

EXCELCOM

Company Profile



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**QUALITY
MANAGEMENT**
Certificate

Voluntary participation in regular
monitoring according to ISO9001:2000

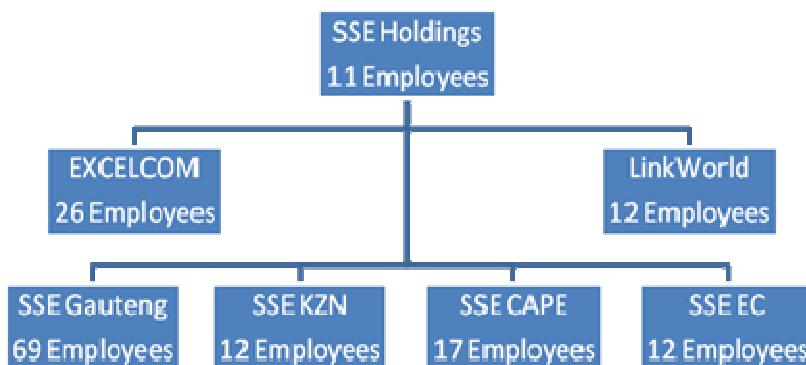


COMPANY HISTORY

Excelcom was formed in 2000 and is a 55% BBBEE company. Although Excelcom is more than 10 years in business, most of the core developers and management has been involved and active in the communication, tele-control and industrial automation industry between 15 and 25 years each.

Excelcom forms part of the SSE-Holdings Group of companies. Currently the group employs 118 staff members in R & D, Production & Assembly, Projects, Sales & Marketing and Administration.

The Group expanded over the years with different Strategic Business Units established in different areas and different functionalities. SSE Holdings was established 7 years ago as to co-ordinate and centralise group activities. The SSE group consist of the following Strategically placed business units:



Industries includes

The Groups main focus is on the following industries:

- Design, Supply, & Install Turnkey Communication Networks.
- Design, Supply, Install & maintenance of Tele-Control systems using SSE-RTU's
- Design, Supply, & Install & maintenance of automated control and monitoring systems using PLC's from Schneider, Allan Bradley, etc..Design, Supply, Engineer & Install SCADA Systems using Adroit, Citect, RS View, etc.
- Design, Supply, & Install of high speed data communication networks using Ethernet, Fibre and Microwave Data Links.

About Excelcom

Excelcom is a 55% BBBEE company focusing on the turnkey solutions based on the industries as listed in the previous section. Excelcom complies with all BBBEE requirements related to small, medium and large contracts. Excelcom makes use of all the resources in the SSE Group for the successful execution of projects.

About the Group

The group is a ISO 9001:2000 accredited South African based and owned Company specialising in the design, manufacturing and installation of the most powerful solution, as listed above, in Southern Africa.

The groups solution sets fast becoming the market leader in Southern Africa and other parts of the world. Our Systems compare extremely well to other Systems worldwide. Excelcom as well as its existing client base have the utmost confidence in its products, services and solutions. This leaves us with the confidence not only to market our product locally but also in other parts of the world.

CIDB

Excelcom is registered at the CIDB board for both 6EP as well as 6CE. Excelcom thus comply to all standards as specified by the CIDB board.

ISO 900:200

To prove the groups commitment to quality, the group got ISO 9001:200 certified. This ensures that our valued clients not only gets the best quality system during installation and construction, but also during the life cycle of the system.

Occupational Health & Safety

The group is also committed to the Occupational Health and safety processes as prescribed by law. The group is well trained and experienced in drawing up, and the execution these important Occupation Health and Safety standards.

The group is also well experienced in the high standard of requirements as required by the mining industry. The group has executed a number of projects at Exxaro Ritchardsbay, Exxaro Tsikondeni Mine, Protgietersrust Platinum Mine, and many other mines in Southern Africa.

Hi-Tech Background

All companies in the group, including Excelcom and its sister companies are born and bred in developing hi-tech systems for the military and aerospace industries in Southern Africa. With this hi-tech knowledge and experience, SSE industrialised their military systems and developed one of the most advanced RTU products available today.

Rugged Reliability

From paper design, (hard copy as well as CAD) to component selection, design qualification to manufacturing process specification, the products are carefully crafted to withstand the rigours of harsh environments.

New product designs benefit from the MIL-SPEC design and qualifications procedures adopted over the years, and are subjected to a comprehensive MIL-SPEC qualification test process including:

- Exhaustive compatibility testing,
- Testing for EMI Interference,
- High/low temperature operation,
- Shock and vibration testing and
- Beta field testing in typical customer applications.

This has been proven over and over as a success recipe to ensure that only the highest level

Distributed System Integration

The group strongly believes in establishing engineering and support offices as close as possible to our Customers, therefore, there is the continuous process of appointing technically capable System Integrators (SI's), in South Africa, Southern Africa and other parts of the World.

Because of the rapid expansion into the Southern African market, the company realised that effective support systems were crucial. As a solution, the group appointed hand picked Systems Integrators all over Southern Africa, and consequently support structures have been very successfully implemented. By doing this, the company have well trained people supporting the System as close to the client as possible.

The company further strategically placed offices in Pretoria, Cape Town, PE and Durban.

What about the future?

Although the existing product range is of world class standard, we have also managed to keep the cost of the product at an affordable rate.

The company strongly believes in continued expansion and upgrading of its Products, not only to keep up with technology, but mainly to keep abreast of client needs. Although new Products and functionality are regularly added, we strive to stay backward compatible and so do not exclude clients who have invested in previous and existing Products.

Vision Statement

To be the Ultimate System solution provider and market leader through the following:

- To ALWAYS provide Products that will completely fulfill and exceed our clients needs at ALL times and in ALL aspects.
- To be the ultimate leader in ALL aspects in our industry, by using cutting edge technology to deliver the ultimate solutions.
- To design, manufacture, supply and install Products and Systems of extreme quality that exceed client expectations.
- To employ and maintain highly motivated employees, which is proactive, responsive, accountable, responsible, friendly, productive and willing to excel and grow.
- Not only to be the ultimate market leader and the dominant supplier of the local market, but to enter, expand and excel in the foreign market.
- For the company to grow and excel not only in numbers, but also in character, in quality, in image, in commitment and in total client satisfaction.
- To be a proud and successful contributor to the South African environment and the upliftment of its people.
- Building lasting relationships with ALL of our Clients.

Mission Statement

To be the No.1 solution provider in the Communication and Industrial Automation market in Southern Africa where we aspire to enhance quality of life for all through lasting relationships.

The Company departments

Development Department (R&D)

The Development Department with its experienced team of hardware and software engineers, who have been designing hi-tech Systems for more than 15 years, prides itself in developing reliable and hi-tech Systems.

With the company's commitment to new developments and focussed design team, we strive to be the market leader by using cutting edge technologies and processes.

It is the company's intention and commitment to put approximately 10% of its into research and development. By this, the company wants to ensure that continuous enhancements and expansions of the existing Products can be maintained. We can also continuously expand our Product Range and thus ensure that we can address a larger sector of the market.

The company has a well-equipped laboratory with all the necessary high tech instrumentation to complete and execute down to low level fault finding and system testing. The 9 man strong R&D team consist of well-trained engineers and technicians for this field.

Production & Assembly Department

The Production & Assembly Department consists of a Production Manager with Production and Assembly staff. The department's responsibility is mainly two fold:

1. The assembly and wiring of the control panels used in the systems.
2. The manufacturing and assembly of the company products.

To ensure that the company developed and field tested products are produced to the same highest standards, The company implemented and set-up an in-house production facility. This production facility employs processes, facilities and standards that will produce Products that are reliable and repeatable to the highest quality standards. Continuous interaction between the Development team, the Projects (Systems) Department and the Service Department ensures that interactive and continuous improvements can be made to the processes and facilities.

Projects Department

The Projects Department consists of the Project Manager, and Project Engineers/Technicians and Installers who are responsible for the implementation of all the Projects undertaken.

The Projects Department strive to design, install and commission the most cost effective and complete solutions for our clients.

By continuously implementing and using the designed products in system design and implementation, we can continuously test and approve our own designs and enhancements on our Products and Services. By keeping the finger on the pulse in self-implementing systems for key end-users, we can also supply very valuable inputs and design parameters to the design and development team to improve and enhance the Products.

Service & Support Department (Help Desk)

The Service Department, consisting of the Service Manager and his qualified field staff handle all training aspects, after sales services and help desk (local and international) processes to ensure that we have well informed and trained customers with the necessary and important after sales services.

The Service Dept also has stock of components, full workshop facilities, remote dial-in and standby personnel. We also promote clients to give feedback on system performance and complaints so that we can improve system reliability and user friendliness.

To improve system performance, thus customer satisfaction at the end of the day, we now actively promote service level and maintenance agreements and contracts. By this, we will maintain the system and keep it in a good running condition.

Other Facilities:

The company occupies and own three buildings in Pretoria. The following facilities are available:

- Pretoria Head office: 1800 sq m in Pretoria
- Cape Town office : 580 sq meters.
- PE Office : 280 sq meters
- Durban Office : 280 sq meters.

Existing Customers:

The list of customers consist of over 450 different ones. Herewith some of the customers::

Cape Town Metro	De Beers Mining
ESKOM	City Councils
Dept of Water Affairs	Klerksdorp Water
Johannesburg Water	Johannesburg City Power
Kalahari East & West Water Schemes	Anglo American
Tshwane Metro (Pta) - Traffic	Tshwane Metro (Pta) - Water
Tshwane Metro (Pta) - Flood Warning System	Amatola Water
Potchefstroom Water	Johannesburg - City Power
Botswana - Water Utilities	uMhlathuze Water
Exxaro (Different Mines)	PortNet.
MTN	Megatron
Vodacom	Spoornet.
Transnet	Namibia Water
Middelburg Electrical	Obombo Sugar

and many many others.

QUALITY POLICY STATEMENT

The SSE holdings Group is committed to a policy of conformance to requirements for each function of the organisation and for customer satisfaction, or we will change the requirements to what our customers really need.

Implementation of this policy makes it essential that each person be committed to performance exactly as is required.

It is our basic operating philosophy, to concentrate on prevention methods, to make quality a way of life, and perpetuate an attitude of **"Do it right the first time"**.

The Company wide emphasis on defect prevention, serves as a base for continual review and planning that utilises current and past experience to keep the past from repeating itself.

Procedures, products and systems are qualified and proven, prior to implementation and then continually examined and officially modified, when an opportunity for improvement is seen.

The quality function reports on the same level as those functions that are being measured and has complete freedom of activity.

The SSE Group complies with all the requirements of ISO 9001: 2000 with the exception of Requirement 7.5.4: Customer Property.

GERT BEZUIDENHOUT
Managing Member

Date

QUALITY MANAGEMENT Certificate

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Examples of Completed Projects.

Client: Spoornet.
Stations: 240
Date of Project: 2009 - in progress
Project Value: R8 milj
Contact: Mossie Mostert (mossie.mostert2@transnet.net)

Project Description:

The system consist of the installation of high site communication repeater network system combined with a country wide monitoring network checking the country wide communication network.

Client: Airports Company of South Africa Ltd.
Stations: 44
Date of Project: 2008 - ongoing with maintenance contract
Project Value: R5.1 milj
Contact: Veronique Labuschagne
(Veronique.Labuschagne@airports.co.za)

Project Description:

The system consists of the design, manufacturing, installation and maintenance of a complete monitoring network for monitoring the complete fuel distribution at the OR Tambo international Airport.

Client: Johannesburg Water
Stations: 160
Date of Project: 2005 - ongoing with maintenance contract
Project Value: R11 milj
Contact: Edward Livesey (elivesey@jwater.co.za)

Project Description:

The system consists of the design, manufacturing, installation and maintenance of a complete monitoring network for monitoring and control of all water reservoirs, potable water stations, sewage network pump stations as well as cathodic protection systems.

Client: Ekurhuleni Metropolitan Council
Stations: 240
Date of Project: 2007 - ongoing with maintenance contract
Project Value: R18 milj
Contact: Jaco Alberts (jacoa@motla.co.za)

Project Description:

The system consists of the design, manufacturing, installation and maintenance of a complete monitoring network for monitoring and control of all water reservoirs, potable water stations, sewage network pump stations as well as cathodic protection systems.

Client: Tshwane Metropolitan Council
Stations: 230
Date of Project: 2008 - ongoing with maintenance contract
Project Value: R13 mil
Contact: Herman Segolela (Hermanse@tshwane.gov.za)

Project Description:

The system consists of the design, manufacturing, installation and maintenance of a complete monitoring network for monitoring and control of all water reservoirs, potable water stations, sewage network pump stations as well as cathodic protection systems.

Client: Tshwane Metropolitan Council
Stations: 230
Date of Project: 2001 - ongoing with maintenance contract
Project Value: R13 mil
Contact: Herman Segolela (Hermanse@tshwane.gov.za)

Project Description:

The system consists of the design, manufacturing, installation and maintenance of a complete monitoring network for monitoring and control of all water reservoirs, potable water stations, sewage network pump stations as well as cathodic protection systems.

Client: Middelburg Municipality
Stations: 45
Date of Project: 2009 - ongoing with maintenance contract
Project Value: R6 mil

Project Description:

The systems consists of the design, manufacturing, installation and maintenance of a complete monitoring network for monitoring and control all sub-stations in the electrical distribution network of the municipality.

Client: Portnet (Port of Ngura at the Couga IDZ)
Stations: 45
Date of Project: 2009 - ongoing with maintenance contract
Project Value: R6 mil

Project Description:

The systems consists of the design, manufacturing, installation and maintenance of a complete monitoring network for monitoring and control all sub-stations in the electrical distribution network, as well as standby generator stations and a sewage and water network system at the port.

Client: MTN
Stations: 8
Date of Project: 2010
Project Value: R2.7 mil

Project Description:

The system consists of the design, manufacturing, construction, installation and maintenance of a complete monitoring network for the standby generator as well as off-grid solar power generating stations at a number of the MTN high sites:

Client: Cellular Coverage Solutions in South Africa & neighbouring countries

Stations: Thousands
Date of Project: since 2004
Project Value: R22 mil

Project Description:

The import, supply, installation and maintenance of cell extenders, antenna systems, Leaky feeder, cables & connectors to provide cellular coverage solutions in rural and problematic suburban buildings .

Client: MTC in Namibia
Stations: 800
Date of Project: since 2008
Project Value: R8 mil

Project Description:

The import, supply of cell extenders to MTC Namibia.

Client: Airtel in Zambia
Stations: 200
Date of Project: since 2008
Project Value: R1,25 mil

Project Description:

The import, supply of cell extenders and antenna systems to Airtel Zambia

Client: VSAT Site in Mozambique
Stations: 13 Turnkey full VSAT sites
Date of Project: since 2007
Project Value: USD14 mil

Project Description:

Planning, manning, execution of the complete project from the conception phase to project closure.

Client: Econet Lesotho
Stations: 14
Date of Project: since 2011
Project Value: R.5 mil

Project Description:
Shelter construction and reticulation.

Client: VSAT Site in Mozambique
Stations: 6
Date of Project: since 2009
Project Value: R 3 mil
Project Description:
Design, build and implement mobile full VSAT sites.

Client: Econet Zimbabwe
Stations: 100
Date of Project: since 2010
Project Value: R .45mil
Project Description:
Site surveys and 3G implementation.

Stations: Econet Zimbabwe
Stations: 135
Date of Project: since 200
Project Value: R .55 mil
Project Description:
Drafting of complete as built documentation for all sites. Includes site investigation reports and site installation documentation.

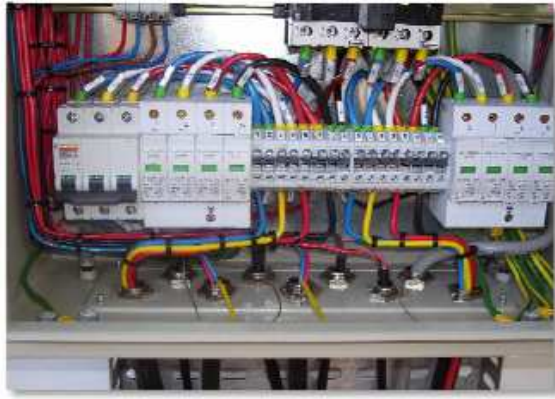
Turnkey VSAT Site Build in Mozambique:

- Site Selections and Radio Survey
- Materials Supply and Logistics Management
- Project Management
- Site Construction
- RF and Transmission Installation
- Site Handover and Maintenance
- As Built Documentation



Shelter Construction & Reticulation in Lesotho:





Site Surveys and 3G Implementations In Zimbabwe:

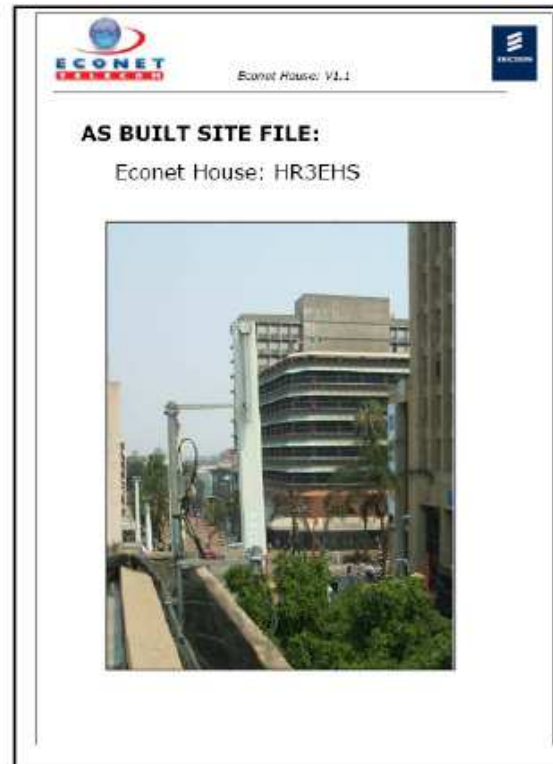
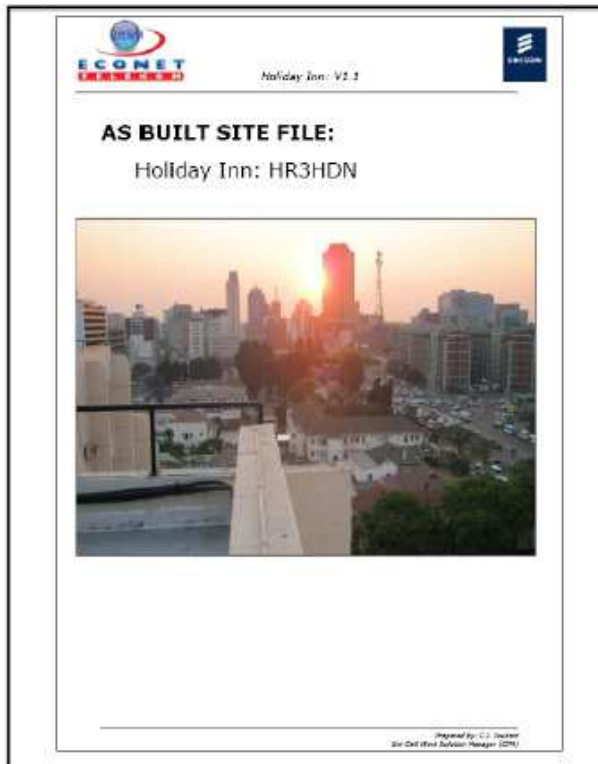
Surveys include, if required a full Geo technical and topographical study to determine the best suited tower and foundation combination as well as line of site and RF coverage predictions.

Site Surveys and 3G Implementations In Zimbabwe:

Surveys include, if required a full Geo technical and topographical study to determine the best suited tower and foundation combination as well as line of site and RF coverage predictions.



As Built Documentation for Econet Zimbabwe:



Project management and logistics

A Certified Project Management team will be responsible for the drafting of Bills of Materials, procurement schedules and shipping schedules and will ensure agreed with our customers to enable us to have the correct materials on site at the right time, thereby reducing warehouse and labor costs. Our International Logistics partner coupled with our own in country warehouse facilities ensure a smooth project flow resulting in on time delivery.

Excavation and Reinforcing: Lesotho



In consultation with our Civil engineers the correct depth and reinforcing for the measured bearing pressure and load requirements is determined, often excavation can only be achieved by hand.

Completed sites are handed over to the customer with full design and "As Built"

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