



QUM GROUP PLC

COMPANY PROFILE

CORPORATE CAPABILITIES & B2B PROSPECTUS

Engineering • Automation • Renewable Energy • Water Infrastructure • Industrial Supply

Engineering East Africa's Primary Utility Backbone

qumgroup.com • wa.me/251913499673

Office No. 403, Bldg 465, Woreda 02, Kirkose Sub-City, Addis Ababa, Ethiopia | 2026 Edition





OVERVIEW

Contents

Sixteen pages covering who we are, what we deliver and how to engage QUM GROUP PLC. Select any entry to jump to that page.

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Tender-ready by design. Every section is written for procurement boards, ministries and prime contractors evaluating a single accountable counterparty.



SECTION 01

Basic Information & Institutional Identifiers

5

Specialized
Business Divisions

1

Registered Private
Limited Company

1

Single Accountable
Prime Contractor

EA

East Africa
Operating Scope

Institutional Matrix

Field	Institutional Record
Registered Entity Name	QUM GROUP PLC
Legal Corporate Form	Private Limited Company (PLC)
Date Established	Late September 2026
Founder & General Manager	Assegid Eshetu — supreme corporate authority and highest decision-making body
Global Headquarters Location	Office No. 403, Bldg 465, Woreda 02, Kirkose Sub-City, Addis Ababa, Ethiopia
Business Divisions	Engineering Services Technology & Automation Renewable Energy & Power Systems Water Infrastructure & Agricultural Engineering Trading & Industrial Equipment Supply
Primary Structural Scope	Turnkey electromechanical contracting, industrial automation, renewable power, water infrastructure and industrial equipment supply
Direct Secure Contact Paths	General: info@qumgroup.com WhatsApp portal: +251913499673 (https://wa.me/251913499673) Web: https://qumgroup.com

Operating model in one line

QUM GROUP PLC unifies engineering planning, international sourcing, on-site electromechanical execution, automation and lifecycle maintenance under one contract and one signing authority.

Governance & decision authority

The General Manager is the highest decision-making body of QUM GROUP PLC. There is no intermediate board layer between the tender desk and the signing authority, which gives counterparties:

- A single, identifiable signatory for tenders, contracts and joint-venture agreements
- Faster variation, scope and price approvals during execution
- Clear accountability across all five divisions of the company

SECTION 02

Executive Summary

One contractor, one accountable chain of command — from the engineering drawing to the commissioned plant.

QUM GROUP PLC is a multi-disciplinary engineering and industrial group headquartered in Addis Ababa. It exists to close a structural gap in East African infrastructure delivery: the distance between high-level engineering planning and physical deployment on site. Where clients have historically coordinated separate civil, mechanical, electrical and digital contractors, QUM GROUP PLC offers a single, fully accountable prime contractor.

The group operates through five specialized divisions — Engineering Services, Technology & Automation, Renewable Energy & Power Systems, Water Infrastructure & Agricultural Engineering, and Trading & Industrial Equipment Supply. Heavy electromechanical execution, Industry 4.0 control architectures, premium international sourcing and clean-energy engineering are planned, procured, installed and commissioned as one programme.

Decision-making is deliberately centralized. The General Manager is the highest decision-making authority and ultimate signing authority, which shortens tender validation, variation approval and on-site escalation paths for public utilities, ministries, industrial owners and international contractors.



Engineering Coordination

Unique Value Proposition

Single accountability

One prime contractor for design, supply, installation, automation, testing and maintenance — no interface gaps between trades.

Plan-to-site continuity

Engineering planning and field deployment run under one command, aligning drawings, procurement lead-times and site sequencing.

Sourcing reach

Dedicated import and customs pipelines, including Turkish-origin generator units, motors and fluid pumps.

Compliance-first execution

Documented testing, commissioning and handover packages aligned to client and regulatory requirements.

Scope across East Africa. Built to serve state ministries, public utility boards, commercial developers, industrial conglomerates and international contractors seeking a grade-compliant local partner.



SECTION 03

Mission, Vision & Values

VISION

To engineer East Africa's primary utility backbone — the power, water, building-systems and control infrastructure on which institutions, industry and cities depend.

MISSION

To deliver robust contracting, industrial automation and clean technology through a high-capacity network of engineers, suppliers and logistics partners — on time, to specification and fully documented.

From Vision to Delivery



Three Core Pillars

EXCELLENCE

Zero-tolerance safety paths

- Safety planning, permit-to-work and method statements before mobilization
- Witnessed testing and commissioning on every system
- Engineering discipline from drawing to handover

INTEGRITY

Absolute fiscal transparency

- Open, itemized pricing and traceable procurement
- Clear approval trail through a single signing authority
- Honest reporting of scope, risk and progress

SUSTAINABILITY

Future-proofing regional grids

- Solar PV, hybrid and storage solutions that reduce diesel dependence
- Water-efficient irrigation and pumping
- Local capacity-building and long-life asset maintenance

Our standard. Safe sites, transparent accounts and assets that keep performing for the regional grid long after handover.



SECTION 04

Company History & Story

Founded to end contract fragmentation in East Africa's heavy infrastructure sectors.

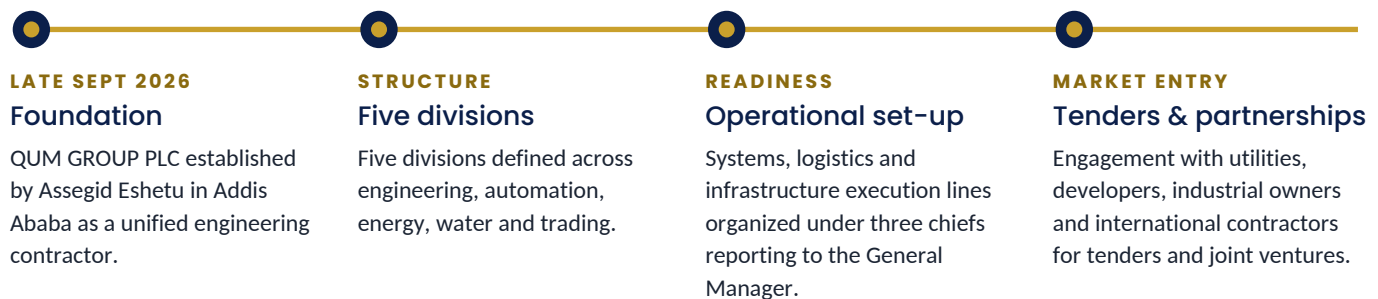
QUM GROUP PLC was founded in late September 2026 by Assegid Eshetu, who serves as Founder and General Manager. The group was created as a direct response to a recurring pattern in the region: public institutions and private developers were forced to split a single utility deployment across separate civil, mechanical and digital entities — one to build, another to source and install equipment, a third to engineer the controls.

That separation produced coordination gaps, unaligned programmes, duplicated mobilization and costly delays. QUM GROUP PLC was structured from day one to remove those interfaces: five divisions, one command, one contract.

The Fragmentation Problem — and the QUM Answer



Corporate Evolution



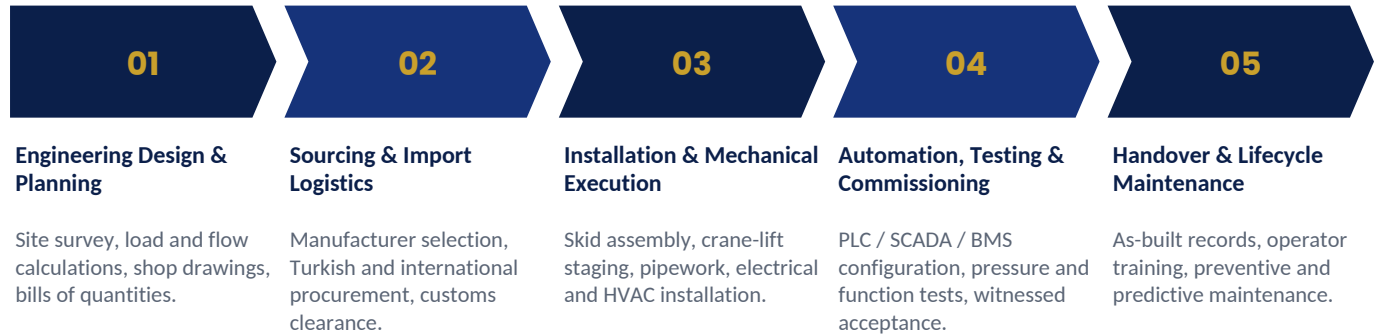
Equipment supply, testing and engineering under one roof

SECTION 04 • CONTINUED

Integrated Delivery Model & Readiness

Operational readiness, regulatory compliance and capacity-building are built into every stage.

Project Delivery Workflow



Readiness Framework

Focus Area	What Procurement Boards Can Expect
Operational readiness	Defined execution lines for systems, logistics and field infrastructure; method statements, programme and resource plan submitted with every bid.
Institutional regulatory compliance	Documentation aligned to tender conditions, applicable Ethiopian regulations and client-specified standards; traceable approvals under the General Manager.
Quality & testing	Pressure, insulation, functional and performance tests performed with calibrated instruments and recorded for witnessed acceptance.
Capacity-building	Operator and technician training, documented O&M manuals, and skills transfer to client teams and local sub-contractors.



Hands-on controls and PLC training

Capacity-building in practice

Training is treated as a deliverable, not an add-on:

- Control-panel and PLC familiarization for client technicians
- Pump, generator and HVAC operation briefings
- Safety induction and permit-to-work practice
- Maintenance schedules handed over with each system

DIVISION 1

Engineering Services

Installation · Maintenance · Testing & Commissioning

Heavy electromechanical execution and building services delivered to approved drawings, tested with calibrated instruments and handed over with full records.

Service Component	Technical Scope	B2B Staging Criteria
Heavy electromechanical operations	Installation, alignment and commissioning of industrial machinery, switchgear, motors and associated pipework.	Approved shop drawings; method statement and inspection test plan agreed before mobilization.
Vertical multistage pump skids	Custom multi-pump booster skids with stainless manifolds, VFD/starter panels, pressure vessels and instrumentation.	Duty-point data sheet; hydrostatic test and witnessed performance run.
Central HVAC	Chiller, AHU, VRF and ductwork installation with controls interface and air/water balancing.	Design load calculations; balancing and commissioning report.
Industrial elevator installation	Passenger and freight elevator installation, adjustment, safety-gear testing and handover.	Manufacturer-approved installation procedures; load and safety tests.
Commercial generators	Standby and prime-power generator sets, ATS integration, fuel systems and exhaust routing.	Load-bank test; ATS transfer test; client-code protection settings.
Life safety: Fire, CCTV, PAVA	Fire pump packages, hydrants and alarms; CCTV networks; public-address / voice-alarm (PAVA) systems.	Execution to the codes named in the tender; witnessed acceptance by the client or authority.
Testing & commissioning	Pressure, insulation, functional and integrated-systems testing; lifecycle and predictive maintenance programmes.	Calibrated instrument records; punch-list closure; O&M manuals.



DIVISION 2

Technology & Automation

Smart Buildings · SCADA · PLC Networks

Industry 4.0 control and monitoring architectures that make buildings, plants and utilities measurable, controllable and auditable.

Service Component	Technical Scope	B2B Staging Criteria
Smart Building Management Systems (BMS)	HVAC, lighting, access and energy-metering integration with graphical supervision and alarm management.	I/O schedule and cause-and-effect matrix; factory and site acceptance tests.
Facility telemetry	Remote monitoring of pumps, generators, tanks, meters and environmental points with trend logging and alerts.	Sensor list, network plan and data-retention requirements agreed up front.
Modern SCADA architectures	Redundant servers, HMI design, historian and reporting for water, power and process facilities.	Open-protocol interfaces (e.g., Modbus, BACnet, OPC UA) as specified; cyber-hygiene checklist.
PLC network designs	Controller selection, network topology, program structure and low-voltage control panels.	Panel drawings; program documentation; backup of final configuration at handover.
Enterprise IoT networks	Smart water and electrical metering and diagnostic sensor arrays tied into the supervisory layer.	Communication coverage survey; commissioning logs.





DIVISION 3

Renewable Energy & Power Systems

Solar · Hybrid · Micro-grids · BESS

Clean, resilient power for commercial and industrial sites — from rooftop arrays to hybrid micro-grids with storage.

Service Component	Technical Scope	B2B Staging Criteria
Commercial solar PV arrays	Rooftop and ground-mount arrays, string design, inverters, protection and monitoring.	Yield and load study; structural and earthing review; performance test at commissioning.
Solar-diesel hybrid installations	Hybrid controllers that prioritize solar and manage generator start/stop to cut fuel use.	Load profile; generator sizing; controller logic approved by the client.
Industrial micro-grids	Independent power channels for remote industrial and commercial complexes, with protection and islanding logic.	Single-line diagrams; protection coordination study; black-start test.
Battery Energy Storage Systems (BESS)	Battery containers or cabinets, PCS, battery management and fire-safety provisions for peak shaving and backup.	Capacity and autonomy calculation; thermal and safety design review.
Grid support & stabilization	Power-quality and voltage-stabilization configurations for weak-grid or high-demand sites.	Power-quality measurement before and after installation.



DIVISION 4

Water Infrastructure & Agricultural Engineering

Irrigation · Solar Pumping · HDPE Pipelines

Water abstraction, conveyance, pumping and irrigation systems engineered for productive land and resilient municipal supply.

Service Component	Technical Scope	B2B Staging Criteria
Mechanized farm irrigation	Large-scale mechanized irrigation systems with mainline, laterals, filtration and pumping stations.	Soil, water-source and crop-demand data; hydraulic design approved before supply.
Automated drip grids	Drip networks with controllers, valves, injectors and flow monitoring for high-efficiency water use.	Zone plan; scheduling logic; flush and pressure tests.
Solar pumping stations	Solar-powered surface and submersible pumping with VFD or MPPT drives and remote monitoring.	Daily water-demand calculation; array and pump matching.
HDPE transmission pipelines	High-density polyethylene pipe laying, butt/electro-fusion welding and pressure testing.	Pipe class and pressure rating; weld records; hydrostatic test certificates.
Pump & booster systems	Deep-well submersible pumps and multi-pump booster sets for buildings and municipal supply.	Duty-point and NPSH check; witnessed performance test.



DIVISION 5

Trading & Industrial Equipment Supply

Generators · Motors · Pumps · Materials

Strategic B2B procurement pipelines that put specified equipment on site — sourced, cleared and delivered to project schedule.

Product Line	Specification Highlights	B2B Staging Criteria
Model GJP50 Generator Unit	Premium Turkish manufacturing origin; weather-proof acoustic enclosure; electronic control panel.	Import lead-time and customs clearance plan; commissioning by QUM Engineering Services.
Heavy industrial electric motors	Industrial motors for pumps, compressors and process equipment.	Frame size, rating and efficiency class matched to the duty.
High-capacity fluid pumps	Vertical multistage, end-suction and booster pumps with brass and cast-iron valve sets.	Pump curve submitted against project duty point.
Industrial materials & spares	Structural rebar, copper wiring spools, breakers and electromechanical spare parts.	Bulk-order scheduling; storage and last-mile delivery.





SECTION 06

Target Market Segments

Four institutional domains where a single accountable engineering partner removes the most risk.

01

Public Utilities & Municipal Boards

Regional water boards, state agricultural ministries and electrical transmission authorities requiring large-scale grid and network expansion.

TYPICAL REQUIREMENTS

- Pumping stations, HDPE transmission, irrigation schemes
- SCADA telemetry for networks and reservoirs
- Solar and hybrid power for remote sites

QUM response: Divisions 2 · 3 · 4

02

Commercial Real Estate Developers

High-rise office towers, apartments and hospitality centers that need integrated building systems delivered on a fixed programme.

TYPICAL REQUIREMENTS

- BMS, central HVAC, elevators
- Fire alarm, hydrants, CCTV and PAVA
- Booster pump skids and standby generators

QUM response: Divisions 1 · 2 · 5

03

Industrial Conglomerates

Manufacturers, factories and cold-storage operators seeking dependable process power, controls and utilities.

TYPICAL REQUIREMENTS

- PLC and SCADA integration
- Micro-grids, BESS and generator packages
- Motors, pumps and spares supply

QUM response: Divisions 2 · 3 · 5

04

International Contractors for Joint Ventures

Global prime contractors seeking a grade-compliant local partner to co-execute tenders and infrastructure grants in East Africa.

TYPICAL REQUIREMENTS

- Local execution capacity and logistics
- Single signing authority for fast JV decisions
- Electromechanical and automation scope packages

QUM response: All Divisions

Joint-venture ready. Share tender documents through info@qumgroup.com or the WhatsApp portal to receive a scope-matching response from the General Manager's office.



SECTION 07

Leadership & Organizational Structure



FOUNDER & GENERAL MANAGER

Assegid Eshetu

Supreme corporate authority and the highest decision-making body of QUM GROUP PLC. Holds ultimate signing authority over tenders, contracts, financial commitments and joint-venture agreements.

Organizational Hierarchy



Roles & Responsibilities

Role	Responsibilities
General Manager	Ultimate signing authority; corporate strategy and policy; tender and contract approval; financial sign-off; regulatory and institutional representation; joint-venture negotiation.
Chief of Systems	Commands SCADA, BMS and PLC engineering: architecture, programming standards, commissioning and cybersecurity hygiene for the Technology & Automation division.
Chief Logistics Officer	Commands Turkish sourcing and customs pipelines: supplier qualification, import scheduling, clearance, warehousing and delivery for the Trading & Industrial Equipment Supply division.
Chief Infrastructure Engineer	Commands field water and energy utility execution: crews, installation sequencing, testing and commissioning across Engineering Services, Renewable Energy & Power Systems, and Water & Irrigation.

SECTION 08

Achievements & Portfolio Strengths

Verified technical capabilities that define how QUM GROUP PLC stages and delivers heavy utility packages.



Multi-pump booster precision

Assembly of vertical multistage booster skids with custom stainless manifolds, aligned on a galvanized frame and concrete plinth, with isolation valves, gauges and pressure vessel integrated before hydrostatic test.



Crane-lift fire pump staging

Turnkey crane-lift staging of heavy emergency red fire pump packages — duty and jockey pumps, control panels and manifolds — positioned, anchored and made ready for acceptance testing.



Civic water features

Execution of civic water features with sub-surface LED lighting networks, covering pumps, nozzles, waterproofing and lighting control for public and commercial plazas.



High-volume procurement logistics

Bulk sourcing and staging of rebar, pipe, cement, wiring and electromechanical stock through import, customs clearance and warehouse-to-site delivery.

Capability Highlights

- Custom manifold fabrication and skid assembly for multi-pump booster sets
- Heavy-lift staging and installation planning for emergency fire pump packages
- Sub-surface LED networks integrated with civic water features
- High-volume procurement logistics from sourcing to site delivery

Illustrative project photography.

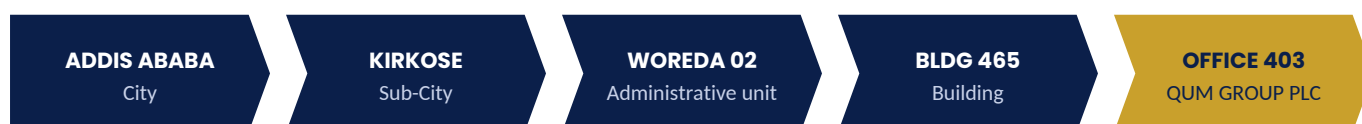
SECTION 09

Contact Information & Strategic Routing

Direct each enquiry to the correct desk for the fastest institutional response.

Desk	Purpose	Contact Path
General Corporate Affairs	Company information, tenders, procurement, partnerships and general enquiries	info@qumgroup.com
Secure WhatsApp Portal	Direct B2B chat with the corporate desk	+251913499673 https://wa.me/251913499673
Corporate Website	Company information and updates	https://qumgroup.com

Headquarters Location Mapping



- **Address:** Office No. 403, Building 465, Woreda 02, Kirkose Sub-City, Addis Ababa, Ethiopia.
- **Visitor routing:** navigate to Kirkose Sub-City, locate Woreda 02, then Building No. 465; QUM GROUP PLC occupies Office No. 403.
- **Before visiting:** message the WhatsApp portal to confirm the appointment and receive arrival guidance.
- **Tender submissions:** send electronic documents to info@qumgroup.com or the WhatsApp portal; hard copies are received at the headquarters address.



ENGAGE QUM GROUP PLC

One prime contractor from engineering plan to commissioned site. Share your tender, RFQ or project scope and the General Manager's office will route it to the responsible chief.



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