



TALKWITHUS

BROADBAND COMMUNICATIONS

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COMPANY PROFILE

CONTACT DETAILS:

Jerome Chalice

4 Da Gama Street
Dewetshof
Gauteng, 2198

P.O Box 979
Bedfordview
Gauteng, 2008
South Africa
Tel: +27 11 6159132
E-mail: jerome@talkwithus.co.za

WHO ARE WE?

TALKWITHUS is 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 fibre optic backbones, Broadband over Power Line (BPL) access and LTE. The implementation rollout is cost effective over a relatively short period of time.

Everyone is talking about it! We are doing it!

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.

VISION

Our vision is to provide world-class broadband telecommunications and information technology services to business, government and consumers, through innovative technology implementation, our focussed people and building profitable partnerships with businesses, government, communities, investors and contractors, delivering and servicing quality products to our target markets.

OUR SKILLS

TALKWITHUS is managed by executives and shareholders who have an array of business and technological skills within the ICT sector, including, implementation, start-up specialist skills as well as operational experience and skills. TWU is also associated with companies who provide specialist and implementation skills to deliver world-class wireless broadband networks and communication over power-line solutions within project timeframes.

LICENCES

TALKWITHUS is a licensed Facilities-based Telecommunications Service Provider (ECNS licence) and a licensed retail Telecom Service Provider (ECS Licence).

This means that TWU is licensed to legally establish/procure it's own communication facilities as well as sell services and products based on these facilities.

KEY MANAGEMENT

Leandro Manuel Samuels (Lee) – Chairperson

Lee is a very experienced businessman and dealmaker. He has been involved in a wide spectrum of businesses with great success. He has a very wide business and political network, both within and outside South Africa.

Jerome Chalice – Chief Executive Officer (Founder)

Jerome has displayed effective leadership across a wide variety of communication businesses. He is an acknowledged entrepreneur in the communication industry. His leadership and drive have been key ingredients in the development of this unique broadband opportunity.

Jerome's previous technical experience is also a key ingredient of his proven ability to lead business enterprises.

Abdul-Kader (AK) Mohamed – Chief Financial Officer

AK combines the very rare ability to apply accounting and financial expertise and experience with great business acumen. He is extremely entrepreneurial and provides excellent leadership in business development. His skills, expertise and experience enable him to dovetail closely with his colleagues in TWU.

Johan Raath – Chief Operating Officer

Johan has very broad strategic, operating and marketing experience in the communication industry, including the mobile and broadband sectors. He has had excellent experience in start-up operations and his proven leadership and negotiation skills are key elements of his success. He was part of the leadership of the team that implemented the first wireless 3G networks in South Africa.

Rolf Levenhagen, a founding member and Director of Sanicle Investments, Pty Ltd., and acting agent for RWLeasing, Germany in Southern Africa.

Rolf has excellent networking and negotiation skills and proven sales and marketing experience. His entrepreneurial skill has contributed to the establishment of successful enterprises.

Mathew Welthagen – Chief Technical Officer

Mathew has very broad technology related and business experience, both in South Africa and globally. He is an acknowledged technology leader and has been involved in the implementation of a broadband communication network in Southern Africa.

TALKWITHUS Associate/Affiliate Companies

Alazon Connexions: Leading provider of wireless data solutions on the West Coast of South Africa, serving communities with no broadband mobile or fixed communication system access.

GBCN.net: This is a major source of technological solutions in the fields of wireless broadband (WIMAX) as well as broadband-over-powerline. Through strategic partnerships and agreements, GBCN is able to ensure world-class implementations within a very short timeframe. GBCN is also able to provide the technological and implementation team whose high-level and proven expertise is unmatched.

Gondwana Communications: Has installed more than 120 Base Stations and associated infrastructure including more than 10,000 CPE lines, completing turnkey broadband and wireless network infrastructure deployments. These networks have been deployed in various African countries, incorporating both dense metropolitan type rooftop builds, and rural tower builds.

TALKWITHUS Technologies

TALKWITHUS is able to rapidly and effectively implement both wireless and communication over powerline technologies using world-class innovative solutions. The company has strategic links and agreements with technology providers that offer a significant competitive advantage over other players in this field.

TALKWITHUS recent projects:

Alazon Connexions:

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

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

Gondwana Communications:

Provided Telecom Namibia with a 3.5 GHz FDD Alvarion WiMAX solution to replace its legacy wireless technologies in urban and rural areas across the entire country, including Windhoek. The platform provides broadband data as well as primary voice services.

Provided Orange Botswana (via France Telecom) with a 2.5 GHz TDD 802.16e Alvarion WiMAX solution, enabling it to diversify from its current GSM operations and start to offer broadband voice and data services.

Provided MWEB SA with a 2.5 GHz TDD Alvarion WiMAX solution, enabling it to implement a significant trial network in several centres, offering broadband wireless data services.

Supplied Cell C with hundreds of Radwin PTP links in order to build temporary and redundant backhaul transmission links for their rural and urban GSM base station network.

GBCN.net:

A member of the start-up team for the US\$1.65 billion "FLAG" (Fibre Line Across the Globe) submarine cable system (U.K. to Korea).

- Developed first PC-based cable capacity data gathering database system that supported five global Data Gathering Meetings.

- Responsible for all Africa capacity sales.

- Appointed Global Leader for new product development for FLAG.

Developed, design and implementation strategy for Marubeni Trading / Global Crossing Japan terrestrial network venture.

Recruited and collaborated with a team of seasoned world-class telecommunications professionals in the conception, design, technical engineering, and business models for:

- The "Data Call" - a dedicated bandwidth business-to-business transport service delivering the high Quality-of-Service value of a leased private line provided at a fraction of its cost on a 'pay-only-as-used' basis;

- The 'local fulfilment facility' - a revolutionary private network solution to capture and backhaul mobile voice and broadband sessions for cellular operators on a wholesale basis at 25% of their current in-house operating costs;

- The 'Power Grid Network' - a power-line communications and fibre optic metro area network environment that supports and markets fully resilient mission-critical smart grid, residential, and business-to-business networked application services.

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.

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.

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-set 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 30 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 TALKWITHUS is a Partner-of-choice --

- TALKWITHUS has a wealth of “In-the-Field” live experience with wireless technologies.
- We bring innovative and entrepreneurial solutions, based on best-of-class and world beating technologies.
- World-class shareholders and management
- Have a passion to provide cost-effective and high quality communication solutions that are seamless to operate and manage.
- We focus on empowerment of local communities.
- We place strong emphasis on upliftment of communities through skills transfer.