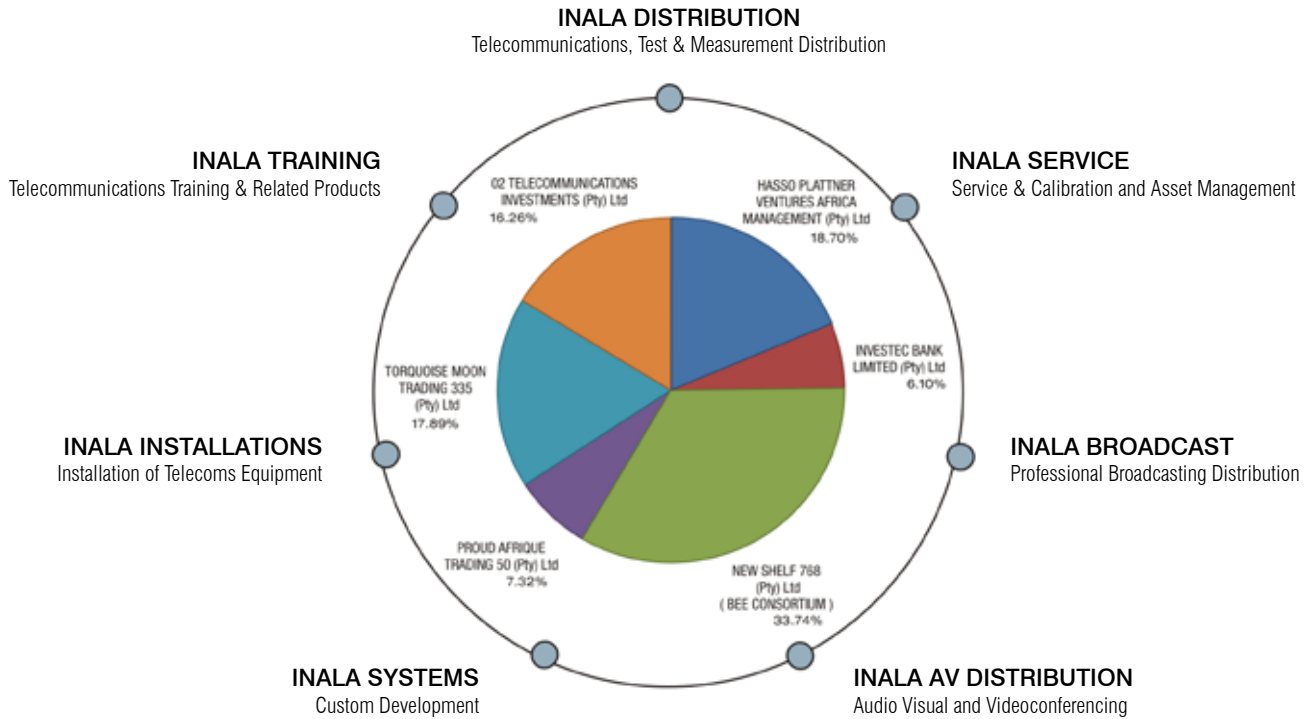


# COMPANY PROFILE



## INALA TECHNOLOGIES (PTY) LTD.

Inala distributes and supports equipment and solutions from leading manufacturers and suppliers in the telecommunications, broadcast and audio visual domains. Inala also contributes high-tech equipment of its own design and manufacture to this comprehensive portfolio. As a result, Inala has become a supplier of choice in South And sub-Saharan Africa.

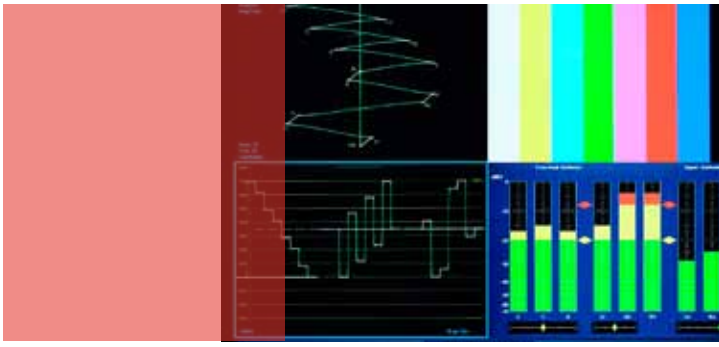


**Inala Distribution** is the leading supplier of network test, coverage enhancement, monitoring and management solutions for wireless and fixed networks in southern Africa. Inala Distribution also specializes in complete fibre-optic solutions, power monitoring and advanced fuel cell solutions.

Suppliers include: ADC Krone, Bird Technologies Group, Tektronix, Cellvive, Couei, Spirent, Lancier, Livingston and IdaTech.



**Inala Service's** SANAS-Accredited Service and Calibration laboratories in Johannesburg and Stellenbosch (No. 142, 542, 742) are certified for Electrical (AC and DC), Time and Frequency as well as Radio Frequency calibration facilities. In addition to offering support on new test and measurement equipment sold by Inala, Inala Service offers refurbished and rental test and measurement equipment.



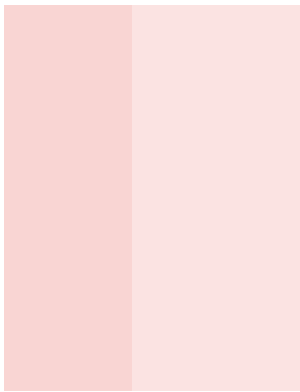
**Inala Broadcast** offers integrated turnkey solutions to the Broadcast, Professional HD/DV, Display Technology and Surveillance industries in Southern Africa. Inala's offerings to the broadcast and professional television and video markets include equipment for on-air and live events, news broadcasting, audio/video routing and networking, media management, virtual studios and digital effects solutions. Inala Broadcast was contracted to supply a full turnkey system for the establishment of the CNBC Africa facility in Johannesburg and regional Bureaus in Cape Town, Nigeria and Kenya.

Suppliers include Dolby, Miranda, Grass Valley and JVC



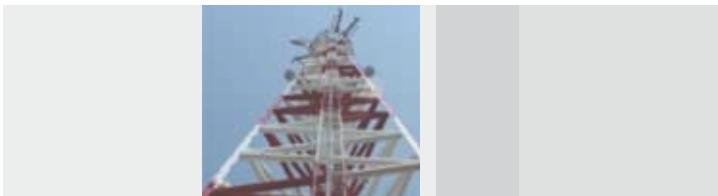
**Inala AV Distribution**, (formerly EMS Africa) has 20 years of experience in the audio, visual, videoconferencing, broadcasting and surveillance industry. Inala AV Distribution supply a wide range of speakers, amplifiers, videoconferencing, projectors, LCD's, microphones, screens, cameras and broadcasting systems to suit every requirement.

Suppliers include Bose, Mitsubishi, Sony, Radvision, Beyerdynamic, Tannoy, Sonicfoundry, Dalet, Vaddio and BiAmp

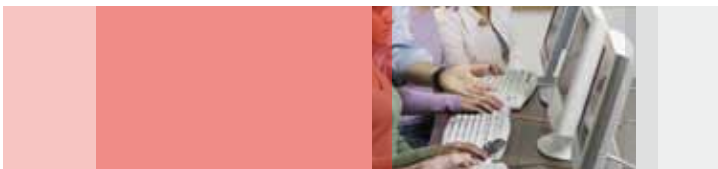


**Inala Systems** gives the company the agility to address niche applications by creating sophisticated, innovative and high-tech applications for the local and international telecommunications and GSM markets. Applications such as monitoring the complete cellular feeder and antenna system of Base Transmitter Stations (B-MON), monitoring alarms on 2.048 Mb/s digital networks (DPAM) and the remote monitoring and management of assets, environmental and access control at remote cellular base stations (SAM2).

Additional SAM2 base station applications include generator controllers and the SAM2 Hybrid or Energy Conservation Control (EPCC) function, an application used to conserve overall operational costs through intelligent remote power management.



**Inala Installations** is in the process of integrating and commissioning Inala's Systems products into the some of the largest multinational network operators in Africa. All work is carried out according to prescribed quality, operational and safety standards. Our Installations team has been extensively involved in installation business for more than 12 years and are all experienced at rigging, rope access and safety awareness.



**Inala Training** in support of the local industry, Inala Training takes promising graduate students from Universities and Technikon and leads them through practical training into gainful employment both in house and with customers. Training courses offered range from telecommunications principles to specific test and measurement product training.

#### Black Economic Empowerment

Inala's BEE strategy has been aligned with the seven components of transformation of the ICT BEE Charter. Today, Inala Technologies is an accredited level 3 BEE employer with a proven track record of supporting previously disadvantaged individuals (PDIs) and communities through financial, social, educational and business assistance. Inala has a PDI staff of 52 from a total staff complement of 103.

Andile Ngcaba, Chairman of Inala and former Director General of the South African Department of communications, is head of the BEE consortium with a 33.7% investment in Inala Technologies.

22 June 2010 QF-34 Rev 1.2 Company Profile

Inala is ISO 9001 Certified

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# INALA DISTRIBUTION

Inala Distribution provides a comprehensive range of test and measurement equipment, monitoring systems and customised solutions for GSM networks in sub-Saharan Africa. Our suppliers are world leaders in the field and our customers include the key players in the fixed and cellular industries as well as the major users and installers of telecommunication networks in this region.

"Delivering the goods" in today's rapidly-expanding and complex telecommunications industry requires, among many other things, an in-depth knowledge of client business needs, evolving technologies and global initiatives. But, perhaps even more important, is the ability to identify opportunities and to transform wishes into profitable reality for our existing and prospective clients.

At Inala, we have the agility to respond to opportunities and we also have access to the financial backing and technical expertise necessary to develop cost-effective and winning solutions.

Inala favours partnerships with suppliers who have achieved ISO 9001 certification and who make significant contributions to the test and measurement field of the telecommunications industry:

**Tektronix, Inc.** is a BlueChip company and a world-leading test, measurement, and monitoring company providing measurement solutions to the telecommunications, computer and semiconductor industries.

**Spirent Communications** enables its customers to develop, deploy and assure next-generation network equipment and services worldwide more economically and efficiently

**Cellvive** markets a broad range of products and solutions for coverage and capacity enhancement of cellular networks.

**Huntron's** reputation in Tracker Signature Analysis and Flying Probe technology, together with GOPEL electronics' Boundary Scan expertise, results in a broad range of instrumentation and software for test, inspection and repair of electronic printed circuit assemblies.

**Kikusui** manufactures AC and DC (Linear/Switching), power supplies electronic loads, oscilloscopes, battery testers, signal generators and high-voltage testers (all GPIB-compatible).

**Tabor** has established leadership in world markets with a great deal of experience in RF applications, universal counter/timers, function generators, and pulse generators.

**Pendulum Instruments AB** is one of the worlds leading companies for time & frequency calibration, measurement and analysis.

**ADC Krone ADC** helps the world communicate, supplying network equipment, software solutions, and integration services for broadband, multiservice networks that deliver data, video, and voice communications over telephone, cable television, Internet, broadcast, wireless, and enterprise networks.

**Schomandl** develops synthesiser technology-based RF signal generators and frequency synthesisers for the radio communications market.

**Topward** supplies DC precision power supplies, a range of analogue oscilloscopes, function generators and frequency counters.

**Kingfisher** manufactures optical equipment for cable fault location and optical loss testing, which is used around the world by Telecom and Datacom professionals.

**Micronix** manufacturers of telecoms, RF and general test and measuring equipment, which includes spectrum analyzers, RF shielding boxes, attenuators and oscilloscope signal digitizers.

**Bird Technologies** designs, manufactures and markets RF components, instruments and systems for 50 ohm coaxial applications. Bird Technologies Group consists of Bird Electronic Corporation, Bird Component Products, and TX-RX Systems Inc.

**Dranetz-BMI** supplies power monitoring equipment and services. From versatile handheld power quality monitors used for portable troubleshooting applications, to permanently installed systems for continuous power quality process improvement.

**IdaTech**, is a global leader in the development of environmentally friendly fuel processing technology and fuel cell systems for stationary and portable electric power generation.

**Couei** - Software solutions optimising the performance of both 2G, 3G and 3.5G wireless systems. Specialists in all aspects of wireless network performance management, in particular the end-to-end optimisation of CDMA-related systems.

**Lancier Monitoring GmbH** has for many years been a leader in the cable monitoring engineering field.

**Corridor Technologies**, database/mapping packages designed for today's broadband environment

**LIG NEX1** - Advanced, high capacity, full digital synthesizer spectrum analysers with 2.9 GHz frequency bandwidth, broad dynamic range and a low noise level.



NEX1 | SA 900 Series Spectrum Analyzer



Pendulum | 85R Frequency Counter/Calibrator



Bird | Signal Hawk™

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# INALA SYSTEMS

As the telecommunications world becomes more complex and competitive, network operators are looking for more cost-effective ways of servicing the needs of their clients and retaining their custom.

Custom development is one way of helping them do this and that's one of the reasons we have some high-level initiatives in this area. Network malfunctions are not only expensive in terms of repairs, but, with increasing deregulation in the case of national operators, their heaviest costs could be reflected in the number of lost customers.

Inala Systems provides the a number of effective monitoring and remote management solutions for your telecommunications network.

## SAM

Intelligent BTS Asset Manager

SAM is designed to help optimise utilisation of expensive BTS assets through the complete management and Monitoring of the infrastructure, environmental, alarms and equipment status.SAM will also control and manage the use of expensive infrastructure such as utility power and environmental cooling through reduced unnecessary operation by intelligently saving operational costs.



**DPAM** Digital Performance and Alarm Monitoring System for 2.048 Mbit/s digital networks

DPAM is a highly cost-effective Digital Performance and Alarm Monitoring system designed to help you maximise revenue from your telecommunications network through sustained traffic density. Real-time performance trends will help you rectify malfunctions before they become service-affecting and alarm status reporting will allow you to respond to emergencies as they occur.



The SAM unit has three communication options:

## ECS

The E1 Controller is installed intrusively in the E1 circuit that links the BTS with the BSC.

**ITMS** - The TCP/IP Controller is installed and connected to a TCP/IP port. Communication to and from the BTS is done through a TCP/IP connection.

**SAM2** - A GSM modem links the BTS with the SMSC and management platform using a SMPP message protocol.

**SAM** has been installed in more that 18 countries across the African continent.



## E1 Swift

The thought behind the E1 Swift, was to supply a cost effective, user-friendly E1 tester that could be supplied to every technician as part of the "toolbox". No more E1 tester that has to be motivated by management to purchase and requires that fairly skilled technical knowledge to operate - Go simple, go E1 Swift!

## B-MON

Bay level auto-calibrator and VSWR monitor for 900 MHz and 1800 MHz GSM systems.

B-MON is a second-generation unit based on its highly successful predecessor, C-MON. The unit is designed to monitor the complete cellular feeder and antenna system in order to maximise income through sustained traffic density. B-MON now also features BTS calibration facilities.

## DPAM Lite

Digital Performance and Alarm Monitoring System at the customer premises

DPAM Lite is a highly cost-effective Digital Performance and Alarm Monitoring system designed for the end user to help monitor the telecommunications service provided by the local telecoms operator. Real-time performance trends will help you notice malfunctions before they become service-affecting and alarm status reporting will allow you to respond to emergencies as they occur.

## E1 Grooming Mux

Transmission Traffic Grooming

Providing cost-effective utilization of E1 circuits through mapping various timeslots from remote Base Stations (BTS) to dedicated E1 circuits to the Mobile Switching Centre (MSC).



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# INALA SERVICE

If you're involved in the the fields of electronics, telecommunications, networking, manufacturing or any other industry where you use test equipment to monitor the health of your wealth-creating processes, you are probably looking for cost-effective alternatives to the traditional, budget-draining approach of buying new equipment.

What if you could buy fully-functional equipment at a fraction of the cost of its new counterpart or rent the same equipment as and when you needed it and only for as long as required?

And what if you could rent out your unused equipment profitably instead of having it sit on a shelf collecting dust?

## Quality

All of our test equipment is refurbished to the

highest quality standards, equipment is fully tested and supplied with a SANAS calibration certificate to guarantee manufacturers specifications. All standard accessories and operators manuals are supplied with equipment whenever possible.

## Value

We are most competitive in terms of cost savings and we guarantee you maximum value to fit your budget, so put us to the test.

## Service & calibration

With our top quality service and calibration facility, we guarantee all of our products . All of our equipment is put through an intensive refurbishment process to ensure reliability and over-all quality. Our highly skilled technical team, are guaranteed to be the most competent in Southern Africa.

We believe in personalised service to meet all our valued customers needs.

Our SANAS Accredited Calibration Laboratories (No.s 142, 542, 742), in Midrand and Cape Town include Electrical (AC&DC), Time & Frequency and Radio Frequency. They are authorised to issue certificates for AC&DC voltage, AC&DC current, resistance and frequencies in the range 10 mHz to 26,5 Ghz.

Our Radio Frequency accreditation boasts RF power, calibration factor, attenuation and VRC – all up to 18 GHz, and AM and FM modulation. The facility, staffed by competent, experienced metrologists and service personnel, is able to offer all services on-site as well.

## Quality System

Standardised quality procedures ensure that the equipment's calibration certificate is traceable to the National Measuring Standard and that the quality system complies with SABS ISO/IEC 17025. This is an internationally recognised document, which means mutual recognition with many European, Asian and Pacific Rim countries.

## Efficient Sourcing of Spares

We have access to a worldwide network of professional equipment dealers, distributors and service centres with the result that we can locate and procure virtually any necessary spares quickly and efficiently.

## Rentals

Inala supplies lease and rental Test and Measurement Equipment supplied by Livingston Global.

[www.livingston.com](http://www.livingston.com)

## Training

We believe that effectively trained personnel can make the difference between a mediocre business and a great business. That's why we favour a pragmatic rather than an academic approach. And that's why our virtual faculty uses a team of local and international alliance partners that represents many decades of accumulated practical knowledge in the fields of telecommunications, electronic engineering, networking, medical electronics and professional metrology.

## Our Commitment

All of our equipment is sold with a minimum

warranty and we have optional extended warranty plans to fit your specific requirements. Our service facility can also offer flexible support plans to ensure you get the most from your valuable asset.



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HD/SD Cameras



HD/SD Routers



HD/SD Switches



HD/SD Media Servers



HD/SD Test & Measurement



HD Encoders



Flyway Antennae



HD/SD Displays

# INALA BROADCAST

Inala Broadcast - division of Inala Technologies (Pty) Ltd., represents a number of leading international suppliers to the Broadcast, Professional HD/DV, Display Technology and Surveillance industries.

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

We aim to provide integrated turnkey solutions to the broadcast and professional television and video markets. These include on-air and live events, news broadcasting, audio/video routing and networking, media management, virtual studios and digital effects solutions.

Our team of engineers and sales consultants is able to offer customers expert advice, assistance, and engineering support and look forward to being of service to you.

**ADC** - Routing Systems, Signal Processing & Distribution, Patching Systems, Cable Management, Connectors, and Installation Tools

**ALPERMANN & VELTE** - Timecode Generators and Readers

**APPLE** - Non linear Editing, Graphics, Storage and Server Solutions

**ARGOSY** - High quality TV graphics

**BIRD** (Broadcast products) - Test Equipment & Accessories for RF Applications in the Broadcast market.

**BLT** - Video Servers for Sport Applications

**BLUEBELL OPTICOM** - Fibre Optic Transmission Equipment for the Broadcast and Telecommunications Industries

**DOLBY DIGITAL** - State of the art audio products incorporating Dolby technology for Broadcasters and audio professionals

**DA VINCI** - Colour Enhancement, Stor & Restor Systems

**DVC** - Digital Media Workstations for Telecine and HD applications

**DTL** - Digital/Analogue DA's, Miniblox, ISIS Group, BCD Group and Pixcell Group products

**ENPS** - Electronic News Production System

**ERICSSON** - Digital video with advanced compression on - demand and interactive technology.

**GIGASAT** - Manufacturer of products and systems for the Satellite Communications industry

**GRAHAM PATTEN** - Digital Audio Products for the Professional Video Industry

**GRASS VALLEY** - News, Production, Contribution, Post Production, Continuity, Digital Broadcasting, Distribution, Outside Broadcast and DSNG systems.

**HYBRID MC** - Virtual Set Productions

**INLET TECHNOLOGIES** - Video-on Demand, Automated Quality Control, Broadband TV and Professional Streaming for Internet Solutions

**ISIS GROUP** - Video and Audio signal management products

**JVC PROFESSIONAL** - A full range of Broadcast and Studio Equipment, as well as Display Technology and CCTV products

**MIRANDA TECHNOLOGIES** - A leading provider of On-air Presentation Systems, Imagestore and Logostore Products Digital Video and Audio Interfaces, DTV/HDTV, Converters and Advanced Display Products

**OMNEON** - Suppliers of Networked Media Servers

**OMNIBUS** - iTX partner

**PRIME IMAGE** - Standards Converters, Time Base Correctors and Audio Video Time Delay Systems

**RIEDEL** - Intercom Systems

**SOFTTEL** - High Quality TV Graphics

**STARFISH TECHNOLOGIES** - Subtitling, Audio Description, Scheduling, Media Management, Special Projects and Teletext

**TEKTRONIX** - Video and Television, Test & Measurement Equipment

**TELESCRIPT** - Teleprompters

**TSL** - Audio Monitoring, Tally Systems and Power Distribution

**TVLOGIC** - Multi Format LCD monitors

**VIDESSENCE** - Energy - efficient Fluorescent Lighting Systems for Television, Studio, ENG, and Corporate Applications.

**WEATHER ONE** - Weather Graphics Systems

# INALA INSTALLATIONS

Inala has been supplying the Telecommunication industry with new & Refurbished test equipment throughout Africa for the installation and maintenance of RF Base Station alarm monitoring, Base Station upgrades, new BTS's (Base Transceiver Station), masts and telecommunication networks.

Inala is a large supplier to the Telecommunication market in terms of products such as TMA's, TMB's, B-MON, SAM and ECS E1 Communicator.

It thus became necessary to acquire an installation team in order to provide turnkey solutions for these products.

This led to the acquisition of a highly experienced and competent installation team.

This team has been extensively involved in installation business for more than 12 years and are all experienced at rigging, rope access and safety awareness.

We are currently able to run four simultaneous projects at any given time, while maintaining a high standard of quality.

We pride ourselves on being able to meet stringent deadlines without compromising our quality of work.

## Range of capability:

Capacity upgrades & commissioning

Motorola BTS

B-MON

SAM

ECS

Antennae swap & installations

TMA, B-MON installations

ECS Installations - Access control, web cams, smoke detectors

CTU1 Radio retourque

ADX Active Digital Cross Connect System

Test patch Frames

## Our Satisfied Customers

Vodacom - South Africa

Motorola - South Africa

Selmec

Neotel

Iburst

MTN

Our highly trained technical staff can provide the technical maintenance for all projects undertaken.

22 June 2010 QF-34 Rev 1.2 Company Profile

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# INALA AV DISTRIBUTION



Inala AV Distribution is the leading supplier of audio-visual, 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 Av 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, AV 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 AV 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.

## Commitment to Service Excellence

- Inala AV Distribution ensures that clients purchase the right products for their requirements and supports these products throughout Sub-Saharan Africa
- Clients are properly trained to use their systems and are comfortable with operating the equipment
- On-going correspondence ensures that our clients are kept up-to-date with latest technologies and trends
- Inala AV Distribution offers product warranties and extended product warranty plans

## Experienced Project Management Support

- Effective project management is a noteworthy differentiating factor in the communications industry
- Inala Av distribution has a long and successful track record in delivering projects within time, budget and specifications
- All projects are continually monitored to evaluate the status, risk and health - ensuring that the company's quality standards are constantly maintained
- With years of experience in the audiovisual industry and deploying various projects, Inala AV distribution is in the best position to provide a high

quality and intellectual partnership.

## Logistics: Streamlined Supply, Transport and Delivery

- Timely receipt and delivery of products is made possible by Inala AV Distribution's logistics centre
- Inala Av Distribution's procurement and supply system is a vital component of the value chain and delivers efficiently, adding to the company's level of service to its clients

## Technical Support

- System design is conducted by certified, in-house engineers
- Service backup, fault repair and spare parts are vital components of a system's functionality
- All products are supported locally by the best user and technical services available in the industry
- The company's in-house workshop is fully equipped, including factory trained technicians
- Technicians receive on-going training from international technology suppliers and are kept up-to-date with latest products and developments
- Clients enjoy optimal product performance and maximum benefits from their products

## Account Management Philosophy

- Inala AV Distribution's channel partners enjoy trusting and respectful relationships with the company's network of account managers
- The business is conducted with integrity and professionalism, complimented by open and honest communication to ensure that there are not surprises along the way.
- The account managers resolve problems, issues or concerns responsibly and timeously - updating the client on the progress at all times

## SUPPLIERS

AMC	Aphex	Beyer Dynamic
Biamp	Cloud	Cayin
D&R	Euphonix	Extron
Joe Co	Pure Digital	Fiberlink
Mitsubishi	Rolls	Radvision
Sonic Foundry	Sonifex	Sony
Studio Tech	Tannoy	Vaddio
Vega	360 Systems	

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