



UltraTec - Company Profile

UltraTec is a focused private company established in 1999 to serve the needs of the growing energy and telecommunications sectors in terms of supplying appropriate products and services. The company represents reputable international manufacturers, which has ensured that the products and services offered are of the best performance and high quality standards.

The company has four divisions:

1. Renewable Energy Division

- a) Solar PV – the company represents **Shell Solar**, which is one of the world's leading PV systems companies. UltraTec supplies PV systems for a wide range of applications including water pumping, telecommunications and lighting. Systems include Solar Crystalline Modules, Charge regulators, Deep Cycle Batteries, inverters etc

www.shell.com/renewables

- b) Solar PV – the company represents  **Free Energy Europe**, a leader in high quality, stable and reliable Amorphorous Solar modules. Free Energy Europe strives to put a right product mix that is suitable for the African Market. The Free Energy Portfolio is obviously the right one if the Company's success in Eastern Africa is anything to go by. Very progressive company, innovative and comes tops in many market research conducted in Eastern Africa.

c) **Solar water heating**

UltraTec represents **Solahart** Industries of Australia, the makers of the world's most popular solar water heating system. The range includes the low cost direct water heating system, the Hot Top and the even more efficient Solahart J series. These units are available in 125, 150, 180 and 300 litre capacities. These systems are in use in hotels, lodges, hospitals, dispensaries as well as private residences. They have helped to significantly reduce energy bills for these facilities.

www.solahart.com.au

d) **Solar Cookers**

UltraTec represents **Sun Ovens International** Inc. of USA. Sun Ovens are manufacturers of Premium quality Solar Cookers that are designed to last a very long time and hence offer the lowest cost of ownership for any Solar Cooker in the world. UltraTec is working with the Sun Ovens, **TTT International's** E.Africa Programme and Ministry of Energy to further the penetration of this product by manufacturing it in E, Africa. Although not successful yet **we aspire that this will happen one day!** This move is likely to raise the quality of life for the rural community like never before. Numbers of lives are lost in the collection and burning of wood fuel from accidents and fumes. That will be dramatically reduced. The government has reacted positively by removing most of the taxes from the importation of these cookers. Many NGO's have reacted positively in working with us in wanting to participate in this project.


www.sunoven.com and www.tttht.com

e) Balance of PV System

UltraTec the leader in renewable energy represents **Steca** GMBH of Germany who produces very high professional quality Balance of system accessories for PV systems. Coupled with industry's best product and logistics support makes Steca the most powerful partner in the industry. These include Charge Controllers, Inverters, and CFL lighting products. **Steca's** policy of innovative product development makes it's a force to be reckoned with on both Small Solar systems and Highly professional Telecoms and Broadcast systems.


www.stecasolar.com

f) Power Backup Systems

UltraTec represents,  **OutBack** Power Systems Inc from USA covering East and Central Africa . Known for the first and only sealed True Pure Sinewave inverter/chargers, Outback Power systems make what are probably the most rugged inverter/chargers that produce **Ultra** clean power that is puresinewave. The Modular design ensures it grows with your need without making then previous step redundant. Put 10 inverters together to provide a massive 30,000 Watt inverter charger system. The Outback has the high Surge capability, Intelligent Battery Charging to ensure longer life, extremely quiet and fully automatic. The only system with the "WOW" factor to impress your competition and neighbors.

www.outbackpower.com

e) Power Backup Systems

UltraTec is a service centre and a distributor for,  **TRIPP-LITE** Inc from USA. Known for high quality power protection systems including Inverter/chargers, Stabilisers, UPS, Surge Protection bars, cables and connectivity etc. There is a wide range suitable for wide-ranging applications at a superb price, service and support levels. The Inverters have high Surge capability, Intelligent Battery Charging to ensure longer life, quiet and fully automatic. The Tripplite Inverter/Chargers are the biggest selling high quality power backup systems in this region.

www.tripplite.com

[2. Lightning and Power Surge protection Division](#)

Uganda is known to be one of the areas of the world with the highest incidence of lightning strikes. **UltraTec** in collaboration with **Clearline** Pty of South Africa offer a wide range of products for lightning and surge protection. In stock is equipment for protection of data lines, call centre equipment (PABX), office and household electronics, telephone/fax lines, RF and GSM installations. **UltraTec** has a solution to any type of lightning and surge protection problem.

www.clearline.co.za

UltraTec represents **Belotti Variatori**, a world-leading manufacturer of high quality **Voltage Stabilisers, Line Conditioners** and **UPS Systems**. A particular strength of **Belotti** is that they will configure each system to fit the application. Rapid manufacturing capability, special expertise and capacity in Variac and Transformer building as well as system integration at Manufacturer level to combine, isolation, stabilization, Surge and spike protection plus power backup makes Belotti and UltraTec a powerful combination in solution provisioning for small, medium and large enterprises.

www.belotti.it

UltraTec represents  and Dehn  world leader in high quality Lightning Surge Arresters Systems. These are standard fit in many Telecoms and Broadcast installations. The Portfolio consists of High Voltage and Low Voltage Protection Systems, Safety Equipment and Expertise. The combined experience of UltraTec, SurgeTek and Dehn makes us an unrivalled partner in this niche area that is so important.

www.dehn.de

www.surgetek.co.za

3. Telecommunications – Protection and RF Division

In partnership with **Huber and Suhner** of Switzerland and **Dartcom** of South Africa, **UltraTec** is supporting the growing activities in the Telecom sector. The company supplies:

- Antennas to GSM operators
- 2.4 Ghz Systems to the Internet service Providers
- Special low loss cables for the RF and Telecomm industry
- Quick fit connectors
- Lightning protection from Huber and Suhner

www.dartcom.co.za and www.hubersuhner.com

Internet System Accessories

Internet is a massively expanding cloud that is spreading rapidly. Everything under this cloud becomes part of the global village. **UltraTec** directors have significant years of experience in the field of Telecommunications, Satellite Communications and the ISP business. This experience is now extended in a consulting environment for the design and supply of **Virtual Private Network** (VPN) systems for the Internet community. The reach of Internet becomes more efficient if the speed of access and thru put is increased per unit cost. Wireless is making this a reality. **UltraTec** is a player in this market in providing the supply and support to the ISP's.

Energy/Battery Storage Systems

UltraTec represents **EXIDE** Technology group's professional Battery Storage Systems. Major users are the Telecoms and the Transport Sectors. These systems are of extreme endurance type and highly popular in Generator Cycling and renewable energy applications.

www.exide.com


UltraTec represents **First Power** who provide Super wide range of Battery storage systems covering High Temperature series, Long Life Series, Deep Cycle Series and Standard series. All of Sealed construction with no maintenance required. The **First Power** batteries offer exceptional deep discharge recovery and charge acceptance, even after deep or prolonged discharge. These batteries offer very high quality with world-recognized approvals of UL, CE, QEC,

Communications / Pre Payment Application Systems

In addition to protection and RF accessories to the Telecoms division we provide systems supply and consultancy / design capability to the Telecoms industry including:

- Radio Communications HF, VHF, Trunking, Tetra etc we are not tied to a particular vendor.
- Telephone Systems core and wiring
- Voice and Data networking and infrastructure
- Design, Supply, Install and Maintain Satellite Communications networks.
- Internet Service Provider - Systems design, 2.4Ghz Wireless Systems Design, Supply, Install and maintain
- Turnkey Projects in specialized Telecoms systems inc Virtual Air time voucher Systems/ERP from TalkWyz

4. Lighting Products

UltraTec has established the New Technology  as a Major Brand of very high **Endurance** products of **Extreme** quality covering various Lighting Systems. The range is very wide and Includes AC – Energy Saving CFL Lights, DC Energy Saving CFL Lights (using the SMT – Surface Mount Technology), Mercury Lighting, Sodium Vapor Lighting, Halogen Lighting. This Superb range is already well accepted by the Biggest outlets and Operators. The list of customers and applications are growing by the day. The best Value product on the Market.

5. Services - Division

UltraTec provides highest quality of Installation, Maintenance and Design/Consultancy in the Niche areas of its expertise. We build and Install **Major Solar PV systems**, **Major Solar Water Heating Systems**, Complete Industry wide **Surge and Spike Protection**. Design of **Power Conditioning/Stabilisation** and **Voltage Transient Protection** systems for Broadcasting, Telecommunications and Manufacturing sectors. Major Industries now rely on **UltraTec's Power Analysis/Audit** service to implement their power usage and protection systems.

6. Energy Audits

UltraTec in collaboration with GTZ Energy Advisory Project is engaged in doing Energy Audits for industry and institutions. We aim to minimizing power consumption and improve on the quality of power.

In any industry, the three top operating expenses are often found to be energy (both electrical and thermal), labour and materials. If one were to relate to the manageability of the cost or potential cost savings in each of the above components, energy would invariably emerge as a top ranker, and thus energy management function constitutes a strategic area for cost reduction.

ENERGY AUDIT identifies the flow of energy consumed in each step and pinpoint where energy is wasted, energy audit report reveals the areas of wastage of energy and provides recommendations to the industry. Some parameters for evaluation may be all or some of the following:

- Quantity energy consumption and establish baseline energy information.
- Efficiency evaluation of energy utility systems.
- Compare Energy norms with energy consumption levels.
- Identify and prioritisation of energy saving measures.
- Analysis of technical and financial feasibility of energy saving measure.
- Recommend energy efficient technologies and alternate energy sources.
- Check architectural and air conditioning blue prints. etc

Who are our Customers?

Major Fixed Line Telecoms Operators - UTL

Major GSM Operators – MTN, CELTEL, MANGO, SAFARICOM

Manufacturing Industries – Some of the biggest industries use our services and products

Educational Institutions

Broadcasting Companies – Major Radio and TV stations

Banks and Financial Institutions – DFCU, CERUDEB

Hospitals – Mulago (Walter Reed Project), Kalizizo Rakai, IAVI, CDC, Kiwoko etc

Schools

NGO's – Habitat for Humanity

Hotels – Sheraton, Grand Imperial, Serena, Paraa, Sunset etc etc

Consultants

Government and Ministries

Major Retailer/Supermarkets – Shoprite, Uchumi, Metro, Capital Shoppers etc

Major Electrical Outlets

Solar Retailers, Wholesalers, Installers

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