



**PRESS RELEASE**  
Tellumat Telecoms  
February 28, 2008  
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## **Tellumat lands Preferred Supplier deal with Orion Telecom**

### **Inter-Tel 5000 'hybrid' system gives Orion customers TDM stability AND future-proof IP**

Tellumat Telecoms, the telecoms equipment and service provider in the Tellumat Group, has been named a Preferred Supplier of business communications equipment to Orion Telecom, a wholly owned subsidiary of the JSE- listed Vox Telecom Limited Company. Tellumat joins the ranks of a number of leading companies who have been accorded preferred supplier status by Orion Telecom.

Jacques du Toit MD of Orion Telecom says, "This agreement recognises Tellumat's track record and access to best-in-class global technology solutions that will add value to Orion's growing mid and top -range customer base."

This market segment, which has sophisticated communications needs, now enjoys access to the 'future-proof stability' of the Inter-Tel 5000 platform, says Bennie Langenhoven, GM of Tellumat Telecoms.

He explains: "The 5000 is an IP centric solution, offering a combination of stable circuit-switched technology and future-ready converged IP technology, carrying voice, video and data on a single line."

Tellumat is the exclusive sub-Saharan distributor for Inter-Tel (one of the US and UK market leaders in the SME market).

Langenhoven says Orion Telecom customers will also value the system's unified communications features, call centre functionality, call management platform and choice of IP, digital and wireless user instruments. "These features are on a par with the world's leading communications systems, at a very competitive price."

Du Toit describes Tellumat as an ideal partner with a respected track record built up over two decades. "Quality, customer satisfaction and service are of paramount importance to us and it's good to have a partner of Tellumat's standing."

Tellumat will also provide support and training as part of the agreement.

Ends.

### **About Tellumat**

Tellumat is an innovative, black empowered, South African technology company that has achieved a BBBEE Status Level 4 rating, defined as "Superior Contributor to BEE" in terms of the DTI's Codes of Good Practice. It consists of three major trading divisions; Communications, Defence and Contract Manufacturing, and three partly owned companies; Sia Solutions (Pty) Ltd, Eence Engineering (Pty) Ltd and SIMpill (Pty) Ltd. Tellumat services three primary market areas, namely wireless voice and data communications, defence communication systems and high precision electronic and



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mechanical manufacturing. Tellumat is a world-class business focused on innovation, offering our customers dynamic and competitive technology products and services. We focus on understanding our customers' needs and forming long-term strategic alliances with likeminded enterprises worldwide.

[www.tellumat.com](http://www.tellumat.com)

### **About Orion Telecom**

Since its inception in 1996, Orion Telecom SA (Pty) Ltd has evolved from a first tier GSM Service Provider, which pioneered Least Cost Routing within the South African corporate market, into a provider of comprehensive voice and data solutions. As a Virtual Network Operator, Orion Telecom is able to deliver a customised solution, which encompasses the alternate routing of all voice traffic types, through a variety of quality assured routing technologies.

In February 2007, Orion Telecom officially became part of the then DataPro Group, later re-branded as the Vox Telecom Limited Company, a JSE listed company, of which Orion Telecom is a wholly owned subsidiary. This venture positioned Orion, within the Vox Telecom Limited Group, as the largest alternative telecommunications provider in the South African market.

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