



PRESS RELEASE

Tellumat
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SIA Solutions wins Lesotho airport communications recording deal **Future-proof upgrade enhances aviation standards and compliance**

SIA Solutions, the 60-40 joint venture between Tellumat and Harambe Technologies, has won a tender to supply Moshoeshoe International Airport in Lesotho with digital voice recording equipment.

The equipment will record communication involving the airport's air traffic control room, and may in future integrate with data systems. It will aid with investigations in the event of air accidents.

Closed tender

Ntsane Kolisang, SIA's marketing director, says the Lesotho Department of Civil Aviation (LDCA) issued a closed request for proposals in the final quarter of 2009, calling for replacement of the airport's voice recording equipment.

Along with three other preferred suppliers of air traffic management communications, surveillance and recording systems, SIA submitted its tender in October. In mid-February, it was advised of its success.

Wide-ranging applications

The solution proposed will be sourced from leading global recording and interception technology vendor, Atis Uher (www.atis-systems.com).

Kolisang says the recording platform covers a wide range of applications beyond just voice recording. "It will initially receive input from radio communications between airport air traffic control (ATC) and pilots, ground staff or other parties," he says.

"In time it will be integrated with ATC radar systems and data screens, to aid in the investigation of accidents and other events requiring recorded evidence that conforms to legal standards." He explains that the system complies with International Civil Aviation Organisation (ICAO) standards for admissibility of recordings in legal proceedings.

Data obtained from the system will also be used in training of ATC operators by the (LDCA).

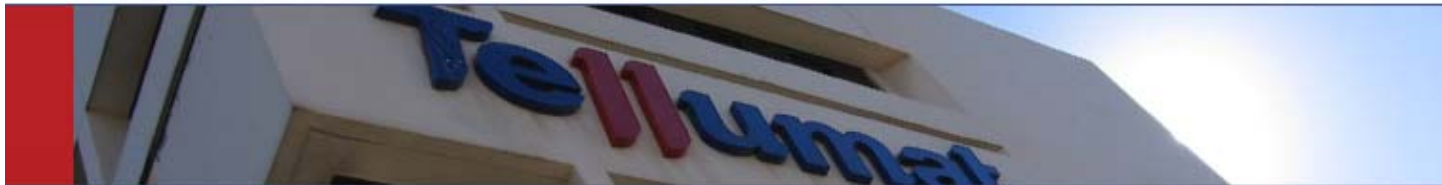
Superior technology

Kolisang says Lesotho marks the first tender success of the SIA/Atis Uher association. "However, we believe this is the tipping point," he says, noting that SIA has also won a deal to supply the system to Polokwane International Airport.

What were the success factors of this particular tender? Kolisang says Atis Uher's superior technology played a big part in winning the deal, and will stand the company in good stead in the future.

"As other airports sharpen up their systems in anticipation of the World Cup and a general increase in African aviation, standards are on the increase."

He says the integrative qualities of the technology will assure its longevity.



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Market standing

With a strong engineering base, big installed footprint and A-list supplier status throughout the country and neighbouring states, SIA Solutions was a natural choice for the deal.

The company will support the system governed by maintenance and service level agreements that offer a degree of knowledge transfer to the airport. "We will provide technical training at the manufacturer's site in Switzerland and on-site training to ensure proper skills transfer," says Kolisang.

"We want to ensure the technology is implemented and supported with the highest possible standards of excellence, but also that the customer is in a position to take ownership of the maintenance and ongoing health of the installation.

Ends.

About SIA Solutions

SIA Solutions is a black owned 60-40 joint venture between technology leaders Tellumat and Harambe Technologies that has achieved a B-BBEE Status Level 2 rating in terms of the DTI's Codes of Good Practice. 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 Bhisno 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 B-BBEE Status Level 3 rating, as well as being a "Value-Adding Enterprise" 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