



lantech
systems



CORPORATE PROFILE
2018/2019



CONTENTS

The Company

Our Vision

Our Mission

What we do

How we do it

Health & Safety

What makes us different

References

Contact Us

■ THE COMPANY

Lantech Systems is a 100% black owned Infrastructure provider in the Telecommunications and Energy Services sector, delivering turnkey solutions to its clients. Lantech Systems has successfully delivered projects on time, within budget and to the required quality, while maintaining focus on continuous improvement on internationally accepted standards.



Recognizing a worldwide need for ground breaking expertise, Lantech Systems has begun focusing its extensive engineering experience and resources on providing innovative and practical solutions to clients'. To this end, complete system management across all of the technologies deployed in Telecommunications networks is being refined to reduce carbon footprints and curtail rising maintenance costs. Lantech Systems was founded with the purpose of establishing a strong resource pool of ICT expertise, focusing on specialist skills ranging from ICT strategists, Enterprise Architects, Business and Systems analysts through to technical specialists in systems and network solutions, design and implementation. Lantech Systems is an ICT Solutions company, and the implementation of its solutions is supported by practical methodologies and paradigms.

■ OUR VISION

Lantech Systems focuses on strategic initiatives within the ICT & E sectors brought about by government restructuring programs and private sector reform initiatives; where expertise and in-house capabilities can be developed for future deployment in similar initiatives in Africa and internationally; where strong networks and business relationships have been built across these sectors.

■ OUR MISSION

To provide excellent ICT Solutions to our customers and simultaneously share our years of experience, knowledge and expertise in growing our clients business by improving efficiency, adding value and providing sustainable solutions.

WHAT WE DO

Cellular radio and transmission planning

- 2G,3G, WiMAX and CDMA coverage plots and database planning
- Optic fibre route planning

Site acquisition

We are able to offer a full suite of site acquisition services, covering the following:

- Site surveys
- Landlord negotiations
- All general permit handling including council and land board approvals

Civil works

Experienced teams are managed to construct sites to customer specifications. Lantech Systems has a verifiable track record of high quality site builds. Rigid quality control procedures ensure that all equipment provided to site is handed over to the client fully functioning with warranty compliant documentation according to ISO 9001 principles.

BSS

Our qualified technical staff and subcontractors carry out Network design, Project Management, Installation, Commissioning, Integration, Optimisation and maintenance of all major suppliers' Base Stations, Base Station Controllers and Transcoders. Antenna optimisation forms part of the Integration and Optimisation process.

Power

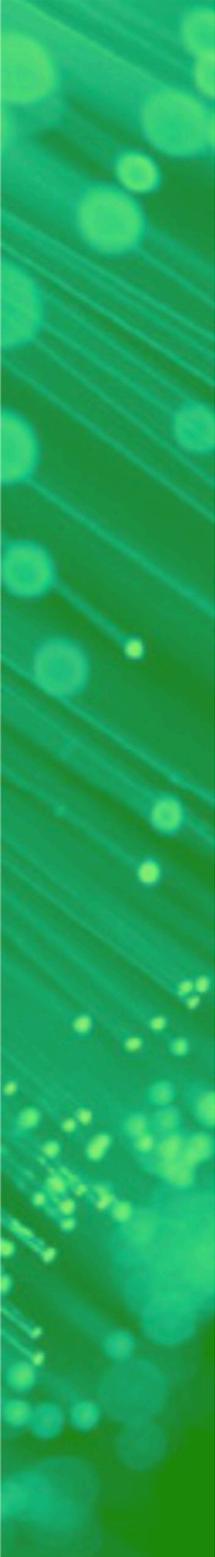
Certified electricians, trained on telecommunications power supply equipment such as Rectifiers, Batteries, Standby Generators, Uninterruptible Power Supplies and all associated reticulation, ensure that power systems on site are adapted to local conditions providing stable supplies to critical equipment. Where possible and practicable, renewable systems are utilised. Our engineers are on constant technology watch for useable developments in cost effective power supply equipment.

Vendor and supplier liason

Drawing on a wealth of local experience, Lantech Systems can assist with Contract negotiation, SLA formation, and site build specifications suitable for networks in Africa. The unique operational environment requires that contracts, international standards and specifications are adapted to each individual situation.



WHAT WE DO CONTINUED



Optimization

Lantech Systems offers a wide range of optimisation services for all types of equipment. Our solutions are customised to derive the maximum return on capital investments and reduction of operational expenditure.

Maintenance

Lantech Systems subscribes to the maxim “Design for Support, Design the Support & Support the Design”, and realises that Logistic Support & Resources (Maintenance, Spare Parts, Training, etc.) is an operators’ largest expense over the useful life of their networks.

Service level agreement focus areas

- Comprehensive Desktop and Server Support Services
- Routine Maintenance, Repairs and Upgrades
- Network Management
- Database Administration
- Disaster Recovery Systems
- Storage Systems and Back-ups
- Web Development and Internet Support
- Outsourcing Contracts
- Call Centre Management and Computer Operations
- Training: End-user, Customer Service Management and Support

ICT strategic planning

With increasing quest for better ICT solutions, Lantech Systems understands the challenge facing many organisations in their investment efforts in new technology. We have ability to align existing ICT systems with modern business strategies and ICT architecture that radically transforms into a complete integrated business and information system environments.

Our capabilities are focused in the following areas:

- ICT Assessment
- ICT Strategic Planning
- Architecture Planning & Implementation
- Hardware/Software Evaluation and Selection • Systems Analysis, Design and Integration
- e-Business
- Business Strategy
- Business Intelligence Reporting
- Best Practices: ITIL and Cobit

Strategic advisory capabilities

Through its ICT Consulting arm, Lantech Systems is able to provide adhoc strategic advisory services to various clients in Government and private sector. These services cut across enterprise strategic analysis, choice and implementation.

Some of the key advisory focus areas:

Developing Strategic ICT Plans including Master Systems Plans (MSP), Implementation & Project Plans.

- Developing project performance measurement
- Developing co/outsourcing models
- Executive Account Management models
- Developing Change management models
- Management of Transformation in ICT environment
- Diversity management in ICT environment
- Developing Public Private Partnership (PPP) models within ICT environment

Enterprise solutions architecture

The focus is on developing ICT solutions across the enterprise, taking into account an ICT strategy, derived from business needs. The process starts at a conceptual level, and devolves into technical architectures, within business domains. The purpose of architectures is to address business process functionality, enterprise information needs, enterprise system integration, enterprise network and communications needs, application technical organization.

Business and system analysts

Focusing on business applications, assessing the needs and requirements of key end-users, with a view to providing ICT solutions. The analysis process is driven by an agreed methodology. The Business analysis is the process of obtaining requirements for the implementation of an ICT solution within a business domain, the output of which can be e.g. RFP, or a requirements document for customized solution. Our systems analysts focus on the technical implementation of the solution.

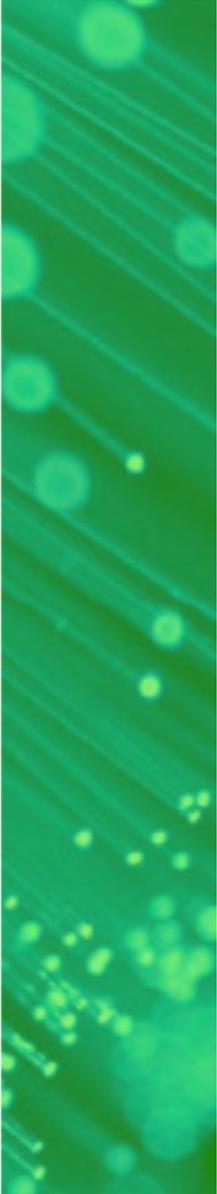
Programme and project management

Our standard project management methodology is ICT specific. It incorporates many aspects of the ISO standards approach and Prince II Methodology. It can be tailored to suite the clients' needs.

Microsoft certified professionals

Specialists trained and skilled in the design, implementation and management of Microsoft system software across LAN's, and WAN's.

WHAT WE DO CONTINUED



ICT sector strategy development

ICT is an enabler across all economic sectors, in both the private and public sectors. Although ICT is a sector on its own, it is nevertheless a cross-cutting sector providing technology-enabling solutions

to support business value chains. Our uniqueness arises from our understanding of organizational processes, from which we are able to develop ICT strategies to support these organizational processes, and to integrate these processes into socio-economic programmes, developmental programmes, and mainstream economies.

ICT professional services (permanent and contracting personnel)

Lantech Systems has recently registered with SARS as a Labour Broker that provides clients with quality ICT Specialists for Contracting or Permanent Positions at market related prices. Through our network of consultants and skill portal membership, we intend to place quality permanent and contracting personnel in Government, Public and Private sector organisations.

Systems integration

Successful implementation of new technology requires complete understanding of integration methodologies to maximise application of existing systems. Phonic assists its clients in mapping system integration strategies to ensure smooth transition to new ICT environments.

Key focused areas:

- Package Implementation - new or upgrades
- Custom Application Development and Implementation
- Database Administration
- Outsourcing of ICT and
- Legacy System support
- Software Development and Testing
- Capability Maturity Model Application

HOW WE DO IT

The success of a business enterprise is based on a number of factors, not least being its use of elegant Information and Communication Technology (ICT) solutions. ICT is a business enabler, not a standalone service and should be an integral part of formulating organisational goals and objectives. In choosing to make the distinction between Information Technology and Information Systems, we identify these two key components of successful Business Solutions using ICT.

Our focus on strategic initiatives within the ICT & E sectors brought about by government restructuring programmes, private sector reform initiatives, where expertise and in-house capabilities can be developed for future deployment in similar initiatives in Africa and internationally, where strong networks and business relationships have been built across these sectors. The delivery of integrated ICT & E solutions to clients is guided by:

- Detailed understanding of the project, its complexities and key requirements and, with the application of the necessary methodologies to achieve a conceptual solution that is aligned to the best value proposition in providing service offerings to clients
- Detailed analysis of client requirements and deliverables relating to project outcomes
- Provision of enterprise architectures or domain specific solutions based on our in- depth understanding of client requirements
- Maximise the utilisation and the integration of information communication technology, based on business process needs
- Strong partnership with our clients in providing holistic solutions even though the recommendations we make may be contrary popular belief

A

Turnkey rollout and maintenance solutions

We offer optimised full turnkey rollout and maintenance solutions, ensuring high standards by a process of continuous improvement. Lantech Systems's strategy is to ensure that high quality, cost-competitive services are provided from the best possible mix. This enables our clients to respond quickly to changing market dynamics.

B

Progressive elaboration on projects

Through a process of progressive elaboration on projects, we have refined our techniques and honed our skills to keep pace with developments in the industry, broadening the spectrum of our services in a managed fashion to meet the requirements of our clients as the management of networks evolves.

C

Our loyal and motivated staff, suppliers and subcontractors

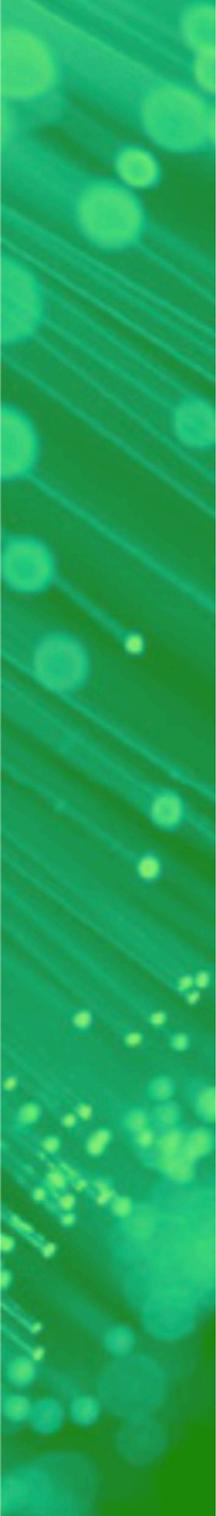
Our loyal and motivated staff and supplier/subcontractor base operate according to internationally accepted industry practices in every field we operate in, ensuring the delivery of safe and functional solutions that are fit for purpose. We have a professional, well resourced and motivated team of individuals who, are able to manage the entire site build process.

D

Rich breadth of experience

We are proud to be able to offer our customers the services of some of the best civil, electrical and telecommunications engineers. The rich breadth of experience gained through a combination of targeted training and on the job experience has produced a team able to envisage networks as a system rather than a collection of discreet components.

HEALTH & SAFETY



Lantech Systems is committed to providing and maintaining a healthy and safe working environment for all our staff, customers and the general public. We, as a company, have made detailed arrangements for the implementation of our Health & Safety Policy as outlined:

- To comply with relevant local and international health and safety legislation
- To set and maintain high standards of construction and installation safety with an annual review of the Lantech Systems Safety Policy
- To identify hazards, assess risks and implement control procedures
- To ensure that staff, customers and visitors are adequately informed of risks, and where appropriate, receive instruction, training and supervision
- To document and review risk assessments
- To implement this policy through codes of practice, schedules, guidance notes and training
- To safeguard the environment from the effects of Lantech Systems's service activities
- To monitor and review the effectiveness of controls
- To ensure the provision of a trained health and safety co-ordinator having adequate time, resources and facilities to carry out their responsibilities
- To ensure that all sites conform to local and international standards
- To ensure that all personnel are issued with the necessary safety resources, such as Personal Protective Equipment, and receive appropriate training in order to carry out their functions safely

■ WHAT MAKES US DIFFERENT



Experience and reputation

Lantech Systems has broad ranging experience and a first class reputation with many leading manufacturers of Telecommunications equipment.



Financial stability

Lantech Systems is a financially stable entity, with the ability to engage in projects of all sizes. Through our long standing relationships with financial institutions we are able to arrange project financing.



Service excellence

Lantech Systems prides itself on providing top quality throughout its portfolio of services. All work delivered by the company will be supported for the duration of the guarantee period.



Insurance cover

Lantech Systems is fully insured and is fully covered with all the required insurance policies complying with local laws and our client's specific requests. These policies include 'Public Liability', 'Group Personal Accident', 'All Risks', 'Workmen's Compensation' and 'Fire & Theft'.

We differentiate ourselves in the telecommunications marketplace by providing outstanding service, innovation and industry thought leadership. To monitor our progress and encourage candid collaboration with our clients, we established the 'Service Excellence' program, in short, we get the job done! This is instrumental to our success in cultivating and maintaining long-term business relationships.

REFERENCES

Technology Corporate Management

Contact Person: Iqbal Hassim
Telephone: +27 11 848 6009
Mobile: +27 82 569 4930
Email: Iqbal.hassim@tcm.co.za

Mfumo Networking Solutions / Fuyakomo Technologies

Contact Person: Collen Radebe
Telephone: +27 11 813 3056
Mobile: +27 83 967 1494
Email: collen@fuyakomotechnologies.co.za

Nokia Alcatel-Lucent approved vendor

Vendor number: 0005609059

CONTACT US



4th Floor Sandown Mews West
88 Stella Street, Sandton, 2142
Gauteng, South Africa



Tel: +27(0) 11 083 6565
Fax: +27(0) 86 557 6931



info@lantechsystems.co.za

www.lantechsystems.co.za

Lantech Systems (Pty) Ltd.

Company Registration No. 2015/290501/07
VAT Registration No. 4460270608