued customers and clients, high quality services and products, with superior technical support and cutting edge technology.**





We aim at becoming leaders in the provision of IT Infrastructure solutions geared at facilitating corporate bodies and organizations (and where applicable, individuals) in achieving greater leverage using up-to-date technology from Fairgreen Ltd.

Our ultimate objective is creating a shift in paradigm of customers in Ghana and beyond by making them feel as consumers who should demand and receive, quality service every time anywhere from Fairgreen.

Our customers are assured of expeditious delivery from Fairgreen, with a smile on our face and a twinkle in our eye.

Fairgreen understands that the most valuable resource that it has is its PEOPLE, and this is acknowledged by committing a significant portion of its budget to the development of its team. Fairgreen also maintains a strong commitment to its social responsibility, with particular concern for the environment and the limited resources around us. This makes us truly Fair-Green.

In order that everyone enjoys the Fairgreen experience, we entreat you to drop into our head office at Afua Sutherland Road, Dzorwulu- Accra, to see and enjoy our impressive range of products hands-on. Customers should contact us to design solutions for their requirements, using up to date technologies.



## OUR CULTURE | HOW WE WORK

At Fairgreen, we understand that our strength is our people. We therefore commit a significant portion of our budget to the development of our staff.

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We are committed to understanding our clients' unique needs and tailoring solutions to fit those needs. This is why creativity and innovation are at the center of every product and service we offer. Our clients can be assured that, whatever their IT requirements are, we will find a better solution and top it up with exceptional service.

What sets us apart is our integrity. We want our clients to be able to say with confidence and pride that if it is Fairgreen-certified, then the product is of the highest quality, the service is par excellence, and the money paid was well spent.

Our approach is to focus on our core competencies and deliver superior results. Often this calls for the kind of collaboration that achieves great solutions. Therefore, whenever necessary, we join forces with carefully selected partners for the most effective planning, development and implementation of projects, thereby ensuring that our deliveries are to specification and to budget.

We aim to become leaders in the IT industry with our services geared toward corporate bodies and organizations – and, where applicable, individuals – in achieving greater leverage through cutting-edge technology obtained from Fairgreen Ltd.



## KEY LEADERSHIP

### GIFTY P. BOAHENE

Ms. Boahene founded Fairgreen Limited in 1998 and is its Chief Executive Officer. At present she is a co-owner of the company.

#### Giftly P. Boahene

Chief Executive Officer

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- gboahene@fairgreenlimited.com
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### DR. YAW ADJEI OFORI-ADJEI

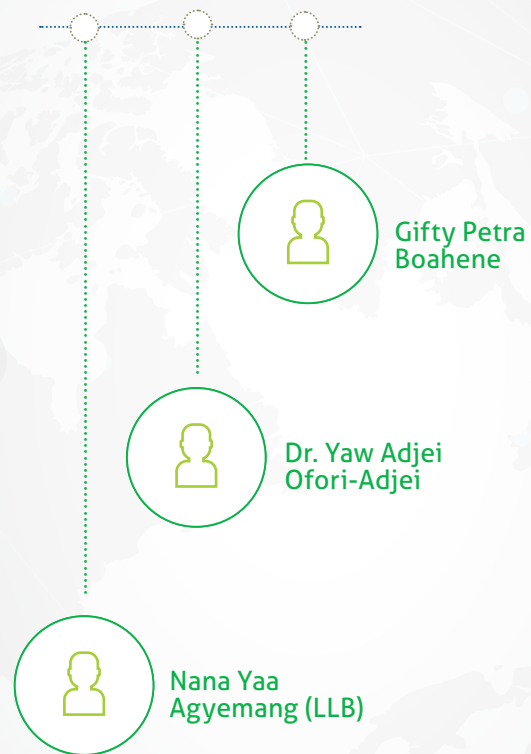
Dr. Yaw Ofori-Adjei is Fairgreen's Chief Technical Officer and a co-owner of the company. Dr. Adjei Ofori-Adjei has been with the company since its inception.

#### Dr. Yaw A. Ofori-Adjei

Chief Technical Officer

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## THE DIRECTORS



## OUR CORE VALUES



### INTEGRITY

We conduct our business in accordance with the highest standards of professional behavior and ethics. We are transparent, honest and ethical in all our interactions with employees, clients, consumers, vendors and the public.

In all that we do, we believe that our reputation is more important than any other short-term rewards.



### CUSTOMER FOCUS

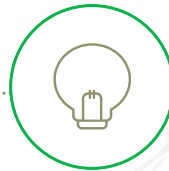
We understand that we are dependent on our customers and that we are committed to providing tailor made products and services that give value to the needs of our customers.

We treat our team members, customers, partners and supplier with mutual respect and sensitivity. We are committed to a teamwork environment where every person is a valued member, treated with respect, encouraged to contribute and are recognized and rewarded according to his/her efforts.



### TEAMWORK

We constantly strive to redefine the standard of excellence in everything we do. Therefore, we are open to ideas that challenge the conventional views and drive innovation. We believe that in order to stay relevant we must constantly improve with society's changing needs.



### INNOVATION



### SOCIAL RESPONSIBILITY

We believe that our strong commitment to the highest standards of corporate citizenship and sustainability strengthens our business, our workforce and the communities where we operate. Social Responsibility is integral to the way we conduct business.



## OUR VISION

To be a sustainably market-oriented, reliable organization that delivers exceptional value to our clients, shareholders and stakeholders.

## OUR MISSION

To exceed our clients' expectations by providing cutting-edge technology, high quality products and services, timely and superior technical support, and top-notch customer service.

## BUSINESS PURPOSE

To provide first-class IT service and infrastructure solutions to medium- sized and large-scale institutions in Ghana and other parts of the world, through delivery of high quality products and services.





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# PRODUCTS & SERVICES

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# 01

## DATA CENTRE SERVICES

Our Data Centre Service comes as a turnkey solution, or as components of a data center solution. This includes Physical Data Centre Structure, Active Data Centre equipment, and Advanced Professional Services.

The Physical Data Centre Structure comprises the following:

- > Fire Detection and Suppression Systems
- > Physical Access Control Systems (Biometric, Facial and Card Based)
- > Closed Circuit TV Systems (IP Based)
- > Access Floors and Ceilings
- > Environmental Monitoring Systems
- > Structured Cabling Systems

We offer the following Active Data Centre Equipment where a data centre structure already exists:

- > Servers
- > Storage (NAS, SAN, FC, iSCSI, NFS, CIF)
- > Disk, Virtual Tape Library and Tape
- > Based Backup

- > Network Equipment
  - > Routers
  - > Switching (Edge, Core and Access)
  - > Firewall and Prevention
  - > Load balancers
- > Power Systems
  - > UPS
  - > Automatic Voltage Regulator
  - > Intelligent Power Distribution Units
- > Cooling Systems
  - > In Row Cooling System
  - > In Room Cooling Systems

Our Advanced Professional Services comprise the following:

- > Server Consolidation and Virtualization (Hyper-V and VMWare) Consultation
- > Storage Optimization and Consolidation
- > MS Active Directory, MS Exchange and MS SharePoint Design and Implementation
- > Desktop Virtualization (Dell, QuestvWorkspace, VMWare View, Citrix)





## 02

### END-USER/CLIENT DESKTOP DEPLOYMENT CONSULTATION

Fairgreen offers a range of services, including customized technology for businesses and technical and business training for academic and corporate institutions, as well as individuals. With our End-User and/or Client Desktop Deployment Consultation, our team of professionals provides expert advice to customers, supporting them through selection, deployment and maintenance of their equipment and processes.

Ultimately, our goal is to provide the entire scope of lifecycle management services for end-user systems. These include:

- > Small Business and Enterprise Desktops
- > Business and Enterprise Notebook Computers
- > Workstations (HP and Dell)

As part of the end-user services, we also provide office productivity software, such as Microsoft Office Suite, and integration to applications such as MS Exchange, SharePoint and other supported applications.

## 03

### SERVER SOLUTIONS CONSULTING

Fairgreen's Server Solutions Consulting provides expert advice services; pre- sales, installation, configuration, and maintenance of server equipment. The server equipment may be sold individually or as part of a turn-key solution, with integration into storage area networks (SAN) or other pre- existing solutions.





## 04

### STORAGE SOLUTIONS

We are considering the addition of a variety of storage solutions to meet specific market needs. This service will focus on small, medium-sized and large organizations. While the solutions offered generally would be the same, the service will vary depending on market segment, complexity, and features required. These solutions would cover the following implementation services:

- > Network Attached Storage (NFS, CIFS, HTTP, WebDAV and FTP)
- > Storage Area Network (iSCSI, FC and FCoE)
- > Disk-Based Backup (DeDuplicating) and VTL
- > Tape-based backup
- > Storage Replication and Disaster Recovery
- > Storage Integration in Virtualization Technologies
- > Storage Integration for MS SQL Server and Exchange

## 05

### APPLICATION SERVICES

Fairgreen provides consultation services for the following commonly used enterprise commodity applications:

- > Microsoft Exchange
- > Microsoft SQL Server
- > Microsoft SharePoint
- > Microsoft Azure
- > Oracle Database on Windows or Redhat Linux
- > Virtual Desktop Infrastructure (Microsoft, VMware, Nutanix)
- > Relational Database Management Systems – MariaDB, MySQL, Postgres
- > No-SQL DB – MongoDB
- > Veeam Backup and Recovery
- > Endpoint Management Solutions



## 06

### POWER SYSTEMS

As part of Fairgreen's expanded services, we offer design, implementation and consultation services for the provision of clean and stable power systems to end users, telecommunication closets, server rooms and data centers. The service uses mainly two OEM products: APC for UPS systems and Ortea for the AVR's. Our consultation services in this area focus on pre-sales, implementation and support.

While providing alternate power supply systems, such as diesel generating sets, is not part of our core business, we would partner with reputable providers of these products and services when delivering a turn-key solution.



## 07

### PRECISION COOLING SYSTEMS

Fairgreen's consultation services in cooling are geared toward scoping and implementing precision cooling systems for telecommunication closets, server rooms, equipment rooms and data centers. We focus on In Row, In Room, and Floor Standing precision cooling systems from Schneider Electric. In delivering these services, we will rely on third-party provisions, especially in the area of refrigeration piping, and will form strategic partnerships with third parties in the delivery of implementation and support services.

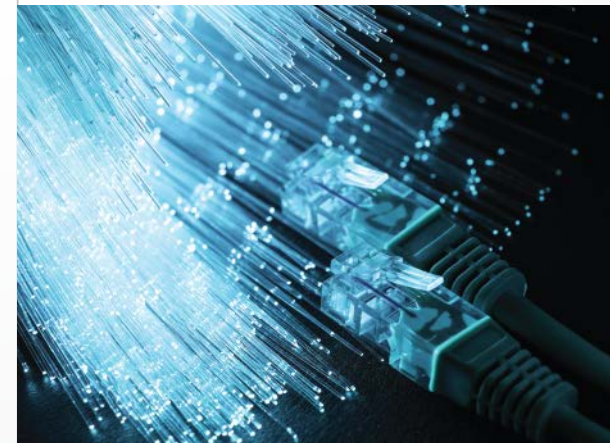


## 08

### NETWORKING

One of our core businesses is the provision of local area network (LAN) services. We partner with WAN service providers if the service requires the integration of LAN and WAN. We also provide network consulting services on active systems and structured cabling (Fibre and Copper). This covers design, implementation and certification of LAN. This service portfolio includes consulting for the implementation of the following:

- > Firewalls
- > Load balancers
- > Routers
- > Switches
- > Intrusion Prevention Device



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# RESOURCE & CAPACITY

We aim to become leaders in the IT industry with our services geared toward corporate bodies and organizations - and, where applicable, individuals.

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## WARRANTY

Through partner OEMs (Original Equipment Manufacturers), distributors and service centers in Ghana, Fairgreen offers various levels of warranty services, including patch updates. These are provided either as Service Level Agreements (SLA), or as part of a service offering bought with equipment.

We offer a three-year warranty on all equipment sold, or modified at the customer's request.

## TECHNICAL EXPERTISE

Our engineers and pre-sales engineers have competencies in solutions provide by some of the IT industry best-of-breed such Dell, Nutanix, HPE, HP, Microsoft, Schneider-Electric, Ortea, Lenovo, Huawei etc, as well as hardware knowledge in PCs, Servers, Printers and other electronics and telecommunication equipment. We have experts in Dell, HP and IBM systems.

To keep up to date with advancements in the industry and to remain competitive, our technicians attend refresher courses in all the product lines we support.

At any given time, our inventory of spare parts is enough to meet 80 percent of our requirements within 24 hours of reporting. We also have a well-equipped workshop located on our office premises in Accra.

## PROJECT MANAGEMENT

Fairgreen's project management team consists of professionals with years of experience managing projects in Ghana and other parts of the world. Our team consistently out-classes the competition, thanks to its customer-centered approach, quality, on-time delivery in full (OTIF), and performance value for money.

## TRAINING SERVICES

Fairgreen's training professionals are world certified. We offer training programmes specifically designed to empower our clients with first-class operational knowledge of the products and services we supply, and to ensure the best return on their investments.

## CUSTOMER SERVICE

Our Customer Service department is attuned to the dynamic needs of the environment and the changing needs of our clients, particularly as their operations become more sophisticated. This is why we continue to innovate and strive to meet our customers at the point of their need.



# WORKSHOP FACILITIES & CAPACITY

## MAINTENANCE & SUPPORT

For all equipment sold, FAIRGREEN LIMITED Offers up to three-years warranty, or modified at the customer's request. FAIRGREEN LIMITED has a revolving stockholding of about One thousand US Dollars (\$100,000.00) worth of spare parts locally. This level of stock meets over 80% of our spare parts requirements within 24 hours of calling. There is therefore no need for the customer to stock its own spare parts.

FAIRGREEN LIMITED also has a well – equipped workshop with State-of-the-Art Diagnostics tools, sited in our office premises located at Accra – **Fairgreen Ltd, Afua Sutherland Road, Dzorwulu-Accra.**

## NETWORKING

Our team of seasoned engineers and technicians has tremendous experience in Local and Wide Area Network [both Wireless and Cable], Fibre Optics Backbone using superior quality products that supports Fast Ethernet, Gigabit and ATM. Fairgreen Network Engineers are always abreast with leading technology trends in the industry.

## TRAINING SERVICES

Our training programmes are specially designed to meet the needs of our clients.



# OUR PARTNERS

We partner with leading OEMs (Original Equipment Manufacturers) in the industry to provide quality ICT products and services. Our partner OEMs include DELL, HP, VMWARE, CISCO, MICROSOFT, APC, Lenovo, Zebra, Epson, Fujitsu, Nutanix, Huawei, Suprema, Tally Printronix, and EXCEL Cables.

## WE SERVE IN THE FOLLOWING OFFICIAL CAPACITIES

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Authorized Service Agent;  
Enterprise Partner Tier 2



HP -Gold  
Partner



Authorized Education  
Reseller



Registered Partner;  
SMB Select Partner



Data Centre  
Infrastructure Certified



Official  
Partner



Reseller





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# OUR CLIENTS

We have grown our reputation as a market leader in the industry, and expanded our client portfolio locally and internationally. The loyalty of our clients empowers us to say with pride that most of our customers from day one, including multinationals, are still active clients.

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## FINANCE

- > Bank of Ghana
- > Standard Chartered Bank
- > Stanbic Bank
- > Ecobank (Ghana) Limited
- > Eprocess
- > Absa Bank, Ghana
- > Guaranty Trust Bank, Ghana
- > OMNIBSIC
- > Opportunity International Savings & Loans Ltd

## EDUCATION

- > University of Ghana,
- > University of Ghana Business School
- > College of Health Sciences
- > Kwame Nkrumah University of Science & Technology
- > University of Professional Studies
- > Accra Technical University
- > Ghana International School
- > Cocoa Research Institute
- > University of Cape Coast

## MINING

- > AngloGold Ashanti (Across West-Africa)
- > Chirano Gold Ltd
- > Golden Star Wasa
- > Persueus Mining
- > Golden Star Resources

## TELECOMMUNICATIONS

- > MTN Ghana
- > AirtelTigo
- > MTN Foundation
- > Vodacom

## GOVERNMENT

- > Volta River Authority
- > Ministry of Energy
- > Ministry of Trade & Industry
- > Ministry of local Government
- > Ministry of Women & Children Affairs
- > Office of Parliament
- > Ghana Integrated Financial Management Information System (GIFMIS)
- > Public Procurement Authority
- > Social Security & National Insurance Trust (SSNIT)

## OIL & GAS

- > West Africa Gas Pipeline
- > Ghana National Gas Company
- > Ghana National Petroleum Company
- > Total
- > Tullow Oil
- > Aker Energy
- > Petroleum Commission

## MANUFACTURING INDUSTRY

- > Ghacem Limited
- > Unilever Ghana Limited
- > Forewin Ghana
- > Building Industry Consultancy Limited
- > Electricity Company of Ghana
- > Nestle Ghana Ltd

## OTHER SECTORS

- > KPMG
- > Buck Press
- > HTG Ghana Ltd
- > College of Physicians & Surgeons
- > Toyota Ghana

## INTERNATIONAL

- > Lesotho Ministry of Finance
- > Amadeus Nigeria
- > AngloGold - Senegal, Guinea & Geita in Tanzania
- > Sierra Leone Commercial Bank Limited (SLCB)



**We understand that it is only with our dedication  
and determination of our staff that we can provide  
exceptional service we offer our clients.**









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