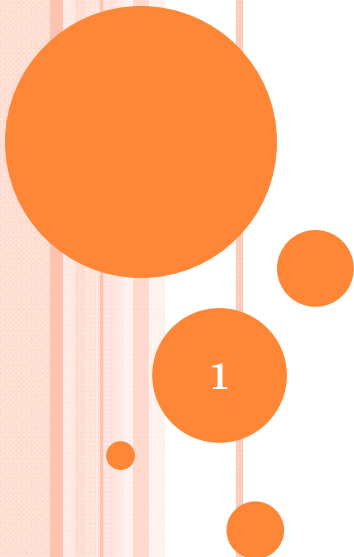




THE ENABLER

- Penetrating The SME/SOHO Enterprise
Environment -



Voitech Solutions
12-13 Kataza Close
Level 1 Maria House
P.O.Box 9628 Kampala

WHO WE ARE:

- ICT Firm promoting the use of Technology as a business enabler to solve everyday challenges
- Boast of highly skilled Engineers & ICT professionals with combined experience of over 30 years
- Focus on the SOHO and SME markets
- We believe that one size **doesn't** fit it all, hence our customize solutions approach

VISION & MISSION

Vision:

- To be the preferred ICT managed service provider of choice offering ***‘technology as a service’*** model in enabling the Ugandan and regional SME Markets

Mission:

- Fulfillment of SME market needs comprehension gap to have understandable, acceptable and sustainable ICT services that positively impact our customers, our employees and partners, our communities and our environment

CORE VALUES & AREAS OF SERVICE

Values:

- Professionalism
- Integrity
- Honesty
- Detailed Customer requirements understanding

Areas of Service:

- Communication Systems
- IT infrastructure
- Security Systems
- Information systems
- Carrier Reseller services

AREAS OF SERVICE

❑ Communication Systems

- ✓ *PABXs and PABX based Solutions* – Including both cabled and wireless options
- ✓ Call Center systems and solutions
- ✓ Data Communications- Internet and Leased line setup and support
- ✓ Wireless Communications Systems Installations & Support

❑ IT Infrastructure

- ✓ LAN and WAN design, setup, Integration and end-to-end support
- ✓ Cable installations
- ✓ Active and Passive devices sourcing, supply and Installations

AREAS OF SERVICE

❑ Security System

- ✓ CCTV cameras and solutions
- ✓ IT systems security
- ✓ Access Control

❑ Information Systems

- ✓ MIS and ERPs
- ✓ Databases

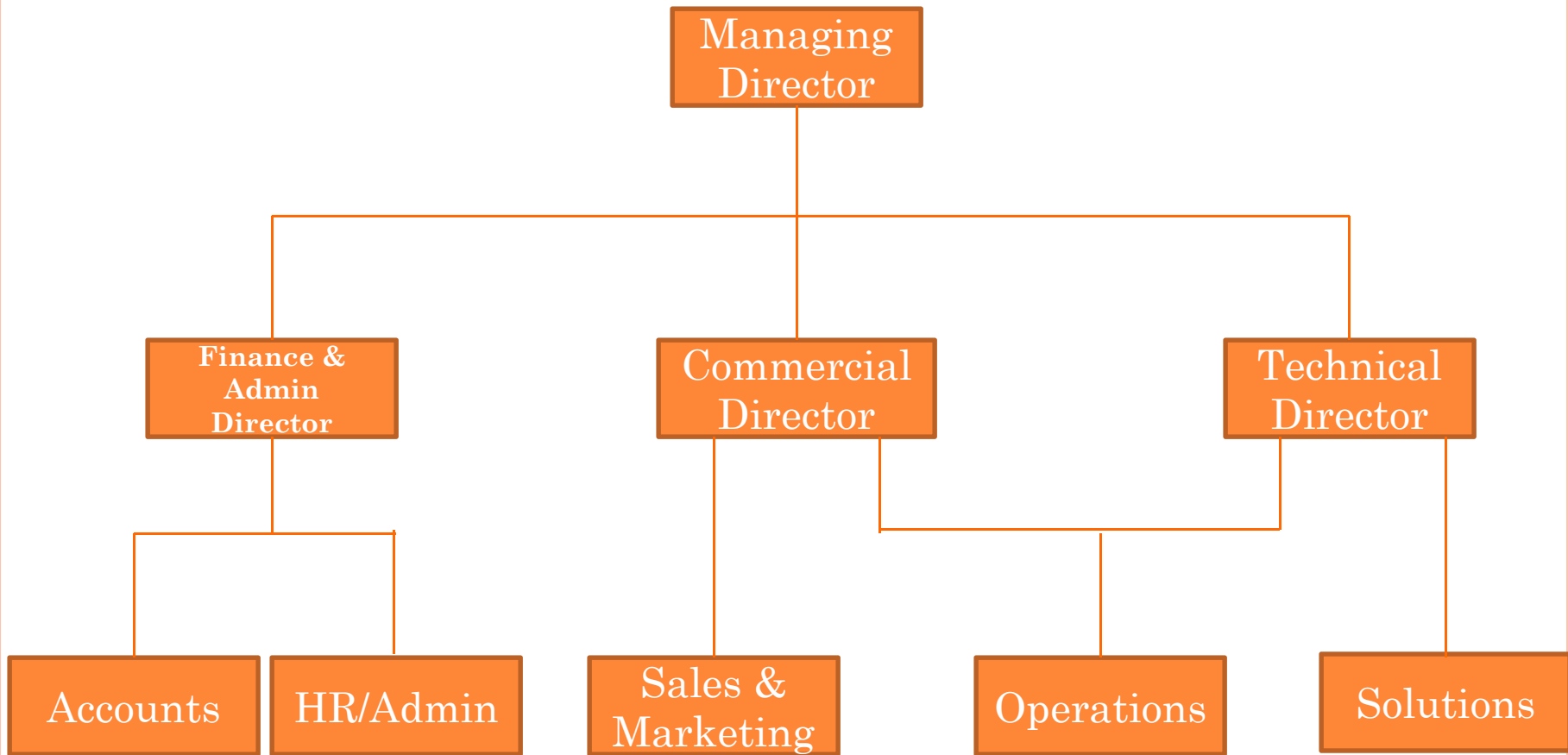
❑ Carrier Reseller Services

- ✓ Pre-Sales and Solutions
- ✓ SOHO and SME solutions sales
- ✓ ICT Managed Services

SOME OF OUR CUSTOMERS



ORGANOGRAM



SUMMARY OF HEAD COUNT

ID	Description	On Roll	Off Roll	Comments
1	Management	2	-	
2	Finance	1	2	
3	Technical	4	4	Off Roll teams are fully trained and used on project basis
4	Sales	4	4	Off Roll teams are fully trained and used on project basis
5	Operations	1	1	

VALUE PROPOSITION

Voitech Solutions provides customers with the opportunity to use technology as a business enabler through a detailed understanding of the customer's needs and then developing and delivering customized ICT solutions that address those needs.

OUR STRATEGY

(a) Offer IP based customer solutions design, implementation and support

- i. Demystify IP based solutions
- ii. Provide customer desired IP solutions at affordable prices
- iii. Walk the solutions Journey with the customer right from the start

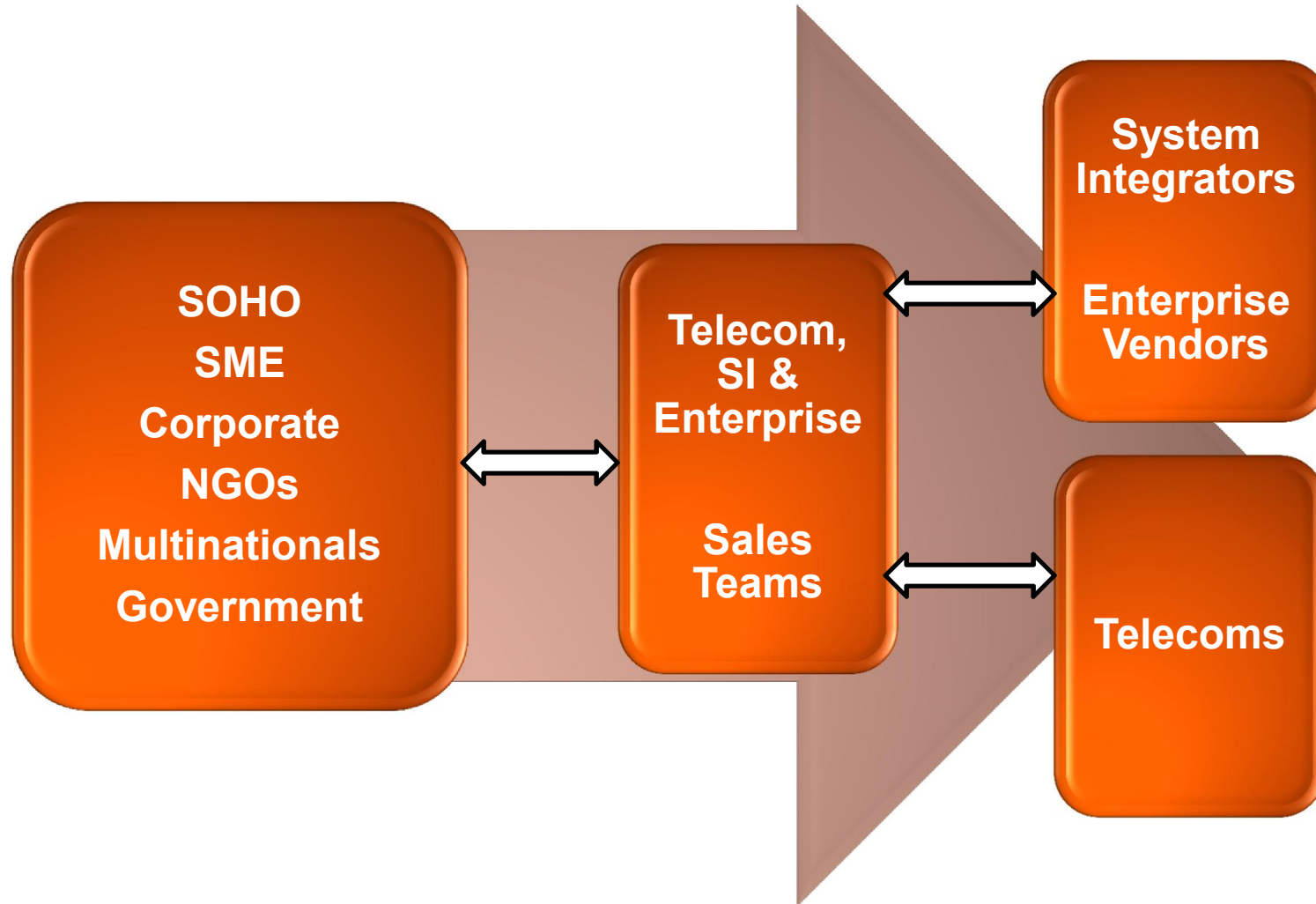
(b) Management and support of "beyond last mile" customer ICT systems

- i. Managed services for the customer
- ii. Managed services on behalf of the Telecom providers
- iii. 1st and 2nd level solutions support

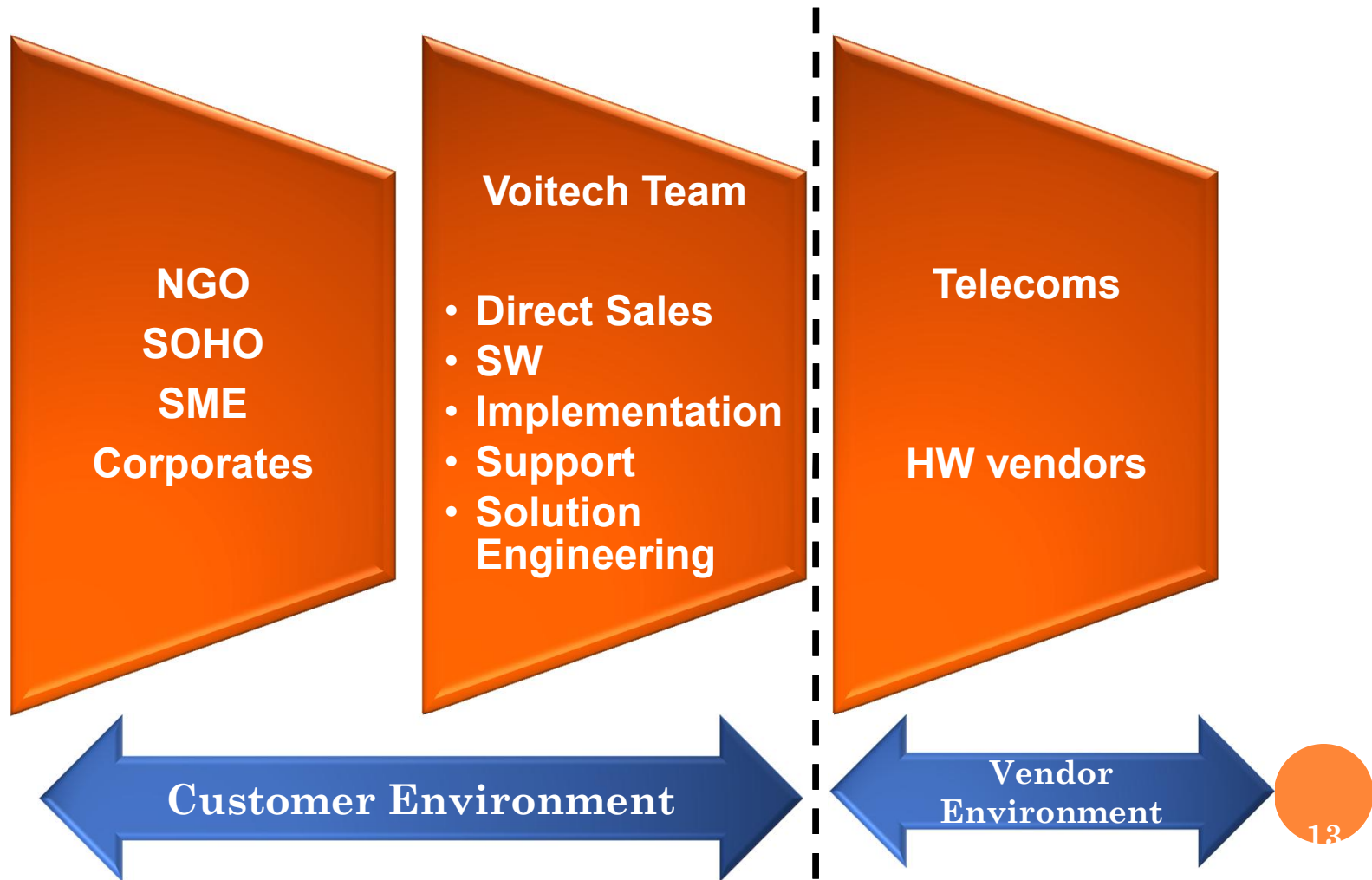
(c) Revamp of the SME offerings

- i. Identification of the top 5 SME pain points for consideration when (re)developing products and services
- ii. Targeted SME *ICT as a business enabler* awareness campaign
- iii. (Re)-Introduction of the "Office in a box" concept for SMEs

CURRENT (DIRECT) MARKET ENGAGEMENT MODEL



THE VOITECH ENGAGEMENT MODEL (PARTNERSHIP & COLLABORATION)



BENEFITS TO TELECOMS

- a) Increased penetration to the SME market by up selling
- b) Mitigation of the post last mile "headache" that normally affects customers ability to fully utilize the telecoms service offering and hence customer retention
- c) On demand customer specific technical support availability
- d) Continuous updates on customer requirements and changing needs