








Buyer's Guide





Your essential guide to the companies manufacturing, installing, supplying and providing wireless communications products and services in Africa

Company location, country, website	Network Technologies						Network Build & Management														Network Applications													
	Cellular	Satellite	Fixed wireless access	Critical communications	Fibre	Other (TVWS, mesh, etc)	RAN	Backhaul	Microwave systems	In-building systems (DAS, femtocells, etc)	HotNets & small cells	BSTs/masts/towers	Antennas	Power/power efficiency	Fibre systems	Cables & cabling accessories	OSS/BSS	Security	Test & measurement	Network monitoring & optimisation	Network analysis & Big Data	User devices & modules	Broadband/internet	Internet of Things/smart cities/M2M	Remote & rural connectivity	Cloud (VNF/SDN/XaaS)	Data centre services, IPXs	Enterprise network services	Mobile financial services	VAS (mHealth, mCommerce, mLearning, etc)	Messaging & voice services	OTT	Broadcast/DTH	
ABS Suite B01b, 1 st Floor, Block B Ambridge Office Park, Vrede Rd Bryanston, JHB, SOUTH AFRICA info@absatellite.com www.absatellite.com +27 10 594 4621 	✓							✓															✓		✓		✓							
<p>ABS is one of the fastest growing satellite operators in the world, operating a global fleet of satellites. ABS provide capacity to support video and media distribution, cellular backhaul, IP trunking and mobility connectivity. Its extensive teleport network provides</p> <p>comprehensive coverage to 93% if the world's population across Africa, Asia Pacific, Europe, the Middle East, Russia/CIS and the Americas.</p> <p>Headquartered in Bermuda, ABS has offices in USA, UAE, South Africa and Asia. ABS is majority</p> <p>owned by funds managed by the European private equity firm, Permira.</p> <p>For more information, visit: www.absatellite.com</p>																																		
ACE Consortium C/o France Telecom 61 rue Des Archives Paris, FRANCE www.ace-submarinecable.com 				✓											✓								✓		✓		✓							
<p>ACE is a consortium of telecom operators from Africa and Europe under the initiative and leadership of France Telecom.</p> <p>The Consortium recently launched segments one, two and three of the ACE submarine cable for commercial service on 19th December 2012. These segments being the first phase stretched from France to Sao Tome connecting 14 coastal countries and two landlocked countries, namely, Mali and Niger.</p> <p>The second phase, which will complete the 17,000 km cable distance to South Africa, is now launched by ACE for potential investment. This plans to provide landing stations in Democratic Republic of Congo, Angola and Namibia with plans to further connect landlocked countries along the way.</p> <p>The ACE system has a design capacity of 5.12 Tbps and supported by the new 40 Gbps wavelength division multiplexing (WDM) technology that would accommodate tomorrow's ultra-broadband networks. When Phase II is completed in 2018,</p> <p>ACE will cover a total distance of 17,000km and will allow up to 25 countries for a total of 400 million people to access high speed internet. The segment from Sao Tome & Principe to South Africa and the branch to Guinea Bissau are under construction.</p> <p>By reducing communication costs and shrinking the digital divide, the ACE cable system is a lever for social development and sustainable economic growth in Africa.</p>																																		
Advantage 360 10681 Foothill Blvd Rancho Cucamonga CA 91730 USA sales@advantage360.com www.advantage360.com +1 (909) 980 1034 +1 (909) 944 3995 	✓	✓	✓	✓	✓	✓											✓																	
<p>Advantage 360 Software LLC has provided in-house developed and fully convergent billing, CRM, POS, OSS, mediation and other business-critical software components to more than 200 service providers of the international telecom community since 1984 (32+ years).</p> <p>From this experience, we have gained an extensive knowledge of detailed client requirements that have resulted in a robust and feature rich product, offering users over 70,000 table-driven features and functions that can be implemented in endless combinations to meet</p> <p>the rapidly evolving requirements of highly competitive markets. This offers an exceptionally adaptive environment that rarely requires customization or programmer intervention.</p> <p>Our highly-internationalized multi-lingual and currency solutions, multi-play universal services catalog and order fulfillment interface provide a common and uniform user experience across multiple technologies. These include 4G, VoLTE, VoIP, GSM, CDMA, HSPA+, Content, CATV, IPTV, ISP, WIMAX, M2M, CIBER, TAP, Data, FTTH, FTTB, Fixed, Wireline and Long Distance.</p> <p>SOC 1-SSAE 16 Type II and Business Processes Frame Work (eTOM) levels 1 – 3 compliance, a lead-to-cash development philosophy and 250+ mediation and other interfaces guarantee customers a solid and lasting business platform.</p> <p>Meanwhile, our reputation for process automation, world-class support, rapid development turn-around and on-time on-budget launches are well-proven elements of customer success stories.</p>																																		




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Altec Alcom Matomo 6 Woodlands Drive Woodmead 2191 Gauteng, SOUTH AFRICA sales@alcom.co.za www.alcommatomo.co.za +27 11 235 7640 +27 086 211 1064 			✓	✓			✓					✓	✓	✓	✓					✓	✓				✓			✓						
Altech Alcom Matomo is a division of Altech Radio Holdings (Pty) Ltd and in turn a member of the JSE Listed Allied Electronics Limited (Altron) group of companies. We have operated across Southern Africa for over 45 years.																																		
As turnkey communication network integrators we offer solutions and support across a wide range of digital voice and data wireless and fibre technologies for the private operator, IT and SCADA markets. Our emphasis is on supporting the Public Safety, Electrical and Water Utility,																																		
Transportation, Communication, Heavy Industrial and Oil & Gas user communities. Strong partnerships, strategic alliances and joint ventures with international principals ensure that we have on-going access to the latest technology worldwide.																																		
AnaCom, Inc. 1961 Concourse Drive San Jose CA 95131 USA sales@anacominc.com www.anacominc.com +1 408 519 2062 +1 408 519 2063 		✓							✓																									
AnaCom, Inc. sells satellite microwave communication products worldwide to satellite communications systems providers, integrators and end-users, providing complete solutions for satellite communication based networks for broadcast, data and voice communications.																																		
AnaCom's RF/microwave products include several lines of Block UpConverters in ranges of																																		
power and size as well as indoor Rack-Mounted Converters. AnaCom's other popular product lines include AnaSat Transceivers, ELSAT BUCs, SSPAs, LNAs and other accessories covering C, Ku and X band frequencies in power levels from 4 to 400 Watts.																																		
All of AnaCom's products feature Ethernet support as well as a RS202/485 serial interface.																																		
In conjunction with Ethernet support, AnaCom equipment also supports HTTP with a built-in web interface, so you can monitor and control your units via any web browser from your own computer. You can also connect via telnet or on an SNMP network, allowing you to monitor your AnaCom unit over your existing Network Management System.																																		
Avanti Communications Plc Cobham House 20 Black Friars Lane London, UK contact@avantiplc.com www.avantiplc.com +44 207 749 1600 +44 207 749 1633 	✓	✓	✓	✓		✓						✓	✓	✓					✓		✓			✓	✓	✓			✓					
Avanti Communications was the first operator to commercially deliver Ka-band satellite connectivity across Europe with its HYLAS 1 satellite. In 2012, the company launched its second High Throughput Satellite, HYLAS 2, extending coverage across Europe, the Middle East and Africa.																																		
With the recent launch of its satellite HYLAS 4, Avanti has become the leader of Ka-band																																		
satellite communications across Africa. HYLAS 4 sets a new standard for reliability, flexibility and value for Mobile Network Operators, ISPs, Governments and Satellite Operators.																																		
With Ground Earth Stations, data centres and a fibre ring, coupled with regional offices in Kenya, Nigeria, Tanzania and South Africa, Avanti																																		
has the networks and in-country integration expertise and superior satellite network to address communication needs across Africa.																																		
The Group has invested \$1.2bn into its network, which can be accessed and controlled through a unique patented cloud-based customer interface, giving its customers the ultimate flexibility to profile the network.																																		
Bwtech International Klaco House 28-30 St Johns Square London, UK hello@bwtech.com www.bwtech.com +55 31 3227 2820 				✓			✓		✓						✓		✓		✓	✓	✓	✓	✓	✓	✓	✓						✓	✓	




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Cambium Networks 3800 Golf Road, #360 Rolling Meadows IL 60008, USA marketing@cambiumnetworks.com https://www.cambiumnetworks.com/ +1 888 863 5250 	✓	✓	✓	✓	✓		✓		✓	✓		✓			✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓						
Cambium Networks is a leading global provider of wireless connectivity solutions that strengthen connections between people, places and things. Specializing in providing an end-to-end wireless fabric of reliable, scalable, secure, cloud-managed platforms that perform under demanding conditions, Cambium Networks						empowers service providers, enterprise, and industrial and government network operators to build intelligent edge connectivity. Cambium Networks' commitment to continuous innovation and social responsibility in wireless access is demonstrated in the millions of radios														deployed in thousands of networks that benefit communities around the world. Headquartered outside Chicago and with R&D centers in the U.S., U.K. and India, Cambium Networks sells through a range of trusted global distributors.														
CBNL Johannesburg, SOUTH AFRICA www.cbnl.com	✓		✓			✓		✓													✓		✓	✓	✓			✓						
Controllis Limited Compass House Vision Park, Histon Cambridge, UK sales@controllis.com www.controllis.com +44 1223 393 516 	✓	✓		✓										✓											✓		✓							
Controllis manufactures high-efficiency DC Generators, hybrid power systems and remote monitoring systems. Our DC power solutions generate significant fuel savings and O&M cost reductions for cell-site operators.						Controllis' hybrid systems generate additional fuel savings when cycling battery packs and integrated to solar or wind-power systems. Our remote-monitoring solutions provide real-time monitoring of generator and site elements in order to reduce outages and site-damage.														Controllis technology is deployed on 5 continents. We manufacture branded-products in the UK and supply DC generator kits to OEM manufacturers in Africa, Asia and South America. We welcome inquiries from other interested partners.														
CSG Great Westerford First Floor, 240 Main Road Rondebosch, Cape Town SOUTH AFRICA heidi.halliday@csgi.com www.csgi.com 	✓	✓	✓	✓	✓											✓				✓			✓										✓	
CSG simplifies the complexity of business transformation in the digital age for the most respected communications, media and entertainment service providers worldwide. With over 35 years of experience, CSG delivers revenue management, customer experience and						digital monetization solutions for every stage of the customer lifecycle. The company is the trusted partner driving digital transformation for leading global brands, including Arrow Electronics, AT&T, Bharti Airtel, Charter Communications, Comcast, DISH, Eastlink, iflix, MTN, TalkTalk, Telefonica, Telstra and Verizon.														At CSG, we have one vision: flexible, seamless, limitless communications, information and content services for everyone. For more information, visit our website at csgi.com and follow us on LinkedIn, Twitter and Facebook.														
DAMM Cellular Systems A/S Møllegaade 68 DK 6400 Sønderborg DENMARK sales@dammm.dk www.damm.dk +45 74 42 35 00 +45 74 42 32 30 	✓			✓		✓														✓	✓	✓		✓			✓							
DAMM® is a world-leading provider of scalable, flexible and user-friendly digital radio infrastructure systems to industrial, commercial and public safety customers. Built for the future of critical communications, the DAMM Multi-Tech Platform enables voice and data communication across technologies, including TETRA, TEDS and DMR in one single system. DAMM's TetraFlex® system offers a full						communication solution and features intelligent, distributed network architecture, built-in applications and gateways for full asset management, and the freedom to choose any terminal brand. Our portfolio includes the DAMM PTT App utilizing WiFi or LTE on your smart devices. With over 30 years of experience in critical radio and broadband communication, we take the lead through superior engineering and a constant focus on customer needs and reduced														complexity. You can rely on DAMM to keep you ahead with a solution that is simple, secure and built for the future. DAMM offers expertise and experience and provides easy access to highly skilled and experienced support. Ready to move ahead? DAMM's exclusive network of Partners worldwide is ready to provide solutions and support that help customers stay in the lead.														




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Trans Africa International Telecommunication SA (Pty) Ltd T/a Emcom Wireless 1-5 Adrain Road, Stamford Hill Durban KZN 4001 PO Box 3985, Durban KZN 4000 SOUTH AFRICA sales@emcom.co.za www.emcom.co.za +27 31 312 9288 +27 31 312 9296 			✓	✓			✓	✓	✓	✓		✓	✓		✓	✓																		
	EMCOM wireless is a tried and tested industry leader in professional mission-critical radio communication solutions. With solutions deployed in over 30 African countries over the past 49 years, our products can be seen in operations covering Policing, Public Safety, Defence & Peacekeeping, Mining, Oil & Gas, Transportation (road, rail and air), Utilities (water & electricity), Agriculture and Wildlife Conservation. Our success											results from long-term relationships with our customers and technology partners which ensures a customized fit for purpose deployments. Reliability, commitment, flexibility and excellence are some of the values that define us, the partner of choice, in the African professional radio communication industry. We lead the way in empowering our customers with the skills											and knowledge required to make the correct decisions on their choice of two-way radio communication solutions. Emcom Wireless is where everyone is imbued with a spirit to win, to be passionate in whatever we do, to be the best, to never give up, to work harder than everyone else and to know that our best is better than anybody else's best.											
Flexenclosure Eriksbergsgatan 10 SE-114 30 Stockholm SWEDEN info@flexenclosure.com www.flexenclosure.com +46 510 42 7000 													✓																					
	Flexenclosure provides sustainable Internet infrastructure for emerging markets – designing and manufacturing prefabricated data centres and intelligent power management systems for the ICT industry. The company provides systems that are fully integrated, modular, factory tested for reliability, adaptable to local conditions and quick to install. eCentre is a state-of-the art, custom-designed, prefabricated and pre-integrated data centre											building that is fast to deploy, energy efficient and fully future proofed. With its flexible and easily expandable white space, eCentre enables highly capital efficient data centre deployments and has been certified up to Tier IV level. eSite x10 is the world's first site power system purpose-built for outdoor telecom sites and to outdoor telecom standards. It is a patented, sealed, tamper-proof unit with passive convection cooling, no filters, no moving parts											and it requires no maintenance. eSite x10 is the future of telecom site power. Flexenclosure was founded in 1989. The company is based in Vara, Sweden, headquartered in Stockholm and has additional offices in Malaysia, Mexico, Myanmar, Nigeria and South Africa. Customers include ACS, Airtel, Apollo Towers, IHS Towers, Millicom, MTN, Vodacom and Zain.											
Gazprom Space Systems 77B Moscow Street Shchelkovo, Moscow Region 141112 RUSSIA info@gazprom-spacesystems.ru www.gazprom-spacesystems.ru +7 495 504 29 06 +7 495 504 29 11 	✓																						✓											
	Gazprom Space Systems (GSS) is a Russian non-governmental satellite operator. GSS operates four satellites positioned between 49E and 183E as well as advanced ground telecommunications infrastructure. C-band payload of Yamal-202 (49E) has a wide coverage over the Eurasian continent, in particular over the Middle East and North Africa. The satellite supports a range of point-to-point											connections and VSAT networks for corporate customers. In 2019 it will be replaced by new HTS satellite Yamal-601. Yamal-402 (55E) has 4 fixed Ku-band beams covering Russia, Europe, Sub-Saharan Africa. Customers can operate within the African footprint (the Southern beam) and use the interbeam connection between Europe and Africa.											Yamal-401 (90E) is dedicated mainly for the Russian market. The satellite is equipped with C- and Ku-band payloads. Yamal-300K (183E) has a wide fixed Ku-band beam covering the Far East, Pacific Ocean and the Western Coast of North America. It is more and more actively used for aeronautic and maritime connectivity.											
Hellas Sat 63 Peter Place Str. Bryanston 2191 Johannesburg SOUTH AFRICA sales@hellas-sat.net www.hellas-sat.net +27 10 001 3646 	✓							✓															✓	✓		✓							✓	
	Hellas Sat satellites are located at 39o East orbital slot offering excellent coverage over Europe, M. East and Southern Africa. From 39o East we serve leading DTH operators by delivering content to more than 3 million households, while we provide cost effective											VSAT solutions to enterprises and governments that want to expand connectivity to every location of their network in our coverage areas. The upcoming launch of HS-4 (Q4 2018) collocated at 39o East will provide extensive											redundancy and unique in-orbit backup capabilities to further secure networks and customer base as well as guarantee the sustainability of the business providing competitive advantage to its customers.											
HUBER+SUHNER Herisau, SWITZERLAND www.hubersuhner.com	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓		✓	✓			✓															





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Hughes 11717 Exploration Lane Germantown MD 20876, USA internationalsales@hughes.com www.hughes.com +1 301 428 5500 +1 301 428 7012  An EchoStar Company	✓		✓																				✓	✓	✓			✓					
Hughes Network Systems, LLC (HUGHES) is the global leader in broadband satellite technology and services for home and office. Its flagship high-speed satellite Internet service is HughesNet®, the world's largest satellite network with over 1.2 million residential and business customers across the Americas. For large enterprises and governments, the company's HughesON® managed network services provide complete connectivity solutions employing an optimized mix of satellite and terrestrial technologies.						The JUPITER™ System is the world's most widely deployed High-Throughput Satellite (HTS) platform, operating on more than 20 satellites by leading service providers, delivering a wide range of broadband enterprise, mobility and cellular backhaul applications. To date, Hughes has shipped more than 7 million terminals to customers in over 100 countries, representing approximately 50 percent market share, and its technology is powering broadband services to aircraft around the world.														Headquartered outside Washington, D.C., in Germantown, Maryland, USA, Hughes operates sales and support offices worldwide, and is a wholly owned subsidiary of EchoStar Corporation (NASDAQ: SATS), a premier global provider of satellite operations. For additional information about Hughes, please visit www.hughes.com and follow @Hughes_Corp on Twitter.													
Intelsat Johannesburg SOUTH AFRICA www.intelsat.com	✓							✓					✓	✓						✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Intersec Tour W - 102 Terrasse Boieldieu 92085 La Defense Cedex FRANCE contact@intersec.com www.intersec.com +33 1 55 70 33 55  don't settle for less	✓																				✓			✓					✓	✓			
Intracom Telecom Peania, GREECE www.intracom-telecom.com		✓					✓	✓	✓	✓		✓					✓	✓		✓	✓		✓	✓	✓	✓	✓	✓					✓
Irenis GmbH - Blankom Hamburg, Germany www.blankom.de	✓			✓											✓	✓						✓	✓										✓
KOHLER-SDMO 270 rue de Kerervern 29490 Guipavas FRANCE sdmo@sdmo.com http://www.kohler-sdmo.com +33 2 98 41 41 41 +33 2 98 41 63 07 			✓											✓	✓					✓							✓	✓					
From offshore drilling platforms to extreme desert conditions, from building sites to the most demanding industries, KOHLER-SDMO diesel generating sets are proving their reliability and performance. They have made the company one of the top global manufacturers, consolidating its leadership every day through the structure of an						international group. Focusing exclusively on generating sets, KOHLER-SDMO now offers the widest range on the market, from 1 kVA to 3500 kVA. The local service provided by its distribution														network means it can supply power to anyone, anytime, anywhere. In addition to its role as an industrial manufacturer of generating sets, KOHLER-SDMO is now positioning itself as a serious energy supplier.													
Lambda Test Equipment Persequor Park, SOUTH AFRICA www.lambdatest.co.za	✓		✓	✓															✓	✓													




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MEASAT Global Berhad MEASAT Teleport & Broadcast Centre Jalan Teknokrat 1/2 63000 Cyberjaya Selangor, MALAYSIA sales@measat.com corporate.communications@measat.com www.measat.com T: +60 3 8213 2188 F: +60 3 8213 2233 	✓																						✓	✓			✓						
	The MEASAT group is a premium supplier of services to leading broadcasters, Direct-To-Home (DTH) platforms and telecom operators. With capacity across six (6) communication satellites, MEASAT provides satellite services to over 150 countries representing 80% of the world's population across Asia, Middle East, Africa, Europe and Australia.											The MEASAT satellite fleet includes the state-of-the-art MEASAT-3, MEASAT-3a and MEASAT-3b satellites co-located at 91.5°E, supporting Asia's premium DTH and video distribution neighborhood; MEASAT-2 at 148.0°E; and, MEASAT-5 at 119.5°E. In Africa, the AFRICASAT-1a satellite at 46.0°E provides satellite capacity across the African continent with connectivity to Europe, Middle East, Malaysia and Singapore.											Working with a select group of world-class partners, MEASAT also provides a complete range of broadcast and telecommunications solutions. Services include UHD/HD and SD video play-out, video turnaround, co-location, uplinking, broadband and IP connectivity services.										
Measuretest Pretoria, SOUTH AFRICA www.measuretest.co.za	✓	✓	✓											✓														✓					
Mobile Mark Europe Ltd 8 Miras Business Park Hednesford Staffordshire, UK enquiries@mobilemarkeurope.co.uk www.mobilemark.com +44 1543 459 555 +44 1543 459 545 	✓		✓	✓									✓			✓							✓	✓	✓								
	Mobile Mark is a leading supplier of innovative, high-performance antennas to wireless companies across the globe. They have been in the wireless industry for over 30 years and have roots in the early Cellular trials. The company design and manufacture antennas from 138 MHz-6.0 GHz. Applications include public transit, commercial trains, smart											highways, mining, utilities, remote monitoring, machine-to-machine (M2M) and the Internet of Things (IOT). Antenna styles include omni-directional and directional infrastructure antennas for network rollout; multiband mobile antennas for fleet management; low-profile and embedded antennas for M2M/IOT applications. Mobile Mark antennas are manufactured in the											USA and UK. Their responsive manufacturing capabilities and production controls ensure that antennas are delivered on time and to spec. Their experienced engineering design group can take a project from initial concept through to final production. They also offer in-house engineering design and RF testing facilities for custom designs.										
Motorola Solutions 1st Floor, East Wing 22 Kildoon Rd, Jindal Bldg Bryanston, JHB SOUTH AFRICA MarketingSSA@motorolasolutions.com www.motorolasolutions.com +27 11 800 7800 +27 11 800 7923 				✓		✓	✓										✓	✓	✓	✓		✓										✓	
	Motorola Solutions is a leading provider of mission-critical communication solutions and services for government and enterprise customers. We enable seamless communications among government and public safety customers around the world, helping them carry out the mission-critical tasks that keep our communities safe. Our products also touch every part of the supply chain from the back-end operation to											the front-end experience and can be found in a variety of industries including manufacturing, hospitality, law enforcement, fire, EMS, transportation and logistics, healthcare, energy, utilities, and government services. Founded in 1928, Motorola has a history of innovation that has revolutionized communications. From pioneering mobile											communications in the 1930s and making equipment that carried the first words from the moon in 1969, to supporting modern-day emergency response, Motorola Solutions has a global footprint that demonstrates unique thought leadership and help our customers be their best in the moments that matter.										
Oy CompuTech Ltd Espoo, FINLAND www.compuotech.fi	✓		✓	✓		✓	✓						✓			✓				✓		✓	✓	✓	✓			✓					

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Parallel Wireless 100 Innovative Way Suite #3410 Nashua, NH 03062 USA info@parallelwireless.com http://www.parallelwireless.com +1 603 589 9937 	✓		✓	✓			✓			✓	✓	✓									✓	✓	✓	✓	✓	✓		✓																																																																																					
Parallel Wireless is on a mission to connect the 4 billion unconnected people with end-to-end 2G, 3G, and 4G Open RAN innovative solutions by making cellular deployments as easy and as cost-effective as Wi-Fi.																																						The company is in production on six continents and engaged with many leading operators worldwide.																																						Parallel Wireless' innovation and excellence in multi-technology open virtualized solutions has been recognized with 40 industry awards. www.parallelwireless.com																																					
PCCW Global Ltd Ground Floor, Building 12 Woodmead Estate 1 Woodmead Drive Woodmead, SOUTH AFRICA africa@pccwglobal.com www.pccwglobal.com ++27 11 797 3300 ++27 11 797 3363 		✓	✓		✓			✓							✓			✓		✓	✓			✓	✓	✓				✓			✓																																																																																
PCCW Global is the international operating division of HKT, Hong Kong's premier telecommunications service provider, which is majority-owned by PCCW Limited. Covering more than 3,000 cities and 150 countries, the PCCW Global network supports a portfolio of integrated global communications solutions which include Ethernet, IP, fiber and satellite, voice and a suite of managed services to help customers to optimize communications, simplify operations and drive profitability.																																						Our advanced security solutions incorporate real-time threat intelligence to identify and combat known and unknown advanced network threats in their infancy.																																						high speed cloud-based transcoding and a fully integrated hosted online video platform facilitating rapid, low risk, cost-effective entry into the online video market.																																					
																																						Our global IPX network supports a one stop solution for next generation of voice, video, messaging, roaming solutions, enabling MNOs to deliver a high quality seamless mobile experience.																																						PCCW Global maintains regional centers in Hong Kong, China, Japan, Korea, Singapore, the United States of America, the United Kingdom, France, Belgium, the United Arab Emirates and South Africa. To learn more about PCCW Global, please visit www.pccwglobal.com.																																					
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ProComSat Malakoff, FRANCE www.procomsat.com	✓	✓	✓	✓					✓			✓	✓							✓				✓	✓			✓																																																																																					
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Rajant Corporation 200 Chesterfield Parkway Malvern, PA 19355 USA dhayes@rajant.com www.rajant.com +1 484 595 0233 +1 484 595 0244 			✓		✓		✓																✓	✓	✓																																																																																								
Rajant Corporation is the exclusive provider of private wireless networks powered by the patented Kinetic Mesh® network, BreadCrumb® network nodes, and InstaMesh® networking software.																																						on-demand, critical business intelligence.																																						With the ability to take private network applications and data everywhere, Rajant networks are used across a broad array of industries, including military, industrial, transportation, utilities, telecommunications, and all levels of governments.																																					
With Rajant, customers can rapidly deploy a highly adaptable and scalable network that leverages the power of real-time data to deliver																																						Rajant BreadCrumbs can seamlessly integrate with any Wi-Fi or Ethernet-connected device to deliver low-latency, high-throughput data, voice and video applications across the meshed, self-healing network.																																																																											

Company location, country, website	Network Technologies						Network Build & Management														Network Applications														
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Rohde & Schwarz SA (Pty) Ltd Bld 1, Clearwater Office Park Cnr, Christian de Wet & Millenium Blvd Strubens Valley, Ext 12 1724 Gauteng SOUTH AFRICA sales.za@rohde-schwarz.com www.rohde-schwarz.co.za +27 11 671 8800 +27 11 671 8809 	✓	✓	✓	✓		✓	✓		✓	✓		✓	✓			✓		✓	✓	✓	✓	✓	✓	✓				✓					✓		
Russian Satellite Communications Company 8 Bld.6, 1st Goncharny pereulok Moscow 115172, RUSSIA Pscherbakova@rscs.ru www.rscs.ru +7 (495) 730-0450 +7 (495) 730-0383 	✓					✓	✓	✓												✓	✓		✓	✓	✓										
SatADSL Chaussée de Wavre 1505 1160 Bruxelles BELGIUM info@satadsl.net www.satadsl.net +32 2 351 33 74 	✓		✓				✓										✓			✓			✓	✓	✓		✓	✓	✓	✓	✓	✓	✓		
Siklu Communication Ltd 43 HaSivim St. Petach Tikva 49517 ISRAEL hello@siklu.com www.siklu.com +972 3 921 4015 +972 3 921 4162 	✓	✓					✓	✓	✓									✓					✓	✓	✓	✓									

BUYER'S GUIDE

Company location, country, website	Network Technologies				Network Build & Management																	Network Applications											
	Cellular	Satellite	Fixed wireless access	Critical communications	Fibre	Other (TVWS, mesh, etc)	RAN	Backhaul	Microwave systems	In-building systems (DAS, femtocells, etc)	HetNets & small cells	BSTs/masts/towers	Antennas	Power/power efficiency	Fibre systems	Cables & cabling accessories	OSS/BSS	Security	Test & measurement	Network monitoring & optimisation	Network analysis & Big Data	User devices & modules	Broadband/internet	Internet of Things/smart cities/M2M	Remote & rural connectivity	Cloud (VNF/SDN/XaaS)	Data centre services, IPXs	Enterprise network services	Mobile financial services	VAS (mHealth, mCommerce, mLearning, etc)	Messaging & voice services	OTT	Broadcast/DTH
Sky and Space Global 110 Bishopsgate London EC2N 4AY UK eva@skyandspace.global www.skyandspace.global +44 207 749 1600 +44 207 749 1633 	✓	✓	✓	✓																				✓	✓				✓	✓			
<p>Sky and Space Global (www.skyandspace.global) is a UK company, listed on the ASX (Australian Stock Exchange) and the first company to successfully use narrowband connectivity provided by nano-satellites to deliver a voice call, text messaging and financial transactions.</p> <p>This technology can enable digital inclusion of the 3 billion people living on less than \$8 per day throughout the developing world, while allowing businesses and governments to take advantage of new market opportunities.</p> <p>Until recently nano-satellites have been predominantly used for earth observation but with advancements in miniature space technology their capabilities have become increasingly sophisticated in recent years. What is unique about the Sky and Space Global model is that it delivers connectivity services at a fraction of the cost of traditional satellite communications providers.</p> <p>After having 3 operational satellites in space, Sky and Space Global is building a constellation of 200 nano-satellites, which will deliver affordable connectivity to all markets in the equatorial belt by 2020 (Africa, Latin America, South East Asia and parts of Australia). Providing affordable connectivity is key for driving digital inclusion and economic growth in the developing world and for tackling poverty and improving healthcare and education.</p>																																	
Spatial Technologies Africa (Pty) Ltd Midrand, SOUTH AFRICA www.stgroup.co.za				✓																													
Speedcast 4F, 12 Lord Street Botany NSW 2019 AUSTRALIA info@speedcast.com www.speedcast.com +61 2 953 17 555 	✓	✓	✓	✓			✓	✓					✓						✓	✓			✓	✓	✓			✓			✓	✓	
<p>Speedcast is the largest provider of remote communications and IT services in the world. Speedcast's fully managed service is delivered via a leading global, multi-access-technology, multi-band and multi-orbit network of 70+ satellites and an interconnecting global terrestrial network, bolstered by extensive on the ground local support from 40+ countries. This global "network of networks" allows customers to fully rely on the most robust, integrated infrastructure available in the market for their mission critical applications.</p> <p>Speedcast is uniquely positioned as a strategic business partner, tailoring communications, IT and digital solutions to meet unique customer needs and enable business transformation. Speedcast extends its managed services through differentiated technology offerings including cyber-security, crew welfare, content solutions, data and voice applications and network systems integration services.</p> <p>With a passionate customer focus and a strong safety culture, Speedcast serves more than 2,000 customers in over 140 countries in sectors such as Maritime, Energy, Mining, Enterprise, Media, Cruise, NGOs and Government.</p>																																	
Star Solutions International Inc. Richmond, B.C., CANADA www.starsolutions.com	✓		✓	✓			✓			✓			✓											✓	✓	✓							
Stratosat Datacom (Pty) Ltd 26 Spartan Road, Spartan Ext.21 Kempton Park 1619 SOUTH AFRICA Sales2@stratosat.co.za www.stratosat.com +27 11 974 0006 +27 11 974 0068 	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓				✓				✓			✓	✓			✓	✓					
<p>Stratosat Datacom Group is a South Africa based technology company that specializes in the supply of innovative satellite, wireless communication, IP Video Surveillance, Mobility vehicle tracking, astronomy products, services and customer specific infrastructure solutions for the fast-growing African Markets and multinational operators.</p> <p>Stratosat Datacom currently has the largest selection of converged communication hardware in our inventory throughout the continent. This allow us to be the only company that can react fast to the demands of operators and multinational companies, for equipment in country and technical support to assist our customers with high quality installation and managed services.</p> <p>Stratosat Datacom portfolio includes solutions and products from all major SATCOM equipment manufacturers, including wireless broadband providers, enabling us to provide "Best of Class" products and services through our various subsidiaries, in Nigeria, DRC and Mozambique.</p> <p>Differentiating Stratosat Datacom from the rest of the market is our unique ability to offer our customers complete transmit and receive chain products together with turn-key installation and managed service offerings.</p>																																	

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TCCA Newcastle upon Tyne, UK https://tcca.info				✓			✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓		✓						
Upstream Marylebone House 52-54 St John Street London, UK Info-gr@upstreamsystems.com http://www.upstreamsystems.com/ +30 21 066 18 500 +30 21 066 18 550 						✓												✓												✓		✓					
<p>Upstream is leading the mobile internet revolution in high growth markets. Our pioneering platform provides 1.2 billion people with affordable and secure access to digital services.</p> <p>We work with 60+ mobile operators, across 45+ countries, leveraging their unique assets to boost and create new revenue streams in the</p> <p>data era. In 2017 alone, we enabled over 100 million users to make digital purchases worth more than \$210 million.</p> <p>Upstream provides innovative solutions for the mobile data era including protection against carrier billing fraud, access to the internet essentials and a wide range of valuable,</p> <p>relevant and affordable digital services.</p> <p>Check list categories: Technology: Cellular Operations: Fraud Detection & Revenue Assurance + Traffic Analysis & Management Network Services & Applications: Mobile financial services + Mobile Apps + Other VAS</p>																																					
VAS-X (Pty) Ltd. Fourways Office Park Cnr Roos Sreet & Fourways Bvd Fourways, Guatend South Africa, 2055 Beverly.Roberts@vas-x.com www.vas-x.com +27 11 691 7800	✓		✓		✓												✓			✓									✓								
Willcom (Pty) Ltd Zimbali Chambers The Greens Office Park Charles de Gaulle Crescent Highveld Park, Centurion 0154 SOUTH AFRICA heinb@willcom.co.za www.willcom.co.za +27 82 775 0792 +27 86 686 7940  Innovative Solutions Provider	✓	✓		✓	✓			✓		✓					✓	✓	✓	✓	✓	✓	✓																
<p>Willcom is a 100% South African owned company with Level 2 B-BBEE Contributing recognition, founded in 2003.</p> <p>We provide Optical Network, OTN to Access, SDN, GPON and NFV solutions that assure full-lifecycle service quality, network-wide. From service activation to ongoing performance monitoring and optimization, our solutions offer the most granular, precise tools available for service operators deploying and maintaining performance-critical applications and Integrated solutions can that be tailored to assure a wide range of QoS-critical applications, effective data traffic conditioning establishes quality of service (QoS) at the service edge, traffic conditions can be enforcing per-flow performance policies, to optimize and prioritize bandwidth utilization across the entire network.</p> <p>With the use of SDN and NFV these technologies allow network operators to break free from expensive, vertically integrated legacy network architectures and deliver the multi-vendor software control, service automation and orchestration that operators have been demanding for years.</p> <p>Willcom also provides Test and Measurement solutions, Network monitoring from an end user experience, active and pro-active, synchronization audits and synchronization equipment for TDM, Sync E and PTP1588, and Transmission SLA verification and reporting, conformance testing, to the African Telecommunication Industry. We supply Mobile and Fixed line service providers, national and international operators and independent ISPs throughout Africa.</p> <p>Our goal is to enhance our customer's network performance and give them a competitive edge through the wealth of knowledge our team has gained through many years of personal experience in Telecommunications and ICT.</p> <p>Our RF, Optical and OTN division leads in the supply and support of Test equipment with on and off site calibration for all our RF, Fibre and Network testing tools.</p> <p>We have permanently based engineers on some customer sites, providing product support and writing and developing scripts for our Monitoring solutions installed in the networks.</p> <p>We maintain a high ratio of professionally qualified personnel as part of our workforce enabling us to provide extensive consultation facilities and a high level of on-going support.</p>																																					
Workz Group Dubai, UAE www.workz.com	✓																✓	✓			✓	✓															
World Telecom Labs Diegemastraat 42 Zaventem Brussels, Belgium www.wtl.be	✓	✓	✓				✓			✓							✓						✓	✓								✓					