

THE STALLION INSIDER

Client Quarterly Newsletter

2024 Edition #1

April 2024



Industrial Guarding



Commercial Guarding



Domestic Guarding



Technology Solutions



Specialised Solutions



Cleaning & Hygiene



Health & Safety



Remote Site Monitoring



Energy, Mining & Construction



Learning Centre



STALLION
Integrated Solutions

CONTENTS

Msheq Health & Safety

ArmourIT Africa

Cleaning, Hygiene & Pest Control

Energy, Mining & Construction

Stallion Electronics

Join us at Securex 2024

Stallion Technology Day



FROM THE DESK OF BRAD SOEKOE

Driving Innovation and Growth: Stallion Integrated Solutions Quarterly Update

Dear Stallion Integrated Solutions Stakeholders,

As we embark on another quarter of growth and innovation, I am pleased to extend a warm welcome to our valued clients, partners, and employees. This newsletter serves as a platform to share updates, insights, and successes within our dynamic organisation.

At Stallion, we are not only committed to providing top-tier services but also to fostering transparency and engagement with our community. With this in mind, we are thrilled to announce our enhanced presence on social media platforms. We invite all our clients to connect with us on LinkedIn, Facebook, and Instagram, where we will share company news, industry insights, and highlights from our diverse range of services.

One of our core drivers at Stallion is the seamless integration of technology and manpower to deliver superior solutions at competitive prices. We are delighted to report numerous successful implementations of this strategy in the past quarter. As advancements in AI revolutionise our industry and manpower costs continue to rise, we firmly believe that this integrated approach is the way of the future.

Despite prevailing economic challenges, the first quarter of the year has proven to be a fruitful one for Stallion. Sales across all our business units have contributed to our continued growth and success. Moreover, I am delighted to announce that we have retained our Level 1 BEE certificate and renewed our ISO certification, reaffirming our commitment to excellence and sustainability.

Furthermore, we are pleased to see progress within the regulatory landscape, particularly regarding the treatment of co-operatives within the security sector. The recent update of the bargaining council agreement holds co-ops accountable for all statutory costs and is a positive step towards ensuring a level playing field. This updated agreement effectively means that the cost of manpower in co-operatives will now be the same as normal compliant security companies, which effectively closes the loophole that numerous non-compliant companies were using to reduce their costs.

As we look ahead to the upcoming South African elections, Stallion is diligently preparing to respond swiftly and effectively through our specialised solutions division should there be riots and unrest across the country. With a keen focus on proactive information and response, our intelligence division is closely monitoring developments, and we remain dedicated to keeping our clients informed every step of the way.

Lastly, I want to acknowledge the dedicated efforts of our team in upholding Stallion's values of accountability, integrity, excellence, and urgency. By driving a culture of service excellence internally, we are better equipped to exceed the expectations of our clients and deliver unparalleled solutions.

Thank you for your continued support and trust in Stallion Integrated Solutions. Together.

Warm regards,



CEO, Stallion Integrated Solutions

New updates and developments at MSHEQ

MSHEQ has been making some significant strides and achievements in the last few months! Expanding both in terms of physical presence and services offered is no small feat. MSHEQ trained over 100 delegates at Universal Fans, and the feedback received was nothing short of spectacular.

Landing new clients and expanding our services to include occupational medicals shows that MSHEQ is not only growing, but also diversifying its offerings to better serve its clients. MSHEQ will be auditing over 300 sites twice a year for Massmart and demonstrates a commitment to excellence and thoroughness in ensuring safety and compliance. We are excited to announce the opening of MSHEQ Cape Town and already secured Engen Cape Town as a vendor. A testament to the trust and reputation MSHEQ has built in the industry.

It's evident that MSHEQ is poised for even more success in the future, and it's exciting to see the team's enthusiasm for growth and improvement. Here's to continued expansion and making a positive impact in the field of health, safety, environment, and quality!"



"Quality is not an act; it is a habit." - Aristotle



We're excited to share some updates and developments from ArmourIT Africa

Dear Valued Clients,

We're excited to share some updates and developments from ArmourIT Africa since our last newsletter:

1) New Orders and Exciting Projects:

Our workshop is abuzz with activity as we gear up to armour some truly exquisite vehicles. Among our upcoming projects are the Mercedes S65 AMG, Mercedes V300d, and a Land Rover Discovery. Armouring kicks off in March, and we can't wait to showcase the results!

2) Expanding Our Fleet:

In addition to our armouring projects, we're putting the finishing touches on our Toyota Quantum VX Premium and Toyota Land Cruiser Prado, set to join our charter pool by the end of February. These vehicles will offer unparalleled security and comfort for our clients.

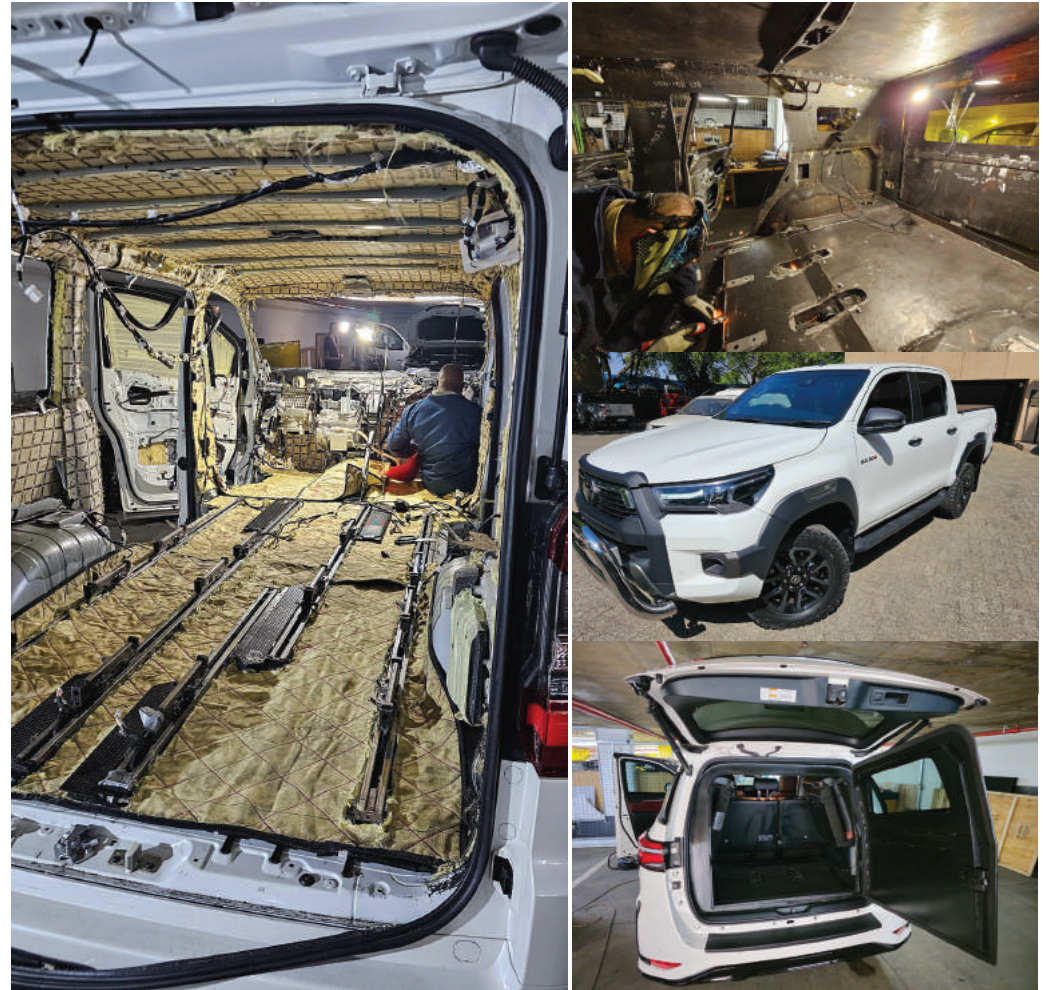
3) Introducing Our Exclusive Charter Service:

We've revamped our rental service to offer a more exclusive experience through our charter service. With Stallion Specialised Services Drivers at the helm, clients can enjoy peace of mind without the hassle of massive deposits. Our all-inclusive pricing covers fuel, insurance, and more, making your journey seamless and worry-free.

4) Expanding Partnerships:

We're proud to announce our collaboration with market leaders to offer CIT/Non-Discreet options at a lower price point with reduced installation time. Our team is undergoing training to install these kits in-house, ensuring faster turnaround times and greater flexibility for our clients.

Stay tuned for more exciting updates as we continue to innovate and elevate the standards of vehicle armouring. As always, we're here to provide unparalleled security solutions tailored to your needs.



Stallion Cleaning, Hygiene & Pest

The diversity of cleaning varies greatly, spanning from huge overhead structures to typical commercial office complexes. Although the goal of cleaning is straightforward – ensuring clean surfaces – the means to achieve it can be complex.

What often goes unnoticed is the remarkable array of equipment at our disposal, enabling us to provide diverse services to our clientele. From the sophisticated M20 ride- on auto scrubber, perfectly suited for large areas that require cleaning, such as basements, warehouses, and parking garages



M20 RIDE ON AUTO SCRUBBER – PARKADE / BASEMENT CLEANING



DEEP CLEANING OF BATHROOM FLOORS

Free Hygiene Dispensers



Email Us / cleaningsales@stallion.co.za

T&C'S APPLY

Pest Control



- Ant treatment
- Bird control
- Bed bugs
- Insect management
- Rats and mice
- Fly Control
- HACCP

Free Bait Station



24 Hour



Licensed



Professional

EMC (Energy Mining and Construction): Elevating Security Standards with Specialised Solutions

I am thrilled to provide an overview of EMC (Energy Mining and Construction) and our approach to safeguarding our clients' assets and personnel. At EMC, we pride ourselves on offering highly specialised security solutions tailored to the unique needs of the energy, mining, and construction sectors.

What We Do:

Armed Reaction Units (ARU): We offer highly trained ARU teams to clients nationwide, ensuring swift and effective responses to security incidents. Our ARU personnel are equipped with the latest weaponry and tactical gear, ready to handle any situation with precision and professionalism.

Technology-Driven Asset Protection: Our asset protection methodology revolves around using technology as a force multiplier to detect and deter potential perpetrators. We stay ahead of industry-specific and crime trends by deploying state-of-the-art artificial intelligence-driven cameras, as well as a wide variety of drones and surveillance systems.

Undercover Operations: We recognise the importance of uncovering potential threats discreetly. Undercover agents play a significant role in our service offerings, uncovering issues such as staff morale, planned strikes, potential theft, and sabotage while ensuring the anonymity and safety of our operatives.

Access and Egress Control: We provide comprehensive access and egress control solutions to regulate entry and exit points, monitor visitor traffic, and restrict unauthorised access to sensitive areas.

Risk Mitigation and Investigations: Our expertise extends to risk mitigation and investigations of serious crimes. Through meticulous planning and strategic deployment, we proactively identify and mitigate risks, ensuring the safety and security of our clients' operations.

How We Do It:

Continuous Training: We believe in the importance of continuous training and development. Extensive training sessions are conducted with all our specialised solutions members, covering various topics such as safe usage of firearms, Tactical principles, target and sight alignment, first aid, and defensive driving.

Proactive Approach: Our proactive approach to security involves staying ahead of emerging threats and trends. By keeping abreast of industry-specific and crime trends, we can positively mitigate risks and ensure the effectiveness of our security measures.

Client-Centric Focus: We prioritise understanding our clients' unique needs and challenges, tailoring our security solutions accordingly. Our commitment to excellence and client satisfaction drives everything we do, ensuring that we deliver the highest level of service at all times.

In summary, EMC is dedicated to elevating security standards and providing our clients with peace of mind. Through our specialised solutions, advanced technology, and proactive approach, we set the standard for security excellence in the energy, mining, and construction sectors.



Stallion Electronics: Pioneering High-Tech Security Solutions

In the fast-evolving landscape of security solutions, Stallion Electronics, with its in-house turnkey, high-tech security systems and projects, Stallion is redefining the industry and setting new standards for excellence and innovation.

Let's take a closer look at what makes Stallion Electronics a leader in the field:

Stallion Electronics emerged as a strategic investment by the Stallion Group, recognising the need for comprehensive high-tech security solutions coupled with a robust man guarding division. Today, Stallion Integrated Security Solutions is a key player in the security space, specialising in large turnkey projects for integrated security systems. Stallion Electronics combines engineering expertise with cutting-edge technology to deliver unparalleled security solutions.

Leadership in the 4th Industrial Revolution:

At the forefront of the 4th Industrial Revolution, Stallion SiOT under the leadership of Freddy Niehaus is pioneering the design, installation, and maintenance of smart technology solutions, including Internet of Things (IoT) applications. With a focus on tailor-made Off Site Monitoring solutions, SiOT's highly trained and accredited pre-sales teams ensure that clients receive the best-in-class in Off Site Monitoring solutions.

MASC, a Tier 1 integration company led by Managing Director Tim Reynolds, and part of the Stallion Group, offers a comprehensive suite of high-tech solutions to meet the evolving needs of its clients. Through its sister company, MASC Solutions, Stallion Electronics is committed to providing clients with top-notch fire products and services aligned with recognized safety and security standards.

By offering carefully selected products from leading brands, MASC ensures a comprehensive fire detection and suppression offering that complements its high-tech security solutions.

Visionary Force Driving Innovation: In essence, Stallion Electronics is not just a security company; it's a visionary force driving the industry towards innovation and excellence. With a commitment to high-tech solutions, in-house expertise, and a diverse service portfolio, Stallion Electronics continues to lead the way in securing the future. By evolving with Stallion's AI solutions, clients can experience the pinnacle of integrated security and peace of mind.



JOIN US AT SECUREX 2024

Date: 11-13 June 2024

Time: 09h00 to 16h00

We are excited to announce our participation at Securex 2024, which will be held at the Gallagher Convention Centre from the 11th to the 13th of June from 9am – 4pm.

Come visit us in Hall 2 at Stand A02c for expert consultation, speak directly with our knowledgeable team members who can provide insights and recommendations tailored to your specific requirements.

We look forward to welcoming you at Securex and collaborating on innovative security solutions for your organisation.





STALLION

Integrated Solutions

SAVE THE DATE TECHNOLOGY DAY



VENUE

The Venue at the Houghton
Lloys Ellis Avenue, Johannesburg



DATE & TIME

Thursday | 31 October 2024
12:30 to 16:30 – Exhibition / 16:30 to 19:00 – Networking



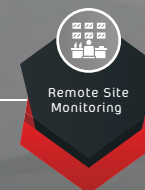
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