



NILE TECHNICAL AGENCIES

Turnkey IT Solutions ... *beyond* Expectations

COMPANY PROFILE



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As a Sudanese organization, we understand the requirements of the Sudanese market.

Due to strategic and successful alliances with resellers, installers, vendors and end users, our footprint can be proudly traced across Sudan. Most IT resellers miss opportunities for business or create incompatibilities between technologies when they focus on IT products in isolation.

WE PROVIDE

- ▶ Structured Cabling
- ▶ IP Surveillance Cameras
- ▶ Switching
- ▶ Wireless
- ▶ Network Security
- ▶ Video Conferencing Equipment
- ▶ VoIP Products
- ▶ Racks and Enclosures



BACKGROUND

Nile Technical Agencies was founded in 2000, as a result of the pressing need to deploy Turnkey Information Technology, Voice and Convergence Solutions throughout the emerging Sudanese market. With successful solutions implemented throughout Sudan, our team is proud to be part of a company that is playing a role in building the bridge across the Sudanese divide.

CORE CAPABILITIES

With the many disciplines involved in the implementation of an IT / Communications infrastructure, the project management becomes as important, if not more so, than the selection of the right equipment. The client has the right to expect that, what has been designed and purchased be finally implemented exactly as envisaged. Once a requirement has been identified, our team designs the correct solution using products that have proven to be "Best of Breed" in their respective fields and that integrate with each other. NTA's core capabilities can be identified according to the following divisions:

Networking - NTA Ensures in this division the best quality of work and the prompt delivery through certified highly qualified engineers/installers. It specializes in high quality installations from the planning phase through the installation, labeling and testing phase to the post installation phase. As a further guarantee of performance, NTA networking solutions are warranted and guaranteed by direct affiliation with manufacturers. In addition, we submit a defined bill of quantities.

Distribution Business - This division provides in association with manufacturers aggressive pricing, thus, ensuring availability on demand. It is able to anticipate the needs of the market, and manage these demands by strategically aligning itself with leading vendors.



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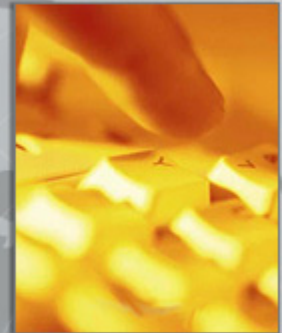
MARKET SEGMENT

Nile Technical Agencies delivers exclusive products and services to a mixture of different segments, serving both enterprises and SMB (Small & Medium Business) segments through its channel of Resellers and Installers. Given the phenomenal pace at which IT technology is advancing, it is difficult for resellers to know exactly which products they should include in their proposals. Keeping abreast of the advantages offered by different Vendors and available technologies is a full time task.

At Nile Technical Agencies we believe that knowledge and skill is fundamental to achieving success in the global marketplace. We strive to assist our resellers and their customers; we listen to them, identify their needs and act to create value.

OUR MISSION

Nile Technical Agencies is a focused Convergence, Voice Communications and Information Technology Turnkey Solutions provider. As a Sudanese organization, we understand the requirements of the Sudanese market. Due to strategic and successful alliances with resellers, installers, vendors and end users, our footprint can be proudly traced across Sudan. Most IT resellers miss opportunities for business or create incompatibilities between technologies when they focus on IT products in isolation. Working through a reseller base we specialize in providing, deploying and managing IT infrastructures that not only enable businesses to work seamlessly together, but also afford them the opportunity of having an advantage over their competitors.



VISION

Nile Technical Agencies envisages itself as a market leader in networking, software consultancy and distribution business in Sudan and Eastern Africa. By providing a competent and superior level of service in all pre and post-sales support activities, Nile Technical Agencies ensures that their reseller's customers have the necessary support to make them more effective in their core business.



IMAGE

To succeed, we as a company need to recognize values that are important to us and our clients, and try our best to make our customers perceive us just that way. We yearn for recognition as passionate, innovative team workers, with client focus as our priority. Nile Technical Agencies has an impressive track record in taking contracts from the design through to commissioning and, if so desired, onto ongoing network management.



CULTURE

An astounding spirit of sharing and caring where people give willingly of their time, knowledge and experience. Equally important is recognizing customers as part of our team. We have had continued growth and success by appointing resellers with whom we develop innovative, reliable and flexible relationships. We accompany them on visits to their clients, where our trained and passionate team is able to transfer expertise, not only to the reseller but also on to their customer, thus enabling the user to make an informative decision about their IT Infrastructure as well as Voice communication equipment.



OUR PRODUCTS AND SERVICES

In keeping with our vision to deploy State of the Art Turnkey IT, Voice and Convergence solutions throughout Sudan, Nile Technical Agencies has ensured that we have aligned ourselves with Supply Partners that understand the importance of delivering high quality products. Their commitment to this is evident not only in the manner in which they support Nile Technical Agencies, the reseller and ultimately the user, but also by the warranties they are prepared to back their products with.

In identifying the market leaders in every facet from cabling infrastructures, through to desktop requirements, Nile Technical Agencies is assured of deploying the best tailor made solutions to our clients.

We supply and support the following brands:

Structured Cabling

ADC Krone - UTP, STP, FTP Cat5E and Cat6.

IP Surveillance Cameras

Axis Communications - network video products.

Switching

Cisco - Routers, VOIP, Switches and WLANS
ENTERASYS - Enterprise Switching

Wireless

Proxim - outdoor & indoor wireless connectivity
D-Link - networking systems

Network Security

Watchguard Technologies - network security solutions

Video Conferencing

Polycom - video conference equipment

VoIP

Quintum Technologies - VoIP switching solutions

Racks and Enclosures

NileRac - Rack Cabinets and Enclosures





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OUR CLIENTS

NTA has dealt with well recognized enterprises as well as Small and Medium Businesses (SMB) in Sudan. Included amongst our clients are the following enterprises:

- Sudanese Telecommunications Co Ltd (Sudatel)
- Kenana Sugar Company
- Dal Food Industries
- Sudan Airways
- Sayga Flour Mills
- Ministry of Interior Affairs
- Export Development Bank (ex Al Gharb Islamic Bank)
- Areeba
- Petrodar
- UNDP
- UNICEF
- WFP
- Digitech (LG)

In addition, we have dealt with other Small and Medium Businesses (SMBs) that include:

- Albagair Flour Mills
- China National Petroleum Company (CNPC)
- Saeed Food Factory
- Middle East Packaging
- Central Trading Company
- Alpha Agri Processing
- Alamir & Company
- Oriflame Sudan (Cosmetic Industry)
- Marfa Shipping Company
- Red Sea Shipping Company
- Algazira Cabling Vision
- Khartoum Satellite Channel



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