Mohd Al Jaffri Hassan Sabri

Details :

- Address : No. 14, Jalan Sastera Enam U2/ 1F,
  TTDI Jaya, 40150
  Shah Alam, Selangor
- Email : aljaffri7585@gmail.com
- Date/Place of Birth : 30 March 1975 / Taiping, Perak
- Nationality : Malaysian

Jaffri has been in the IT and Telecoms industry, serving particularly the Malaysian Government and public sector's requirements for more than 20 years. Has been in various technical and management positions, and most notably has extensive experiences in Account Management (Sales and Business Development), as well as Project Management.

Employment History

HeiTech Padu Berhad

A Public Listed Company with 25 years in various industries and markets. Focusing on government contracts mainly in JPJ, JPN and JIM.

SME Consultant (Focused Account PDRM) (Core 01)

May 2021 – Current

- Was brought in to assist the Business Director to penetrate the PDRM sector.
- Generating leads for pipeline acquisition
- Participate in bidding of contract/tenders and to prepare all necessary submissions.
- Subject matter expert on Radio Communications and processes within PDRM's operations.
- Project Manager on PDRM acquired projects (Open Bid) and monitor on any large-scale projects
- Account Manager to handle all requirements liaising with Internal Process, Vendors, End Users and Government Agencies whether dealing with pricing, quotations, negotiations with vendors to negotiations with Government Agencies pertaining LO, Claims and Contracts. (PDRM/KDN/MOF)
- Develop and cultivate professional and effective business relationships with Customers, Principals and 3rd Parties
- Develop and implement sales strategies, secure new business opportunities and establish a superior product image.
- Drive business growth, profitability and increase market penetration.

Notable Projects

- **Flyaway Satellite Systems and D6 Foto Equipment Project (PDRM D6 Jabatan Siasatan Jenayah)**
  A 1-year implementation and 1 year warranty project with PDRM D6 JSJ. Implementing the Portable Flyaway Satellite Systems for D6 to use to transfer data and video for their surveillance team. In this project, there is also mobile streaming and wireless video camera solution in placed.

- **Jabatan Perdana Menteri (Unit Perlindungan Saksi)**
  A 1-year contract to supply JPM Unit Perlindungan Saksi with 25 Walkie Talkies and supporting equipment's. The walkie talkie is using the PDRM RMPnet Network with Talkgroup under JPM. JPM is the first agency outside PDRM that will be using the RMPnet Network
- **Integrated Information System Development (Koperasi Polis Di Raja Malaysia)**
  A 2 -year contract to develop the new integrated information system to replace the legacy system that is the ICIS and EKOOPS system. Combining the 2 system into a single integrated system with new acquisition integration with 3rd parties and agencies.

Third Party Consultant
November 2020 – April 2021

- Was hired as a third-party consultant for HeiTech to come up with a proposal for RMPnet using L3 Harris solution.
- The proposal contains all requirements ranging from the MSO, BTS, Microwave, X-Band link, Consoles, Network Equipment, Subscribers (Walkie Talkies and mobile stations), MCPTT Solution, Rapid coverage Vehicle and Automated Radio Location Service.
- Collaboration with L3 Harris and a few other principals to prepare the proposal.
- Single Point of Contact to manage the Principals, Vendors and HeiTech Internal Management.

AMP Systems Sdn Bhd
AMP Systems Sdn Bhd is an SI Company mainly focusing on Information Technology. The company has notably implemented the i-PRS for the Royal Malaysia Police, an enhancement for the Police Reporting System.

Sales Manager
June 2019 – June 2020

- Overseeing daily Sales operation in the department
- Generating leads for pipeline acquisition
- Revenue and P&L responsibilities - develop business opportunities and build long term relationship with existing or new prospects/clients.
- Participate in bidding of contract/tenders and to prepare all necessary submissions.
- Designated accounts to be covered under the Ministry of Home affairs and Selangor State Government.
- Created opportunities to work on R&D projects under MIER (Malaysian Institute Of Economic Research) alongside Dr IR Baharuddin and Tan Sri Kamal
- Created opportunities to work with Common Towers Technology Sdn Bhd (State GLC Sabah) pertaining Digital Infra Sabah under Dato Dr. Mingu.
- Created opportunities to work with Dato Omar Ali Tun Sakaran, Chairman of Equus Air which manage SIpadan Air. Proposal for the ICT/ELV for Sempoerna Airport.
- Created opportunities to work with Menteri Besar Incoporated (MBI) pertaining Koridor Utility Selangor under En. Samsul Jaafar from MBI

Masterplan Consulting Sdn Bhd (MPC)

MPC is a widely recognised IT and telecommunications support provider, focusing on Malaysian government's requirements. The company has notably implemented the largest public safety digital radio communications turnkey project for Royal Malaysian Police worth more than RM 1 Billion, as well as development of the nationwide Police Reporting System (PRS).

Special Officer to the COO (Business Development)
January 2017 – May 2019

- To assist and manage day to day business operations with the COO.
- To explore new opportunities for investment and diversification of business for the company locally or abroad.
- To focus on large special projects for the CEO/COO, in various fields and industries. Some of these focus include R&D projects.
- To maintain and build long term relationships with existing and new clients/prospects, as well as government stakeholders.

Business Development / Account Manager
July 2013 – January 2017

- Revenue and P&L responsibilities - develop business opportunities and build long term relationship with existing or new prospects/clients.
- Participate in bidding of contract/tenders and to prepare all necessary submissions.
- Designated accounts to be covered under the Ministry of Home affairs and also other Ministries such as Ministry of Land,Water and Natural Resources and also federal statutory body such as EPF (Employees Provident Fund) Malaysia.

Notable Projects

- **Royal Malaysia Police - RMPnet (RM 980 Mil)**
  A 10-year project secured by Masterplan Consulting with the Royal Malaysian Police, for the development and deployment of the latter's secured 2-way digital radio network (voice and data). I was part of the pioneer team that supported the deployment of this nationwide network since 2009.

- **National Registration Department - OS Servers (RM 5.5 Mil)**
  Supply,deliver,installation,integration,testing and commissioning of hardware for upgrading of the department (Nationwide) at all UTC and State HQ's Operating System.

- **Malaysian Prisons Department** - **Network Maintenance Contract (RM 2 Mil)**
  Maintenance services of Local Communication Network Facilities (LAN)

- **Department of Survey and Mapping- Precision Aircond and Backup Aircond (RM 5 Mil)**
  Procurement of 12 units of Precision Aircond and 24 units of Backup Aircond to replace air conditioner system at data center for 12 departments of survey and state mapping.

- **Employee Provident Fund (EPF) - Disaster Recovery Assessment Study (RM 1.2 Mil)**
  Disaster Recovery (DR) Assessment Study for EPF's data center.

Project Manager (NOC)
August 2009 – June 2013

RMPnet (Royal Malaysia Police Network) Project, Royal Malaysia

Responsible to design and implement the Network Operation Center together with Motorola for the RMPnet Project with a workforce of 12 subordinates. Working with few international technology providers, we identified the core systems design, network design, equipment variables, fleet mapping of frequencies, infrastructure (Primary and Disaster Recovery), security, transport requirements (antennas and microwaves) and modulation protocols according to the international digital mobile radio standards.

Other designation include: QC (Quality Control) and Audit Manager for all implementation and installations of BTS (Base Transceiver Stations), Contingent Control Center, Police stations and vehicle installations. The audit for all installation and implementation comes with standard installation modules which were and designed together with the Royal Malaysia Police.

Systems Engineer
April 2006 – April 2009

Police Reporting System (PRS Phase 3), Royal Malaysia Police

Responsible to support the Police Reporting System project (PRS) for the Royal Malaysia Police, focusing on new implementation for the Phase 3 of the project which includes roll-out to new states ie. Pahang, Terengganu and Kelantan.

Involved in the planning of the System's architecture focusing on data migration and servers. I was also tasked to create and design training centers for all 3 states which require training servers and ancillary equipments.

VSAT (Very Small Aperture Terminal) Project for the Ministry Of Defense Malaysia

Together with Omnisec AG from Switzerland, we designed the encryption algorithm apparatus for the VSAT network in a form of Omnisec's AG encryption network box which is embedded in the heart of the network. Design includes: Algorithm (Triple DES,), Network design and Network Sniffer software. The purpose of the Project is to have encrypted Video Conferencing Communications via satellite between all remote Navy sites located at and around Spratley Islands to the Navy HQ in Sepanggar Sabah.

Technical Support Engineer
September 2005 – February 2006

Attached to the PRS (Police Reporting System) Maintenance Project for the Royal Malaysia Police. (Phase 1 and 2)
Diagnose and Troubleshoot technical issues pertaining the data and network configuration.
Resolving network issues, configuring operation systems and using remote desktop connections to provide immediate support.

Data Centre Specialist at Shell IT, Cyberjaya
January 2004 – July 2005

The Shell IT data centre in Cyberjaya is one of the data centre sites for Shell global. It serves all of Shell sites around the world particularly around data storage and backup requirements.

My main responsibility is around trouble-ticket management within the Call Centre, to support on problem resolution and escalation. I was also responsible to prepare, backup and restore all data and software for European Shell Accounts including localized Servers at the HUB's data center.

Education

- Sijil Pelajaran Malaysia (SPM) , Sek Men Sultan Abdul Halim, Jitra, Kedah
  1992
- Diploma in Electrical Engineering, Institut Teknologi Mara, Shah Alam, Selangor
  1997
- ASTRO 25 Voice and Data Certificate, Motorola University, Galvin Centre, Schaumburg, Illinois, USA
  2009
- PRINCE2 (*Project In Controlled Environment 2*) Foundation
  2011

References

- En. Borhanuddin Al Hilmi (COO Masterplan Consulting Sdn Bhd) - 0123102029
- En. Mohanaselvan (Motorola Solutions Sdn Bhd) – 0122115509
- Mazwan Mustaffa (CEO, AMP Systems Sdn Bhd)- 0102340566)