



**PRESS RELEASE**

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## **Tellumat in the ballpark with multi-sided 2010 offering**

### **BBBEE group offers extensive IP and capacity in manufacturing, comms, and defence**

As South Africa's infrastructure and capacity build-out for 2010 accelerates, tech innovator Tellumat is perfectly positioned to play a major part on the supply-side. The company's high standing in telecoms, defence and electronic manufacturing is a function of a formidable portfolio of products, services and capacity.

Rasheed Hargey, Tellumat CEO, says in the nine years since inception, the company has built extensively on its portfolio, completing development of nine key product families and building project management skills in numbers. "Many of these fall squarely within the ballpark of the country's 2010 needs."

### **Enabling competitive telecoms**

In a powerful endorsement of Tellumat's telecoms and manufacturing abilities, its Wireless division was recently named the sole supplier of microwave links that will help power the national network of Neotel, the country's second fixed-line operator. Tellumat has, in turn, tendered for a fibre optic network for the City of Cape Town, and has been short-listed for a wireless broadband network to the City of Johannesburg.

Aside from fibre and wireless, its customer premises equipment (CPE) skills are unquestioned, encompassing cordless phone systems, call centre platforms and countless enterprise networks (2 million ports sold in two decades). All this, says Hargey, should serve as ample demonstration of Tellumat's ability to assist in the communications network and CPE needs that the World Cup will engender.

### **Made in SA**

Complementing its products and services push, Tellumat has recently beefed up its contract manufacturing capacity and additional expertise with the acquisition of Rhomco, a Cape-based outsourced manufacturer of high-end electronics, adding an impressive customer base, equipment capacity, skilled staff, excellent management and 20 years' experience in contract manufacturing.

Rhomco's low-volume expertise allows Tellumat to more efficiently service diverse manufacturing needs, from prototyping once-off products for small design outfits to managing turnkey mass-production on very large runs. "Total throughput for just one customer currently exceeds 40 000 circuit boards per month, giving the SA market a cost-effective, quality, high-capacity alternative to cheap mass production in the Far East," says Hargey.

Offering full turnkey manufacturing of radio frequency gear, microwave links, GSM payphones, PBXs, satellite equipment and medical products, as well as managing distribution logistics and after-sales support, Tellumat can assist ably in the manufacturing needs of stadiums and networks (access control, security, microwave links and much more).



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### **The best defence and a safe landing**

Mirroring the Neotel triumph in its defence contracts, Tellumat has supplied microwave links to Armscor, to upgrade and expand the SANDF's national command and control network. It has maintained the SA Air Force's Umlindi air-defence radar system for 20 years, and recently performed several upgrades to it. Tellumat Defence's ERIEYE airborne surveillance system, which it will supply via an exclusive local distribution arrangement with SAAB Microwave, further provides excellent potential security solutions to the armed forces for 2010 and beyond.

As regards the massive influx of football crowds and their safety and security at the country's airports, SIA Solutions, an aviation-focused 60-40 Tellumat-Harambe Solutions JV has won the following deals recently, : Automated Weather Observer Systems (AWOS) for Lanseria Airport; Instrument Landing System (ILS) for Bisho Airport; Fibre Optic communications infrastructure technology to Meraka Institute, a CSIR initiative; and several fibre optic communications installations, including Airports Company of SA (ACSA), connecting specialised equipment to, for instance air-traffic control systems.

Navigational aids, SIA's core product set, has been fleshed out with distribution arrangements for other relevant technologies, including fibre comms backbone technology, airport security systems and meteorological systems for use at airports and airfields.

### **Empowered to the hilt**

In support of SA's drive for broad-based black economic empowerment (BBBEE), Tellumat has impressive empowerment credentials. It has secured a Level 4 BEE status, measured against the DTI's Codes of Good Practice, qualifying its customers for 100% BEE procurement recognition. The Codes define a Level 4 company as a "Superior Contributor to BEE". Tellumat's black ownership is 32% (the Codes require 25% + 1 by 2012). Tellumat includes up to 50% local content (components) in its assemblies, whereas all locally-assembled ICT content from its global brand competitors is imported.

All of which points to an almost unassailable value proposition, come Cup time. Hargey says Tellumat believes that where a local, BBBEE-compliant company produces world-class innovation, it should enjoy preference above comparable overseas offerings. "Where a BBBEE-compliant SA company can deliver innovative, world-class solutions, that should be a very strong reason to seal the deal."