



316 Ontdekkers Road
Ontdekkers Park
Roodepoort
1709
South Africa
☎ +27 11 760 2017
Fax +27 11 760 3200
(Reg. Nr. 99/24432/07)

COMPANY PROFILE

REGISTERED: ISO9001:2008 - Certificate No. LS 3784

1. INTRODUCTION

The Managing Director, Matt Klopper, established Connecting Africa (Pty) Ltd in 1995.

Our vision is stated in our name i.e. Connecting Africa with business communication enabled technologies.

Our mission is to serve our clients and meet their requirements to the best of our abilities. Customers are the foundation of our business and ensure our survival. This can only be achieved if our staff is well qualified and appropriately trained utilizing the most modern and up to date technologies.

Since its establishment the company has grown considerably and has positioned itself as a unique end to end service provider to corporate markets, boasting a proven track record both within South Africa and on the African Continent. Connecting Africa services more than 40 African countries by offering VSAT, Data Casting, Business Television technologies and Public Address systems to Corporate and Government institutions..

BOARD OF DIRECTORS:

Mr. Menzi Kunene – Chairman
Mr. Matt Klopper – Managing Director
Mr. Morris du Plessis – Financial Director
Mr. Gaur Serobe – Director Special Marketing
Mr. Barry Schubert – Technology Director

Connecting Africa is a 51 per cent Black Owned company or Level 5 contributor.

2. PRODUCTS AND SERVICES

- Connecting Africa's has its own private 24 x 7 Ku Band satellite channel that covers the Sub Sahara region;
- IPTV software solutions for live Broadcasts and streaming of content;
- Project Management
- Design, install and maintain Public Address and Emergency evacuation systems for ACSA at OR Tambo International
- Supply and installation of data communication systems
- On-line Call Centre
- Monthly network management reports
- Service level and maintenance agreements
- VSAT installations and maintenance (Two way data systems)

Note: We operate a professional project management and stock system providing our customers with comprehensive installation, stock and maintenance reports. Our Call Centre +27 11 760-2017 provides on line assistance to our customers and continuously measures our performance against the service level agreements.

3. MAIN ADVANTAGES OF THE COMPANY

- International and local customer base.
- Registered for ISO 9001:2008 Certificate No. LS 3784
- Cost effective IPTV solution.
- Operates the largest Data Casting (IPTV) networks in South Africa
- Installations and maintenance across Africa.
- Represented in all the main cities in South Africa.
- Skilled human resources and modern infrastructure.
- Specialised installation teams and test equipment.
- History and long-term relationship with customers.
- Sound business principals.
- No financial gearing.
- Excellent service and after sales support.
- Innovative products and services to the markets.
- Black owned company
- OSH act compliant, with an accident free record. Technical staff continually trained and monitored to ensure compliance, safety file system in place and we are part of Hilti Red Box program on the use of power tools. We have comprehensive third party Liability insurance of R100 million.
- CIBT

4. CORPORATE CUSTOMERS IN SOUTH AFRICA

4.1 MAIN CORPORATE CUSTOMERS

- **Absa Bank:** In 1995, we installed satellite downlinks and televisions to 900 Absa branches countrywide for a Business Television Network (BTV)

During 2001 we installed 2500 LG televisions, audio amplifiers with speakers and 900 data casting PC's for the then Absa QTV advertising network designed to operate in the banking halls offering clients entertainment and their marketing content which was supplied by ABSA

- **Standard Bank:** We are the preferred audio- video supplier and installer for Standard Bank and Stanbic Africa. Connecting Africa is responsible for the installation of audio- video equipment in their boardrooms. In 2003, we installed satellite downlinks with televisions at 700 branches countrywide for their Business Television Network (BTV) as well as a DSTV network into the banking halls. In 2006 we installed 300 satellite downlinks with televisions in 16 countries in Africa for Stanbic.

In 2007 Standard Bank contracted Connecting Africa to install our IPTV technologies into 750 branches with 1700 LCD screens. Utilizing our Digital Signage software to schedule the content to branches, Standard Bank can operate up to 4 media players in one branch. In 2008 Connecting Africa installed 400 UPS's in the comms rooms for SBTV. In 2010 Connecting Africa installed more than 1188 UPS's to Standard Banks ATM's country wide

Since 2003 Connecting Africa has had a maintenance agreement in place for Standard Bank and Stanbic.

- **FNB:** In 2001, we installed satellite downlinks and televisions to 600 branches countrywide for their Business Television Network (BTV). We maintain their network on a time and material basis. Our Communication and Digital Signage solution is currently installed in four branches for evaluation.
- **Sentech:** Connecting Africa was the first installation company to install their professional broadband wireless solutions for business.

In 2004/5 we installed 800 VSAT and BTV systems for the Department of Education on the Gauteng On-Line Project.

- **BBC:** Connecting Africa is the preferred supplier and installer of C-Band downlink systems for the BBC in Africa with a maintenance and service level agreement in place, we maintain 95 downlinks in 40 countries in Africa.
- **Mindset:** Connecting Africa installed standard satellite systems and data casting systems for their Learn and Health Channel. We maintained an estimated 1000 systems at schools and hospitals.
- **ACSA:** Connecting Africa has installed and upgraded the largest Personal Address System for ACSA at the Johannesburg International airport. We have a maintenance agreement with ACSA to maintain the Public Address (PA) system. This is the largest PA system in Southern Africa. Six of our staff members are permanently on site and we offer ACSA 24x7 standby.

- **The Church of Jesus Christ of Latter-Day Saints (LDS):** Connecting Africa installed audio and video equipment and satellite downlink systems including their 2.4m dishes for 30 of their Churches in Southern Africa.
- **Independent Electoral Commission (IEC):** In 2003 we installed a television system to 80 offices of the IEC to train their officials prior to the elections.
- **Daimler Chrysler:** In 2004 we installed a data casting network with a Kathrein head-end for Deutsche Telecommunications to Daimler's head office and four assembly plants on Telstar 12. equipment was used.
- **ICC:** In 2004 Connecting Africa designed and installed the television distribution networks for the media commentators at all the cricket stadiums for the International World Cup Cricket.
- **Southern Sun:** We have upgraded eight of their premier hotels. We installed a new head end with 23 DSTV decoders and 3 radio tuners at each hotel. A new television network was reticulated to all rooms. Connecting Africa maintains the network on a time and material bases.
- **Metropolitan Life:** Connecting Africa installed a Business Television Network and Radio Network for Metropolitan at 120 sites between May 2006 and June 2006. We have maintained these systems since installation. . In 2010 we upgraded their BTV system to our IPTV solution and will continue to maintain these systems.
- **Liberty Life;** In 2010 we installed our IPTV solution to 7 pilot sites for evaluation.

4.2 OTHER CORPORATE CUSTOMERS

Other Corporate references include – Global Access, Jenny Lenahan Productions, PPC, Sappi, Department of Home Affairs, Department of Correctional Services, South Africa Broadcast Corporation (SABC), Local Government, South African Revenue Services, African National Congress (ANC), Nissan, Alexander Forbes, Price Forbes, Pick 'n Pay, BMW, Land Rover, Caltex, BP, Shell, Old Mutual, Sanlam, Murray & Roberts, Anglo Gold, South Africa Police Services, Southern Life, Commercial Union, Mica, Italtile, CTM, PQ Africa, Didata, Nu-Metro, Forecourt Television Network, Miller SAB, Daimler Chrysler and Telkom.

Note: We have installed an estimated 5000 installations for the above mentioned companies.

4.3 INTERNATIONAL CUSTOMERS

These include: 3M, Anderson Consulting, Shell Africa, NCR, Cyberstar, Kingston In-Media, Swissre, Tetrapak, Daimler Chrysler, Cisco, Deutsche Telecom, Ericson, Oracle, Sita, Siemens, Sun Micro Systems, Texas

Instruments, Wonderware, Herbal Life, Lucent Technologies, Alya, Dow Chemicals, World Health Organisation, Engen, Hardy Communications, Vista Communications New York, Dade-Behring, Goldmansachs.

Note: We have installed an estimated 1000 installations for the above mentioned companies.

5. COMPANY STRUCTURE

Connecting Africa is well represented across the country with installation teams in the following main cities:

- ❖ ***Johannesburg, Pretoria & Gauteng.***
- ❖ ***Cape Town, Northern & WCP.***
- ❖ ***Durban & KZN.***
- ❖ ***Bloemfontein, Kimberly & Free State .***
- ❖ ***Port Elizabeth, East London & Eastern Cape.***
- ❖ ***Polokwane & Limpopo.***

5.1 KEY STAFF MEMBERS

MATT KLOPPER

Position: Managing Director
Reg. Eng. Tech: 1987
Qualifications: National Diploma (Light Current), B-Comm: Hons
Registration: Reg. Eng.Tech (SA. Engineering Board)

Matt Klopper started his career in 1982 at the SABC as a studio engineer. He worked for Sentech, the transmission division of the SABC for four years.

He left the SABC during 1995 as Manager IT Support and Networks, to start his own company. During 1995 he registered Connecting Africa (Pty) Ltd.

BARRY SCHUBERT

Position: Technical Director
Reg. Eng. Tech: 1987
Qualifications: Higher National Diploma (Light Current), B-Comm
Registration: Reg.Eng.Tech (SA. Engineering Board)

Barry started his career at the SABC during 1982 as a studio engineer. During his 15 years of service at the SABC, he worked in various broadcast technology fields within the SABC. He was project manager for the IT

component of the 1994 National Election involving the countrywide collection and the compilation of results. He ended his career at the SABC as Manager: IT Networks and End User Support during August 1997.

He joined Connecting Africa during September 1997 as Director, responsible for Installations, Technology, Research and Company Administration.

WICKUS PRETORIUS

Position: Senior Manager : Operations
Reg. Eng. Tech: 1987
Qualifications: Higher National Diploma (Light Current), B-Comm
Registration: Reg.Eng.Tech (SA. Engineering Board)

Wickus started his career at the SABC during 1982 as a studio engineer. During his 13 years of service at the SABC, he worked in various broadcast technology fields within the SABC. He ended his career at the SABC as Studio Manager for all the SABC studio's in 1997. He was the Chief Technology Officer for Global Access until September 2005.

He joined Connecting Africa on 1 October 2005 as Chief Technology Officer.

CHRISTI HOUGH

Position: Manager: Global Liaison & Projects
Qualifications: BA (Drama)

Christi started his career at the SABC and worked in various TV News departments. He did various courses in Strategic Selling and Negotiation skills. During 1997, he joined Global Access South Africa as Project Manager and in 2000 he joined Connecting Africa as Manager: Global Liaison & Projects.

He is responsible for International business that involves marketing & sales, project management of International events & projects and Account Management.

LOUIS SWANPOEL

Position: Manager; Data Casting Services
Qualifications: MCSE

Louis started his career at the SABC News as studio cameraman in 1991. He was also trained and primarily fulfilled the positions of Vision Mixer, Vision Controller and Floor Manager until he left the SABC at the end of 1995. He then works as a freelancer for various companies as Vision Mixer including Multichoice (M-Net), Supersport and the SABC. In 1998 he joined Global Access to design and manage the IP data casting channel. He started with Connecting Africa January 2006 and manages our IPTV data casting channel.

DATA FCC

The Data Final Control Centre manage data and delivery of content and ensure IPTV all systems are working optimally. They are also involved in our continuous R&D

Mr. L Swanepoel - Manager; Data Casting Services

- Mr. C Ochse
- Mr. C Van der Westhuizen

PROJECT MANAGERS

The Project Managers administer all related aspects of a project, from the initial incoming requests up to the finalising of the invoice advice to the client. They manage the maintenance contract and service level agreement with the customer. The Project Managers are also responsible for the compiling of Network Management - and Statistical reports for the clients. They are:

- Ms. R Barnard
- Mr. J Daniell
- Mr. C Hough
- Mr. R Coetzee

CALL CENTRE

On-line support to our customers. Fault logging and scheduling of service calls. Prepare Call Centre and Maintenance reports.

Ms. T Caldwell – Supervisor

- Mr. S Rigter
- Ms. Y van der Merwe
- Ms. J Bressler



TECHNICAL STAFF

Duties of the technicians vary on a day-to-day basis depending on the daily schedule. A technical team consists of two members of staff and their basic duties include the following:

Design, installation and commissioning of VSAT, Data Casting, KU Band, C-Band, IF and RF system installations. The team also installs technologically advanced IPTV; wireless and automation systems. They are responsible for the vehicle, tools and equipment issued.

The following persons are members of the installation teams:

Mr. R Cronje - Technical Supervisor

- Mr. E Mzilwa
- Mr. M Dihele
- Mr. G Manthatha
- Mr. J Mongwe
- Mr. J Leepille
- Mr. D Barreiro
- Mr. G Williams
- Mr. J van der Merwe
- Mr. W van der Walt
- Mr. C Cowley
- Mr. S Maartens
- Mr. D Siebert
- Mr. M Manonye
- Mr. J Mojelo
- Mr. G Sesinyi



ADMINISTRATION STAFF

The administration staff is responsible for filing, switchboard, invoicing, debt collection and general administration duties.

Mr. D Laing - Manager: Finance & Administration

- Ms. L Mahlangu
- Ms. A Grobler
- Ms. P Venter
- Ms. L Klopper
- Ms. M Bruwer
- Ms. Y Maree
- Ms. A Karelsen

6. INSURANCE - BUSINESS POLICY

- **Goods in Transit:** Fire, collision, overturning, theft and hi-jack cover for equipment whilst in transit or on site (including ropes, tarpaulins and packaging material). R2 million.
- **Business all Risk:** Items specified for cover outside of the premises, on site or anywhere in the world. R5 million.
- **Public Liability:** Loss or damage to any member of the public or their belongings on the insured premises as a result of negligence from the insured. R100 million.

- **Defective Workmanship Liability:** Loss of or damage to any contract on site or anywhere in world as a result defective workmanship. R20 million.
- **Employers Liability:** Damages which the insured shall be legally liable for following accidental death, bodily injury to, or illness of any person employed under a contract of service. R100 million.

Note: We are proud to mention that all our staff members are members of Discovery Medical and ABSA's Pension Funds.

The company supplies all their corporate clothing at no cost to the staff.

7. REGISTRATIONS

ISO 9001:2008

Connecting Africa pride ourselves on the fact that we are one of few technology installation companies in South Africa, that is ISO 9001: 2008 accredited. We obtained the accreditation in 2006 and we are evaluated yearly.

BEE – Department of Trade and Industry

Connecting Africa is registered as a level 5 contributor with the Department of Trade and Industry.

CIDB

The Construction Industry Development Board (CIDB) was established to accredit companies to work inside and outside large buildings. We have received our CIDB registration when appointed by Airports Company (ACSA) to expand the public address and evacuation system at O.R. Tambo International Airport.

Occupation and Health

We have been registered under the Occupation and Health act and have to comply to the very strict terms and conditions of this act.

Hilti Power Products

Connecting Africa's installation teams are constantly trained to use the Hilti range of products. We are also certified by them to use their specialised nail gun that works with .22 cartages.

8. AUDITORS

- Morris du Plessis and Associates.