



## CORPORATE PROFILE/



## FROM THE CEO /

Today's volatile global economy requires businesses to make the best use of resources while delivering superior products and services.

The businesses that thrive, are investing in ways that not only meet today's goals, but also position them for competitive advantage.



AE Solutions are uniquely placed to assist our customers and provide superior service levels.

Our strengths lies in our team of highly trained and motivated staff as well as the well established strategic partnerships we have with the most influential Original Equipment Manufacturers (OEMs) and Vendors in the industry. To this end we are proud to hold some of the most advanced technology status certifications, which set us apart from our competition.

All of us at AE Solutions have contributed to the company's achievements over the years, and this has lead to the 295% growth since 2005. We are seen as a market leader in a diverse range of ICT infrastructure solutions. We have successfully completed many complex and challenging projects within large government, parastatal and blue-chip customers.

Integral to our success has been the ongoing execution of our services strategy and expansion. This has lead to a geographic diversity and strategic partnerships, allowing us to continuously over delivery against contracted service levels - across borders - increasing the value add in our offerings to our customers.

I would therefore like to also take this opportunity to thank our customers for their enduring loyalty to AE Solutions, our partners for continuing to collaborate and innovate with us and each one of our staff for their unwavering commitment to excellence.

A handwritten signature in black ink, appearing to read "LEYLA SMOOK".

**LEYLA SMOOK**  
*- Chief Executive Officer*

## PROFILE /

AE Solutions is a leading ICT Service Provider and is a Level 2 BBB-EE Contributor.



AE Solutions provides services to small, medium, and large enterprise organisations both in the public and private sector. This is executed through our various branch offices located in all the major provinces, or via our strategic partners in the various other locations.



Since inception in 1994, AE Solutions has grown into a well recognised provider of infrastructure, audio visual, advanced networking, unified communications, security, servers and storage to end-user solutions and hardware sales and support, which help our customers achieve their business goals.



The group focus has evolved and adapted to all the latest business technologies to enable us to continuously provide state of the art service and products to our customers.

To back up our turn key solutions we are able to offer a wide variety of services from planning, designing and implementing, to optimising, operating and maintaining solutions.

“ AE Solutions ensures service excellence through a collaborative delivery methodology that joins the forces of our expertise, our partners and our customers. ,”

## **VISION /**

AE Solutions is a value driven preferred partner in assisting customers with complete ICT solutions

## **MISSION /**

AE Solutions optimizes business opportunities by rendering a service that:

- is readily available;
- is delivered by professionally qualified people;
- provides latest technology products; and
- transfers knowledge through training and development opportunities.

## PROPOSITION /

Most of AE Solutions initial customers are still customers today, testament to the enduring quality of the solutions and services we provide, as well as an on-going commitment to customer care, satisfaction and relationships.

We continuously deliver beyond the agreed business objectives.

Our creative approach finds unique and tailored solutions to address our customers' special needs.

Through preferred partnerships, we utilise our alliances to provide the best and most appropriate solutions for our customers using best of breed technologies.

The implementation of solutions and ongoing service is provided by a motivated team of the highest qualified technical experts in their field, which can meet any business objectives.

We are available 24/7.

We provide staging, configuration and testing at our demo facility and state of the art internal lab.

## SOCIAL RESPONSIBILITY /

AE Solutions provide unique and creative solutions that meet our customers' expectations - not only by realizing our customers' business objectives, but particularly by meeting ethical and social responsibilities in the communities in which we operate.

### SOCIAL ISSUES

- ▶ Our development spend initiative is focused on education, on the job skills transfer and access to ICT for all.
- ▶ Our community engagement incorporates our commitment to partnerships with non-profit organisations and sponsorship of charitable initiatives.

### ENVIRONMENTAL ISSUES

- ▶ Our compliance with environmental legislation is underlined by a commitment to measuring, monitoring and ultimately reducing our carbon footprint.
- ▶ Our range of solutions and services support our customers' requirements to reduce their environmental impact and include: data centre virtualisation and consolidation, data centre power and cooling, data centre design and architecture and virtual meeting options using a variety of visual communications technologies

### ETHICS

- ▶ Our employee profile has transformed at every level to reflect the demographics of South Africa.
- ▶ Our facilitation of skills development and capacity creation has been achieved through preferential procurement and entrepreneurship formation, facilitating access to capital, joint ventures and investments.



“ Our Core Values have shaped the culture and defined the character of our company, guiding how we behave and make decisions: ”

## STEWARDSHIP



Building a heritage for future generations, acting with an owner mentality, developing people everywhere we are, and meeting our commitments to all internal and external stakeholders.

## BEST PEOPLE



Attracting and developing the best talent for our business, stretching our people and developing a "can do" attitude.

## CUSTOMER VALUE CREATION



Improving our customers' business performance, creating long-term, win-win relationships and focusing on execution excellence.

## RESPECT FOR THE INDIVIDUAL



Valuing diversity, ensuring an interesting and inclusive environment, and treating people as we would like to be treated ourselves.

## INTEGRITY



Inspiring trust by taking responsibility, acting ethically, and encouraging honest and open debate

## SERVICE OFFERING /

AE Solutions follows a solutions methodology that allows us to build partnerships for life with our customers.

This philosophy is achieved through committed and skilled team of staff that ensure that solutions are tailored for the specific needs that our customers require.

Our range of diversified Information and communications technology and services form the foundation of the service levels and solutions which we offer to our customers which increase their efficiencies, enhance productivity and optimise costs.

These include:

**NETWORK SOLUTIONS**

**UNIFIED COMMUNICATIONS**

**AUDIO VISUAL & CONTROL INTEGRATION SYSTEMS**

**INFORMATION & COMMUNICATIONS  
TECHNOLOGY INFRASTRUCTURE (ICTI)**

**SECURITY SYSTEMS**

**END USER PRODUCTS**

**PROFESSIONAL SERVICES**

**RENTAL & LEASING**

**WEB SOLUTIONS**

## NETWORK SOLUTIONS /

At AE Solutions our team of engineers use best of breed products to architect state of the art network infrastructure solutions.

At the heart of our network design is the promise to transform the economics and experience of networking for our customers. We deliver a high-performance network infrastructure built on simplicity, security, openness, and scale. Our innovation empowers our customers, our partners, and ultimately everyone in a connected world.

- Routing and Switching
- Security
- Wireless
- Network Management
- Video Surveillance
- Call Centre Solutions
- Cloud Solutions / Outsources Solutions
- Datacentre
- Unified Communication
- Physical Security
- Mobile solutions
- Collaboration

## UNIFIED COMMUNICATIONS /

We provide complex unified communication solutions integrating voice, video, messaging and Web collaboration applications.

We also provide on premise or hosted solutions, physically or in the cloud. This includes the provision, configuration and implementation of unified computing platforms, storage area networks and virtualisation technologies.

- Integration of Telecommunications systems
- Video Conference –Infrastructure and Endpoints
- Call Centre Solutions
- End to End VOIP solution
- WebEx
- Integration between different Vendors



## AUDIO VISUAL & CONTROL INTEGRATION SYSTEMS /

We provide green communication solutions allowing our customers to attend meetings, attend training or gather information globally without ever leaving their desk.

- Auditoriums
- Executive Boardrooms
- Meeting Rooms
- Training Rooms
- Support services
- Digital Media Solutions
- Large Format displays
- Telepresence
- Integration between multiple platforms and Vendors

## INFORMATION & COMMUNICATIONS TECHNOLOGY INFRASTRUCTURE (ICTI) /

We provide cabling, data centre infrastructure, wireless connectivity and portable facilities solutions.

We design and deliver full intelligent green buildings and turnkey data centres, together with identity management, energy control, systems integration and building management.

- Complete infrastructure from cabling to Fire suppression
- Designing the entire room from Cooling to alarms
- From Communication Towers solutions to Containerised solutions
- Intelligent Building solutions



## SECURITY SYSTEMS /

We provide converged security services integrating logical and physical network security with physical access control, surveillance and visitor management.

We deliver optimally performing secure networks together with tools and resources to monitor and manage an entire ICT infrastructure – across physical, virtual and cloud environments.

- CCTV and monitoring
- IPICS (Interoperability and Collaboration
- System)
- Monitoring Rooms
- Command and Control Centres
- Video Analytics
- Mobile units
- RFID
- Integration between multiple platforms and Vendors

## END USER PRODUCTS /

We provide a unique framework of services to keep computer systems, servers and network infrastructure secure, operationally available and businesses productive.

We deliver product procurement services supported by long standing relationships with market leading vendors.

- End user Devices
- Mobile devices
- Consumables
- Software Solutions
- BYOD Solutions
- Rental Solutions



## PROFESSIONAL SERVICES /

We provide a host of Professional Services, ranging from Consulting, Solution Design, Implementation and Project Management, through to Security, Business Continuity, Risk Assessment, and alignment to strategy and processes.

Additionally customers can choose from a set of Managed Services covering customer care plans, outsourcing/co-sourcing and resources on site.

- Consulting Services
- Design and Operations
- Security systems design and consulting
- Information system consulting
- IT Strategy and Governance
- Enterprise Architecture
- Support staff placements and multiple skill levels

## RENTAL & LEASING /

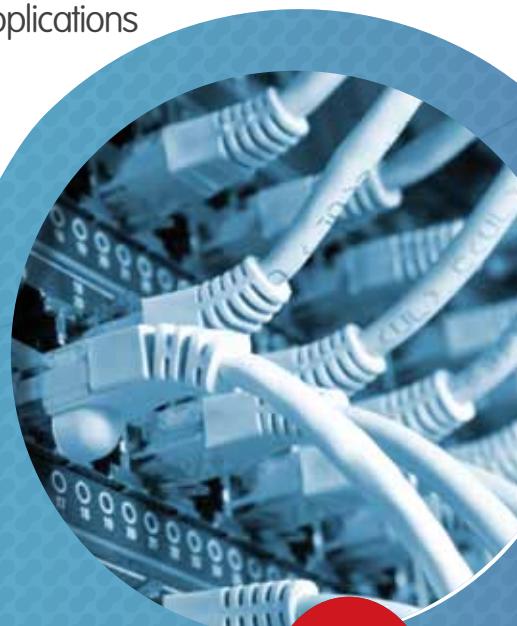
We provide rental and leasing options giving with the benefits of using your chosen technology without the many inherent costs and risks associated with its ownership. Our customer care plans provide SLAs from 2 hours response times.

## MAINTENANCE /

- 24 x 7 Call Centre
- Maintenance options in all 9 provinces
- SLA options ranging from 2 hour
- Highly skilled engineers
- Patches and data updates are undertaken
- Software updates

## SOFTWARE /

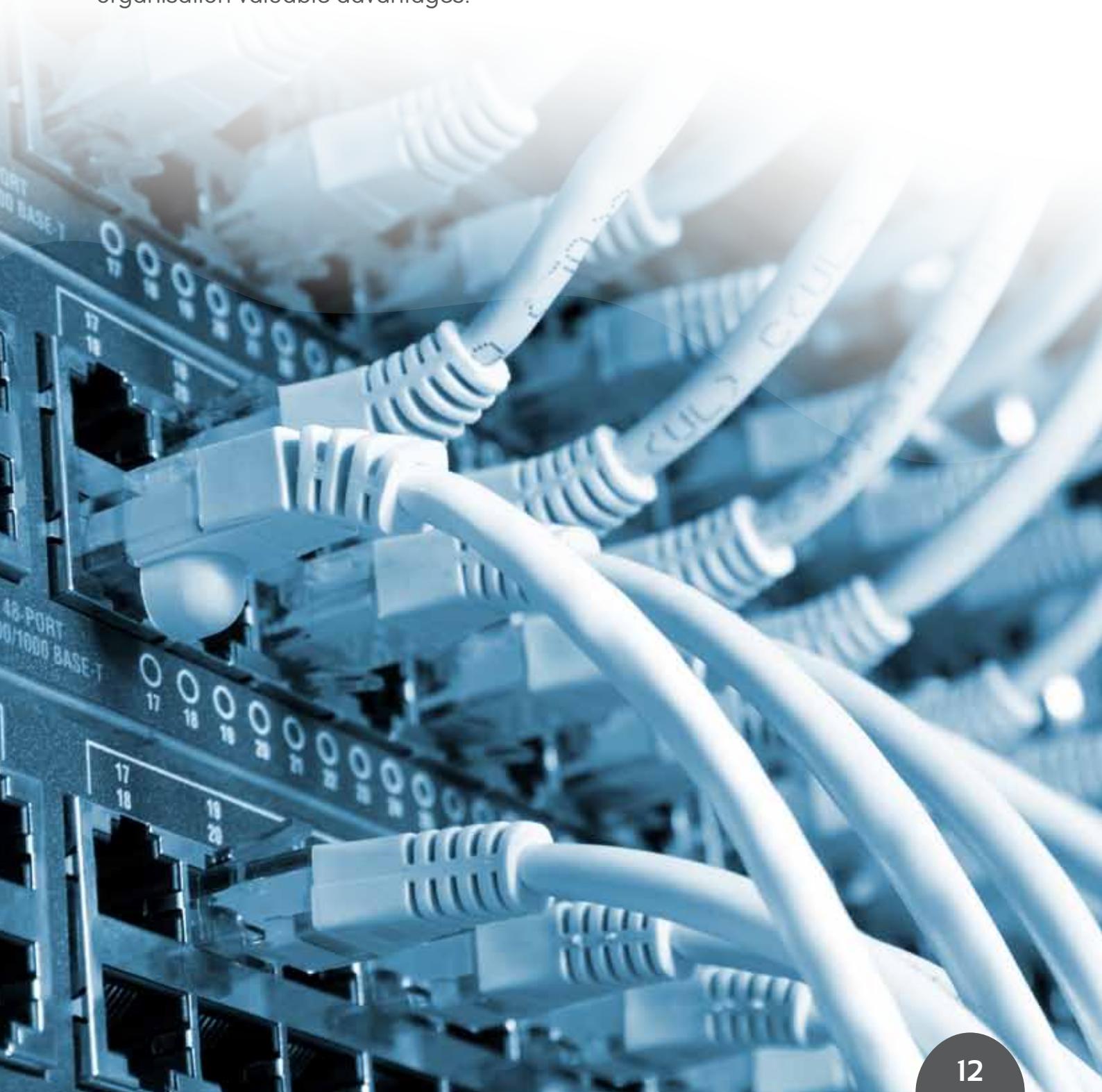
- Network Management
- Software Applications



## WEB SOLUTIONS /

We design, develop, host and maintain small to large websites and Online Systems.

The internet and technologies available allow small to large organisations to utilize an extensive marketing and communication tool. Be it via a mobile phone, notebook, desktop or any other portable device, the internet provides any organisation valuable advantages.



## LIFECYCLE APPROACH/

Throughout all AE Solutions services we adopt a full lifecycle approach to manage the technology solutions that are best suited for to our customers' needs.

This systematic approach entails:





### ● SMME Offices

