



PRESS RELEASE

Tellumat

October 8 , 2009

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SIA Solutions brings cutting-edge mobile air traffic control to SA Signs exclusive, end-to-end supply deal with UK manufacturer

SIA Solutions, the empowered airports and aviation technology company, has obtained exclusive rights to supply, integrate and support the mobile air traffic control (ATC) towers of UK-based Host Systems in Southern Africa.

Ntsane Kolisang, SIA's marketing director, says the company is enjoying growing prestige as a leading supplier to all the major players in South Africa's civil, commercial and defence aviation circles, as well as a growing number of clients in neighbouring states and the African mainland.

What counts heavily in SIA's favour is the depth and breadth of skills backing up its implementations, he explains. A joint venture between technology groups Tellumat and Harambe Technologies, SIA lays claim to the necessary project management, systems integration and support skills, but also boasts deep engineering and design capabilities, down to silicon level.

Michael Brunton, Managing Director at Host Systems, says SIA was the first choice to partner the company on the continent, given its extensive experience in the aviation market. "Specifically, we were gratified to encounter an impressive track record supporting airports' ATC competencies, borne out by a host of customer sites."

SIA cites as references South Africa's Civil Aviation Authority, the South African Air Force, Airports Company of SA and Botswana Civil Aviation, among a growing list of powerful names in the business.

Kolisang says Host Systems was identified by SIA as an important supplier of hi-tech solutions geared towards airport operators. The company has been involved in ATCs for some 20 years. In the past 6 years, Host Systems have developed the most advanced design in Mobile Air Traffic Control. This design is currently in use, for example, in Afghanistan where a Host Tower is handling 400 movements a day controlling Camp Bastion.

The systems are able to provide crucial ATC backup during times of airport alterations, main systems failure or other eventualities for which temporary arrangements must be made. These include temporary air strips used in military/peacekeeping programmes, or for crisis backup in 9/11 scenarios. The Host Systems Mobile ATC Tower is particularly useful for smaller airports unable to afford a conventional tower. Although fitted with exactly the same ATC equipment as a normal tower, the Host Tower is a fraction of the price and can be delivered within 6 months instead of the usual 12-18 months required to plan and build a normal ATC Tower.

Wheeled in to replace or augment the ATC function, mobile ATC towers have the benefit of rapid deployability, with only four men needed to have the system fully operational in one hour says Kolisang. They are not of 'lesser' specification, he clarifies; they answer to the minimum requirements set for the deployment and use of ATCs, within obvious bounds of reasonable mobility.

SIA will participate in the customisation, fitting and installation of towers for customers, and the support of live systems and the mobile towers throughout their life cycle – ranging from 15 to 20 years. The company's personnel is currently undergoing training, and may undertake to train customer staff as part of specific supply deals.



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About SIA Solutions

SIA Solutions is a black owned 60-40 joint venture between technology leaders Tellumat and Harambe Technologies. It supplies, implements and services global best-of-breed aviation and airports technology in the following main categories – Ground-Based Navigation Systems that aid the navigation of airborne aircraft; Meteorological Systems; Communications Systems; Advanced Surface Movement Guidance And Control Systems; High tech airport security systems; and fibre optics communications to link such systems to central monitoring stations. The company's fast-growing client list includes Bhisho Airport, the Airports Company of South Africa, the Air Traffic and Navigation Services Company, the Meraka Institute, Lanseria Airport, the South African Air Force and the Botswana Department of Civil Aviation. The Company also specialises in turnkey Project Management, microwave installations and maintenance support services. SIA's global technology partners include, amongst others, Finland-based Vaisala, Becker of Germany, Thorn Airfield lighting, US-based Sensis Corporation and Enterprise Electronics Corporation.

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.

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