



## *Company Profile 2014*



*turnkey service providers to the telecoms industry*

# Our company

## **Mission Statement**

Aligning the group with the evolving Telecommunications and Energy sectors on the African continent, to the mutual benefit of all stakeholders.

## **Vision**

To become the partner of choice for our clients, and a company whose staff are proud to be an integral part of.

## **About Us**

Quality Transmission Equipment LTD (QTE) is a 100% privately owned, ISO 9001:2008 Certified, leading Pan African Infrastructure provider in the Telecommunications and Energy Services sector, delivering turnkey solutions to its clients.

Established in 1999, QTE has successfully delivered projects on time, within budget and to the required quality, while maintaining focus on continuous improvement on internationally accepted standards. Today, QTE delivers one of the telecommunications industry's broadest portfolios of engineering, materials and services to operators, as well as partnering with equipment manufacturers and infrastructure providers within the telecommunications and energy sectors.

Recognizing a worldwide need for ground breaking expertise in the Energy market, QTE has begun focusing its extensive engineering experience and resources on providing innovative and practical solutions to clients' power consumption reduction. 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.

# Our coverage

In addition to engineering excellence, QTE has wide ranging in-house business acumen and considerable local knowledge in the countries where offices have been established. Key staff are fully qualified in their fields and registered with internationally respected organizations such as the Project Management Institute, the Association of Chartered Certified Accountants, The Institute of Safety and Health and the International Institute of Management. This combination of business and technical acumen, along with in depth local knowledge, relieves our clients of costly and time consuming activities, allowing them to effectively run a profitable enterprise comfortable in the knowledge that their service provider is dependable.

## **Country offices:**

**Uganda**  
**South Africa**  
**Tanzania**  
**Kenya**  
**Rwanda**  
**DRC**  
**Burundi**  
**Botswana**  
**Zimbabwe**  
**Madagascar**  
**Congo B**  
**United Kingdom**





# What we do

## **Cellular radio and transmission planning:**

- 2G,3G, WiMAX and CDMA coverage plots and database planning
- Optic fibre route planning
- PDH and SDH transmission link planning budgets

## **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
- Environmental Impact Assessments
- Civil Aviation Authority approval
- Ongoing Management of lease agreements
- Cable trenching and power access way leaves

## **Civil works:**

Experienced teams are managed to construct sites to customer specifications. QTE 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.

***Transmission:***

Fully resourced and trained teams of riggers Install and Commission all major suppliers' Radio and Optical transmission equipment, providing documented frequency and tributary management records as part of the acceptance procedures. Transmission planning, including compression, timeslot grooming and cross connection for expanding networks is offered as part of a full range of transmission services.

***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.

***Optic fibre:***

Full installation, commissioning and maintenance services on fibre optic projects.. Leasing of dark fibre can be negotiated on behalf of clients where available. Trenching is conducted according to internationally accepted standards where restitution and public safety is concerned. Cables professionally blown into ducts, spliced and commissioned according to industry accepted practices.

***Vendor and supplier liaison:***

Drawing on a wealth of local experience, QTE 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.

***Optimisation:***

QTE 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.



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# What we do

## **Maintenance:**

QTE 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.

In order to moderate these expenses, the goals of the QTE Logistic Engineering effort are to:

- Have the Logistical Support considerations influence the design where possible
- Identify and develop Logistical Support Requirements that are related to the system and are supportive of readiness objectives of the system
- Acquire the necessary Logistical Resources
- Provide the required Logistical Support at the minimum cost

Logistical Engineering Management Plans based on broad practical experience can be generated defining the Logistical Support Concept and providing guidance on the Logistical Engineering tasks to be executed, realizing an optimal support system for networks, keeping them on the air and reducing Total Cost of Ownership. QTE engineers are able to man Network Operations Centres, and have a network wide view due to their varied experience.

## **Vendor Managed Inventory:**

Vendor Managed Inventory is a fairly new concept, however it has been implemented with great success for several of our key customers.

QTE has an inventory system in place that would be able to provide the preferred perpetual inventory management system to our customers. This system is able to track inventory on hand and on order with estimated delivery times. The automatic forecasting of the system is overseen by our team to ensure that the error on forecast is reduced to a minimum.

We have extensive experience in multiple vendor equipment and product ranges and invest time and resources in training our staff on the latest equipment to make sure that we stay current with technological developments. In addition we research, source, purchase, import, clear and warehouse all the site equipment necessary in our field of work.

**All of the above ensures total service to our customers at all levels.**



# How we do it

***We offer optimised full turnkey rollout and maintenance solutions, ensuring high standards by a process of continuous improvement.***

QTE's strategy is to ensure that high quality, cost-competitive services are provided from the best possible mix of onshore and offshore locations. This enables our clients to respond quickly to changing market dynamics.

QTE has been providing support to networks across Africa for over 10 years. 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. 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.

The Head Office is located in Mauritius, and there are branches in Uganda, South Africa, Congo B, Zimbabwe, Kenya, Rwanda, DRC, Tanzania, Madagascar, Botswana, Burundi and the United Kingdom capable of providing turnkey services. We have had significant initiatives in Gabon and Niger. QTE currently carries out business with several cellular service providers within Africa including MTN, Airtel and telecommunication vendors such as Alcatel-Lucent, NSN, ZTE and Huawei. Our staff have multiple vendor experience, and are developed to deal with the dynamics prevalent in the environment they find themselves in.



QTE is registered with relevant authorities in Uganda, South Africa, Kenya, Rwanda, DRC, Botswana, Madagascar, Burundi, Congo B, Tanzania and the United Kingdom including the Contractors Registration Board. All QTE's employees have working permits which allow them to work throughout Africa.

We have a professional, well resourced and motivated team of individuals who, are able to manage the entire site build process. The team is packed with expertise and has in excess of 150 year's combined experience in the communications and energy arenas.

We are proud to be able to offer our customers the services of some of the best civil, electrical and telecommunications engineers available on the African continent. 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.

***What makes us different?***

***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.***



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# Safety Accreditation

## **Health & Safety:**

QTE is committed to providing and maintaining a healthy and safe working environment for all our staff, customers and the general public. QTE proudly boasts OSHSAS 180001 accreditation.

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 QTE 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 QTE'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.

# Our experience

**Experience and reputation:**

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

**Financial stability:**

QTE 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:**

QTE 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. Our Quality Management System adheres to ISO 9001/2008 principles.

**Insurance cover:**

QTE 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', 'Fidelity Guarantees' and 'Fire & Theft'.



# *Thank you*



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