

# EIGHT O TWO PTY LTD

## Corporate Headquarters

P.O Box 14AAD, Poso House  
Plot 119, Unit 3G, Gaborone  
International Finance Park,  
Gaborone, Botswana

Tel: +267 72104059  
+267 73701048  
+267 3992099

Email: [info@eightotwobw.com](mailto:info@eightotwobw.com)

Web: [www.eightotwobw.com](http://www.eightotwobw.com)



COMPANY PROFILE

Delivering Standards-based  
Enterprise Solutions

## Our Specialization

*Enterprise Wi-Fi Solution*

*VOIP, IPT & Conferencing Solutions*

*Point-of-Sale Solutions*

*Forecourt Solutions*

*Converged Voice, Video & Data Networks*

*Professional ICT Services & Consultancy*

*Corporate Training*

**iQRetail**  
INNOVATIVE ACCOUNTING SOFTWARE

**Logitech**

**SMART**

**ZKT<sup>ECO</sup>**  
Security and Time Management Solutions

**Mustek**  
LIMITED

**MiRO**  
A MEMBER OF THE HUBBARD GROUP

**Ruckus**  
Simply Better Wireless

## Table of Contents

.....	1
<b>Executive Summary</b> .....	3
<b>Mission</b> .....	4
<b>Vision</b> .....	4
<b>History</b> .....	5
<b>Strategic Partners</b> .....	6
<b>Ruckus Wireless</b> .....	6
<b>Cisco Systems</b> .....	7
<b>IQ Retail (Pty) Ltd</b> .....	7
<b>SMART TECHNOLOGIES</b> .....	8
<b>LOGITECH SOLUTIONS</b> .....	8
<b>PRODUCTS AND SERVICES</b> .....	8
<b>Maintenance,Warranty &amp; Support</b> .....	9

## Executive Summary

Eight O Two (Pty) Ltd is one of the newest ICT systems integration and professional services company in Botswana that seeks to position itself as the premier solutions provider for Enterprise Wi-Fi Solutions, Point-of-Sale Systems, Professional ICT services, Consultancy and Training. As a 100% Citizen privately owned company, Eight O Two (Pty) Ltd provides IT Consultancy, Enterprise Software Solutions as well as unique professional services and hardware deployment and maintenance to the following verticals:

- Government (Local and Central)
- Financial Services (insurance, banking and clearing house)
- Telecommunications houses
- Energy and Utilities
- Health Care
- Education.

Eight O Two (Pty) Ltd is located in Gaborone Botswana (South-East District), offering fully fledged services for enterprise solutions empowering organizations with tools that simplify day-to-day activities while maximizing productivity. Working with local and International Brands, our goal at Eight O Two (Pty) Ltd is to operate with higher client expectancy offering flexible solution. Eight O Two (Pty) Ltd is determined to pioneer a unique service deliver model which enables the client and the service provider to establish instant and successful communication channels and support off-shoring and near-shoring business models, thus keeping the deadlines on time and on track.

Eight O Two's differentiation point comes with three simple principles:

- True collaboration with customers and partners
- Complete understanding of customers business
- Persistence in finishing the job whatever it takes.

Eight O Two (Pty) Ltd seeks to foster partnerships with leading Brand Manufacturers such as Cisco Inc. Ruckus wireless, Intuit and HP, to name just a few. Our aim is to gain a unique value in development, integration and implementation of Enterprise Wi-Fi, Converged Voice, Video and Data Networks based projects in the following verticals: Defense, Retail, Finance, Manufacturing, Health Care and Education. We have highly skilled technical team of accredited Installers, Consulting Engineers and Developers which are proven on a large scale projects with more than 1.000 users.

Our combined team prides itself in having special expertise in providing specialized products, IT services and custom end to end solutions to our enterprise customers. We gain competitive advantage from these distinctive capabilities and have developed the ability to implement and manage complex IT systems in changing times with greater effectiveness than many competitors. The technical staff of Eight O Two (Pty) Ltd come together with more than 30 large scale projects and a large customer base of more than 50 corporate customers all over Botswana, offering considerably lower priced services than the Industry norm.

Additionally, Eight O Two (Pty) Ltd is experienced in delivery, installation and support of point-of-Sale systems, Forecourt Solutions and networks and maintains a robust Part Consignment network, providing back-up for customer systems in order to minimize the effects of possible faults. Service support is

provided by our qualified staff who perform full servicing and repair of the equipment all over Botswana. Beside the normal working standard equipment, Eight O Two (Pty) Ltd has equipment for testing, installation and technical validation of end user solutions.

Furthermore, we offer reasonable Service Level Agreements (SLA) covering most of the additional maintenance services. With our 24/7/365 days per year support, we are making troubleshooting as easy as possible.

Eight O Two (Pty) Ltd is a company which intends to be in front of the client's needs, deeply understanding clients' business and delivering and optimizing IT solutions from the initial phase of scoping the requirements, up to the final delivery, maintenance and continuous upgrade. Eight O Two always looks at the things from the customer perspective, but also from customer's customer perspective to grasp their real business need for the IT solutions we deliver.

Our team operates with enthusiasm and flexibility. We are focused on our customers, being our reliable partner for IT services and solutions, working together on a partnership basis, helping them face the challenges of the modern times. Beside in Botswana, Eight O Two (Pty) Ltd has clients from Zambia, DRC Congo and Namibia.

## Mission

Eight O Two (Pty) Ltd' mission is to enhance the business operation of our clients by implementing premium ICT products and services.

Eight O Two (Pty) Ltd' mission includes:

1. Providing Cutting-Edge Wi-Fi Solutions, professional ICT consulting and development outsourcing that would improve our customers' operations;
2. Making access to intelligent business information easier and securer (Enterprise Business);
3. Improving communication and data exchange (Business to Business);
4. Providing our customers with "Value for Money" Services and
5. Providing our employees with meaningful world-class work and advancement opportunities.

## Vision

Our main focus is to one day see Eight O Two (Pty) Ltd as a premier ICT company for Consulting Services, Enterprise Wi-Fi Solutions and Deployment of best of breed Business Solutions to top tier domestic and international customers.

## History

Our history starts in 2015 when two talented individuals came together to start the company. The two individuals all resident in Botswana namely: Thabo Basimalakane – Upcoming entrepreneur and ardent student of ICT with +-5 years of experience in the ICT industry, and Elijah Sinyama – Accomplished IT Professional with over 14 years of experience in large scale deployment of ICT Systems including, Converged Voice Video and Data Systems, Enterprise Wi-Fi Solutions, Point-of-Sale Systems, Forecourt Solutions and general corporate ICT training.

We decided to transform our operations into Eight O Two (Pty) Ltd privately owned company, that intends to successfully do business in Botswana and internationally.

During the separate last 10 years of Eight O Two (Pty) Ltd founder members, they have successfully implemented more than 15+ projects between them.

Eight O Two (Pty) Ltd organization intends to have strong managerial, financial and technical specialists team in Botswana. We will have full time employees responsible for business development and deployment of IT solutions and IT infrastructure, hardware maintenance and application development and support. The team will be comprised of experienced IT experts and young but rich in knowledge of IT and professionalism.



Eight O Two (Pty) Ltd already has expertise and experience in the following areas:

- **Wi-Fi Solutions:** Enterprise Wi-Fi Solutions powered by leading global brands such as Ruckus Wireless, Cisco systems and D-link standalone solutions
- **Converged Systems:** Cisco Voice-Over-IP Solutions, Logitech Video Conferencing Solutions and SMART interactive Smart Boards.
- **IT Professional Services:** Website development, Hosting services and E-mail support
- **POS & Forecourt Systems:** 24x7x365 Support and maintenance, Outsourcing and deployment of retail solutions and filling station wet-stock management solutions.
- **Training:** Corporate ICT Training.

## Strategic Partners

### Ruckus Wireless



Ruckus Wireless is a pioneer in the wireless infrastructure market, enabling carriers and enterprises to stay ahead of the exploding demand for high-bandwidth applications and services. The Ruckus Smart Wi-Fi technology redefines what's possible in wireless network performance with flexibility, reliability, and affordability. They (at Ruckus) call this Pervasive Performance.

They've been singularly focused on Pervasive Performance in wireless since beginning operations in 2004, and Ruckus continues to lead the industry in performance innovation. They have never relied on off-the-shelf, reference design radio technology – it just doesn't deliver the capacity, range or interference mitigation necessary to make the dream of high performance wireless a reality. Instead, they've assembled a team of the best and brightest wireless minds in the world to deliver the creative solutions needed to realize their Pervasive Performance vision.

Ruckus can provide all of the components necessary to deliver Pervasive Performance. Sure, there are plenty of companies who can claim a few of these features, but none can provide the complete package. That's why Ruckus has and continues to be a market leader in smart wireless systems. It's simply the smartest wireless for a mobile world.

It all starts with their patented Smart Wi-Fi technology and its unique ability to extract unmatched capacity and reliability out of the 802.11 standards. Smart Wi-Fi leverages high-gain adaptive antenna technology and sophisticated best-path-selection algorithms to form and direct Wi-Fi signals over the highest performance paths to each and every client.

With this technology, they're able to do something that basic wireless technology can't - deliver longer range and more reliable Wi-Fi connections to client devices; Wi-Fi that reaches farther and is inherently more stable due to the adaptive nature and control of their technology. Smart Wi-Fi constantly steers signals around obstructions and obstacles, mitigates interference, and focuses RF energy only where it's needed to ensure unprecedented coverage and consistent performance at longer ranges.

Ruckus Wireless delivers innovative solutions to the most critical issues facing today's wireless networks: how to create affordable reliability and how to manage exponential growth. Ruckus hardware, software, and services help enterprises and carriers increase the range and reliability of their Wi-Fi networks, reduce the cost of deployment, and ensure consistent performance even in the most challenging environments.

## Cisco Systems



Cisco is the worldwide leader in IT that helps companies seize the opportunities of tomorrow by proving that amazing things can happen when you connect the previously unconnected. At Cisco customers come first and an integral part of their DNA is creating long-lasting customer partnerships and working with them to identify their needs and provide solutions that support their success.

The concept of solutions being driven to address specific customer challenges has been with Cisco since its inception. Husband and wife Len Bosack and Sandy Lerner, both working for Stanford University, wanted to email each other from their respective offices located in different buildings but were unable to due to technological shortcomings. A technology had to be invented to deal with disparate local area protocols; and as a result of solving their challenge - the multi-protocol router was born.

Since then Cisco has shaped the future of the Internet by creating unprecedented value and opportunity for their customers, employees, investors and ecosystem partners and has become the worldwide leader in networking - transforming how people connect, communicate and collaborate.

## IQ Retail (Pty) Ltd



IQ Retail (Pty) Ltd is a software development company that provides expertise in complete financial and business administration solutions. IQ Retail has been active in the development of business systems specialising in the accounting and retail management environment since 1986. In this highly competitive market, IQ Retail has grown to become one of the premier providers of innovative and strategic business solutions.

Our solutions are fully integrated from POS through to General Ledger with the business sites ranging from complex 250+ store sites to single site businesses, with basic accounting and business process needs. Our software fits into all the major sectors of the market. We offer true retail integration and we are seen as one of the leading fully integrated systems in our base country, South Africa. We currently also have a user base in other parts of Africa, Australia and in some European countries.

IQ Retail also specializes in developing custom/bespoke systems to meet the specific needs of corporate clients and franchise stores.

We offer a comprehensive range of integrated software that not only competes with the global brands but also, we find, beats them hands down in many functional areas.

IQ Business is Business/Accounting software which has been developed according to the latest trends in business management and accounting needs.

## SMART TECHNOLOGIES

SMART is helping educators and businesses succeed all over the world. Their technology empowers teachers, students and teams to learn and collaborate in innovative ways, inspiring breakthroughs – from improved learning outcomes to moving businesses forward.



Their Mission is to provide simple, intuitive and connected solutions to help customers inspire greatness in themselves, and the students, colleagues and teams they interact with. They are the inventor of the SMART Board® interactive display and the developer of SMART Notebook®, the world's most popular collaborative learning software, and part of the SMART Learning Suite.

## LOGITECH SOLUTIONS



Swiss company focused on innovation and quality, Logitech designs products and experiences that have an everyday place in people's lives. Founded in 1981 in Lausanne, Switzerland, and quickly expanding to the Silicon Valley, Logitech started connecting people through innovative computer peripherals and many industry firsts, including the infrared cordless mouse, the thumb-operated trackball, the laser mouse, and more. Since those early days, Logitech has expanded both its expertise in product design and its global reach.

With products sold in almost every country in the world, Logitech has developed into a multi-brand company designing products that bring people together through music, gaming, video and computing. Brands of Logitech include Logitech, Logitech G, ASTRO Gaming, Ultimate Ears, Jaybird, and Blue Microphones.

## PRODUCTS AND SERVICES



Ok so what can you expect from Eight O Two PTY LTD? Good question. Here is our portfolio profile in brief:

1. We will supply you with all your Information and Communications Technology requirements.
2. We supply and provide after-sales service for Interactive Smart Boards from Smart Technologies.
3. We supply and provide after-sales service for all video conferencing equipment from Logitech.
4. We supply and provide after-sales service for all managed Network Switching and Routing infrastructure including security firewalls and proxy devices.
5. We supply, Install and maintain Access Control equipment.
6. We supply, install, Train and maintain Clocking and employee management solutions.
7. We supply and install accounting and business management solutions
8. We deal in Point of Sale Solutions for Retails and entertainment industry
9. Do you have a cabling job? LAN whether its CAT6, CAT6A, CAT7 or Fiber optic, we are here to help you design and install that local Area Network that is future proof and conforms to current standards.
10. And oh, you can hire us as a subcontract for any ICT related work. That's it in a nutshell!

## Maintenance, Warranty & Support

Our offer includes a comprehensive support and maintenance agreement to ensure our client's network remains up and performing optimally. Eight O Two shall, for the consideration set out in an agreement, provide technical support and management needed to maintain the client's network system in good operating condition by responding to calls logged on the helpdesk. Response times will be determined by priority as follows:

- ✓ **Critical** - Service unavailable to all users and/or causing a major impact on the business
- ✓ **High-Important** - A group of users unable to use the Customer Equipment or a significant part of it is unavailable to all users causing some impact to the business
- ✓ **Medium** – Standard: Individual users intermittently unable to use the Customer Equipment.
- ✓ **Low Non-critical**: Individual or group of users unable to use a non-critical feature or option, where a “work around” is possible.

