



TALKWITHUS

BROADBAND COMMUNICATIONS

REG: 2002/009008/07

# COMPANY PROFILE

## CONTACT DETAILS:

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**TALKWITHUS** manages a partnership of numerous wireless network operators geographically spread through South Africa, with a principal focus on providing affordable and reliable wireless communication solutions.

**TALKWITHUS** was established in 2002 and have since have been involved in providing small to large networking infrastructure role-out and maintenance, ranging from copper cabling, to Fibre Optic and Wireless technologies.

**TALKWITHUS** believes that the future communication technology is WiMAX, combined with fiber optic backbones, Broadband over Power Line (BPL) access and HANs. The implementation roll-out is cost effective over a relatively short period of time.

We currently manage and operate 108 high-points around South Africa, with numerous new high-points being planned and rolled-out constantly.

*We have real-world deployment experience in Southern Africa.*

**TALKWITHUS Broadband Communications (Pty) Ltd** is a 100% black empowerment technology service and development company, operating since 2002. The company was founded with the primary objective of being a vehicle for black economic empowerment within the services and development arena.

## **Key Management**

### **Leandro Manuel Samuels (Lee) – Chairperson**

Education:     Matriculated in 1978  
                  BCom Property Development (UNISA)  
                  Completed 2 of 3 Year Financial Management Degree Program 1994

*Director of Anglotel (Pty) Limited 1994 to 1999:* For the provision of Turnkey solutions in the Broadcast and Tele communications fields (Radio Safari: the commissioning of Radio Safari, the world's first wild life radio station) in addition to various broadcasting projects across Africa, including Gabon, Zaire, and Lesotho.

*Director of Fieldstone Southern Africa (FSA) 1994 to 1999:* Fieldstone is headquartered in New York, and is reputed to be the largest project financing entity in the world today, specialising in major capital projects such as Hydro-Electric schemes, Toll Roads, Aircraft Finance, and various other forms of finance, including mergers and acquisitions, as well as structured finance. L.M. Samuels was one of the founding directors of this SA office, which was responsible for the NSB transaction, together with various other pending mandates for many South African and International companies.

*Founding Director of Energy and Utility Group 1998 to 1999:* The emphasis for the company was to provide development for the African continent in the areas of electricity, Gas, and related activities. Formation of the *Consolidated Empowerment Initiative* (CEIN) who procured the rights for Cisco for the sub-saharan Africa. The company was made up of seven IT empowerment role players who partnered with Persetel Q Data for the roll out and implementation of the business.

*Founding Director of Madiba Bay – 2000 to 2008:* Together with Mr. Fezekile Mahlati, Mr. Johan Dreyer, and Mr. Tumelo Motsisi, fellow partners in the Eastern Cape Project. The purpose of the project was the extension of Black Economic Empowerment, job creation, and skills transfer with the core foundation of the project underpinned around sustainable development

## **Jerome Chalice – Chief Executive Officer (Founder)**

- Education: Matriculated in 1980  
Data Processing Diploma (P.E. Technikon)  
BCom Information Systems (UNISA)  
Business Management (Paris Chamber of Commerce)
- Experience: Director for J. C. & Associates during 1995 – 1997.  
Managing Director of ARMADA during 1998 – 1999.  
Managing Director of the EBTECH Group during 2000 – 2002.  
Managing Director of A2A Global Technologies during 2002 – 2003.

**TALKWITHUS** is well established in the area of Outdoor wireless networks, which cover in excess of 100 000 square kilometers of currently under serviced areas, in South Africa.

**TALKWITHUS** provides last mile service to small and medium business, home owners, as well as game lodges and farm owners, so that they may make use of the Internet to improve their business and knowledge.

**TALKWITHUS** and its associates own all the network equipment that we have installed over the past five years since our establishment with an estimated value of R21 million.

**TALKWITHUS** employs 25 permanent staff in different provinces within South Africa. We do employ contractors from time to time depending project scope and size.

The following is a brief description of the networks we have implemented in some provinces.

### Kwa-Zulu Natal Network:

- 59 High Sites
- 25 Semi-High Sites
- Approximately 60 Corporates
- One corporate has 200 users
- In excess of 800 users

### Magaliesburg, Thabazimbi

- 12 High Sites
- Approximately 120 users

### Vaal Triangle Network

- 8 High Sites
- 4 Semi-high sites
- 40 Clients (Corporate and Private)
- Approximately 200 users

High Site = Full blown site with sophisticated equipment on the tower

Semi-high Site = Relay site, less equipment on the tower.

All networks are centrally managed in Johannesburg. All towers are monitored through an SMS alert system when there is any failure, upon which a response team is dispatched immediately to determine the cause of the failure. Our support teams are based in close proximity of the main towers and are on 24 hour standby. In remote areas we appointed local users of the network to manage and respond to emergency situations.

**TALKWITHUS** recent projects:

### Majhabeng Municipality

Proof of Concept running:

Currently with 3 links between 2 offices.

Total scope of project includes 58 office buildings and sites

8 technicians are involved in the project

### BHP Billiton Mine Group (Hotazel)

Installation of full Mesh network across town,

Includes security surveillance cameras

7 technicians are involved in the project

### Illovo Sugar Mills in Natal

Linking of all mills and NPC offices in Natal

11 technicians are involved in the project

### Alazon Connexions

Installation of WiMax solution that spans over 22 towns in the Western Cape Region, to provision Internet, Data, Educational and Voice services.

### Metro Rail

Installation of a video surveillance network to improve security on rail lines.

Gateway VOIP - implementation pilot at shopping centers across SA. (Partners include BCX & Datapro)

## **TALKWITHUS Partners**

We make use of a multitude of technologies from different suppliers and base our technology decisions on: standards, performance, reliability and cost.



**TALKWITHUS** is an information, technology and telecommunications company that delivers a very specialized Voice over Internet Protocol (VOIP) solution to businesses. The VOIP solutions offered by the company are believed to be unique to South Africa in its ability to reduce telephone cost. **TALKWITHUS** is a licensed Facilities-based Telecommunications Service Provider (ECNS) and a licensed retail Telecom Service Provider (ECS).

Our unique solution will help businesses, households, call-centres, government departments and corporate entities to reduce their telecommunication costs by up to 50%. Furthermore, we believe that our “first-of-its-kind” prepaid and post-paid billing solution will offer many South African businesses the unique opportunity to cap their cost in a manageable fashion. We have in place a solid infrastructure and significant partnerships to provide businesses with wireless communication especially Voice over IP services. Our mission is to provide businesses with cost-effective and efficient voice and data solutions that improve their communications and reduce their costs significantly.

## **Vision**

Our vision is to provide quality telecommunications and information technology services to various industries such as mining, manufacturing, farming, hospitality IT etc, through building profitable partnerships with businesses, government, communities, investors and contractors and delivering quality products to our target market.

## **Our Skills**

**TALKWITHUS** is run by the personnel who have an array of skills base within the ITC sector, one being specialist skills in installation of wireless base stations and towers, Business Analysis, Call Centre solutions design and implementation plus over 20 years of project management.

### **Approach**

Once a project has been identified that fits the stipulated criteria, we engage to deliver. It could be for the full project or just a sub-sect of the project, depending on the availability of resources.

### **Distinctive Competencies**

Our “can do” approach supported by solid ITC, project management and financial management skills build of 20 years.

### **Our Edge**

**TALKWITHUS** (PTY) LTD is strategically positioned to service both the private and public sectors given the company profile and our ability to deliver quality products, on time and on budget.

### **Value Proposition**

To our business partners we can offer quality returns significantly above the norm. This is supported by our skills, our spirit of partnership, and the dynamics of the industry which has synchronously put **TALKWITHUS** at the forefront of adding value for our clients and strategic partners.

### **Why choose **TALKWITHUS** as a Partner --**

- **TALKWITHUS** has a wealth of “In-the-Field” live experience with wireless technologies.
- We focus on empowerment of local communities.
- We place strong emphasis on upliftment of communities through skills transfer.
- Have a passion to provide cost-effective and high quality communication solutions that are seamless to operate and manage.