

## COMPANY PROFILE

### OUR VISION

Zaptronix Ltd offers integrated Business Risk Solutions to safeguard and optimise assets, people and information. We deliver process-enabled service solutions by combining our expertise in Information and Communications Technologies (ICT) with Electronic Security, Safety and Business Risk Management systems.

**“We focus on providing an outcomes-based service by delivering business intelligence and enabling strategic risk management.”**

### OUR NATIONAL FOOTPRINT

Zaptronix Ltd comprises a number of operating divisions, each addressing a unique area of the market. We have regional offices in Gauteng, (Midrand), Kwa Zulu Natal (Durban), Eastern Cape (Port Elizabeth) and the Western Cape (Cape Town). In addition, Zaptronix have representative offices in many locations around the country as dictated by market opportunities and the needs of existing customers.

### The Zaptronix Group:

Zaptronix is a company which runs eight (8) business channels that sell operational remote control systems as a service. Our customers buy these systems as a service to control operations on-site, on-route, in-building, on- plant. Systems installed and maintained by Zaptronix to enable commercial, industrial and retail businesses to provide the following services:

1. Monitor people movement
2. Protect fixed and movable assets
3. Get the best buck for electricity spend
4. Practice smart energy demand
5. Operate facilities effectively
6. Track fleets, vehicles and drivers
7. Detect and suppress fires on site
8. Monitor people activity

Zaptronix is a commercial services business that is listed on the AtX of the Johannesburg Stock Exchange.

## The structure



Zap Electrical Meters  
Zaptronix PowerMeter  
Zaptronix Powerwatch™



Access Control  
Remote Central Monitoring  
Systems Management Interface  
Fire Detection & Suppression Systems  
Video Surveillance & Recording Systems



Fleet Management Application  
Tracking vehicles on-route  
Tracking vehicles on-schedule  
Monitoring driver performance



## OUR MANAGEMENT TEAM

Zaptronix Ltd boasts an exceptionally competent and focused management team. Coming from diverse industry backgrounds, our collective experience ensures that we are able to bring together an optimum combination of technical competence, industry specialist knowledge and project delivery capabilities, while maintaining a competitive market-oriented approach. Our management team becomes an integral part of our customers' experience.. We are a truly South African business and strive to always operate in the best interest of our people. The most valuable asset in any service business is its people and the associated intellectual property. As a top priority, the management of Zaptronix reward and retain the best staff in the industry. Staff welfare and continuous development programmes are particular passions of the management team. Our existing skills base as well as the commitment and loyalty of staff members sets us apart from our competitors, giving us a unique advantage that is hard to match.

## THE CONVERGING MARKET

The blurring of functional boundaries between multi disciplines such as Security, and Information and Communications Technologies (ICT), Fleet management, and Power management is a global phenomenon. Zaptronix Ltd serves this rapidly converging marketplace by combining its expertise with existing security and efficiency solutions, thus offering an integrated technology enabled approach to strategic risk management. Zaptronix Ltd is strongly positioned to provide this capability in response to evolving enterprise

## OUR OFFERING

**"We offer integrated solutions to safeguard assets, people and information by protecting, monitoring, detecting and responding."**

The foundation of the Zaptronix solution set is central to our value proposition and enables us to comprehensively integrate our own and third-party technology solutions.

**"This allows our clients to view, understand and manage their organisational risk profile through a single technology interface."**

This technology interface is constructed around an integrated Command Centre capability providing proactive, real time business monitoring, and thereby enabling business intelligence in the areas of risk, efficiency and security management. This real time capability further allows our clients to achieve best practice across various organisational risk disciplines, such as surveillance, access control, environmental/building management and human safety. Quality drives every area of our business. Our solutions are designed to add business value and deliver on time and within budget. Through ownership and usage options we offer a number of compelling payment alternatives in providing our services, moving to a predictable monthly operational expenditure model. We enter into clear, defined and measurable service level agreements with our clients and have established mechanisms to proactively manage expectations and ensure that we deliver on commitments. We provide a single point of contact for all ICT, risk and security management implementations. This increases efficiencies and ensures a speedy resolution to problems. We deploy combinations of technology disciplines to provide business risk solutions across a wide range of applications in various market segments.

## SERVICE ETHIC

Our commitment to excellence and quality is absolute. We are determined to offer our clients the best service and solutions available. Although we expect our competitors to follow our lead, we believe our proven solutions capability, our highly structured approach, our reputation of honest delivery and the breadth of expertise within our organisation will make this difficult.

**"Our first choice for their ability, experience and effective service levels"**

LONMIN MINING

## OUR APPROACH

**"We deliver integrated solutions customised for each client by combining our proven process, service and technology expertise with industry thought leadership."**

Our success is rooted in our industry thought leadership and vertical market expertise. We achieve this by investing heavily in industry sector specific knowledge, ensuring we offer solutions with longevity. Our proven engagement methodology focuses on developing a clear understanding of our clients' risk exposure. Based on our clients' business drivers, we deliver an optimum customized technology-enabled solution for risk and efficiency management.

**"A solution totally aligned with our needs"**  
REMGRO LIMITED

**"It's all about partnership and relationships"**  
ALLAN GRAY



## OUR CORE TECHNOLOGY DISCIPLINES

The **Zaptronix** value proposition encompasses a broad range of different industry and technology disciplines. Every solution delivered is an optimal assembly and integration of these disciplines. Furthermore, we seamlessly integrate with other risk, security and efficiency services and systems to provide a single interface and business intelligence view of strategic risk.

## Core Disciplines Are:

**zaptronix**  
SITE RISK SOLUTIONS



### VIDEO SURVEILLANCE

Zaptronix Video Surveillance solutions are a mainstay of our long-established history through the I to I Business Risk Solutions Division, and are a key component of the total solution set. Our capabilities range from providing solutions to the high density, high-frame rate requirements of the gaming industry, to intelligent exception filtering for recognition of retail transgressions, to the distances and environmental rigors required in the mining industries.



### ACCESS CONTROL

Our flexible solutions ensure complete control over any facility, however large or small, by managing and monitoring access to and from any area or building. Zaptronix has the ability to design an optimised system from simple systems consisting of access control for three or four doors to multi-site high-security systems that incorporate the control of entry points located at different sites.



### FIRE DETECTION

Zaptronix Fire Detection provides life safety solutions that include systems that will detect fire or smoke, automatically extinguish the fire where appropriate, and provide the tools to manage the evacuation of the premises. Zaptronix is registered with FDIA (Fire Detection Installers Association), and therefore we are qualified to offer professional advice, system design, implementation and maintenance.



### RETAIL SOLUTIONS

Zaptronix Retail Solutions specialises in providing leading process and technology solutions to decrease shrinkage, increase sales and gain control of inventory, as well as generating pertinent management information to enable measurable increases in operational efficiency. Zaptronix will use mix of high-level skills to uncover the most cost effective and appropriate solutions by integrating existing disciplines such as Video Surveillance, POS, Access Control, & EAS. Zaptronix can provide one holistic integrated solution.



# Leveraging Visibility in energy management with Zaptronix Power Metering.



## POWER METERING

**Zaptronix Metering** sells and supports electricity meters and accessories. The meter covers the entire spectrum from single and three – phase to smart demand meters. Zaptronix metering expands the functionality of its meter range with remote meter reading software and provides automated meter reading and billing applications.

Our meters are competitively priced, highly accurate and issued with a comprehensive manufacturer's warranty, and are fully IEC compliant, the BE and DS range of meters are also SABS approved. Given the massive constraints and challenges, South Africa face regarding energy supply it is not inconceivable to imagine the implementation of quotas and variable pricing. By utilising the Zaptronix smart meter range, users can measure , profile and log energy demand at close intervals. By having this information readily available, bill verification is possible and cost effective measures can be implemented to utilise less expensive off peak power.

The introduction of Zaptronix smart meter range follows worldwide best practice and is set to revolutionise our power supply.

Advanced features include:

- Multi Tariff time of use (TOU) billing.
- Source of supply detection.
- Data and event logging.
  - Multiple communication options.
  - Quality of supply monitoring.
  - Instrumentation metering.

**zaptronix**  
METERING





## TRACKING SOLUTIONS

Zaptronix has established its credentials as a service provider of choice in the application of tracking and transport management solutions with its DUO tracking solutions. Since its inception in the mid 1990s, it has assumed a leadership role in various aspects underlying supply chain and fleet management operations, especially commercial vehicles. Information is available in real time and our solutions can be configured for specific applications according to customer, fleet or industry standards.

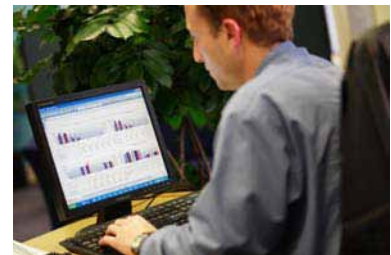
DUO owns the software and patents to its advanced fleet management system, which is complimented by a 24/7/365 bureau monitoring service. We were first to market with the bureau service and we are still setting the pace for contact centres and control rooms in this field. Our technical support covers all major centres throughout South Africa and is known for unsurpassed service and workmanship. Our swap-out warranty ensures maximum uptime and you can rest assured that your won't be tied into ageing technology. We continue to invest in our technology in order to offer maximum benefit to our customers and stay ahead of changing market environments. We are able to integrate seamlessly with a number of standard industry applications therefore protecting your investment and putting you in control. Our online interfaces allow you access from any location or web enabled device.

When you choose DUO, you partner with one of the most sophisticated , comprehensive and saleable solutions available on the market. Our loyal and long term installed base is testimony to this, Due to its modular nature, the system can be rolled out in a phased approach to match your operational requirements. Comprehensive training is provided to ensure users are familiar with the rich functionality synonymous with the DUO IV Tracking TM. You will also enjoy the dedicated support from the dedicated CRM consultant to guide you every step of the way.



## SYSTEMS MANAGEMENT

The ability to manage multiple systems and process large amounts of useful data from the use of multiple technologies poses a difficult management problem. Zaptronix can provide a holistic integrated management interface that enables the user to manage multiple systems such as Video Surveillance, Fleet Tracking, Access Control, Power Metering, & Fire Detection, via one integrated graphical user interface which can also produce intelligent information such as graphs, trend analysis, general reports, etc.



## CENTRAL MONITORING

All of the aforementioned disciplines have one thing in common. They are all forms of monitoring, and as such can be used as passive systems that can record events, or proactive systems that are continuously managed and monitored. Zaptronix can design integrate and install entire control rooms and video walls for the on site management of multiple integrated systems, or alternatively Zaptronix can provide various levels off site monitoring services such as the Fleet Management and vehicle Tracking service, Power Management, or CCTV and Alarm management, all via a remote central monitoring control room.



## OUR CLIENTS

Zaptronix does not have a "one-size-fits-all" mentality. Our solutions are tailored to a wide range of vertical industries. These include mining, manufacturing, retail, banking, property management and education, to name a few. Indicating our exposure to these industries we list a limited selection of our installed clients:

The SA Reserve Bank, TSB, Lonmin, Anglo Gold, Grindrod, Rainbow Farms, Woolworths Group, Eskom, The Cape Town International Convention Centre, Newlands Rugby Stadium, Nelson Mandela stadium PE, Airports Company, Billiton, Nestle Group, Toyota, Unilever, Hibiscus Coast Municipality, Medi-Clinic Corporation and the Checkers Group. Durban University of Technology, Aspen Pharmacare.

# zaptronix

LIMITED

"Outstanding service... exceptional skills"

## OUR METHODOLOGY

Typical technology projects facing our customers today have significant risk associated with it at a business as well as a technical level due to projects' size, complexity and organisational impact. In order to mitigate that risk, we subscribe to an implementation process based on strong programme management and systems engineering principles. Zaptronix Ltd has the capability to integrate various point solutions in the technology-enabled risk management and security sectors, ensuring an end-to-end value offering for our customers' risk management needs. We subscribe to a process of systems engineering across the life cycle, ensuring individual building blocks are properly designed, implemented and tested individually and as an integrated system, and most importantly addressing the business requirements of our customers. Throughout these steps, configuration management, risk management, change management and quality assurance plans are carefully followed. This ensures the comprehensive documentation of the solution, risk identification and mitigation planning, management and planning of all changes during the course of the solution delivery, as well as ensuring the delivery of a high-quality solution. This ensures the outcome of the project is in line with expectations set upfront. Without such a planned/structured approach the result is normally quite obvious: projects overrun on cost and timelines, and/or don't meet the requirements customers expect.



## OUR PARTNERS

Zaptronix believe that effective partnerships are critical to delivering excellence. We hand-pick our partners according to a comprehensive set of criteria, amongst which are included: solution-specific delivery capabilities, technical expertise, organisational strength, and longevity and BEE status. We have relationships in place that allow us to partner with a number of specialist vendors. Although we constantly strive to broaden our internal skills and capability, we recognise the value of forging close partnerships with a select group of acknowledged industry specialists to ensure our ability to offer true end-to-end, seamlessly integrated solutions to our clients. Our solution set is characterised by:

- "Best of breed" in their respective applications
- Scalability and adaptability to various configurations
- Price competitiveness
- A high degree of standardisation and inter-operability

For more information on

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Directors:

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Non Exec: Adv Neville Melville, Karl Gribnitz  
(Chair): Paul Reeves

## Leveraging Visibility

