



**PRESS RELEASE**  
Tellumat Telecoms  
May 20, 2009  
Page 1 of 2

## **Tellumat Telecoms goes from strength to strength in economic meltdown** **Forecasts 30% growth thanks to strategic partner focus and cost-saving portfolio**

Tellumat Telecoms is one of very few businesses that continue to do well during the current global recession. More importantly, it is sure to continue doing so for the foreseeable future.

This division of technology group Tellumat reported more than 30% growth for the 2008 year, and interim numbers for 2009 are similar, says Bennie Langenhoven, managing executive Tellumat Telecoms. Amazingly, he says the division is sure to repeat the feat for the full year.

What does he know that the rest of us don't? Traditionally an enterprise comms specialist, Tellumat made two master strokes in the past two years: First, it added the all-in-one Sigma small office communications system to its portfolio – a system that is currently taking the country by storm after excellent media reviews. Secondly, the company called in the big guns to help it take the Sigma to market, currently including Telkom, Vox Telecom and iBurst.

With its deft 'diversification' into SME solutions, Tellumat is just in time to service a new wave of emerging businesses that have been coaxed into life by cheaper bandwidth in greater supply. "The cost of communications is not such a deterrent to business anymore," says Langenhoven. "Even in tough times, buying technology still makes sense, as companies can save a lot by using it to be more efficient."

Langenhoven says up to 90% of the unit's SME business will come via telcos, operators, ISPs and big systems integrators. "It's a big success factor, but it didn't happen overnight, and the contribution of it to growth won't diminish anytime soon."

He explains that more channel announcements are coming down the line that will add even more life to Tellumat's current brisk trade. In addition, FY 2009 will be the first year in which Tellumat will have a full year of revenue from some of its new channel partners, which will make a big difference.

Langenhoven notes that Tellumat recently landed the local distribution of Shoretel, a global leader in unified communications – another technology direction whose time has now come. This, he says, will inject renewed vigour into Tellumat's enterprise line.

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, Encee 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 mechanical manufacturing. Tellumat is a



**PRESS RELEASE**

Tellumat Telecoms

May 20, 2009

Page 2 of 2

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)