

**PLESSEY (PTY) LTD**

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Execution Excellence

A DIMENSION DATA COMPANY

# Plessey Company Profile



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## Summary Information

Registered Name of Enterprise	Plessey (Pty) Ltd
Form of Enterprise	Private Company
Registration Number	1982/003174/07
Date Established	1982
Shareholder	Dimension Data Africa and Middle East (Pty) Ltd (100%)
Address	Royal Palm Business Estate Cnr R101 and Suttie Road Midrand South Africa
Postal	Private Bag X122 Halfway House 1685
Contact Details	T +27 11 655 1700 F +27 11 655 1670
WEB Site	<a href="http://www.plessey.co.za">http://www.plessey.co.za</a>

## INTRODUCTION

- Plessey, with a track record spanning 50 years and regional offices in both South Africa and Africa is Africa's leading provider of telecoms infrastructure solutions.
- Plessey has built a reputation of trust and dependability through its project management approach and has as such become Africa's premier provider of turnkey telecommunications solutions.
- Plessey's commitment to quality is demonstrated by the company's ISO 9001 accreditation and is acknowledged in the industry for its commitment to *Execution Excellence*.
- Plessey's superior expertise has seen it build mobile network Base Transceiver Stations (BTS's), Wireless Local Loop (WLL) systems and Fibre Optic installations, in excess of 8 000 sites and 7500 km, respectively, in sub-Saharan Africa.



## Our Shareholder

Plessey (Pty) Ltd is a wholly owned Dimension Data Middle East and Africa (proprietary) Limited and ultimate holdings company is Nippon Telegraph and Telephone Corporate (NTT) .

Dimension Data is a specialist IT services and solution provider that helps clients to plan, build and support their IT infrastructures, with representation on five continents and operations in 36 countries.

Dimension Data applies its expertise in networking, security, operating environments, storage and contact centre technologies and its unique skills in consulting, integration and managed services to create customised client solutions.



Plessey is 100% owned by

**DIMENSION DATA HOLDINGS LIMITED**



## **Plessey – Broadband Telecommunications Integrator**

The world's communications market is continuously evolving with the emergence of Broadband Communications companies, who are driving the change from traditional voice and data service delivery to Internet Enabled broadband service delivery.

Plessey provides a Broadband offering of customised communications solutions using local expertise and capability and enabled by a portfolio of products supplied by leading international equipment communications suppliers.

Plessey's mission is to establish itself as the leading telecommunications integration services company in Sub-Saharan Africa, in order to satisfy the ever-growing demand for skills and expertise, created by the drive towards the convergence of voice and data, which is spearheaded by the introduction of next generation high speed digital multi-media networks.

Plessey is highly-skilled in the provision of systems and complimentary integration services across several technology bases, including terrestrial copper and fibre as well as fixed and mobile wireless technologies.

Plessey's integration services include voice, broadband data and IP based technologies, which are provided through a comprehensive turnkey solution and the provision of network design and planning, implementation, network support and multi-disciplinary integration, Operation Management as well as programme and project management services.

## Plessey's History

1998

Worldwide African Investment Holdings (Pty) Ltd (WAIH) and Dimension Data Africa and Middle East (Pty) Ltd acquire 51% and 49% of Plessey South Africa respectively.

2001

Plessey acquires Configure 8 and DNS to provide the best of both voice and data worlds.

2005

Dimension Data Africa and Middle East (Pty) Ltd becomes the sole shareholder in Plessey.



## Business Focus Areas

Plessey focuses on the high growth voice, data and multimedia networking markets and provides a broad range of communications systems integration services and turnkey project management skills.

Plessey offers the services of a systems integrator with comprehensive turnkey solutions, including Integration services, network management, network design, network planning, installation, commissioning, system support and multi-disciplinary program management.

Plessey supports new age technology, hardware and software integration capabilities in a very wide spectrum of new age communication network and integration service, to provide the ideal integrated communication solutions. However, because of the breadth and depth of skills needed to understand the full spectrum of telecoms options and the ramifications of these for customers' current and future business models, very few service providers have an end-to-end view of which technologies are most appropriate in which circumstances.

Even fewer are able to implement the full range of products and services needed to underpin any given solution. Why? Because delivering an end-to-end service requires genuine depth of expertise, best-of-breed equipment, a next generation service provider and, crucially, the ability to build the necessary infrastructure.

In fact, without the infrastructure, nothing else is possible. The fibre optic cable for transmission backbones and metro networks has to be laid and microwave towers and masts have to be erected – all of which involve one or more elements of civil works, city planning and permissions, power and cooling installations and management, and physical security.

These, in turn, are impacted by terrain, weather, local and international regulations, political environments, and variables in telecommunications equipment. An infrastructure provider, therefore, needs an unusual combination of knowledge and capability that covers everything from civil engineering and geology to the law and information technology.

In order to provide the most appropriate solution, an infrastructure provider needs to understand the full communications value chain.

Plessey plays an integrative role in the communications continuum . Today, we are even better positioned to provide a broad, modular range of telecommunications solutions that keeps pace with and can be very precisely mapped to the new opportunities opening up to customers.

Plessey has the advantage of being able to call, where relevant, on the global consulting and solutions design experience and capability of our parent company, Dimension Data, and also on the carrier, connectivity, and communications specialisations within Internet Solutions.

In addition, Nippon Telegraph and Telephone corporate (NTT) is Dimension Data's parent. So, we can bring NTT's international best practice and case studies to bear on the solutions we offer within Africa.

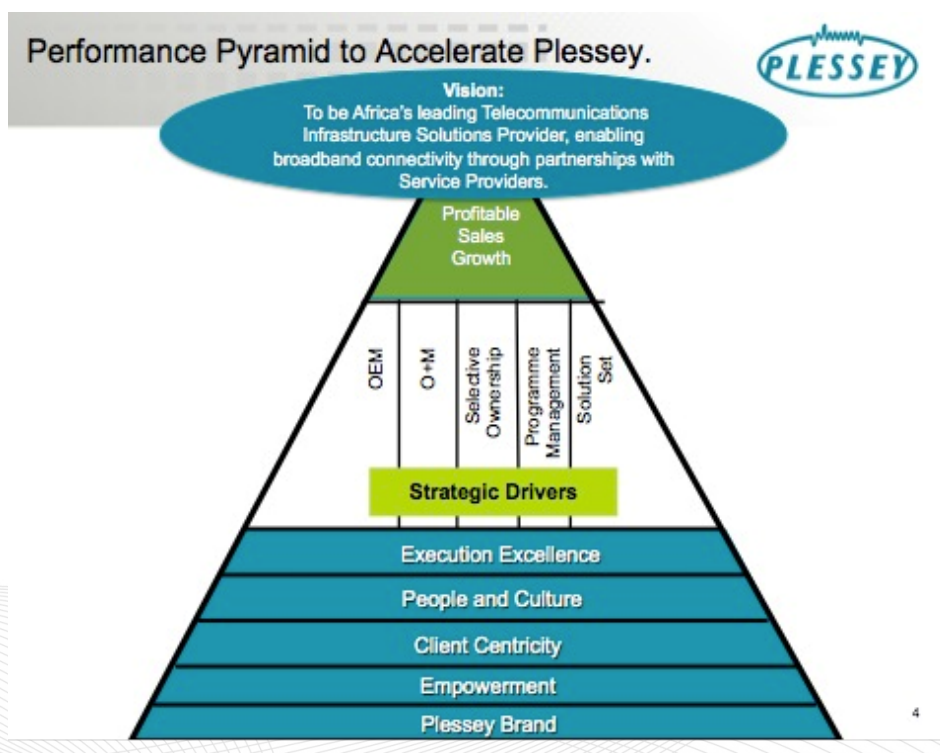
Plessey's role in the development of connectivity infrastructure on the continent is mission critical in light of the landing of the four submarine cables bringing additional bandwidth to Africa.

Plessey is being commissioned to, project-manage the laying of fibre and provide the equipment to light up the fibre. We're also managing the overall infrastructure.

Cobbling together different solutions from multiple providers will slow time to market. Organisations will look for one provider that can take all their telecoms challenges off their hands.

Overall, therefore, all our experience, relationships, and current capabilities are coalescing at exactly the right time for us to be able to remove the obstacles to Africa's connectivity. And, because we have direct representation in the countries in which we operate and we sub-contract aspects of our work to accredited partners, we're able to remove those obstacles while enabling economic benefit and transfer of skills wherever we touch communities.

### Business Focus Strategy

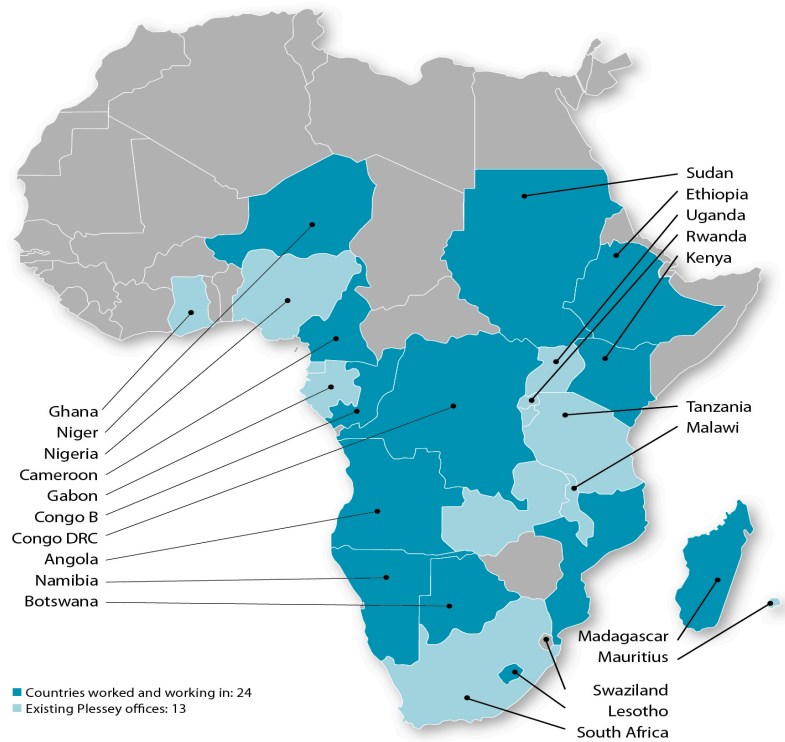


## Plessey's African Strategy

Plessey's South Africa and International operations deliver solutions throughout the African Continent

Plessey has direct representation in all the countries in which it operates. Over the years, Plessey has implemented partnerships based on adding mutual values.

Additionally, the company's business model, of sub-contracting aspects of the work to accredited sub-contractors, enables economic benefit and transfer of skills to accrue to local businesses.



## **Plessey and Economic Empowerment**

Plessey's vision is to become the prime example of Economic Empowerment and Transformation in the Telecommunications Industry. Through the implementation of programmes and initiatives, Plessey continues to be committed to both the letter and spirit of Broad-Based Black Economic Empowerment ("BBBEE"), as espoused by the ICT sector. Our policy is aligned to the Department of Trade and Industry's Codes of Good Practice, and is supported by all levels of staff.

To this end, Plessey's efforts in respect of BBBEE are focused on the following key areas:

- Ownership
- Management Control
- Employment Equity
- Skills Development
- Preferential Procurement
- Enterprise Development
- Socio-Economic Development

Plessey's code of conduct ensures that our first responsibility is to our customers through the timely delivery of innovative, price competitive, quality telecommunications and IT products and services.

Plessey also strives to create an enabling safe and healthy environment for employees and sub-contracting partners.

We acknowledge our responsibility with regard to the communities in which the company operates and will continue to encourage and support social upliftment projects within these communities.

### **Empowerdex Economic Rating agency**

Plessey has attained a Level 4 BBBEE rating by an independent accredited rating agency, thus enabling its clients in South Africa to claim 110% of their spend with Plessey as preferential procurement. Plessey is fully committed to BBBEE and the development of its employees. The company also views its efforts with regard to Corporate Social Investment and Enterprise Development as key pillars to the creation of its own sustainability and the viability of its customers and markets within which it operates.

