



**Emtelle (Pty) Ltd**  
**Connecting People**

**COMPANY PROFILE**  
**IT & Infrastructure Solutions**





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# ABOUT US



Established in 2013, Emtelle (Pty) Ltd set out to become a dynamic and valued presence in the South African IT communication industry. It opted to do so by creating an enterprise, which is truly and proudly South African, consistently abreast of prevalent market trends and needs, as well as genuinely committed and invariably competent to satisfy such needs.



## The Emtelle (Pty) Ltd Approach

**Emtelle (Pty) Ltd** assists organisations with transformation challenges in an ambiguous and rapidly changing business environment. Its unique and innovative business model utilises a pool of highly skilled professionals that offer a combination of intellectual capital and consulting flexibility. A balance between multi-disciplinary experience, excellent records of accomplishment and post-graduate academic and/or technical qualifications, guarantee the significant skill levels of its professionals. **Emtelle (Pty) Ltd's** comprehensive pool of resources is considered for each project, after which a suitable consulting / project team is selected based on the specific needs of the customer.

Proven methodologies are customised to ensure a balance between the customer's clients, products, employees and technology solutions. **Emtelle (Pty) Ltd's** holistic consulting approach ensures that all areas of the business are considered when customer solutions are developed. Continuous international benchmarking and research ensure competitive resourcing and management consulting solutions.

The adoption of new technology in the South African market seems no longer to be driven by the desire to have the "latest and greatest". Instead, the mantra is if it saves money or leverages an existing investment in new and more efficient ways, then it is worth buying. It is with this focus and mindset that we at **Emtelle (Pty) Ltd Solutions** will attend to our customers' requirements.

**We have a passion and determination to ensure customer satisfaction at all levels.**





# EMTELLE (PTY) LTD UNDERSTANDS YOUR CHALLENGES



- 1 > Reduce unnecessary costs
- 2 > Mismanagement of your existing equipment
- 3 > Effective deployment/installation strategies
- 4 > Effective and reliable service
- 5 > Effective management of devices
- 6 > Increased operational efficiency and quality
- 7 > Increase control of your printing and networking environment





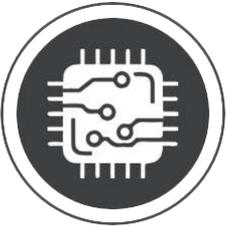
# IT HARDWARE SOLUTIONS



**Emtelle (Pty) Ltd** Document Solutions provides a full range of IT services and products that will allow customers to understand and implement these practices and compete in the new economy. The services range from solution definition and technology selection, through to Implementation and Maintenance. **Therefore, what do we do, and how do we do it...?**

**Emtelle (Pty) Ltd** therefore supplies large-scale IT infrastructure hardware and software solutions including infrastructure and Managed Printing and networking solutions:

## Supply of hardware and software:



- **Emtelle (Pty) Ltd** is a reseller of authentic hardware focusing primarily on HP / Cisco and IBM Servers, Storage and Networking equipment. We also offer a broad range of obsolete components and peripherals.
- In addition, we deliver quality, value for money hardware in volume and services countrywide.

## Maintenance Services:



### Full Service Agreement as well as Time and Materials options for:

- Hardware Maintenance and Repairs for Warranty and Non-Warranty equipment
- On-site services including the maintenance of hardware and software

## Installation Process:



- Installation planning and system architecture design
- Project management and dedicated installation teams when required
- Ad hoc installations and commissioning
- Configuration service

## Support Services:



- LAN Administration
- Software and Solution Implementation
- Call Centre Support
- Management Services which include hardware and software
- Network Analysis and Design
- Infrastructure Audits – Software and Hardware

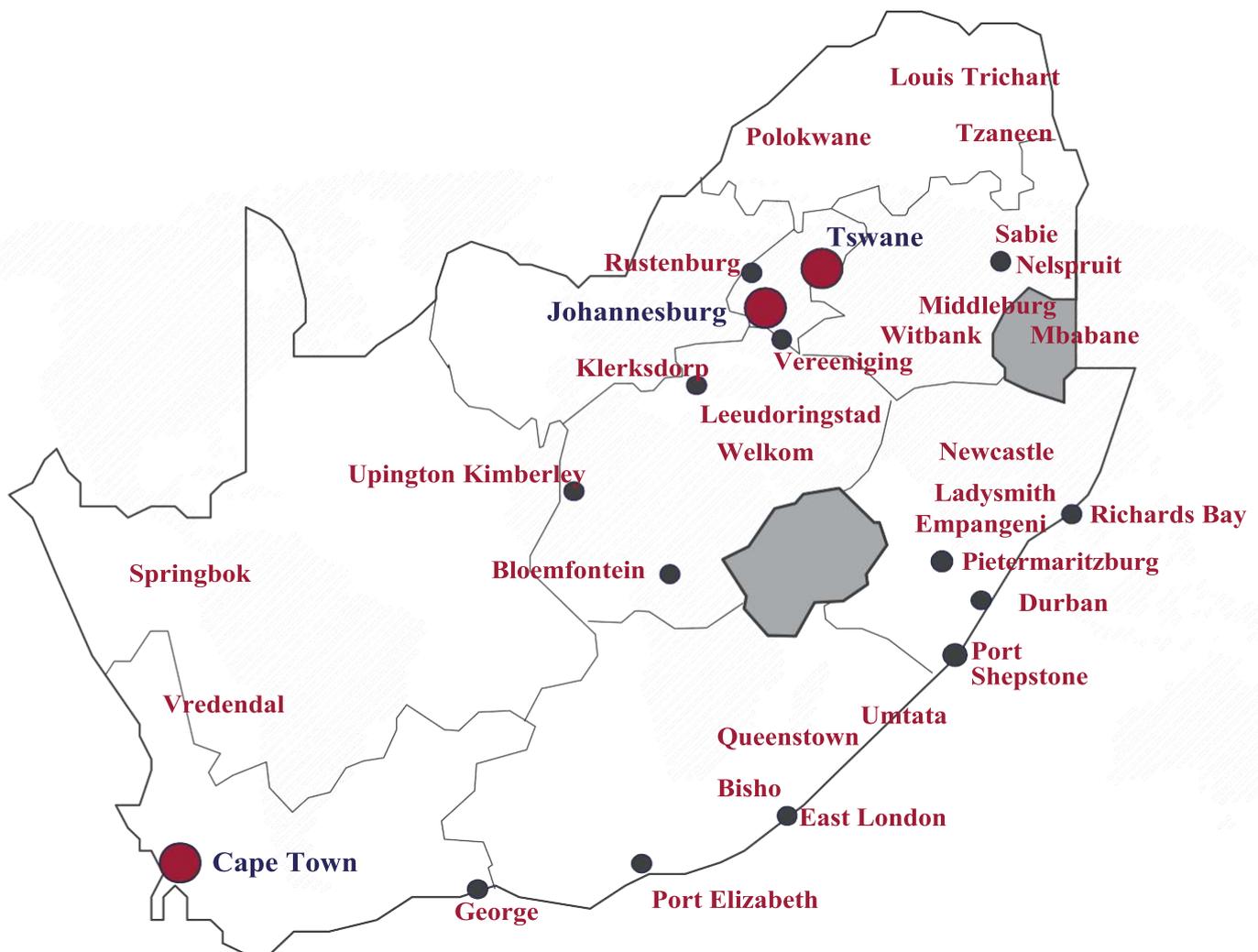
**Solutions are provided along the client's business requirements with specific focus on delivering value and return on investment.**

# GEOGRAPHICAL FOOTPRINT



## Map of South Africa, which reflects our National Footprint

- Emtelle (Pty) Ltd Offices
- Emtelle (Pty) Ltd Partners & Subcontractors/Point of Presence



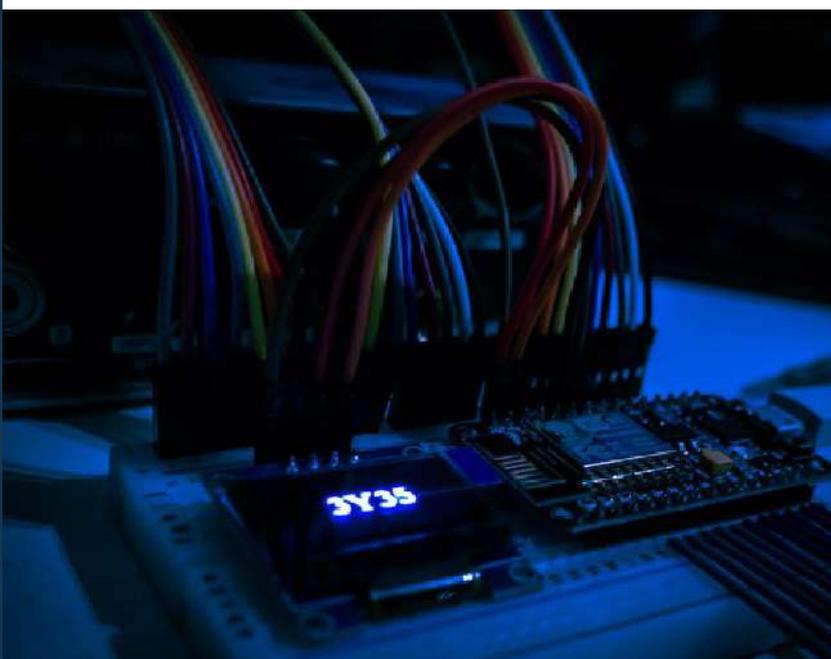


## What Emtelle (Pty) Ltd Infrastructure can do



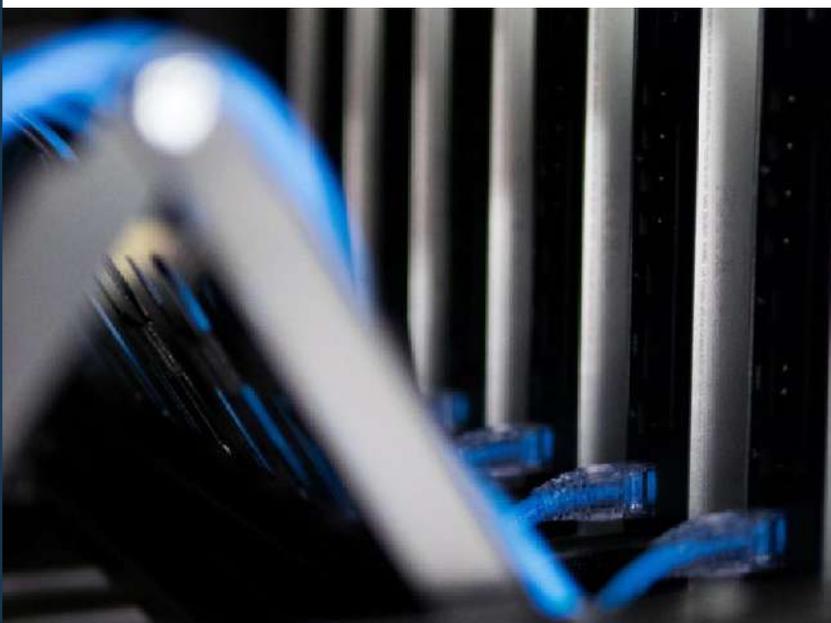
Structured cabling infrastructures can combine both voice and data communications whether the terminations are copper or fibre. During the past decade, voice and data cabling have converged, with cabling infrastructures being designed to support a variety of other requirements including video conferencing, email, internet connectivity and cable TV.

Copper or fibre cabling remains the popular media, essentially due to its low cost, durability and ease of installation with Category 5e, Category 6 and Cat6A on offer. By defining a set of uniform standards for signal transmission, system construction and performance testing, manufacturers and system integrators have a set of guidelines to conform to and purchasers have a means of comparing one's structured cabling system's performance with another and ensuring a guaranteed level of performance.



The latest network protocols are capable of transmitting vastly increased amounts of data and many existing cabling systems cannot cope. Out-dated and inadequate systems running on coax, twin-axe and other non-generic cables are now being replaced to keep up to the modern performance levels.

An **Emtelle (Pty) Ltd** installed structured cabling system however, is specifically designed to offer the highest performance levels available, enabling current and foreseeable future network protocols to be accommodated, **protecting your IT investment.**



# INFRASTRUCTURE SERVICES



**Emtelle (Pty) Ltd** Document Solutions' approach to regional coverage is based on the existence of our own Branches as well as the inclusion of a large number of BEE and SMME companies to perform a world class IT service footprint across South Africa. This partnership program and the wide geographical spread (National Footprint) is a scenario that developed over time and has grown to its current capacity over the last 4 years. It is by no means a new venture, but rather an established structure that has proven both effective and efficient in the sustained delivery of mission critical IT services and IT projects.

**Emtelle (Pty) Ltd** is based in Gauteng and Western Cape with representation in the form of agents in Limpopo, Free State, KZN, Eastern Cape and North West. This fact is fundamental to the level of support, which we can offer to our customers in Gauteng and Western Cape. It therefore allows us to be closely involved in the solutions offered by national and local government departments in order to serve the citizens.

The level of support that we can offer customers is thus significantly better than those available from alternative suppliers. This allows us to respond very quickly to customers needs, even to the point where we are able to make changes to the core product set in response to specific customer requirements of a strategic nature. It also allows close interaction between our partners and our customers, providing valuable input into our on-going solution offerings.



# CABLING SERVICES

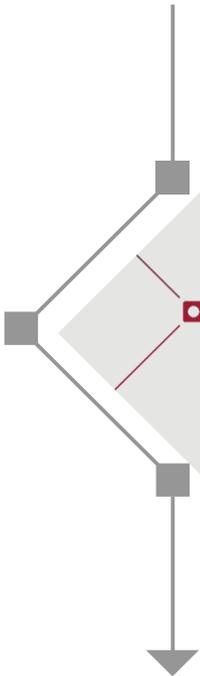
Voice & Data Reticulation / Cabling

Site audits and certifications

CAD / Visio/3D Drawings & schematics

Fibre Optic reticulation and splicing

Electrical design & Reticulation



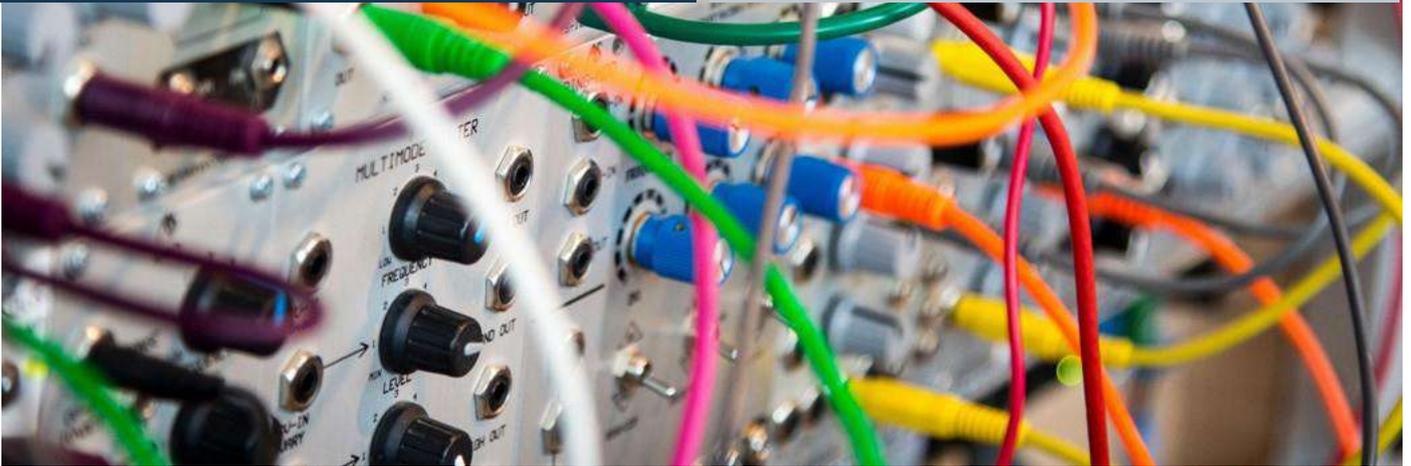
UPS, Generator &  
Smart building systems

Trenching & Implementation

# ELECTRICAL RETICULATION



- Our specialized personnel can provide the full spectrum of electrical work for all power requirements
- Supply and installation of UPS's
- Supply and installation of generators
- Issuing of Electrical Certification



# SECURITY & SURVEILLANCE



- A full range of security systems are available including CCTV monitoring and Access Control systems for all applications.

This includes Biometric systems, alarm and building management systems, electrified fencing, intercommunication systems and more.



# HVAC



- A full range of air conditioning and ventilation systems both localized or as centralized system.



# OFFICE FURNITURE SOLUTIONS



- Emtelle offers a full design, planning, supply and installation service for any size office.



# TELECOMMUNICATION



1. Cellphone tower implementation (building of new towers)
2. Tower maintenance – rectifier/battery swops and upgrades
3. FTTH – Fibre to the Home
4. Asset verification
5. Teams certified to climb incl risk assessment, first aid and fire fighting



# PABX

- Design, installation and maintenance services on PABX systems
- VoIP as well as traditional
- Local or hosted



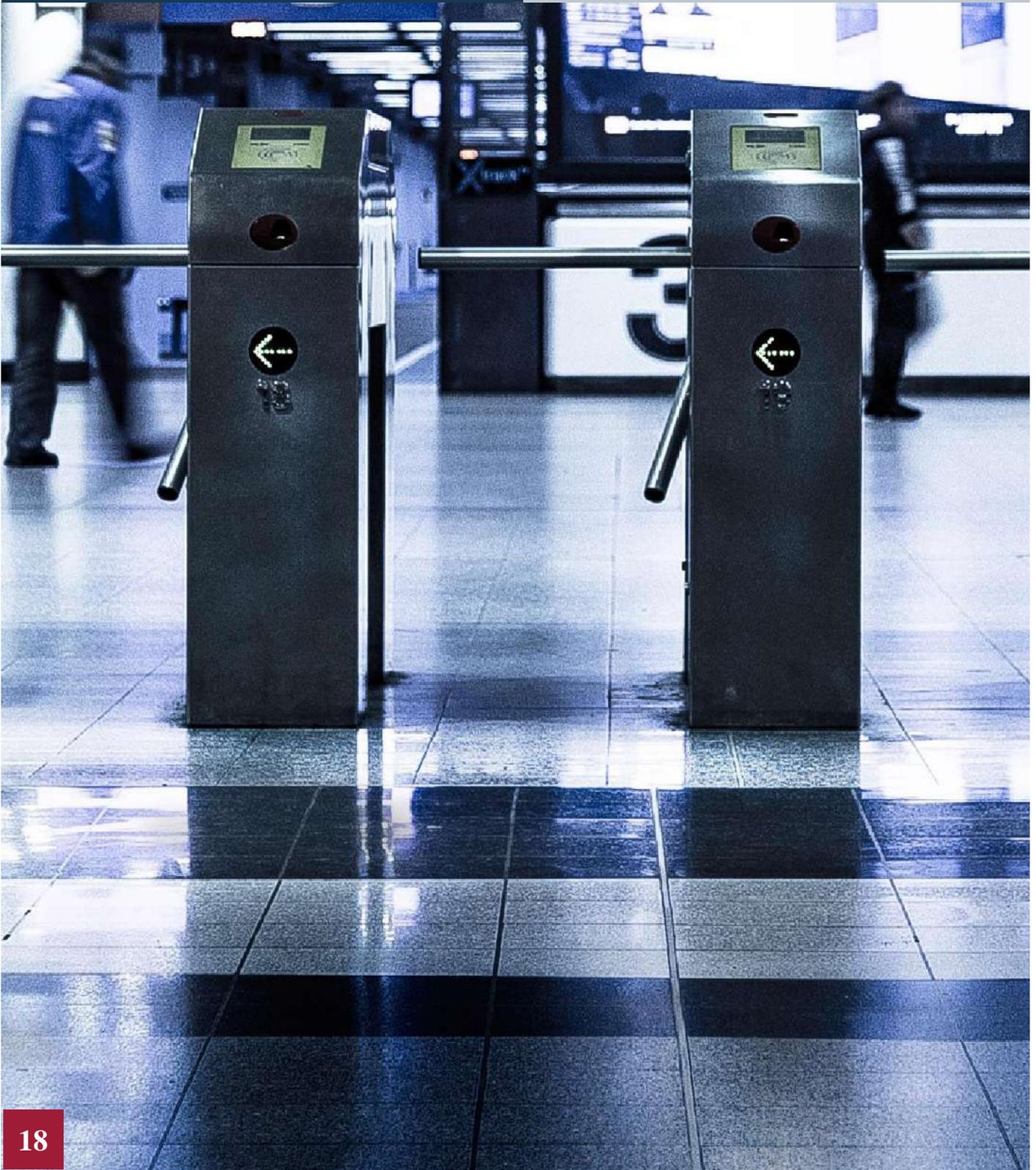
# AV SOLUTIONS

- Emtelle offers a comprehensive range of projectors, video conference systems, multimedia display, UHD TV and connection systems.
- Sound systems – low to high end
- Boardroom and Cinema room design and installation incl specialized lighting
- Television, DSTV and HDMI distribution



# DATA CENTRE CONSTRUCTION

- Fire protection/detection FM200
- False Flooring/Room construction
- Air-conditioning
- Access Control & Security
- Power conditioning/ Surge protection
- 24/7 Critical monitoring systems
- Generators (Volvo, Perkins, MTU, John Deere)
- Dry walling



# WIRELESS – WIDE AREA NETWORKING

- Connectivity solutions
- Point to point and Point to Multipoint
- MPLS setup and hosting
- Ruckus partner



# COMPUTER RELATED

- Supply of PC/Laptops/iPads
- Servers – customized and standard
- Software
- Printers
- Copiers up to industrial capability
- Switches, routers and access points (Unmanaged and managed incl SFP)
- 19” Rack including all accessories



# MAINTENANCE

- Warrantee
- Carry-in
- On-Site
- Preventative
- Maintenance Agreement

# SUPPORT

- Service Level Agreement
- Telephonic Support
- Ad-Hoc Support
- Back-to-back vendor support

# FINANCING

- All of the above equipment as well as services can be financed at preferential rates

# IN

## CONCLUSION

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**Emtelle (Pty) Ltd** provide complete consulting and design services for structured cable systems and computer networks. When a customer knows what he needs to accomplish with a network, but does not know what is required to meet those needs, **Emtelle (Pty) Ltd** will make recommendations, and working with the client, engineer a system to perform to, or exceed the specifications, which are required. Whether the system is a LAN (Local Area Network), WAN (Wide Area Network), or a WLAN (Wireless Network), quality and customer satisfaction is our first priority.

### **Emtelle (Pty) Ltd's approach to develop a comprehensive cabling program:**

- Conduct a fact-finding session with the people involved, identify the requirements and prioritize the issues.
- Organize the project into objectives and reach a consensus on the scope, deliverables and timing.
- Systematically record the details, prerequisites and constraints to resolve each issue and define the task requirements.
- Develop a project plan of tasks required to resolve each issue, and identify the available resources and timing required.
- Assign tasks and execute the schedule accordingly to satisfy prerequisites and resolve issues.
- Monitor progress and facilitate the team and resources to complete the tasks on time.

For all your category 5, category 6, category 6A or even 7, fibre optic, multi-pair, coaxial, and other cabling installation requirements, we are the right choice. No matter what your cabling need, LAN (local area network,) WAN (wide area network,) or WLAN (Wireless LAN) you can count on a reliable **Emtelle (Pty) Ltd** Certified System. From a single drop to a national roll out, **Emtelle (Pty) Ltd** will customize a plan to complete your networking requirements in a timely, organized, professional manner.

**Emtelle (Pty) Ltd** applies a collaborative account management approach, which creates a highly tailored relationship with built-in flexibility to address our customer's changing business needs. The baseline for the service delivered is the agreement represented by an SLA.

Fundamental to both these concepts are agreement on what aspects of the service will be measured, how they will be measured and how these measurements will be reviewed by both the customer's expectations and our ability to deliver continual improvement. **Emtelle (Pty) Ltd** will contractually commit to service levels for the services to be provided.

We believe there is value in this arrangement because it increases your control over business results. It is **Emtelle (Pty) Ltd's** philosophy that our success is measured by the success of our customers and we will therefore base the relationship on measurable results that are in-line with your business objectives.



EMTELLE Pty Ltd  
Connecting People



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**George**

**Durban**

**Polokwane**

**Port Elizabeth**

**Bloemfontein**