



Corporate Profile











Owl symbolizes "Best of Breed" ethos

The Snowy Owl is a highly adapted species whose hunting grounds are the inhospitable tundra region of the Arctic Circle. The shape of its eye guided the graphic outline that became the Eclipse Networks logo and was incorporated as the credo "Best of Breed". The snowy owls characteristics reveal it to be a hardy survivor which personifies many of the characteristics of Eclipse. Being synonymous with the Harry Potter series, it brings an element of 'magic' to the company which has grown exponentially over the last years.



INCLUDED IN OVERVIEW

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COMPANY OVERVIEW

Eclipse Networks has the expertise to offer a complete information and communication technology “ICT” turnkey service to public sector, academic and corporate South Africa.

Eclipse’s reputation as a reliable and effective solution provider, leads the company to customer referrals throughout the country. From its humble beginnings in Mpumalanga through the 80’s, to the opening of an office in Johannesburg in October 1997, has subsequently established more branches throughout South Africa, giving Eclipse Networks a national footprint of 12 regional and 1 satellite office.

In operation since 1981 as Eastern Office Equipment in Middleburg, relocated to Witbank in 1989 registered as a private company in the name of Eclipse Networks in 1998. The company has grown significantly over the years and has achieved a sustained average exceptional annual growth rate over the years, with a leap in revenue of 50% for the last financial year.

Nature of the business

Eclipse Networks (Pty) Ltd is a privately owned company and can be categorized as an information technology reseller and ICT solutions and services provider. With offerings from infrastructure to data centre solutions, outsourcing and related services, each of the 10 business units has highly certified skills sets to meet customer needs in accordance with sound business doctrines.

Mission statement

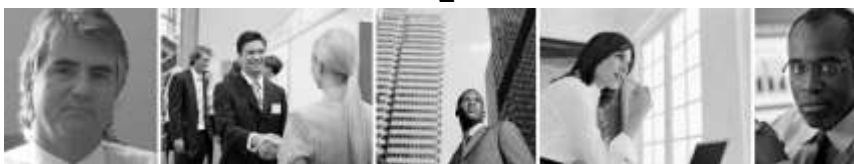
Eclipse is committed to living the Best of Breed principle daily. Delighting customers for over 25 years in ICT, at the core of its offering is staff development who hold world class skills and accreditations, delivering superior and working end-to-end solutions, services and product.

Strategy

The ethos at Eclipse of commitment to long term relationships with customers and technology partners, regardless of geographical location, reflects its long term view in the industry and is at the core of providing the continued superior solution delivery required by customers in all 9 provinces.

Technology skills set

Eclipse has built up a substantial base of highly skilled personnel. The company has a pool of Certified Systems Engineers in Citrix, HP, Microsoft, Novell, Mitel, Sun, as well as Sales Professionals, Consultants and Business Solution Certifications – a significant force and in the top 5 IT partners in the industry.



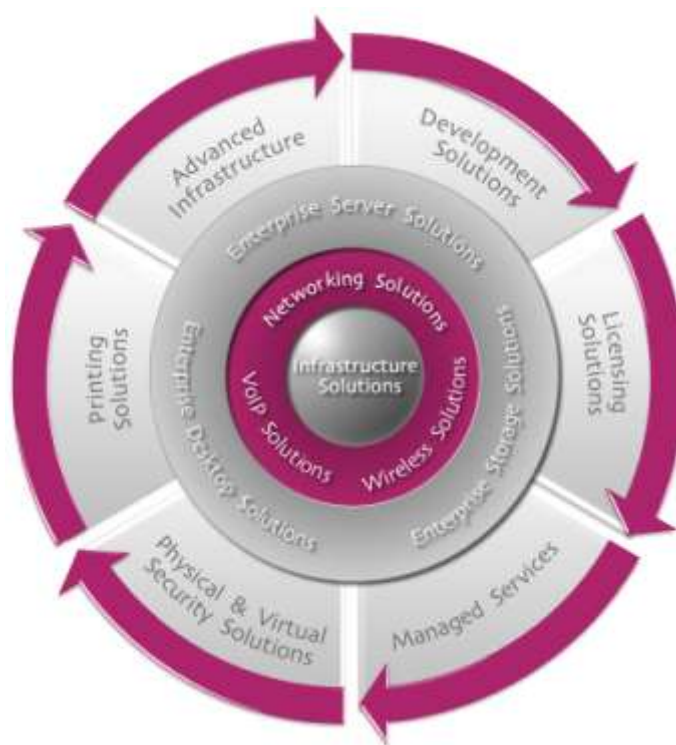


Environment

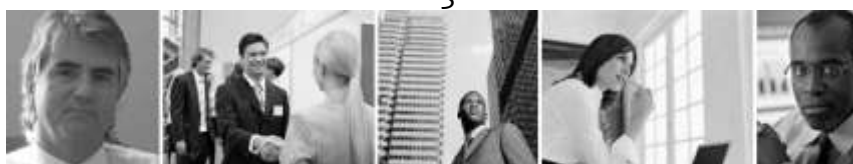
Climate change promises to become a major a factor in business and to this end Eclipse has therefore set about establishing a GHG (Green House Gas) emission policy that sets out its environmental responsibilities, and furthermore this is a policy that will apply as much to its vendors and distributors as to itself. We seek out suppliers who share our principles and who will in turn apply the same green attiTude to the solutions and products we offer to all clients across the corporate, public and academic sectors.

Business model for solutions and services offered

Eclipse Networks' infrastructure allows its customers to fully access the benefits of their information technology investment, by designing and building solutions that are aligned with the customer's business objectives. Eclipse is structured into 10 business units, as illustrated below with overview of each on page 5 herein.



- | | |
|---|--|
| <ol style="list-style-type: none"> 1. Advanced Infrastructure Solutions 2. Application Development Solutions 3. Data Centre Solutions 4. Enterprise Management Solutions 5. High Performance Computing 6. Licensing Solutions 7. Managed Print Solutions 8. Managed Services 9. Networking : IP Telephony Solutions 10. Open Platform Systems | <ul style="list-style-type: none"> Active Directory and Identity Management Specialization Custom Development Storage and Server Virtualization Desktop and Server Lifecycle Management Supercomputing Infrastructure License Fulfillment and Software Asset Management Digital Office Smart Access Helpdesk WAN/LAN, Wireless, Voice and Unified Communications Novell and SUSE Linux |
|---|--|





Market position

Eclipse has developed a broad corporate client base, where no single client dominates its business. Of primary focus to the company are the corporate, public sector and educational sectors. With customer references being available from all these three primary market segments upon request, and to emphasize the public sector commitment, Eclipse has been awarded the following Sita Tenders:

| Tender | Description |
|----------------------------|---|
| 153 | Servers and Storage |
| 285 | Desktop - PCs and Printers |
| 385-1 | Cabling |
| 543 | Network Management |
| 595 | Enterprise Storage |
| 569 | Acquisitioning of IT Skills |
| 570 | Acquisition of IT Services |
| 621 | Networking |
| GT/GSSC/68/2008 | Supply, Delivery, Maintenance and Servicing of Computer Equipment |
| GT/GSSC/71/2008 | Supply & Delivery of HP Superdome Server |
| GT/GSSC/83/2007 | Rendering of services as and when required, pertaining to computer related human resource skills to participate in system development and project support |
| Department of Land Affairs | New - Cabling and Maintenance |

Key technology partners

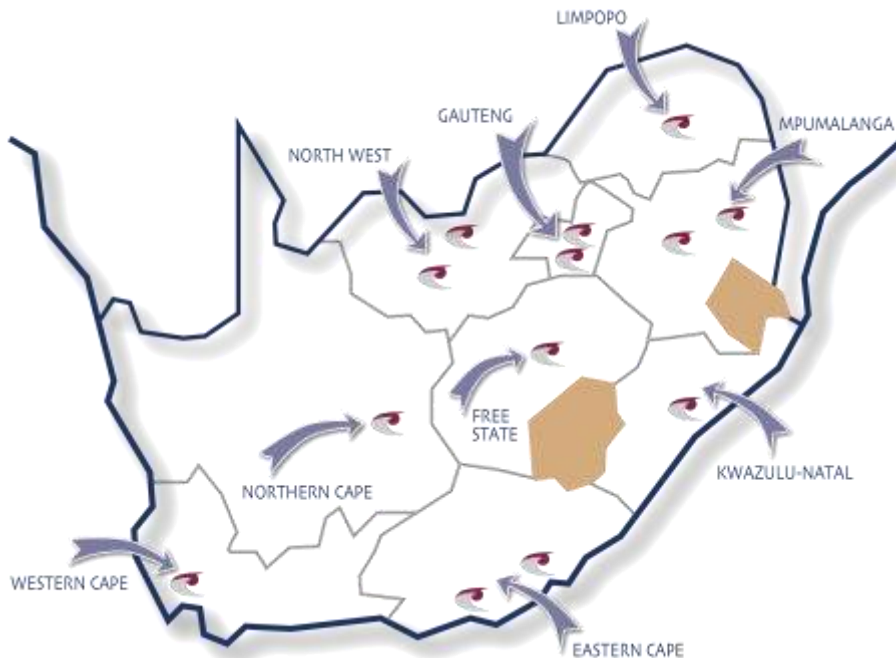
- ✓ Cisco – Select Partner
- ✓ Columbus Software – Gold Partner
- ✓ Citrix – Silver Partner
- ✓ Dell – Solutions Partner
- ✓ Fujitsu Siemens - Select Partner
- ✓ HP – Gold Preferred Partner: Specialists in StorageWorks Solutions (Value, Volume), Services (ASDP, ABSP, ASMP), Computing Systems, ProCurve Networking Master, Office Print Solutions and Virtualisation
- ✓ IBM – Business Partner
- ✓ Mitel
- ✓ Microsoft – Gold Partner: Advanced Infrastructure Solutions Competency and Licensing Solutions Competency with Software Asset Management Specialization
- ✓ Novell – Gold Partner
- ✓ Opteq – Gold Partner
- ✓ SUN – iForce Partner
- ✓ Symantec – Silver Partner
- ✓ VMware – Enterprise Partner





National Footprint

The following map identifies the 13 branch offices in across the 9 provinces.



BUSINESS UNIT OVERVIEW

1. **Advanced Infrastructure Solutions** – Active Directory and Identity Management Specialization

Core competencies are Microsoft technologies, Citrix, VMware, migrations, server support, back-up solutions and scripting.

Assess, design and efficiently operate their core infrastructure, to unlock the full value of customer investment and benefit from greater operational efficiency. Improve the utilization of existing information systems and reduce operational costs by introducing new efficiencies to the business.

2. **Application Development Solutions** – Custom Development

Core competencies are Microsoft web development, database management and administration, system integration, information management systems and system analysis.

Engaged in developing, upgrading and maintaining solutions through structured approach covering needs analysis, comprehensive requirements documentation, complete functional specification, system design and acceptance, use case descriptions, full costing, scheduling, and project management, training and support for users and ongoing support and maintenance.





 Business unit overview continued

3. Data Centre Solutions – Storage and Server Virtualization

Core competencies for cost effective and scalable solution, efficient storage solution without more hardware investment necessarily, improved performance with correct data distribution, business continuity and disaster recovery, as well as predictive modeling which can be done through information history to minimize crises, and performing capacity planning.

A managed storage service that encompasses full assessment of current and future needs, audits of existing infrastructures, full solution proposals by highly trained storage specialists, full implementation and finally ongoing service and support of the solution to ensure its effectiveness and relevance to business objectives.

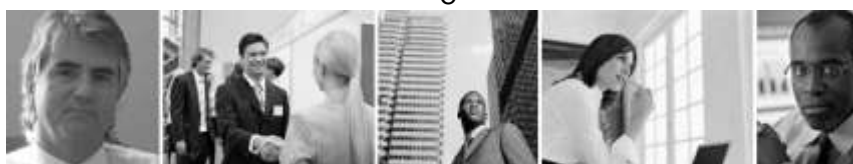
4. Enterprise Management Solutions – Desktop and Server Lifecycle Management

Core competencies are operating system and software deployment, software asset and patch management, remote and bandwidth management, inventory, incident and lifecycle management, contracts management, automation of IT processes and IT security and monitoring.

Focus not only on one or two of the facets of IT management but on the full IT lifecycle management process. With increased complexity, it is more difficult and costly to manage IT infrastructure platform. The EMS business unit has the ability to streamline critical line-of-business processes that are at the core of the business, providing automated distribution of applications, updates, data, service packs, security patches and anti-virus updates on centralized and distributed systems. Reliable distribution process around the clock, internally via the local area network or via the wide area network infrastructure.

5. High Performance Computing

Core competencies developed to supply supercomputing power, providing infrastructure to establish cluster-based high performance computing power for data warehouses, line-of-business applications and transaction processing.





 Business unit overview continued

6. Licensing Solutions – License Fulfillment and Software Asset Management

Core competencies include consulting on various vendor agreements available, clarification of complex license terms and conditions, product use right, best practice recommendations, technology roadmaps, software asset audit reviews understanding total investment made to date, information to aid future growth planning, identifying over-licensed areas to re-deployed, license certificate management, access to tools and helpdesk facility.

Services offered ultimately to ensure that the customers take control of software assets (long –term cost effectiveness), and reduce the total cost of ownership (protection of technology investment).

Nurture long term mutually beneficial relationships, not short term deal brokering and key enabling technologies for customers going forward.

7. Managed Print Solutions – Digital Office

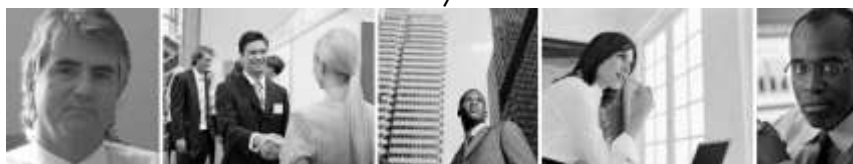
Core competencies to meet output generation of print, copy and fax, also document capture with scanning technology. Create digital office environment standardizing policies for strategic advantage; showing competitive differentiation, efficiency, productivity benefits and providing management tools.

Raise awareness of the powerful functionality lying behind the hardware, software and application solutions in organizations, showing highly efficient and cost effective output working environments.

8. Managed Services – Smart Access Helpdesk

Core competencies to support national contracts with experienced certified engineers to provide support, repairs, linkage to vendors' technical systems for technical support, on-site or carry-in repairs, warranty repair and on-line verification available on all HP (including Compaq) and IBM products, standard product warranty extension and add on options available, quarterly technical forums and installations of wide range of hardware equipment and software.

Provide sustainable, high-quality support to customers by monitoring and servicing wide range of hardware and software in their businesses, providing true end-to-end support, from a single desktop PC through a full enterprise wide area network to a desktop in another part of the country.





 Business unit overview continued

9. Networking and IP Telephony Solutions – WAN/LAN, Wireless, Voice and Unified Communications

Core competencies include convergence of network infrastructures (Voice, Video and Data), LAN\WAN Infrastructure (high performance, high availability, switching platforms, unified core-to-edge infrastructure, network management tools), industry-leading IP telephony systems, (IP-based integrated communication platforms, telephone management software), unified communications, mobility solutions, (incorporating 802.11n wireless technology, centralized wireless management and 802.1x security technology, intrusion prevention systems and unified threat management systems).

Equipped to meet the most challenging customer networking environment with solutions by designing and supporting complex networking and application environments, providing highest level technical expertise and networking certifications with infrastructure to deliver 24x7 post sales services, offering less than one business-day hardware repair or replacement.

An HP ProCurve Master Partner, focused on breadth and depth of solutions, technical competency, services and strong post-sales support capability, allowing access to ProCurve's Premium Support Benefits, the ultimate in capability backup for post-sales services for the most complex network designs.

10. Open Platform Systems – Novell and SUSE Linux

With competency as first solution provider to participate DoHSD roll-out of Novell's Multiply solution. ("Multiplied" SUSE Linux desktop solution allows 21 independent workstations, consisting of a monitor, keyboard and mouse only, to run on three shared SUSE Linux desktop computers). The SLED 10 and openSUSE software add-on makes this possible with Linux Desktop Multiplier, ideal for Linux computer labs, Linux internet cafes and large Linux deployments in government departments.

With specialities in several Linux flavours, including SuSE, Fedora, Mandriva, Ubuntu and IPCop for functionality of mail servers with spam filtering, proxy servers with access control to enterprise database driven portals and CRM's. With UNIX experience of 15 years, Linux of 10 years and HP partner of 10 years with history of LINUX experience.

The 1st to successfully implement a full SAP/R3 on LINUX with HP's mission critical Blade server solutions in South Africa.





BROAD-BASED BLACK ECONOMIC EMPOWERMENT

Eclipse Network's business model and investment strategy is to focus on BEE investments in which it can add economic value through active participation. Unlike the traditional BEE companies with passive shareholding, Eclipse has a team of shareholders and managers with extensive business experience and capacity to actively participate in the wealth creation in targeted investments.

Eclipse is especially proud of its achievements in black empowerment to date. The proactive stance on tackling economic empowerment is what earned the group its **Level 4 Rating** for its empowerment credentials from Harvard Empowerment Solutions, an independent research and rating agency.

Currently 20% of the shareholders comprise of previously disadvantaged individuals, with a further 10% being held in the black employee trust, bringing total to 30%.

Please contact us for detailed information on BEE, Social Responsibility and Training Development Programme.

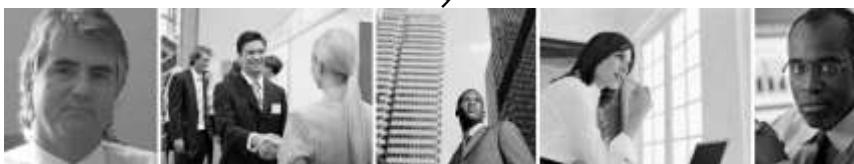
FINANCE / RENTAL ADVANTAGES

"65% of the Fortune 1000 US companies rent their IT hardware"

(Gartner Group)

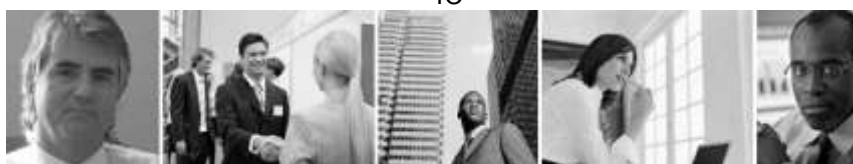
- ✓ Minimised income tax obligations due full tax deductions
- ✓ "Off balance sheet" financing improving gearing ratios
- ✓ Diversification of financial resources
- ✓ Capital outlays avoided and working capital conserved
- ✓ Payment forecasting
- ✓ Equipment upgraded to keep current with new technology
- ✓ No requirements for fixed asset register and / or records reflecting capital and interest

Please contact us for detailed information on various options available.



**NATIONAL CONTACT INFORMATION**

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HELPDESK

With daily access to Eclipse's Helpdesk during normal working hours, either:

- ✓ Telephonically by calling 0860ECLIPSE (325 4773)
- ✓ Or by emailing info@eclipse.co.za
- ✓ Also, please visit www.eclipse.co.za

The helpdesk escalation procedure in place ensures speedy turnaround times.

IN CLOSING

Eclipse's quest for excellence is guided by sound values positively influencing its business and professional ethics.

We are committed as an organisation to:

-  Leverage off 25 Years of ICT business solutions experience
-  Empowering the previously disadvantaged communities
-  Striving for excellence and Best of Breed in every way
-  Delivering world best practice business technology solutions
-  Developing and continuously improving strategic relationships with local and international Partners
-  Employing highly skilled and passionate personnel
-  Servicing national customers through our vast geographical footprint of 12 branches and 1 Satellite office countrywide
-  ICT technology expertise through 10 focused business units
-  Excellent vendor accreditations and relationships
-  Execute and deliver a superior service
-  Expand upon current experience with corporate, government and academic institutions
-  Long term mutually beneficial business relationships

