

# At the forefront of your defence needs



**Tellumat**  
Defence



## ➤ Customer Satisfaction

Our vision is to be the first choice of our existing customers and the obvious choice for our future customers.

Our mission is to provide differentiated solutions to defence end users and system integrators within the following business domains:

- Electronic Identification Products & Systems
- Tactical Data/Video Radio Products & Systems
- Unmanned Subsystems
- Logistic Support Services
- Other Selected Defence/Aerospace Opportunities

Tellumat Defence is dedicated to achieving high customer confidence by compliance to all customer requirements and standards through the implementation and continuous improvement of our Quality Management System.

Our business is project-based to match the business environment of our customers. Accurate and disciplined configuration management is essential to all aspects of our business.

### Strategic Vision | Project Management | Quality Assurance | Configuration Management

Market and specific customer requirements are determined by a user requirement analysis conducted by the sales or project team, as appropriate.

A classic systems engineering approach is used together with concurrent engineering principles to produce a documented design that is qualified to verify compliance to the specified requirement.

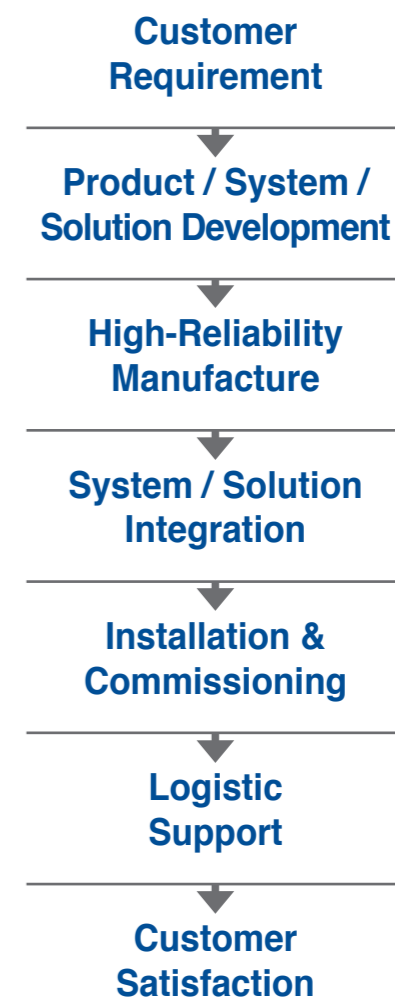
Products are manufactured, assembled and tested in a world-class ISO 9001 certified manufacturing facility to international workmanship standard IPC-A-610, Class 3.

System integration is undertaken to the extent applicable and a system factory acceptance test (FAT) is performed with customer participation if required.

On-site or on-platform installation is performed including site selection, preparation and civil works as necessary followed by setting to work, commissioning, system acceptance and customer handover.

Through-life logistic support is provided from commissioning through operations, upgrades and replacement. Activities include documentation training, repair services, spares provisioning and custom test equipment.

Customer satisfaction is crucial, and it is of utmost importance that our customers receive complete satisfaction in terms of superior value for money. Customer satisfaction is measured as part of a continuous improvement programme.



## ➤ Introduction

Tellumat's Defence division addresses local and international aerospace, landward and maritime markets with facilities located in Pretoria and Cape Town, South Africa.

## ➤ Business Focus

Five broad areas of business are addressed:

- **Identification Solutions** – development, manufacture and support of IFF transponders and integrated IFF systems (including secure mode).
- **Radar Solutions** – system supply, installation, commissioning, maintenance and upgrades.
- **Tactical Data Links** – development, manufacture and support of communication links (data, video and audio) for UAV and other platforms.
- **Automated Systems** – UAV electronics and subsystems
- **Airport Systems & Ground-based Air Navigation** – supply, installation, commissioning and support provided by SIA Solutions.

## ➤ Capabilities and Competencies

The core capabilities of Tellumat Defence are:

- Project management
- System engineering
- Product development
- Industrialisation
- Manufacturing
- Installation
- Commissioning and logistic support



**"Tellumat Defence's competencies are supported by a Quality Management System certified to ISO 9001:2008."**

## Empowerment and Social Investment

Tellumat Defence is proudly South African and embraces the ideals of Black Economic Empowerment having attained a Level 3 BBBEE rating.

In harmony with corporate initiatives, we have developed a strategy to actively pursue opportunities to make a difference in the areas of management and control, employment equity, skills development and training, targeted procurement, enterprise development and social investment.

The division has developed an Employment Equity plan, which is used for setting of goals and as a means of measurement of current performance. Tellumat Defence has for many years pursued a policy of attracting young engineers and technologists from previously disadvantaged communities through an in-service training programme. Several of these employees are now in management and supervisory positions.

Tellumat Defence has an active skills development and training programme to improve the skills of our employees. In-service training is also provided to university students in Pretoria and Cape Town. Tellumat administers a bursary scheme to financially support dependents of employees who might not otherwise be able to study at a tertiary institution. The bursaries cover diplomas and degrees in Commerce, Engineering, Information Technology and Science.

Tellumat Defence sponsors the annual South African Air Force Rugby Week, which includes a development component, assisting disadvantaged players.

The division is a contributor to human capital development for space related research through the University of Cape Town.

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