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Tellumat to focus on customer independence at DSA 2010

Customers get 135% recognition for procurement with tech leader

Tellumat Defence, the defence-focused arm of leading South African technology group Tellumat, will use *Defence Services Asia 2010* (DSA) to highlight the independence its technologies affords its customers.

It will promote a broad range of solutions, products and capabilities at the South-East Asian defence and security exhibition, which takes place in Kuala Lumpur, Malaysia, on 19-22 April this year.

More to the point, this portfolio is backed by a pledge to empower customers in various ways. Firstly, Tellumat undertakes to collaborate with customers to the extent desired in developing solutions and to transfer knowledge of its systems to them thus enabling them to maintain, service and extend their own solutions.

Tellumat Defence marketing and sales manager, Brian Ferguson, adds that the business unit's technologies are less prone to some of the limitations imposed on technologies exported by certain nations. This is due to the group's incorporation in South Africa, a non-aligned nation, like many in South-East Asia.

"As a result we are able to offer our customers independence on the secure elements of their national IFF (identification – friend or foe) systems, thus ensuring a trusted system in scenarios affecting national security."

Broad portfolio

Tellumat Defence provides specialised solutions offering land, sea and air technologies to fit the tri-service paradigm of DSA.

- Combat Identification – National secure-mode (NSM) identification systems and Identification Friend or Foe (IFF) solutions for ground-based air defence, naval vessel and airborne applications
- Autonomous Systems – subsystems including mission control, flight stabilisation, navigation, communications and payload management for Unmanned Aerial Systems (UAS) and other autonomous applications.
- Tactical Communications – including analogue and encrypted digital data links for airborne and terrestrial applications
- Laingsdale – precision mechanical engineering aimed at mechanical fuse and safe-&-arm device applications

To complement these technologies, it offers logistic support services at system and component level including capability transfer, as well as obsolescence management through replacement, re-design and manufacture of components.

Win-win

"South-East Asia is a very good fit for us. We can offer good value to the region," says Ferguson. "For one thing, our ethos of collaborative partnerships benefits non-aligned nations that wish to attain a degree of independence from restrictive First World technology export policies."



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"In addition, the region has a definite requirement for defence technologies, within the current context of land contestation, a continued incidence of piracy and hostage-taking, and instances of vulnerability due to geographic peculiarities. We are ready to support that requirement."

Ends.

About Tellumat

Tellumat consists of three major trading divisions; Communications, Defence and Contract Manufacturing. 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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