



PRESS RELEASE

Tellumat
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Tellumat lands Armscor data link contract

South African technology innovator Tellumat has been awarded a contract by Armscor, to supply point-to-point digital microwave radio links in an upgrade and expansion to the national command and control network of the South African National Defence Force (SANDF).

A noted designer and manufacturer of microwave radio links, Tellumat was recently also named the sole supplier of similar links to Neotel, South Africa's second fixed-line telecoms operator. Its ongoing supply to Telkom with the same technology is well-publicised. Microwave links are commonly used to connect remote sites providing access to networks.

Tellumat is further recognised for its expertise in WiMAX – another important wireless technology, which is seen as the answer to speedy broadband rollout in South Africa, given the widespread lack of fixed telecoms infrastructure. And its know-how in radio and mobile communications, telecoms (including call centre technology) as well as unmanned aerial vehicle links, has seen its products and installation expertise reach the furthest corners of the globe. These systems may be found useful by the SANDF in its deployments into Africa, says Brian Ferguson, Marketing and Sales Manager for Tellumat Defence.

Geoff Carey, General Manager of the Wireless Solutions business unit says the Armscor contract is another influential endorsement of Tellumat's expertise, with the equipment under consideration having been designed, developed and manufactured locally.

"This contract shows the belief of the market in our ability and capacity, which extends beyond enterprise-grade communications equipment to kit which satisfies the requirements of military customers in terms of reliability and security."

Ferguson adds that Tellumat's involvement covers the entire life cycle of the products, from manufacturing, installation, commissioning and repairs, in a full turnkey delivery. Tellumat will make low-to-medium capacity links. These products traverse the entire frequency spectrum of fixed point-to-point microwave transmission (7-38 GHz).

The company's appointment is in keeping with government policy to bring about Broad-based Black Economic Empowerment (BBBEE), thus favouring local, empowered expertise and delivery capability.

Known for its world-class innovations, Tellumat ploughs an internationally competitive portion of its revenue back into research and development, says Tellumat CEO Rasheed Hargey. The company's BEE credentials are impressive, with scores exceeding the requirements laid down in the dti's Codes of Good Conduct, incorporated in the BBBEE Act of December 2006.

Tellumat uses up to 50% local components in its assemblies, whereas most ICT equipment content from the global brands is imported.