



# INALA TECHNOLOGIES

TELECOMMUNICATIONS, ENERGY & BROADCAST

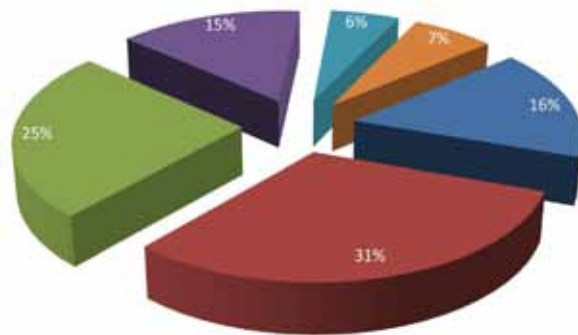


COMPANY PROFILE

## INTRODUCTION

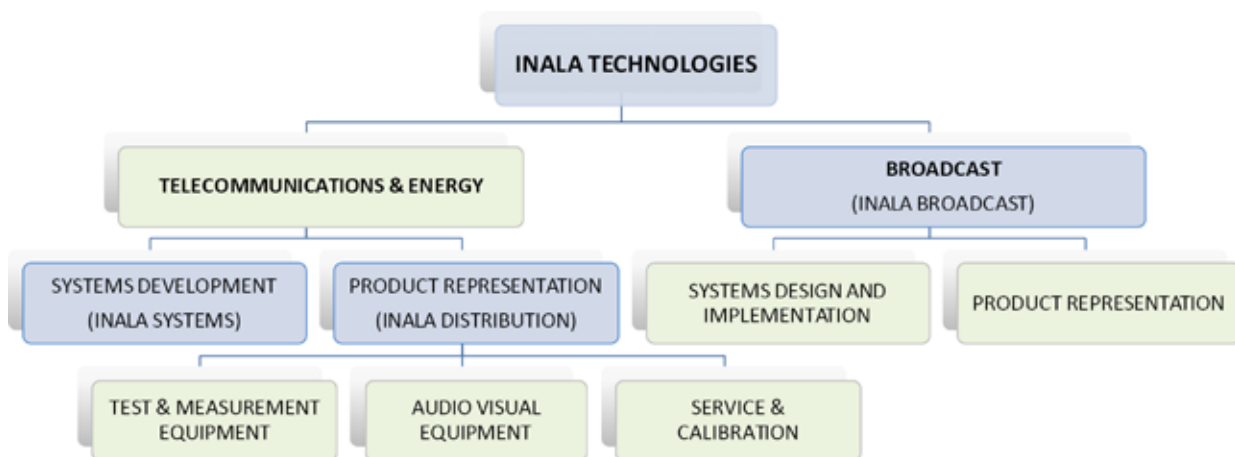
Inala Technologies is a South African company founded in 1996 but its roots go back much further. Continuity of expertise and professionalism are two of the hallmarks of Inala with a core management and staff complement that has stayed loyal throughout the company's rapid evolution in the challenging world of high technology. This continuity of purpose has also led to supplier loyalty and an increasing degree of customer satisfaction (with a consequent increase in market share) over the years.

Inala's success is largely due to its ability to innovate and to provide a trustworthy solution platform for its customers in the technologically advanced hotspots of local and global telecommunications, energy management and broadcasting excellence.



- Management
- Convergence Partners
- Hasso Plattner Ventures
- O2 Telecoms
- Investec
- Proud Afrique

Positioned in the South African provinces of Gauteng and Western Cape with a staff complement of 85. Central to business operation in South Africa is the subject of Black Economic Empowerment (BEE), a state-driven process for redressing the economic disparities of the past. Inala has ensured compliance with this initiative by achieving a level 3 BEE rating and concluding a transaction with New Shelf 768, a BEE consortium.



Company structure by industry



## TELECOMS AND ENERGY

*“Transformation, in the South African context, means to manage companies in South Africa in a manner which will make them true South African companies. This requires creating an environment which is conducive to growth and development of the business as well as the individuals within the company; to create an environment which is free of discrimination; to eliminate practices which may be perceived as discriminatory; to build bridges across cultural differences and to actively appoint and develop individuals with potential at all levels from previously disadvantaged groups.”*

Take either one of these away and our way of life becomes unsustainable. These are vast industries which include many of the largest enterprises in the world that, in spite of their size, have to compete aggressively with one another to supply increasingly cost-effective and attractive solutions if they are to increase or even retain their market share.

In the telecommunications industry, this means increasing reliable coverage of mobile networks at the lowest possible cost – but the technology needed to do this is anything but low cost. So, what to do?

Telecommunications networks, like anything else go through a design, build, implement process that requires sophisticated measurement and monitoring instrumentation at every step. Most of this instrumentation is already available “off the shelf” from suppliers to the industry but some of it isn’t and it is often this fraction of instrumentation that can make all the difference to a company’s profitability. This is the domain of purpose-built solutions that large manufacturers of standard instrumentation find economically unviable but that customers need because of their particular circumstances.

This is why Inala Technologies has two departments to handle both these situations:

- **Inala Systems** deals with developing new products and solutions to address customer or industry-specific needs
- **Inala Distribution** represents the world’s leading suppliers of “off-the-shelf” instrumentation

Both of these are subject to Inala’s **Product Support and Services** facility.

### Systems Development (Inala Systems)

Telecommunications technology is not only complex, it is also expensive. The equipment used has to perform at the very edge of commercial feasibility and it has to do so consistently for decades. It’s no wonder that the operators of high-performance networks want to protect their investments and squeeze the last drop of performance from them before being forced to move to the next quantum leap in technology.

Inala Systems excels in this niche market by providing products with home-grown technology and inventiveness but with international appeal and recognition.

### Mobile Site Asset Management (SAM) and hybrid control

SAM is a highly cost-effective cellular BTS (Base Transceiver Station) asset management system designed to help customers maximise revenue from their network assets. Real-time alarm events help them rectify malfunctions before they become service-affecting and alarm status reporting allows them to respond to emergencies as they occur.

In a nutshell, the SAM system achieves OPEX savings by automatically taking control of generator and commercial utility grid supply in order to reduce fuel usage and power costs. This is done by using the backup batteries until such a point where their threshold limits are reached and then switching back to a power supply source. This is known as Hybrid Control and is central to Inala’s energy management initiatives in the telecommunications industry. Currently, over 18 000 SAM systems are being used by 18 network operators in 30 countries including Africa, Central America and the West Indies.

### E1 equipment performance optimisation and timeslot grooming

The E1 Grooming Multiplexer has been designed to provide cost-effective utilisation of 2.048 Mbps point-to-point dedicated digital circuits (E1) provided by telephone companies. This is done through the mapping of various timeslots from remote Base Stations (BTS) to dedicated E1 circuits at the Mobile Switching Centre (MSC). The result is fewer, but totally utilised and fully managed, E1 circuits between the MSC and BSC. The E1 Grooming Multiplexer is widely used throughout South Africa by the country’s leading landline network provider.

### B-MON Bay level auto-calibrator and VSWR monitor for 900 MHz and 1800 MHz systems

B-MON is designed to monitor the complete cellular feeder and antenna system in order to maximise income through sustained traffic density. It is installed in the Tx and Rx RF cabling between the BTS and the antenna. B-MON continuously measures transmission power and return loss while providing calibration signals to the BTS.

B-MON is extensively used by GSM service providers throughout Southern Africa.



#### INALA COMPANY PROFILE

Inala Johannesburg: Tel: +27 11 206 8300 | Fax: +27 11 206 8333 | info@inala.co.za

Inala Western Cape: Tel: +27 (0)21 851 2503 | Fax: +27 (0)21 851 2089, capeinfo@inala.co.za

INALA TECHNOLOGIES (PTY) LTD | VAT No. 4770 223 784 | Reg. No. 2004/007308/07

QF34, Inala Company Profile, Version 2.0



## Product Representation (Inala Distribution)

Inala Technologies values its relationship as a valuable business partner with the world's leading suppliers of test instrumentation. A status that can only be achieved through consistent sales and support performance over many years.

The range of instrumentation available doesn't only address the telecommunications industry but also involves most aspects of electronic engineering as well as product development and testing.

For general test and measurement applications, there are oscilloscopes, protocol testers, real-time spectrum analysers, signal analysers, frequency counters and power supplies from Tektronix, Spectracom and Kikusui.

On the energy front, there are fuel cell systems from Ida Tech, lead - acid batteries from Monbat and power monitoring systems from Dranetz.

Back to telecommunications, there are tower-mounted amplifiers, device, network and application testing solutions, repeaters and boosters, antenna and cable monitoring equipment, power measurement solutions, cable fault and optical loss testing equipment and fibre-optic monitoring systems and devices from ADC Krone, Spirent, Cellvine, Bird Electronic, Kingfisher and Lancier.

We represent more companies than those mentioned and we are constantly on the lookout for synergistic test and measurement solutions that can complement our range of offerings in order to provide customers with the help they need in this high-tech industry.

All told, this constitutes hundreds of fully-supported professional products covering virtually any test, measurement and development aspect of the industries addressed by Inala. But the supply of solutions doesn't stop there.

## Refurbished test equipment

In today's economy end-users have to maintain viable operations in spite of shrinking budgets and soaring costs. One way of overcoming this is to consider the purchase of used test equipment. Unlike other technologies, electronic instrumentation can be maintained at its peak performance almost indefinitely. All refurbished equipment is subject to the same rigorous service and calibration treatment as new equipment.

## Test equipment rental

Some projects don't warrant the purchase of new or used equipment because once it is over, the equipment may no longer be needed and becomes a shelved liability rather than an asset. For these situations, we offer a rental service which means that you get exactly what you want and for exactly how long you need it.

## Product Support and Services

### Test Equipment Asset Management

A large company's test equipment inventory is a major asset which can quickly become an expensive liability if not properly maintained, upgraded or utilised. Not only that, but what is the status of your test equipment at any time? Is it ready for use or does it need repair or calibration? Do you know who wants to use what, when and for which purpose? And where is the instrument in question?

Our test equipment asset management programme provides the necessary equipment tracking, scheduling and status information to maximise the usefulness of these all-important assets.

### Test equipment service & calibration

Inala has SANAS-accredited laboratories in Johannesburg and Stellenbosch for Electrical (DC / LF – Lab Accreditation 142), Time and Frequency (Lab Accreditation 542) and Radio Frequency (Lab Accreditation 742) calibration. SANAS stands for South African National Accreditation System. We've been repairing and calibrating the finest and most technologically-advanced test equipment in the world for decades. So much so that we've won long-term government contracts repeatedly as well as an increasing number of customers who want the reassurance that their expensive assets are receiving the attention they deserve.

### Training

Test and measurement activities are only as effective as the equipment operators. The most sophisticated instruments available can't cope with improper operations or the interpretations of the results they provide. That's why we provide technology specific (GSM, PCM, SS7, RF, etc.) as well as equipment specific training so that you get the best from your technology investment as well as your personnel investment.



## INALA COMPANY PROFILE

Inala Johannesburg: Tel: +27 11 206 8300 | Fax: +27 11 206 8333 | info@inala.co.za

Inala Western Cape: Tel: +27 (0)21 851 2503 | Fax: +27 (0)21 851 2089, capeinfo@inala.co.za

INALA TECHNOLOGIES (PTY) LTD | VAT No. 4770 223 784 | Reg. No. 2004/007308/07 QF34, Inala Company Profile, Version 2.0

[WWW.INALA.CO.ZA](http://WWW.INALA.CO.ZA)



## BROADCAST

Inala Broadcast - division of Inala Technologies (Pty) Ltd., represents a number of leading international suppliers to the Broadcast and Professional ProHD technology markets.

Our partnership approach with these world leaders and innovators gives us access to their products, technical expertise and enables us to share this knowledge with our customers.

We have the experience of providing integrated turnkey solutions to the broadcast and professional television markets. These include the transition to HD Play-out systems, production and news studios, and head-end solutions.

At Inala Broadcast we regularly consult with our customers to discuss improvements in technology and workflows for all aspects of programme making, play-out and transmission. Our team of sales consultants and project engineers is able to offer customers expert advice, assistance, and engineering support and furthermore to confirm a competitive realistic budget and timescale to improve facilities.

Inala Technologies (Pty) Ltd. has concluded a transaction ("BEE transaction"), which has resulted in the introduction of a consortium of historically disadvantaged persons lead by Mr Andile Ngcaba as unencumbered equity share holder in Inala.

**2010**

### **M-Net – HD Omneon Server**

Inala Broadcast was awarded an order to supply, install and commission 16 HD channels of an Omneon server, which includes 8 ingest and 8 play out channels with a total of 357 hours of storage (21T Bytes)

**2010**

### **M-Net – Server System**

Inala Broadcast was awarded a contract to provide an additional 64 Serial Digital (SD) channels of an Omneon Server system which includes an expansion of an extra 3000 hours of storage.

**2009**

### **M-Net – HD Final Control**

Inala Broadcast was awarded an order to supply, install and commission an additional 3 x HD Final Control Channels which includes; Miranda Imagestore's, Master Control Switcher, Kaleido X Multiviewer, TSL Monitoring and Tektronix Video Test and Measurement products.

**2009**

### **M-Net – Server System**

Inala Broadcast was awarded a contract to provide 24 Serial Digital (SD) channels of an Omneon Server and MediaGrid system which includes 3000 hours of storage.

**2009**

### **Stark Studios**

Inala Broadcast was awarded a turnkey contract for the design, integration, installation and training for the new Stark Studios HD project. Two mirror image control rooms were designed with three (3) Grass Valley LDK 4000 HD cameras, Grass Valley 1 ME Kayak switcher, TVLogic LCD monitors, Riedel intercom, TSL audio monitoring units ADC patch and jack fields, Tektronix test and measurement equipment per control room, with a central Grass Valley router and modular products. The design is such that the control room operate individually per studio or one can take control of a single studio that can be configured to have up to six (6) cameras at any one stage.

**2008 / 2009**

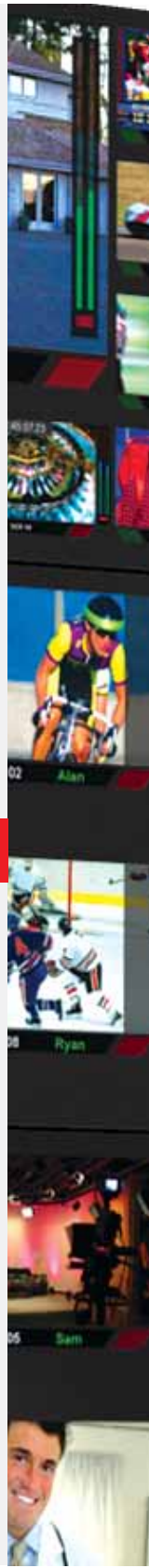
South African Broadcasting Corporation Limited (SABC) Supply, Integration and Upgrade of Final Control Centre Short Form to Long Form Server and Omnibus Automation Upgrade.

## AV DISTRIBUTION

Inala Distribution is the leading supplier of audiovisual, broadcasting and communications solutions in sub-Saharan africa. Supplying state-of-the-art products from premier manufacturers to an extensive network of channel partners and system integrators.

Established in 1989 as EMS Africa, Inala Distribution is now recognised for its technical competencies; its longstanding relationships with international technology manufacturers and its outstanding track record with some of the industry's biggest public and private sector users. In response to the market's increasing demand for sophisticated systems and quality installations, Inala Distribution has fashioned a "solution focused" approach.

In collaboration with its channel partners, Inala custom designs and engineers system solutions to meet specific client requirements. Inala Distribution is setting new benchmarks in the convergence of audio, video, voice, broadcast and data - resulting in tailored solutions that are technically superior, appropriate and sustainable across multiple applications.



### **INALA COMPANY PROFILE**

Inala Johannesburg: Tel: +27 11 206 8300 | Fax: +27 11 206 8333 | info@inala.co.za

Inala Western Cape: Tel: +27 (0)21 851 2503 | Fax: +27 (0)21 851 2089, capeinfo@inala.co.za

INALA TECHNOLOGIES (PTY) LTD | VAT No. 4770 223 784 | Reg. No. 2004/007308/07

QF34, Inala Company Profile, Version 2.0

[WWW.INALA.CO.ZA](http://WWW.INALA.CO.ZA)