



## PRESS RELEASE

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### WiMAX for Neotel goes to Tellumat

The deal ensures rapid, cost-effective and future-proof entry on a large scale into the increasing competitive, broadband access market in South Africa.

Tellumat, the South African technology group, has been named the preferred supplier to provide, implement and maintain the soon to be launched national WiMAX network of Neotel, South Africa's first converged network operator.

The contract stipulates the rollout of Neotel's WiMAX base stations, and subscriber units over a number of years, representing one of the key wireless access technology solutions in Neotel's broadband network rollout. For the WiMAX technology supply and integration, Tellumat will work closely with its WiMAX technology partner, Telsima.

The Neotel WiMAX network compliments its Metropolitan Area Networks and Local Area Networks by adding a further wireless option to its portfolio, providing a cost and deployment effective broadband wireless solution for customers. "Our aim is to bring world class proven technologies into South Africa for the benefit of our customers, the industry and the South African economy," says Angus Hay, Neotel's Chief Technology officer. "Our choice of partners, such as Tellumat, is based on the same principles of bringing the best in class in order for us to fulfil our promise of bringing down the cost of doing business."

WiMAX won the technology contest hands-down, says Geoff Carey, managing executive, Tellumat Wireless Solutions. "It will enable speedy rollout in South Africa's main urban centres and certain suburban points of presence (POPs). WiMAX-delivered last-mile connectivity will give Neotel's corporate clients and residential customers quick broadband access to Neotel's rapidly expanding national network."

As for choosing Tellumat, the reasons are four-fold, he says. "The solution developed by our technology partner, Telsima Corporation, gives Neotel the benefit of going commercial today with award-winning, WiMAX Forum-certified 802.16d technology. This technology basis is both cost-effective and stable and furthermore can be migrated to the mobile WiMAX 802.16e standards when the certification processes and technology maturity allow."

Other factors include Tellumat Wireless Solutions' referenceability, having successfully implemented and serviced a variety of self-manufactured and imported technologies such as point-to-point microwave access links, WiMAX, mobile payphones and professional services. Tellumat was contracted by Neotel for full turnkey implementation of microwave link solutions in 2007. The division boasts a full complement of skills surrounding the design, manufacture, implementation and servicing of these technologies.

Furthermore, Tellumat is a BBBEE Status Level 4 Superior Contributor, with 32% black ownership, noted enterprise development commitments and other empowerment initiatives, including skills development in line with Neotel's own commitment to contributing to the upliftment of South African communities.

Finally, Carey says, the Neotel contract specifies the engagement of small, micro- and medium-sized enterprises by the winner, for the installation and maintenance portion of the agreement.

Tellumat will use qualified small-operator subcontractors to honour installation of the subscriber unit portion of the deal. The company has undertaken the challenge of skilling up sub-contractors to the



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required level, if necessary. Other servicing partners will be selected from Tellumat's list of preferred subcontractors.

For more information about Telsima's WIMAX range of products, see [www.telsima.com](http://www.telsima.com).

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 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 Neotel**

Neotel is South Africa's first converged communications network operator. It provides a range of value-added voice and data services for businesses, wholesale network operators and providers and consumers using its pure-IP Next Generation Network, powered by Neotel's high-performance fibre optic backbone. Neotel connects the major centres in South Africa to each other and to the world, directly linking the country into Tata Communications network. Neotel offers fresh thinking, a creative approach and flexible solutions for communications in South Africa.