

## **SGT celebrates 1 000 Vodacom links milestone**

Saab Grintek Technologies (SGT) has ensured that Vodacom SA can boast a Self-provisioning network through a full turn-key project, which realized in 1000 microwave links successfully installed to Vodacom SA's benefit.

In June 2007 SGT commenced work on a project that has since resulted in one of its biggest achievements to date. By delivering a service to Vodacom SA that extended from supply through to service restoration, SGT has enabled this mobile telecommunications leader to render an even higher capacity service to its customers. 15 September 2010 saw the Business Area reaching a milestone when it completed 1000 links for Vodacom SA. This was the first time that SGT had been involved in a project of this magnitude and the company's success in completing it within the set timelines has positioned it to become a big player amongst its peers and competitors.

Vodacom's operations are broken down into regions – four of which the project with SGT took place namely; Kwa-Zulu Natal, Mpumalanga, Limpopo and Northern Gauteng area (including Pretoria and the North West province). Making use of a microwave radio platform supplied by trusted partner NERA, secure transmission of mission critical traffic, reduced life-cycle cost of equipment, flexibility to prepare networks for the future, reduced deployment and operation costs, and the maintenance of critical service quality and uptime are guaranteed to Vodacom.

"This project has allowed SGT to grow in terms of expertise," explains Herman Olivier, Business Unit Manager – Radio Transmission at SGT. "The experience gained will not only be applied to our other operators like Sasol and the South African Police Service, but it will also benefit other African operators as we plan to make use of what we've learned to target African countries."

The spin-offs for this type of project vary and are not only limited to merely increasing this business's bottom line. Key strategic relationships can result in further business opportunities. Already, SGT is looking forward to playing an advisory role to ICASA (Independent Communications Authority of South Africa) on e-band technology and assisting in the development of related regulations as a consequence of the growing ties that have resulted from this project.

