



GALFETECH ENGINEERING COMPANY

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THE COMPANY PROFILE

2016

ABOUT GALFETECH ENGINEERING COMPANY

1: INTRODUCTION

GalfeTech Engineering Company Limited is a privately owned Limited Liability company under Tanzanian Companies Act 2002 on 05th December, 2016 under certificate of Registration **No: 422726**, with the sole purpose of providing, Importation, exportation of Generators, Installation of changeover, Electrical and Generators, to carry out Generators services, maintenance Repair and overhauling, Telecommunication and Network support to our esteemed customers.

Our Vision:

To become an efficient and competitive service provider in Power Generation and Technology (CIT) Industry with emphasis on quality of services and to be a trusted supplier of reliable and converged in CIT, Generator Sales and Services in the region and global level.

Our Mission:

To satisfy the needs of our customers with competitive and professional services to the level beyond their expectations so as to comply with the global challenges in CIT, Generator Sales and Services.

Our Goal:

To achieve total customers satisfaction through our team of professional.

Value Statement:

- Professionalism because only perfect work will make it possible for us to fulfill the needs of the market and to achieve our goals.
- Integrity because respecting one another including our stakeholders brings valuable trust
- Acknowledgement in order to promote the achievements
- Commitment because that's an obligation for us towards others.
- Accountability towards our customers and stakeholders
- Know-how because that's what makes it possible for us to fully satisfy.

2: OUR CORE PARTNERS

GalfeTech Engineering Company has built a close business relationship with global power generation leaders/manufacturers such as, MACs Tanzania, Aggreko Tanzania, Power Services Ltd, Quick Service Company, Car & General (Cummins)Kenya, Car & General (Cummins) Tanzania, Power African Machinery, Halotel Tanzania and Eltek Indonesia

3: PRODUCTS AND SOLUTIONS OVERVIEW.

I. POWER GENERATION

GalfeTech Engineering Company Ltd is a fastest growing firm in the field of Generators, parts sales and services with a wide range of solutions for the Tanzanian Market. We offer design and Installation of:-

Electrical Changeover Switches:

This includes manual changeover and automatic changeover for small and big Generators for Small Office, Home, Enterprise, Campus and Metropolitan Areas. It covers from the designing, implementation and commissioning.

Digital Master Control:

This Include installation of DMC1000 (Digital Master Control) and Generators synchronization in different buildings.

Generator Sales:

This Include Load Study, Site Survey that Determine the size of cable & cable length, position of Changeover and Generator.

Generator Services:

In generators services Power General deals with both contract and Non contract customers and both are given the same value:

- Preventive Maintenance
- Fuel filter change
- Lube Oil filter change,
- Air cleaner change,
- Engine Oil change,
- Coolant change.

- Radiator cleaning,
- General generator cleaning.

- **Breakdown**
- We attend both Breakdowns for contracts and Non contracts Customers at any time. Because some of our technician will be call on duties, for any of your generator and Networking system Trouble, contact us and our technical Engineer will come to solve your problem instantly.

- **Spare Parts**
- GalfeTech Engineering CompanyLtdwe provide genuine spare parts for Cummins,ListerPeter,Yanmer,Mahindra and Perkins Generators our spare parts brought
- from Kenya, UK, India and Belgium.

II. TECHNOLOGY (CIT)



- **OPERATIONS SUPPORT SYSTEMS (OSS)**

Realizing the complexity of a Telecom operator's environment, we had developed an extinct portfolio of OSS solutions for telecom operators in the region. We have developed experiences over the years based on the network monitoring for signaling networks for all the technologies like GSM, GPRS, UMTS, SIGTRAN, and VoIP in addition to active testing solution to ensure that new services and voice/content delivery are to the subscriber satisfaction. We provide a wide range of innovative fully integrated OSS that includes solutions for Network performance & Troubleshooting, Quality of Service (QoS) Management, Lawful Interception and Data Retention, Service Fulfillment, Mobile Number

Portability, Network Infrastructure Management System and Network Management Systems

- Quality of Service Management
- Network / Service Assurance
- Lawful Interception and Data Retention
- Service Fulfillment
- Mobile Number Portability
- Network Infrastructure Management
- Network Management

BUSINESS SUPPORT SYSTEMS (BSS)

Under today's tough competition, many operators are increasingly focusing on profitability and margin rather than absolute growth and revenues. With very thin margins any possible leakage of revenue or loss in returns will have a clear effect on the operators' financial health. Revenue assurance and fraud management systems became one of the critical systems that the operator considers to secure its profitability

- Revenue Assurance
- Fraud Management, Billing and Customer Care

• COMMUNICATION SOLUTIONS

GalfeTech portfolio of Tanzania solutions helps you take control of your resources. By giving you tools to troubleshoot problems, adapt quickly to change, and keep your data secure, our solutions ensure that business-critical data and services are delivered on time, all the time. Solutions for business, service, resource, as well as solutions specific to an industry's needs, let you align your company's people, processes, and technology to contribute to an Adaptive Management environment. As the leading, intelligent system integrator for heterogeneous networking environments we provide integration solutions for Broadband Wireless, WiMax, Data Networking, Network Management, Videoconference, Interactive Distance Learning and Surveillance Solutions.

- GalfeTech delivers integrated solutions for a range of different market sectors including airports, monuments, city centers, rail, high-ways and retail operations, commercial and industrial market. These are supported by a portfolio of high-value services that we can provide, including Professional Services and on-going Management Services. We offer comprehensive package of tools for all business sectors that effectively meet business performance expectations. We master the function of bringing together all your needs from hardware, software, and networks to implement information technology solutions that solves your business problems. GalfeTech diversified solutions and services fulfill the various needs of corporations and telecom operators. Each of our solutions has

been developed with an eye on increasing end user revenue, enhancing satisfaction, and providing a real competitive edge to our customers. Our technical expertise, vast experience, and knowledge of networks and telecommunications, ensure that all diversified applications operate smoothly together as one total solution. Today's enterprise infrastructure has grown and has become increasingly complicated. Networks need to support employees, customers, partners and suppliers all over the world. Usage requirements range from secure access for telecommuters and road warriors to supporting remote agents in outsourced call centers. GalfeTech translates its expertise and experience into best practices and operational procedures, guaranteeing state-of-the art network architectures in support of your business. Every day, our specialists challenge legacy industry practices for ways to improve the value created by network infrastructure by exploring ways to create new revenue and reduce cost

- **WIRELESS CONNECTIVITY Making** faster and better business decisions require access to vital data in all types of situations. GalfeTech Suite of Wireless Connectivity Solutions including WiMax, Pre-WiMax, WiFi and Microwave, delivers an unmatched combination of range, capacity, security, and reliability, even in very challenging environments. Best-in-class data rates and spectral efficiencies conserve valuable spectrum and reduce the costs of providing high-performance access. GalfeTech engineering Solutions for wireless connectivity deliver characteristically robust, extreme-distance/high-bandwidth performance. With built-in security encryption, at speeds of up to 90 Mb/sec, our solutions can be used to transmit signals as far as 100 Km. GalfeTech engineering offers point-to-multipoint wireless access solutions, enabling broadband access to homes and businesses; we provide broadband access in remote regions where basic voice or broadband access using fixed line service is not economically feasible. Our Solutions can also be used to provide backhaul in cellular networks.
- **SATELLITE COMMUNICATIONS SOLUTIONS (VSAT)** GalfeTech engineering had built an outstanding array of innovative solutions and services over satellite through a range of established technologies. We've made reliability a top priority by offering field proven systems with sophisticated techniques to keep your operation up and running. That's why top companies in such industries as banking, construction, tourism, petroleum and mining have made GalfeTech engineering the leading provider of choice, even in the most remote location. We provides affordable, dependable, high quality, satellite based solutions that delivers Internet services right to your desktop. With our quality products we can help you increase productivity, keep your communications costs lower and get in touch with your remote operations, anywhere in the world.



- GalfeTech utilizes Satellite Solution (Vsat) capacity, backbone and voice gateway - all augmented by global partnerships.

GalfeTech uses Waving Wireless Networks (Salvation) for Wi-Fi connectivity to ensure network stability.



Mobile SATELLITE SOLUTIONS SATELLITE SERVICES by providing services, our aim is to fill the service gaps and network lapses that exist in the most populated regions of the world and to provide reliable and seamless telecommunications that bridges the gap between satellite technology and land based networks. Extensive Roaming and Superior Connectivity - services greatly enhance the region's telecommunications infrastructure by expanding the coverage area of existing networks and opening up new links to regions outside national terrestrial systems. Dual mode (GSM and satellite) handsets integrate terrestrial and satellite services, expanding the boundaries of local telecom providers, and allowing customers to roam vast areas without service interruption or failure. Handheld mobile phone is a powerful communication tool. The mobile satellite telecommunications services offered include Voice: GSM quality, Fax: ITU-T G3 at 9.6 kbps, Data: at 9.6 kbps, GPRS: Up to 60 Kbps, Messaging: GSM short message service, Location determination: within 100 meters accuracy (Global Positioning System). Mobile satellite system provides uninterrupted telecommunications services over a vast region extending from Tanzania. Currently provide coverage for 3 regional Tanzania. The superior .

- Technology is reflected in the phone, which offers users and unmatched combination of quality and price. Within one handset are three integrated technologies: satellite, GSM and GPS. Handsets are powerful and compact, offering total
- **IT SOLUTIONS** Our portfolio of management solutions helps you take control of your IT and telecommunications resources, by giving you tools

to troubleshoot problems, adapt quickly to change, and keep your data secure, our solutions ensure that business-critical data and services are delivered on time, all the time. Solutions for business, service, resource, as well as solutions specific to an industry's needs, let you align your company's people, processes, and technology to contribute to an adaptive management environment.

- **APPLICATION TRAFFIC MANAGEMENT** Our Solutions set a new standard in empowering IT organizations with unmatched visibility, control, and acceleration of WAN applications, plus breakthroughs in automation and intelligence that will make your WAN infrastructure more agile and adaptive to changing business priorities. Features include: Adaptively, Visibility, Performance and Centralized Management
- **NETWORK INTEGRATION**
As much as the business dependence on IT increases the risk for services interruptions both for internal and external users increases, therefore reliable and scalable infrastructure is becoming a fundamental cornerstone for today's business continuity. GalfeTech CIT provides a multiple array of solutions that can efficiently manage new technological developments, application changes and respond to security threats and growing IT capacities Communication Convergence is the keyword, understanding the importance of scalable continuity to the success of business sectors is the key for boosting efficiency and ongoing success. GalfeTech CIT provides turnkey converged networking solutions (multi-service networking) that enable integration of data, voice and video solutions onto a single (IP based) network and empower customers to gain a competitive advantage today and tomorrow
- **NETWORK & DATA SECURITY** In the increasingly federated, network-based IT environment, Organizations are heavily relying on the web as an inexpensive channel to communicate, exchange information with prospects and process transactions with customers, networks of such organizations often include different operating systems, a variety of web-based and client/server applications, all accessed by internal and external users which makes the implementation of security controls a top priority for all organizations. The complexity of such heterogeneous networks makes it impossible to effectively secure the entire networking environment with a single component; instead a total security solution is needed to effectively eliminate all risks without leaving any holes in the security shield that can be exploited and to protect data, which is the organization's most valuable asset of all. Galfetech engineering offers scalable solutions for security that enable organizations of all sizes to effectively minimize threats of danger, secure networks and protect data, by deploying a comprehensive and proactive multilayered system that smoothly integrates with existing infrastructure, and allows better

utilization of resources and enhanced performance. Solutions include risk evaluation, design and implementation of policies procedures and customized solutions both for Network & Data Security

- **ICT SUPPORT** Galfetech engineering has set up a value added service supporting all ICT equipment for our clients; this is carried out and managed by its subsidiary company Professional Computer Lab. This ensures that all services that we provide to our customers are in-house and that clients do not have to employ other service suppliers to cater for their needs.



- **NETWORK DESIGNING AND INSTALLATION (WLAN, LAN and WIFI)**
GalfeTech engineering has a team of professionals whose role is to design tailor made network infrastructures and installation of the same to suit the requirements of organizations aiming at yielding maximum optimization of the telecommunication infrastructure.
- **CCTV INSTALLATION AND SUPPORT (Security Cameras)** *this connection refers to Closed Circuit Television which is the use of video cameras to transmit signals to a specific place on a limited set of monitors. CCTV can be used for surveillance or security purposes in the organization; Galfetech have qualified personnel for commission and support of CCTV systems.*
- **VIDEO SURVEILLANCE** Recognition and physical security systems. The solution is managed and controlled by a comprehensive, user-friendly software suite. Galfetech engineering can deliver integrated solutions for a range of different market sectors including airports, monuments, city centers, rail, high-ways and retail operations and industrial market. These are supported GalfeTech engineering Surveillance Solutions



- Provide expertise and best of breed product integration to deliver security and surveillance solutions that meet the customer's business objectives. Now that we have extended our networking expertise into the field of video surveillance and physical security, we can provide complete networked security and surveillance solutions. Our focus is on high-quality, real-time video transmission that is integrated with digital video storage devices, motion detection and tracking mechanisms, number plate by a portfolio of high-value services that we can provide, including Surveillance Integration Services and on-going Management Services
- **TV SYSTEMS/IPTV INSTALLATION AND SUPPORT.** Internet Protocol television (IPTV) is a system through which television services are delivered using the Internet protocol suite over a packet-switched network such as the Internet, instead of being delivered through traditional terrestrial, satellite signal, and cable television formats. Today's consumers want access to media anywhere, anytime, on any device. To meet these demands, Galfetech offers a product which is an end-to-end IP network optimized for rich-media services and an IPTV platform that is network-aware, media-aware, and device-aware to deliver more personal, social, and interactive media experiences.

5: OUR MANAGEMENT TEAM

GalfeTech Engineering Company has 8 qualified management team with direct knowledge of POWER Generation and Technology (CIT), extensive technical experience and administration skills. This team is supported by team of about 7 Engineers with the sole purpose of providing high quality services to our customers to the level beyond their expectations.

6: KEY PESONNEL

Name of person	Experiences & Qualification
Fortunatus Salmin Managing Director.	<ul style="list-style-type: none">➤ B. degree in telecommunication (UDSM)➤ CCNA switching and routing➤ CCNP Switching routing➤ Eltek DC Power certification➤ Spice Net network operator➤ Experience Zanzibar connection network control➤ Experience halotel Tanzania transmission engineer➤ System calibrating dc eltek➤ DWM control AGG installation and control➤ Bts Qos control and optimization



NAME OF PERSON	Experiences & Qualification
Estom Balula Power Engineer.	<ul style="list-style-type: none"> ➤ Diploma of Auto Mechanical Eng.(ARUSHA TEC COLLEGE) ATC ➤ Experience over three years Caterpillar, Yanmer Generators at Northern engineering Works Company Limited. ➤ Experience over three years in Cummins Generators Services at Car and General Trading Limited. ➤ Experience: Over four years in Generators Services, Installation, PLC troubleshooting and synchronizing Genset by using DMC1000, PCC 3.3MLD,and DSE PLC, at Car and General Trading Ltd

NAME OF PERSON	Experiences & Qualification
Godfrey Mushi Technician AirCon Technician	<ul style="list-style-type: none"> ➤ FTC in Electrical& Electronics Engineering at MIST, ➤ Over three years in Domestic, Air conditioner installation, service, maintenance and termination of HT and LV in different field. ➤ Almost a year in Generator installation and Services ➤ CCTV Camera installation and operation ➤ Satellite dish installation ➤ Experienced Rigger



<p>Proches Shirima Services Technician</p>	<ul style="list-style-type: none"> ➤ FTC in Electrical & Electronics Engineering at HSH Project institute. <p>Experience: Experience over two years in Cummins Generators Services at Car and General Trading Limited</p> <ul style="list-style-type: none"> ➤ Over two years in Generator Service and Installation at Sparks Electrical and Electronic Contractors Ltd ➤ One year in Maintenance and repair of electrical Equipment at the plant
<p>Norbert Sospeter Service Technician</p>	<ul style="list-style-type: none"> ➤ Electrical Course at NTTCC ➤ Experience Over 18yrs in Electrical Installation at Tanzania Railway Ltd. ➤ Experience over two years in Communication Tower at Construction Equipment Ltd.
<p>Daudi Boniphace Office Administrator</p>	<ul style="list-style-type: none"> ➤ Bachelor of Economics at CBE ➤ Project Management Workshop Course at UDOM ➤ Experience: Almost a year in office supervise and Administration at Voda Shop Dodoma.



<p>Ally majidi Service operator</p>	<ul style="list-style-type: none"> ➤ Certificate of Electrical and Electronics at Dar Es Salaam Institute of Technology. ➤ Experience: Over four years in Generator Service and Installation at Ndevungo Engineering. ➤ Almost a year in Generator installation and Services at Power General ltd
<p>Devid siliano IT Engineer</p>	<p>Degree in information technology at UDOM</p> <ul style="list-style-type: none"> ➤ Server installation and configuration ➤ Fiber spraying ➤ Networking monitoring ➤ Team leader halotel Dodoma branch

7: CORE STRENGTHS OF GALFETECH ENGINEERING COMPANY

□ We listen to the reflection of the customer and ponder upon to adjust ourselves so as to develop services based on new market challenges faced by users.

□ Our people make another difference. The team of qualified Technical staff at **GalfeTech Engineering Company** has a long history, experience and knowledge in Generator sales and technological support and Services in Tanzania.

□ **GalfeTech Engineering Company** dedicated team of Mechanical, Electrical & Electronics construction and Telecom engineers study, advice, selling and install world – class Generators for all kinds of business environments.

□ Our major strength also lies on our commitment to serve our clients through personal sales, pre and post-sales support. Our customer relations staff calls on the customers every month to ensure that any queries or concerns that the customers have are taken care of in a personalized manner and **GalfeTech Engineering**



Company ensures that total customer satisfaction is established through our trained customer relations officers.

In brief, **GalfeTech Engineering Company** is a professional firm which has confined providing quality and technically brilliant products and services to its clients. When you are buying a product at **GalfeTech Engineering Company** you are with the experts of the industry who can take care of all your requirements and offer absolute **Value for your money**.

8: REASONS TO WORK WITH US

1. Supplies Genuine Goods – Sourced from Authorized channels, hence guaranteed warranty support and after sales support.
2. We supply only products from Authorized channels; hence manufacturer's global warranty is applicable.
3. Widest Experience in undertaking a number of similar installations in government institutions, private organization and corporate organizations. ¹
4. Prompt After Sales Service –All service calls are attended in a fixed response time depending upon the customer's location.
5. Availability of annual service contracts for all Generators sold by us and other technological services
6. Remarkable customer caring, We normally giving royal customer caring on our services taking into considerations that our customers are the ones making us whom we are
7. All parts and consumables for all products/models are easily available PG-stock.
8. Well-trained Manpower in the technical/service department.
9. **GalfeTech Engineering Company** is fully owned by young Engineers, who you can easily interact with, discuss and negotiate with them to reach conclusion and they are good listener and eager to learn more from their superiors

9: EPILOGUE

At **GalfeTech Engineering Company** we believe that every user should have the support they need, in turn, deliver products and services to customers on time, every time. Such systems require constant around – the clock monitoring and management in order to be truly dependable.



This is where **GalfeTech Engineering Company** comes in; we are a world – class support organization with highly qualified and experienced Tanzanian Engineers. Please feel free to inquire any product and services you may need. We look forward working with your esteemed organization.

At GalfeTech Engineering Company

We believe that

“Everything depends upon Execution...

Having just a vision is not a Solution”

Services depend upon execution beyond customers’ expectations” We hope to be positively considered on working with you in the near future for the realization of your value of money and delivery beyond expectations.

