

## Technology Associates e-newsletter

### ComputerPoint Kenya Group metamorphoses to Technology Associates Group

In our desire to strive for excellence lies our passion for positive change. We have evolved into a group which evolves and adapts to the dynamic changes in our industry, transforms ourselves to serve our customers better and refines IT benefits. Recently we proudly changed our own identity to one that is more apt to what we have grown to be. We have re-titled ourselves suitably from ComputerPoint to Technology Associates. This metamorphosis from an IT vendor into an indispensable business associate across regions and industries, philosophises our new motto – “Technology can transform an enterprise into an empire, an idea into a revolution and a challenge into an achievement” and that is what we do at Technology Associates.



dynamic



transforming



evolving

To move with a world that's constantly changing is to adapt, to evolve, to transform.

### CEO's message

Karibu | Welcome



Dear Readers,  
2006 heralds the 10<sup>th</sup> year of our operations. An important milestone for the Technology Associates group. The year saw our final metamorphosis from ComputerPoint Kenya to the Technology Associates Group and with that a consolidation of our group operations under one legal entity. Despite difficult business environments in Tanzania & Uganda, courtesy crippling power situations, we performed remarkably, delivering growth as high as 200% in key sectors and we are well on our way to crossing the 20 Million US\$ revenue mark for FY2006. In continuance of our Corporate & Social responsibility (CSR) program, we helped fund the launch of the SHARKS football club for young, deprived Kenyan to grow and excel personally and also pursue professional football careers. And internally, our philosophy to staff training stayed committed, as our teams traveled to Istanbul, Tel Aviv, London, Johannesburg, Dubai and Riga!

The year also marks our momentous foray into mobile payments as we roll out our most ambitious investment ever, preparing the launch of **mTranZact**, Africa's FIRST comprehensive mobile commerce platform. mTranZact Kenya aims to become Sub Sahara Africa's first multi-channel, card-not-present payment processing platform and is being built with the strongest collaboration of the world's best payment technology vendors. Our unprecedented suite of services will enable consumers use their mobile phone, web or IVR to process every type of payment from retail banking, airtime recharge, bill payments to merchant payments. mTranZact will be replicated across Africa, Middle-East & Asia.

Once again, thank you for your fantastic support in making Technology Associates, sub-Saharan Africa's fastest growing and most respected IT company. **Girisch Nair – Group Chief Executive**

### TA on the MOVE !

TA Group recently relocated their Corporate & Africa head-office to the prestigious Eden Square, Chiromo Road in Westlands, Nairobi, Kenya. The premises will also host the region's first Visa, MasterCard certified payments data processing infrastructure, branded **mTranZact**.



### Telogic Singapore partners with TA for Africa

Telogic, is a leading provider of Telecommunications solutions in Asia-Pacific. Headquartered in Singapore, Telogic has offices in Thailand, Malaysia, Philippines, Pakistan & Indonesia and works through a network of strong partners in the Middle-east, Africa, Europe & the Americas. Telogic is a solutions enabler for carriers & service providers serving the telecom industry with its open & flexible telecom network management solutions, mobile value added solution (VAS) suites and professional services. Telogic specializes in advanced telephony signaling protocol such as SS7, GPRS, ISDN, R2 MFC etc & it's solutions cover Voice Service Suite, Roaming Service Suite, Messaging Service Suite & VAS.



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Major Desktop migration contract from Kenya Power



Kenya Pipeline (KPLC) contracted Technology Associates for a crucial enterprise-wide desktop expansion program.

This contract comprised of approximately 1000 high-end HP desktop computers and high-end Laptops. As part of the project deliverables, Technology Associates alongwith HP also co-ordinated a site visit for KPLC to HP factory in Prague in the Czech Republic, for KPLC to witness and ensure Quality of the computer systems.



Security Giant contracts Technology Associates for HP Blades & Storage

Group 4 Securicor forms one of the largest global providers of security operations worldwide, with 400,000 employees. They operate in more than 100 countries in 6 continents. With approximately 10,000 employees spread across 68 different locations in the country, the Kenyan branch of Group4Securicor may be regarded by far the largest private security company.

As part of a global automation strategy, Group4Securico Kenya was rolling out an enterprise-wide ERP application in a Microsoft environment. Group4 Securicor contracted Technology Associates Kenya for their mission-critical HP Blades & Storage infrastructure to run this core enterprise application. The project will also involve architecting and deploying Microsoft Active Directory structure, and an enterprise wide MS Exchange mail and messaging system. The enterprise application will be served to countrywide offices of G4S through Citrix's Metaframe Enterprise access infrastructure, also to be deployed by Technology Associates.

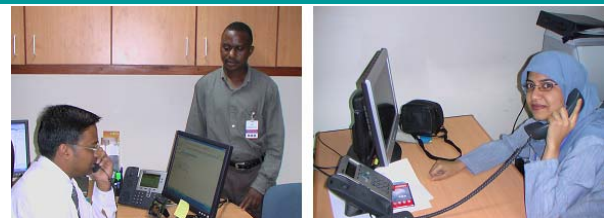
Tigo (Mobitel Tanzania) contracts Technology Associates Tanzania for crucial HP billing infrastructure



Tigo (Mobitel) Tanzania, is a member of the global Millicom international group, whose other African country operations include DR Congo, Ghana, Mauritius and Senegal. In Tanzania, Tigo has been experiencing tremendous growth in it's pre-paid and post-paid subscriber base and to cater to this growth, Tigo had recently contracted Huawei for their prepaid IN infrastructure and CBOSS for their post-paid systems. Tigo contracted Technology Associates for their crucial HP high-end server farm to host their various telecom applications. Technology Associates also maintains critical spares locally in Dar es Salaam, as part of their commitment to ensure highest uptime of this critical infrastructure.

Federal Bank of Middle-East (FBME), Tanzania Contracts Technology Associates for Crucial IT Infrastructure Service Level Agreement (SLA)

Nicosia-Cyprus based Federal Bank of Middle-East (FBME) runs a significant operation in Tanzania and is a Visa and MasterCard issuer. FBME outsourced to Technology Associates Tanzania their crucial IT infrastructure SLA, comprising of advanced Cisco routers, switches, RAD Modems, Sun Solaris and HP Servers. The network also comprises of Cisco based IP telephony infrastructure which integrates Data and Voice Network. Today TA is a trusted technology provider and consultant to FBME and is part of it's ambitious growth program in Tanzania.



Mr. Sanjay Singh FBME IT Manager, Dar es Salaam communicating with FBME Staff in Zanzibar Using Cisco IP Telephone. Seen standing is Mr. Lameck Maganga, Enterprise Engineer, Technology Associates Tanzania

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Technology Associates wins Sub-Sahara Africa's LARGEST Single-ATM order from Equity Bank, Kenya's largest retail bank



Wincor-Nixdorf ProCash 2150xe ATM with deposit functionality

Equity Bank Kenya awarded Technology Associates the largest single-largest ATM contract in East & Central Africa comprising of 100 Wincor-Nixdorf ATM's covering cash-dispensing and deposit functionality. With this rollout, the Equity ATM network will have 200 ATMs, all supplied and supported by Technology Associates. TA is proud to have played a key role in helping Equity implement its EFT payments platform on a turn-key basis and through a project we helped evolve since November 2003!

The bank has in excess of 750,000 customers processing over 20,000 transactions per day on an EFT switching infrastructure deployed by TA



Wincor-Nixdorf ProCash 1500xe cash dispenser



Kenya Ports Authority (KPA) contracts Technology Associates for crucial HP Blades & EVA 4000 storage for server and storage consolidation

KPA, is the largest trade gateway to East & Central Africa, and made the highest investments by a public sector in their Information Technology system. Over the past 5 years, Technology Associates was awarded the coveted data centre and desktop roll-out contract to deploy the largest Unix data centre cluster to host the mySAP.com ERP application across Mombassa, Nairobi and Kisumu inland container depots. TA further consolidated KPA's server and storage infrastructure across Microsoft's 2003 Active Directory services and became the first MS Gold Partner to engage KPA in a Microsoft Enterprise agreement. Recently KPA automated their waterfront container terminal and TA was contracted to deploy the enterprise scale HP Blade server farm

CelTel goes wireless with Technology Associates Uganda



CelTel Uganda is a member of the Amsterdam head-quartered CelTel International group, with 16 country operations in the Africa continent. With growth of their business applications, complexity of usage and the increased number of users in Uganda, CelTel decided to review their network bottleneck altogether. They focused on the need for Wi-Fi technology and network service anywhere while addressing their fundamental need of increased port bandwidth availability. After an extensive study of the site and their requirement, Technology Associates Uganda proposed, designed and deployed a Cisco based state-of-the-art wireless-G PCI LAN infrastructure. The Cisco Wireless LAN now connects users at incredible speeds and their communications are protected by industrial-strength Wi-Fi Protected Access (WPA) ensuring complete data security. CelTel Uganda has also outsourced their IT maintenance services to Technology Associates, measured by our technical competence and broader level partnership with the corporate. We aim to enhance this engagement in future across a broader segment of the groups 16 country networks in Africa.



## Technology Associates e-newsletter

### TA Africa expansions

### Technology Associates launches **MAKWACHA** – Tobacco Card for FMB Malawi



TA Project Manager - Maxwell Sibanda

Head - IT, FMB - Jacob Paul

The IT team at First Merchant Bank



Managers at Agora and Farmers World stores respectively, demonstrating the use of the Makwacha card for payment for goods



First Merchant Bank (FMB) Malawi, has consistently been awarded "Bank of the Year- Malawi 2002, 2003, 2004 and 2005' by The Banker (a subsidiary of the Financial Times, UK). In an initiative to

launch a differentiated financial product in Malawi, FMB deployed a unique approach to "banking the unbanked" in collaboration with the Malawi Tobacco industry. Tobacco is the leading cash crop in Malawi and the largest contributor of the much needed foreign exchange in this poor country. To tap into the treasury income generated from tobacco sales, FMB implemented TA's TranZact solution under a turn-key project to launch a co-branded card in partnership with TAMA - Tobacco Association of Malawi, a leading tobacco grower's co-operative union, Farmers World Limited (FWL) & Agora, a country-wide merchant network of stores that served the farmer community with agricultural supplies, chemicals, tools while also serving as a community convenience store. By implementing a path-breaking business model, FMB sought to deploy a multi-service payment product that delivered banking to the tobacco farmer with the convenience of a debit card that provided accessibility through a network of over 100 FWL merchant stores across the country. The Technology Associates TranZact project at FMB Malawi includes a network of 10 ATMs and approximately 100 GSM PoS terminals situated at each FWL merchant store. Each Farmer acquires instant sales credit on their debit card from sales proceeds of their produce at the Tobacco auctions across the country.

Today 30,000 tobacco farmers in Malawi have access to an unprecedented, multi-functional, convenient and affordable banking services through a revolutionary business model that harnesses collaboration between members outside the financial industry, enabling scale and lowering infrastructure costs. **Makwacha** cardholders additionally get an SMS statement that informs them of the sale proceeds at the auction floors, through the TranZact functionality. Malawi's tobacco industry is a prime contributor to the government's foreign exchange requirements and is a key source of income to over 100,000 farmers country-wide.



First Merchant Bank Head of IT - Jacob Paul at the Lilongwe Tobacco Auction Floors

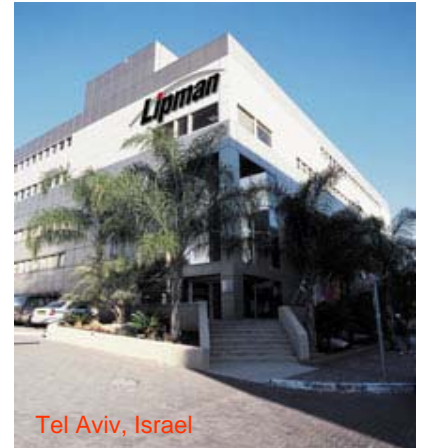
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### TA launches **TranZact** - a global payments solution



**TranZact** is a successful payments technology platform founded by Technology Associates Group over years of actively working with the Microfinance banking sector. We responded to their challenges of financial sector deepening and put together a well integrated proposition from world class technologies to deliver a path breaking solution. **TranZact** for the Microfinance industry is fundamentally customized to process loan payments, savings deposits, withdrawals and transfers on massive scale across peri-urban and rural geographies. It is based on a combination of industry standard payment transaction processing server, stored-value debit cards, point-of-sale (PoS) terminals interfaced such that data directly sent to the MFIs' back-end accounting and general ledger systems. Clients are issued with bank payment cards that are linked to their individual accounts which maintain their savings and loan account balances. When ready to make a payment, the client swipes her card onto the PoS terminal, which routes the transaction data to the transaction processing server, updates account balances and prints a receipt. Our successful projects in Malawi, Kenya, Uganda, Tanzania and Ghana in collaboration with local commercial banks and MFI's enables low income workers access banking services, increase social empowerment and provide a powerful impact to the economies of these countries.

### TA FSG engineers in Tel Aviv, Israel for Lipman PoS training



Tel Aviv, Israel

Technology Associates further strengthened it's Financial Service Group (FSG) skills development with the training of two our engineer's Joseph Ruto and Charles Maina (above) on **Lipman's** technologies, at their head-office in Tel Aviv, Israel. Lipman, established in 1974 and traded both on the NASDAQ National Market and Tel Aviv Stock Exchange (LPMA) - is a global leader in the electronic payment industry. Lipman recently acquired Dione and merged with Verifone to become a globally leading, provider of card transaction terminals, supporting payment and value-added applications for retailers, including integrated pin and smart card ("Chip and Pin"). Technology Associates has deployed approximately 3000 PoS network solutions for Senator Kenya, First Merchant Bank, Malawi and Crane Bank, Uganda.

### Technology Associates HP Enterprise skill investments in Istanbul , Turkey



Technology Associates further strengthened it's HP enterprise position in the Sub-Saharan Africa region by investing in upgrading our team's technically training and certification for the HP ASE Integrity and HP ASE Enterprise Virtual Array (EVA) storage programs



Sameer Karulkar  
ESG Manager - TA

The 3 week training program was conducted in Istanbul, Turkey. Also being a preferred and HP enterprise partner, HP invited and sponsored TA for an HP Strategic Enterprise Partner Competitive Training and "**Montecito**" launch at the Ceylan Intercontinental hotel, Istanbul - Turkey..



## Technology Associates e-newsletter

### HR and Events

#### Baridi evening with Tusker brewery!



East African Breweries had outsourced their entire mission-critical IT infrastructure SLA across Kenya & Uganda to Technology Associates through a very satisfactory engagement since 2000. In appreciation of TA's excellent services and support at the completion of our 6 year contract, EABL hosted TA's technical team at the **Red Garnet, Panari** in Nairobi. Seen below are the EABL & TA teams with Wamoni Mwangi – Group IT Director, EABL, Mesam Rizvi (Director, TA Group), and Mr. Nandan Nair, General Manager, TA. EABL's beer and spirits brands include Tusker, Johnny Walker, Smirnoff among others and are the largest brewers in Sub Sahara Africa, part of the Diageo group.



### Executive watch! the team grows..

#### Emmanuel Oluka

Emmanuel recently came onboard our Enterprise Infrastructure team. His last assignment was in Uganda with Uganda Telecom.

Emmanuel has long experience and expertise on HP, NetAPP, IBM, Veritas, ATM, POS and Microsoft platforms with special focus on Disaster Recover and hosted data environments. He will be based at our Kenya office.



#### Girdhari Kumawat..

Girdhari joins the Kenya Enterprise Infrastructure team with invaluable Telecom experience, having worked on 3G Wireless Data System Technology (CDMA) Project at National Network Operations Centre at one of Asia's largest CDMA operators and has been exposed to PDSN, CEM, FACN, RADIUS(AAA), NMS, wireless ATM & FWTS, IP/PDSN technologies. He is certified as a Cisco CCNA, CCNP, Sun Solaris SCNA, Sun Solaris SCSCA, Microsoft MCP and Microsoft MCSA.



#### Sameer Karulkar relocates from Mombassa

In our effort to grow and strengthen the Enterprise Services operations, Sameer was relocated from our Mombassa office to the Nairobi HQ. In his last assignment, Sameer was the Mombassa branch head, and managed SLA's for our key enterprise accounts such as KPA, Bamburi (La Farge), Mabati Rolling Mills among others.



## Technology Associates & HP social at the Sheraton in Kampala

Technology Associates Uganda jointly hosted a customer briefing event in association with HP at the Sheraton Kampala to celebrate its successful completion of HP's preferred partner program 2006. Dignitaries at the event included CXO's and senior management from MTN, Stanbic Bank, Crane Bank, Lafarge Uganda, Office of Auditor General, Bank of Baroda, Sheraton, Bank of Uganda, Housing Finance Company of Uganda, Celtel Uganda, Roofing, among other NGO's and key government officials. Seen in pictures are Suneet Sahai MD, TA Uganda (*above left*) and Mr. Richard Mayebo (Director MIS – Bank of Uganda) sharing his experience with TA (*below left*). Seen *below right* is Mr. Charles Munyororo FSG Manager HP East-Africa, sharing lighter moments with Director - Office of the Auditor General and Mr. Biplab Ghosh of Technology Associates Uganda. Above right is the TA Uganda team..

