BEE supplier SIA Solutions signs memorandum of understanding with Air Traffic and Navigation Services

SIA Solutions, the South African Air Traffic Management / Communication Navigation and Surveillance Technology Company, has signed a non-exclusive memorandum of understanding (MOU) with Air Traffic and Navigation Services, the SA government-owned company responsible for efficient air traffic monitoring and control of civilian air space throughout South Africa covering en-route, approach and aerodromes.

Under the MOU, the parties will pursue joint marketing opportunities throughout Africa, says Ntsane Kolisang, marketing director of SIA Solutions, a 60-40 joint venture between empowered technology leaders Tellumat and Harambe Technologies.

Both have undertaken to identify opportunities within the region on an ongoing basis. “Whether an opportunity in fact exists will be assessed on its merits,” he continues.

And in the event that there is, either party will have to recommend the other as its preferred partner, on the basis of its capability and capacity to deliver the work at hand – thus affording both parties the opportunity to bid as a team.

Once an opportunity is agreed upon, its form and terms will be solidified in a separate teaming agreement, specific to each new engagement,” Kolisang says.

Significant value

Noting that the Air Traffic and Navigation Services Company is responsible for the air traffic monitoring and control of 100% of South Africa’s civilian airspace, with a technical capability to offer the service to an estimated 90% of the African continent, Kolisang says the MOU is of significant value to SIA Solutions.

“It has taken us four years and an irreproachable record of servicing our customers to reach this stage. This arrangement opens enormous opportunities for both entities, to put our specialist skills together to contribute to safer African skies.”

SIA Solutions offers a combination of overseas and locally-manufactured technology, through its relationship with the Tellumat Group and various global suppliers. Its portfolio covers:

- Ground-based Navigation Systems (GBNS), including Conventional and Doppler Very high frequency Omni-directional Radio Range (C/DVOR), Non-Directional Beacons, and approach systems, including precision approach systems such as instrument landing systems and distance measuring equipment.
- Advanced Surface Movement Guidance and Control Systems (ASMGCS) –technology aiding air traffic controllers at times of low visibility in their monitoring of aircraft on the aerodrome.
- Meteorological systems, including Automatic Weather Observation Systems and lightning Detection Systems.
- Communication systems incorporating ground to air communication systems, digital voice recorders and fibre optic cable.

ATNS' offer to the market is the use of its air traffic management, communication, navigation and surveillance infrastructure, airport surveying, aircraft letdown procedure design, airspace management and design services.

Ringing endorsement
Kolisang says the MOU is an important endorsement of South African expertise, as ATNS has extensive experience with best-of-breed global suppliers.

"And it is further proof that advanced technical skills exist in fully-empowered companies such as SIA Solutions. We have every confidence that there is a good fit between the companies, and that together we will produce high-value solutions that meet and exceed the needs of our clients."

Ends.

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 and US-based Sensis Corporation.
www.siasolutions.co.za

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