

Company Profile

New Edge Solutions Ltd.

East Africa's Communications Specialist



New Edge Solutions Ltd.

P.O. Box 42902-00100

Wangapala Road, Parklands,

Nairobi, Kenya

Tel: +254 20 3752941 / 3743609 / 3745615

Fax: +254 20 3747805 / 3752940

info@newedge.co.ke | info@motorola.co.ke

www.newedge.co.ke | www.motorola.co.ke

<http://www.motorola.com/governmentan->

[denterprise/id_2545i/en-gb/public/functions/dealerlocator/dealerlocator.aspx](http://www.motorola.com/governmentan-denterprise/id_2545i/en-gb/public/functions/dealerlocator/dealerlocator.aspx)

[denterprise/id_2545i/en-gb/public/functions/dealerlocator/dealerlocator.aspx](http://www.motorola.com/governmentan-denterprise/id_2545i/en-gb/public/functions/dealerlocator/dealerlocator.aspx)

New Edge Solutions Ltd - (NESL)

NEW EDGE SOLUTIONS LTD (NESL) was incorporated in 2008. It took over the operations and business interests of NEW EDGE COMMUNICATIONS LTD (1996) who were then the Distributors for Vertex-Standard (Japan), Barrett, Walter Dittel, Japan Radio and Rixin Solar Systems.

NESL was in the same year appointed as the Regional Distributors for Motorola and Vertex-Standard, Volicon & Winkelmann (UK).

NESL's primary objectives are to provide support and regular training to accredited Motorola/Vertex-Standard Two Way Radio Dealers.

NESL provides turnkey solutions for various integrated security systems and has a dedicated team of qualified professionals to ensure that the clients needs are understood and the best possible solutions proposed.

NESL's integrates the best of breed of products to suit the individual needs of clients. This is clearly reflected by the various manufacturers who have authorized NESL to represent their diverse products in the greater East African region.

NESL also manufacture and installs masts and towers for most type of wireless communications networks.

Regional Presence – Extended Reach

New Edge Solutions Ltd offices are in Nairobi, KENYA with Dealership representations in UGANDA, TANZANIA, RWANDA, BURUNDI, SOMALIA, DJIBOUTI, ETHIOPIA & ERITREA.



Vision

To be the Region's Top Security Solutions provider most admired for it's people, partnerships and performance.

To be a leader in merging emerging technologies in relation to integrated intelligent security systems.

OUR TEAM

ADMINISTRATION & MANAGEMENT TEAM

SAILESH VADGAMA	-	Managing Director
SHEETAL VADGAMA	-	Director
NIRAV SHAH	-	Director
DARSHIL SHAH	-	Director
DAWOOD KANA	-	Administration Manager
PARVEZ SAUDIN	-	Commercial Manager
SACHIN PINTO	-	Accountant
AJAY DUDHIYA	-	Stores Manager
WHYCLIFFE SAVATIA	-	Administrator
CAROL MWANIKI	-	Receptionist / Secretary

SALES & MARKETING TEAM

NIK PATEL	-	Business Development
BERNARD WAINAINA	-	Business Development
MARTIN MUTALI	-	Business Development
SAM NYAGAH	-	Business Development
ALBERT SIMIYU	-	Business Development
MUSTAFA MALOO	-	Business Development

TECHNICAL / SUPPORT & TRAINING TEAM

PHIL KING	-	Technical Manager
FRANCIS ETYANG	-	Workshop Manager
JAMES GATHIMA	-	Technical Support
VINCENT OBUYA	-	Technical Support
GEORGE WALLA	-	Technical Support
SIMON MWAURA	-	Technical Support
ISACK WASISTA	-	Support
URBANUS PASCHAL	-	Support
PETER MUNONO	-	Stores Assistant
JOSEPH LOKURTOM	-	Messenger
JOHN KIMANI	-	Driver
ALEX GIDEYI	-	Driver
MTALAMI SABYAYA	-	Security
THOMAS LANYAYA	-	Security

Products & Services range



NESL is the Official Appointed Motorola Distributors for Kenya, Uganda, Tanzania, Rwanda, Burundi, Ethiopia, Somalia, Djibouti, Eritrea. We have established numerous Motorola networks including various state security agencies.

Motorola is a Fortune 100 global communications leader that provides seamless mobility products and solutions across broadband, embedded systems and wireless networks. Seamless Mobility for public safety, government and commercial organizations provides the ability to be connected to the information that is critical to them and to the public that they serve - whenever they need it most and regardless of where they are - across boundaries, agencies, organisations, networks and devices. Come and see Seamless Mobility in action.



NESL is the SOLE OFFICIAL APPOINTED DISTRIBUTORS for VERTEX \ YAESU appointed by Motorola. Motorola have recently acquired 80% stake in Vertex Standard.

Land Mobile Radios are the backbone of the new information-based society. The social infrastructure supporting our daily lives is changing and with it, quick and precise methods of communication as well as highly reliable communication tools are becoming increasingly necessary. Vertex Standard will continue to contribute to this infrastructure by providing the most advanced state-of-the-art communications equipment.

The Yaesu brand is well known among ham radio aficionados and is synonymous with premium quality ham radios. From stationary multi-feature communications equipment to portable devices, YAESU has consistently represented the best in communications equipment to the world's top DX'ers for almost half a century.



NESL is the Official Dealer for BARRETT HF SSB Communication Products for Kenya appointed by BARRETT EUROPE LIMITED , UNITED KINGDOM.

Trim and powerful, all Barrett products are built to rigorous ISO-9001-2000 standards for design, manufacturing and engineering. They have provided voice, data, email and fax connectivity using the 'free to air' medium of High Frequency radio communication since 1976. Barrett has been building products to high standards of engineering excellence. Many Barrett radios are IS rated and have met Mil-Spec standards for ruggedness and tough conditions. Specialising only on HF communication Barrett Communications has an International reputation for its product quality, on time delivery and is on going customer support.



NESL is the SOLE OFFICIAL APPOINTED DISTRIBUTOR for WALTER DITTEL appointed by WALTER DITTEL - GERMANY.

Walter Dittel is a highly respected manufacturer of small, high quality, low current drain aviation radios and accessories.



Official NATO supplier with NCAGE: U01T8

Winkelmann develops technical surveillance counter measures & EOD search equipment for the security and defence markets, based on its proprietary knowledge in the field of digital signal processing and analysis capabilities.

The TSCM products from Winkelmann provide operational in-service capabilities for detecting hidden electronic devices in the homeland security and defence markets.

Each type of device has been specifically developed to counter a particular type of threat to give the highest possible levels of detection and protection from unauthorised surveillance.

Our technical surveillance counter measures (TSCM) products use the latest technology to counter the increasing security threats posed to both government and commercial organisations originating from terrorists and criminal organisations and, in the commercial world, unscrupulous competitors.

Applications for our market-leading MS300 Countermeasure Receiver include monitoring of all incoming and outgoing signals from military bases, radio monitoring by regulatory government authorities and government sweep teams active in internal and external security.



NESL is the Official Appointed Partner for IndigoVision Products in East Africa.

IndigoVision is a leading manufacturer of complete end-to-end IP Security Management Systems. IndigoVision is widely chosen for applications in airports, city centres, retail, ports, mines, road and rail systems, education, banking, casinos, prisons, government and the military. IndigoVision is headquartered in Edinburgh UK, with local sales and support offices across the world. IndigoVision partners with some 290 authorised system integrators and installers in 64 countries to provide local system design, installation and service to end users.



Volicon, founded in January 2004, is the leading supplier of systems for television broadcasters, cable operators, governments and Fortune 500 companies to monitor, store and stream video content that is viewable from any PC connected to the Internet. The Company maintains two primary product offerings, Volicon Observer and Observer RPM, which provide a broad range of applications including: quality of service assurance, monitoring affiliates, proof of advertising, program archiving and news media monitoring.



WUHAN RIXIN TECHNOLOGY CO., LTD
武汉日新科技有限公司

Wuhan Rixin Technology Co.,Ltd, which is located in "Optics Valley of China" Wuhan, is one of the high-tech enterprises specialising in the manufacturing, R&D, as well as installing of photovoltaic products. Our company's main products and services are solar PV modules, building integration of solar energy, photovoltaic and power plants, solar lighting products and applications, communication and transportation systems of solar energy and PV connected-grid power stations.

Rixin has been approved by ISO9001:2000 in April 2003, and the products has passed the REDP and CE certification, and we are in the process of TUV and UL certification.

Technical Team and Diagnostic Equipments

SALES & SUPPORT

The Technical Support division is comprised of various professionals, each an expert in his sector. This able Technical Team ensures that the clients network is professional installed and maintained.

TEST, TOOLS AND INSTALLATION EQUIPMENT

To ensure the fastest turn around time in the diagnosis of problems in equipment and to reduce repair and return times we have invested in a large set of test and diagnosis equipment.

2 - ROHDE AND SCHWARZ - RADIO COMMUNICATION SERVICE MONITOR CMS 40

1 - MR 2025 - SIGNAL GENERATOR 9KHz - 2.4GHz, 1 - DUAL TRACE OSCILLOSCOPE MK 3

5 - BIRD - RF METERS , 3 - ASTRON - ADJUSTABLE BENCH POWER SUPPLY UNITS.

6 - ELECTRONIC TOOL KITS, 1 - AUTOMATIC DISTORTION METER MAK 6571B

1 - 2 CHANNEL AC VOLT METER VT 165, 1 - HIGH RESOLUTION FREQUENCY COUNTER

1 - AUDIO SIGNAL GENERATOR - LAG 126, 2 - DUMMY LOADS OF 1KW

2 – WELDING MACHINES, 2 - PORTABLE POWER GENERATORS

6 - PROGRAMMING LAPTOPS, 2 – PROGRAMMING DESKTOP COMPUTER

NEW EDGE SOLUTIONS LTD'S MARKET REACH;

Our diverse range of clients include various prominent organizations from

- GOVERNMENTAL and STATE agencies
- AIRLINES
- FARMS AND RANCHES
- HOTELS
- SECURITY
- UN ORGANIZATIONS
- TRANSPORT
- TOURS AND SAFARIS
- INDUSTRIES

All in all over 500 satisfied clients spread over the greater East African Region.



New Edge Solutions Ltd

has successfully satisfied Motorola's accreditation criteria to be a **Distribution Partner** for Two Way Radio Solutions within the Territories of the Kenya, Uganda, Tanzania, Rwanda, Burundi, Ethiopia, Eritrea, Djibouti, Somalia

Laurent Tribout
 Laurent Tribout
 Director of Inland Sales MEA
 EMS, Professional Radio Channel

Nicolas Coussinoux
 Nicolas Coussinoux
 Africa Sales Manager
 EMS, Professional Radio Channel

VALID UNTIL: End of 2010

This company is part of the Motorola dealer locator and can be found at biz.motorola.com



BARRETT EUROPE LIMITED

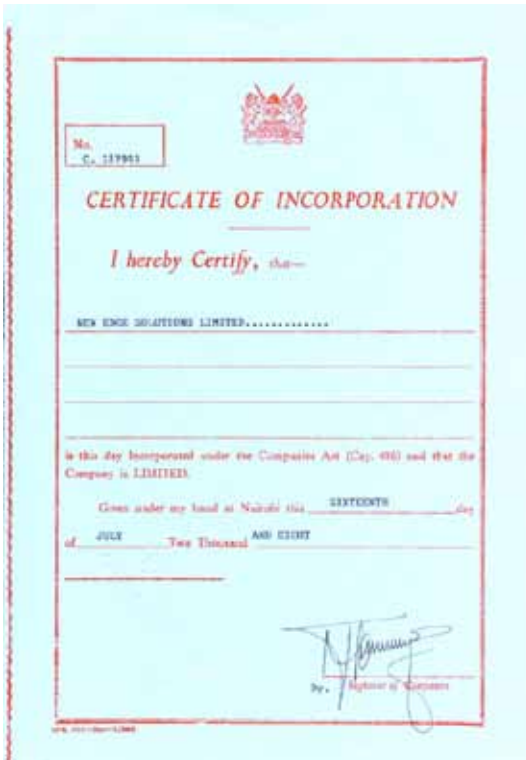
NEW EDGE SOLUTIONS LTD

Authorised and Officially Appointed Dealer

This is to certify that New Edge Solutions Ltd, P.O. Box 42902-00100, Wangagata Road, Parklands, Nairobi, Kenya are an authorized and officially appointed dealer in the Republic of Kenya for Barrett HF 558 Communications products

Mr Andrew Burt
 Andrew Burt
 General Sales Manager

Dated: 1st October 2008



No. C. 119951

CERTIFICATE OF INCORPORATION

I hereby Certify, that—

NEW EDGE SOLUTIONS LIMITED.....

is this day incorporated under the Companies Act (Cap. 486) and that the Company is LIMITED.

Gives under my hand at Nairobi this THIRTEENTH day of JULY Two Thousand AND EIGHT

[Signature]
 By: Register of Companies



Kenya Revenue Authority

DOMESTIC TAXES DEPARTMENT
 ISO 9001, 2000 CERTIFIED
 TAX COMPLIANCE CERTIFICATE

Certificate Serial No: 3296/KOA/DT/11/2008
 This is to confirm that **M/S NEW EDGE SOLUTIONS LIMITED** has fulfilled the obligation to submit returns as per the PUBLIC PROCUREMENT AND DISPOSAL ACT 2005 and may therefore be allowed to participate in Public tenders for the period of six (6) months from the date of the rubber stamp below to: **6th OCTOBER 2005.**

NAME: R.M. MAKACI
 DESIGNATION: REGISTERED SUPERVISOR
 SIGNATURE: *[Signature]*
 DATE & SIGNATURE: 11 JULY 2008
 STAMP: *[Stamp]*

FOR: COMMISSIONER DOMESTIC TAXES
KENYA REVENUE AUTHORITY

WITHOUT PREJUDICE - the issuance of this certificate does not stop KRA from auditing your firm and demanding any unpaid taxes if established during the audit or on compliance check visit
 FORM TCCE

Times Tower Building
 Maita Station Area - P.O. Box 30742-00100 - Nairobi - Kenya
 T: 310000 - Fax: 310017/320155



Kenya Revenue Authority

DOMESTIC TAXES DEPARTMENT

Effective Date of Registration (EDR) 28/07/2008 VAT Registration Number 01R96670 PIN P051227741C

VAT - Certificate of Registration

Issued to: NEW EDGE SOLUTIONS LIMITED
 Postal Address: P.O. BOX 42902 00100 NAIROBI
 Physical Address: Road/Street: MONROVIA STREET, NAIROBI
 Building/Plot No.: MANGHEKO WODE
 Date of Issue: 28/07/2008
[Signature]
 K.A. EDECH

For: COMMISSIONER OF DOMESTIC TAXES



REPUBLIC OF KENYA



CERTIFICATE TELECOMMUNICATIONS CONTRACTOR

This is to certify that

NEW EDGE SOLUTIONS LIMITED

of postal address 42902, Nairobi, 00100 is licensed as a Telecommunications Contractor in the Republic of Kenya in accordance with the Kenya Communications Act, 1998 and in accordance with Conditions issued with the related licence.

Given at Nairobi this day 28th of November Year 2008

[Signature]
 Director-General

This Certificate is renewable annually

Licence No: TL/TEC/00022

Certificates

Management, Sales and Support Teams



Managing Director



Finance Director



Reception



Sales & Support Department



Business Development Team



Marketing & Support Team



New Edge Team

New Edge Offices, Service Center & Stores



Factory Visits



Ship-Bridge Simulator installed in Bandari College (Mombasa)



Contract Signings in Tanzania for Ministry of Health



Security Comms equipment fitted for Uganda Police fleet



Training Workshops



Clients Training in Hong-Kong



Barrett Training at New Edge



Motorola Dealers Training in Nairobi and Mombasa



Motorola Team & Dealers Group Photo (December 2008, Nairobi)



New Edge Solutions Ltd.

P.O. Box 42902-00100
Wangapala Road, Parklands,
Nairobi, Kenya

Tel: +254 20 3752941 / 3743609 / 3745615

Fax: +254 20 3747805 / 3752940

info@newedge.co.ke | info@motorola.co.ke

www.newedge.co.ke | www.motorola.co.ke