

[www.talinda.net](http://www.talinda.net)



Simple • Responsible • Creative





Simple • Responsible • Creative

“ The fact is, if you say Talinda, you mean dependability. ”

### » Design

We listen, Design, Meticulously roll out flexibility to fit your project.

### » Build

We build smart Turnkey ICT Systems that keep your guests engaged.

### » Support

Reliably support the operation for years.

# About US

Talinda East Africa is a Turnkey ICT Infrastructure solutions provider working on new properties, refurbishments, outfits and technology upgrades. We are a mid-range and premium markets solution integrator experienced in:

- 01 **Automation**  
Smart Homes, Building management systems and Guest room management systems.
- 02 **Network Infrastructure**  
Wireless Networking, Structured Cabling, Switching and Routing.
- 03 **Audio-Visual and Commercial TV Systems**  
IPTV, Hospitality & Education Screens, Interactive Solutions and Digital Display Signage.
- 04 **Physical Security**  
Access Control, Locks, Biometrics, RFID and IP Surveillance.
- 05 **Voice solutions**  
Call centers, Video Intercom, Video Conferencing, Telephony, IP PBX
- 06 **Advanced Computing**  
Data centers, Security solutions, firewalls, antimalware, antivirus and back-up Storage.
- 07 **Services**  
Service Level Agreements(SLAs), Adhoc support, Professional and Consultancy Services.

Simple • Responsible • Creative

“We take pride in our achievements.”

**Having been in operation for eleven years, we are proud to have served turnkey projects including:**

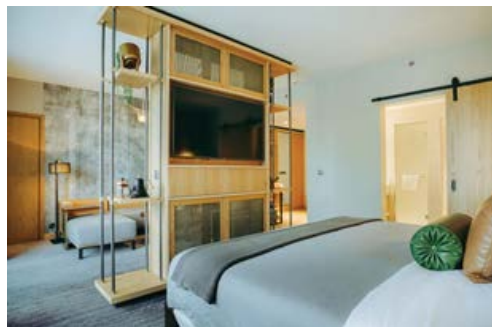
- Commercial properties - Office fit outs, new builds, refurbishments
- Residential properties Town houses and Apartments installations
- Refurbishments and new builds for Hotels and Hospitality

In addition, we are the leading reseller and system integration service provider in East African for design, supply, installation, configuration and support of ICT Systems. We have a great reputation of working on both construction and fit-out projects of any size scale, time scale and complexity.

In addition, we serve the ICT needs of small to large businesses in East Africa, ranging from corporates, hotels, hospitals, NGOs, factories, schools and embassies. We achieve this by continuously investing in in-depth technology skills, a comprehensive service portfolio and a vertically aligned business. We are the most trusted advisor on turnkey ICT infrastructure projects and system optimization assuring a 5-year technology deployment relevance.



Construction Stage: **The Social House.**  
Completion Stage: **The Social House.**  
Social House: **IPTV, WiFi, Data, Voice.**  
Social house interior: **IPTV and WiFi system installations.**



# Our Vision

East Africa's leader in ICT solutions for fast growing mid-sized businesses

# Our Mission

To consistently provide ICT solutions in East Africa that deliver an outstanding customer experience and long-term commercial value

# Our Core Values

## Simple

We keep everything simple, make technology easy to use and manage making us easy to work with.

## Responsible

We handle all interactions with thoughtfulness, responsibility and in empathy in everything we do.

## Creative

Innovative customization with flexibility in design and approach for each role or task.

# Registration

**Talinda East Africa Limited is a Limited Liability Private company incorporated in Kenya. Founded in August 2009. It was initially registered and operated as a partnership and later incorporated. Company registration number CPR/2014/156141**

## National unique identifier codes

Business ID: **195014**

UNGM registration number: **412744**

NCA REG NO: **14677/E/1214**

KRA PIN: **PO51507124B**



## Our Reach

Our team of over 20 inhouse staff has been on the forefront of delivering ICT solutions in East Africa for over 10 years. The core engineering team is made of seasoned engineers with between 3-8 years span of hands on technical experience in robust projects in Africa. These core skills and tenacity have resulted in consistently growing our client list and ability to deliver quality projects across the African continent.



Kenya



Rwanda



Somalia



South Sudan



Tanzania



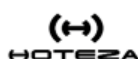
Uganda



Zambia

# Our Partners

With team hard work and excellence and supplier certifications and authorizations, we have made strategic alliances with most of world leading ICT brands and manufacturers. We ensure our clients and projects receive high-quality products and service support. Our expansive portfolio of products and services cover a wide range of partners as follows:





# Our Products and Services

Our products are in four main categories, Voice Telephony, IT Infrastructure, IP-TV Audio-Visual and Signage and Services. We visit every lead, analyze their needs and requirements as well as their existing infrastructure and design a solution based on the products we resell and the best industry practice. We custom plan, design, procure, implement, support and maintain your communication focusing on:

## IT Infrastructure

- **Wireless**
- Wi-Fi solutions that are reliable & secure
- Wireless Point to Point and Point to Multi point solutions
- Microwave Backhaul
- **Cabled**
- Turnkey Structured cabling
- In-door and out-door copper cables: UTP, STP, FTP & Fibre
- Routing & Switching
- **IP surveillance:**
- indoor & outdoor camera's, video recorders & storage system.

## IP Telephony & VOIP

- **IP Telephony**
- Customized, cost effective IP PBX solutions
- Cost effective IP Phones
- **VOIP**
- VOIP gateways with GSM, PRI, FXO/FXS, & BRI interface
- Transit C4 switching & wholesale VOIP gateways
- Session Boarder controllers and media gateways
- Class 5 soft switch service delivery platforms
- **Accessories**
- ISDN/E1 modems, GSM gateways (1, 2 and 4 Sim cards), SMS gateways, Tele-conference phones, cordless

## IP TV, Signage & Audio-visual

- **IP-TV**
- Custom designed IPTV solutions for Hotels, Hospitals & Hostels
- Video on Demand, Internet on TV,
- Increase guest/patient contact with your Brand, in-house spending on additional services & personalized interaction
- **Digital Signage**
- Simple to use common areas communication solutions
- Content management
- **Audio-Visual & Imaging**
- Projectors, Smart boards, visualizers

## SERVICES

- **System Life-Cycle services:**
- Pre-purchase: solution Planning, survey & Design. Purchase: Supply and delivery
- Installation: implement design, configuration, commission & train
- **Operational support & Optimization**
- Network & system Support & Maintenance
- Back-up & software updates
- Configuration, change management & Security management
- Asset tagging & tracking
- **Audit & consultancy\*\***
- Advisory services on network and other systems
- System Audit services





## 1. Automation



### *Smart Homes, Building management systems and Guest room management systems*

Talinda is a certified ABB and KNX partner. We provide turnkey Building Management Systems, Hotel and Guest Room Management Systems and Home Automation. Guaranteeing reduced energy consumption, safety, open and flexible system. This includes controlled lighting, heating, ventilation, air conditioning, smoke detectors, alarm systems and motion sensors.

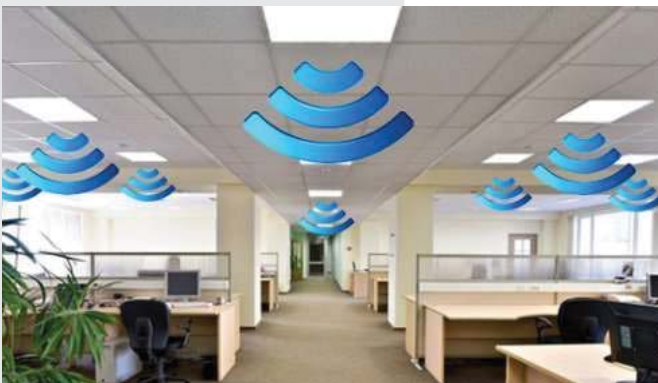
## 2. Network Infrastructure



### *Structured Cabling, Switching and Routing.*

We design and install standard adherent modular design of copper and fiber based structured cabling solutions for voice and data. We are at the fore front of turnkey ICT works and networking systems that are organized in nature for ease of use and management including cabling, cable housing, cable management

## 3. Wireless Networking Systems



We create Robust, reliable, easy to use and easy to manage wireless networks. We are known for deploying excellent wireless network systems in the market while providing high speed internet and reliable connections to multiple devices in your premise for ease in digital learning, content sharing, presentations, and collaboration of activities. We deliver the best guest experience in every room and all corners of your Commercial fit-outs, Residential town houses, Apartments, refurbishments, hotels and new builds.

## 4. Audio-Visual and Commercial TV Systems



### *IPTV, Hospitality & Education Screens, Interactive Solutions and Digital Display Signage.*

Over the years, Talinda has been instrumental in the development of major Hotel chains in the region, Accor, Fairmont just to name a few. We facilitate interactive hotel TV systems for guest communication, entertainment and interaction including IPTV and MATV for IP and co-axial networks respectively. Our hotel and hospitality TV connections delight guests, build your brand and overall drive revenue.

### *Digital Display and Signage*

For advertising and communication to users and personalized communication, we install 3D, vertical, horizontal, touch screens, video walls, indoor and outdoor displays, media players which are popular in malls, hospitals, schools, hotels and office complexes.

## 5. Voice solutions



### *Call centers, Video Intercom, Video Conferencing, Telephony, IP PBX*

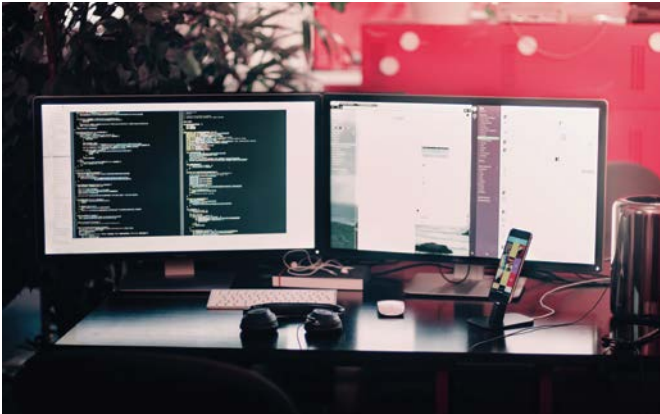
Intuitive, easy for use, durable. Telephones, PBX systems and Call centers. Talinda is a renowned provider of advance carrier voice solutions from intuitive easy to use, durable telephone systems that enhance collaboration, productivity and connectivity between offices, clients, branches and stakeholders.

## 6. Audio, Video Conferencing and Meeting Room solutions

Talinda is your go-to for collaboration tools. We supply and install HD video and audio equipment, content sharing, chat and messaging solutions for easier collaboration. Our conference room solutions range from presenters, meeting room systems, video conferencing and control equipment to help engage with teams in multiple locations.



## 7. Advanced Computing



***Data centers, Security solutions, firewalls, antimalware, antivirus and back-up Storage.***

Secure your network and computing devices from cyber threats, attacks and hackers. With the growth in internet use, cyber security is a serious emerging issue for anyone connecting into a network. We secure businesses with Firewalls, Antivirus and anti-Malware solutions. Our computing and storage solutions include hardware and software computing devices, and servers delivered with onsite virtualized server environments, cloud and a hybrid of both.

## 8. Physical Security



***Access Control, Locks, Biometrics, RFID and IP Video Surveillance.***

Our modern surveillance and security systems include CCTV and IP cameras, cloud or onsite footage storage, video analytics of footage, Access control systems and video intercom stations all for home and enterprise business.





# Our People

We are fully engaged in finding the best solution we can possibly deliver while being fully committed to our people and to adding value to our customers' businesses and goals. We believe in lasting relationships. That is why we attach importance to consis-

tently delivering high-quality products and keeping our promises. Our customers have confidence in establishing close and long-term relationships with Talinda East Africa.

## Eunice Wafula

DIRECTOR,  
BUSINESS DEVELOPMENT

● Eunice is one of the Directors at Talinda East Africa. She works in both Director's role and Business Development for over 10 years. Her qualifications include:

- Corporate management Entrepreneurship 2011.
- Cisco Select Account Manager Cisco Online 2011.
- Ruckus Wireless Sales & Technical Basics Ruckus Online 2010.
- Cisco Sales Expert Prometric 2008.
- Cisco wireless Account Manager Prometric 2007.
- Sun Microsystem Sales Certification Prometric 2007.
- NetApp Storage Solution.

**Relevant experience projects include:**

Panari Resort, Strathmore University, Alba Hotel, Fairmont Mt Kenya Safari Club, UNECA Ethiopia, Glee hotel, Manyani office block

## Allan Kiptalam

PRE-SALES ENGINEER

● Allan has deep experience in Pre sales design  
List of qualifications include:

- Bachelor of Science in Computer Science.
- Cisco Certified Specialist (CCNP) - Enterprise Core.
- Wireless SE Pre-Sales\_Wireless Portfolio Pre-Sales certificate.
- Wired Portfolio (ICX) SE Pre-Sales Training Wired Portfolio Pre-Sales Certificate.
- SmartZone SE \_ Partner Assessment - Accreditation Exam\_Smartzone SE \_ Partner.
- Certificate Portfolio Sales Exam\_Ruckus Portfolio Sales Accreditation.
- NSE 1, 2, 3 Network Security Associate.
- Cisco Certified Network Associate (CCNA) - R&S.

**Relevant experience projects include:**

Glee hotel, Volaire Housing Development, Manyani office block, OrPower Geothermal Plant.

# Morris Maina

PROJECT MANAGER

Morris is a skilled in architectural design, quality control, construction and project management. He has a Bsc Construction Project Management.

List of qualifications include:

- Structural Detailing
- PMP Project Management Professional
- AutoCAD Constructional Detailing

Relevant experience projects include:

Glee hotel, Volaire Housing Development, Manyani office block, Canaan Group offices, OrPower Geothermal Plant.

# Joash Odero

BUSINESS DEVELOPMENT EXECUTIVE

Joash is experienced in IP infrastructure survey, maintenance, decommissioning, installation, testing and commissioning. He holds a Diploma in Telecommunications engineering.

List of qualifications include:

- Structural Detailing
- PMP Project Management Professional
- AutoCAD Constructional Detailing

Relevant experience projects include:

Glee hotel, Volaire Housing Development, Manyani office block, Canaan Group offices, OrPower Geothermal Plant.

# Evanson Ndungu

FIELD SERVICE ENGINEER

Evanson is a skilled telecommunications engineer with high specialization in telephony and call center systems. He holds several certifications as listed:

- 3CX Basic, Intermediate & Advanced
- Sangoma PBXact/FreePBX Certified Sales Essentials
- PBXact Certified Essentials & FreePBX Certified Essentials
- HPE Hybrid Cloud Systems

Relevant experience projects include:

Voltaire Housing Development, Manyani office block, OrPower Geothermal Plant, Nacico Sacco, Platinum Credit Ltd, Social House Nairobi, BetPawa, DuduTech Kenya Limited.

# Patrick Lang'at

FIELD ENGINEER

Patrick's experience spans over 5 years. He has specialized in Networking, IPTV and Digital Signage systems. Working in installation projects around Africa. He has gained accreditations and certifications as listed below:

- Huawei 5G Technology Mobile
- Antlabs Internet Gateway Training
- LG Pro Centric Direct Partner (IPTV)
- Cisco Certified Network Associate I
- Cisco Certified Network Associate II

Relevant experience projects include:

Voltaire Housing Development, Manyani office block, OrPower Geothermal Plant, Platinum Credit Ltd, Social House Nairobi, Canaan Developers Limited.





## H&S and OHS Policy

Our policy defines Company Policy, Objectives, Responsibilities and Control Arrangements for health & safety (H&S) at work (occupational health & safety (OHS)).

Talinda East Africa's overall health & safety objective is to prevent accidents, injuries and occupational ill-health at all locations under Company management control. Specifically, it is the Company's objective that the following 'minimum control arrangements' are in place at all Company locations:

- a) Employee access to and basic understanding of our OHS policy.
- b) Documented responsibilities for H&S at work.
- c) Up-to-date H&S risk assessments and fire risk assessments.
- d) The provision of necessary H&S information, instruction and training.
- e) The provision and use of necessary personal protective equipment (PPE).
- f) Arrangements for emergency response/evacuation, first aid and occupational health.
- g) Documented procedures/safe systems of work, where necessary to establish and maintain a safe and healthy working environment.
- h) H&S control arrangements for contractors and visitors.
- i) Communication and consultation with employees on H&S issues.
- j) Monitoring, investigation and reporting of any incidents, accidents or occupational ill-health.
- k) Corrective and preventative actions where any incidents, accidents or occupational ill-health occur.

## Occupational Health and Safety Policy (OHS)

Talinda East Africa is committed to the health, safety and welfare at work of its employees; Complying with applicable health & safety legal requirements; and, the continual improvement of our health & safety control arrangements and performance. Specifically, the Company is committed to providing and maintaining:

- Control of the health & safety risks arising from work activities.
- A safe place of work with safe means of entry and exit.
- Safe plant, equipment and systems of work.
- A safe and healthy working environment.
- Arrangements for the safe use, handling, storage and transport of articles and substances.
- Necessary information, instruction, training and supervision to protect safety and health at work.
- Measures promoting employee well-being and a healthy lifestyle.

We consider the health, safety and welfare at work of our employees to be an essential part of being a responsible and productive company that manages business risks and delivers long-term shareholder value.



## Employee (& Contractor/ Visitor) Responsibilities

“Everyone is responsible for health & safety.”

**It is the duty of every employee whilst at work, and of any contractors / visitors at Company facilities:**

- To take reasonable care for the health & safety of themselves and others who may be affected by their acts or omissions.
- To cooperate with colleagues, line management and the Company on health & safety matters.
- Not to misuse or interfere with anything provided in the interests of health, safety and welfare.
- To report any health & safety concerns to their line manager and / or the site H&S Manager.

## Line Management Responsibilities

Effectively establishing and maintaining day-to-day health & safety (H&S) at work is a line management responsibility. At each location where the Company has management control responsibility for H&S follows the line management structure; from the site's senior manager to the site senior management team, through middle managers / supervisors / team leaders, to individual employees.

*It is the responsibility of all levels of management and supervision to:*

- Implement this OHS policy document in the area(s) under their responsibility / control.
- Ensure, so far as is reasonably practicable, that the 'minimum control arrangements' (as described in the objectives of this policy) are in place, understood and implemented in the areas under their responsibility or control.
- Make adequate resources available for the management of health & safety at work.

## Site-level Responsibility

At all locations where Company employees work or to which they report (e.g. warehouses, sites, offices and any associated field or home-based employees), the management of health & safety at work is the ultimate responsibility of the senior manager at that location. Day-to-day responsibility for the management of health & safety should be delegated through the line management structure, as outlined above.



## Live Network for Office Fit-Out Network

- Scope 60 Data Points using 2 Km of CAT6a Cable covering entire offices on 7th floor.
- 6 Services structured cabling, Firewall, Switches, Wi-Fi, VoIP, CCTV, Access control.
- Backbone 10GB L3 Fibre and Copper.
- Cable Molex PowerCat6A (U-FTP).
- Layer 1 Molex.
- Layers 2,3,4 ZyXEL.

## Switches (2)

- Data/Wi-Fi/CCTV Dlink NPP-C61BLK481.
- Voice switch Dlink DGS-1210-28P.

## Access Points (5)

- The controller is ruckus unleashed version 200.9
- 5\*Ruckus Zoneflex R320
- Network Infrastructure is CAT6A

## Telephony

- OpenVox UC300 IPBX with 2 FXO Ports- UC300
- OpenVox SWG-M204G Desktop Gateway, 4 GSM Channels
- ES620-PEGV4 IP Phone (1)
- Escene ES270-PC professional IP Phone with Color screen (23)

## CCTV

- Hikvision 16channels NVR Model DS-7616
- Storage 1 Terabyte 4TB/64MB(6Gb/s)/IntelliPower(RPM)/SATA3
- Network Infrastructure is CAT6A
- Hikvision Dome Cameras 2MP

## Firewall

- Fortigate 60F
- Unified Threat Protection (UTP)

## Access Control

- Hikvision DS-K1T804MF-1 fingerprint access control terminal





# Project Milestones

- IPTVs installed - 704
- Wireless Access Points installed in projects - 1971
- IP Phones and Call centers connected - 630
- Students connected with E-Learning - 10000 plus
- Hotel rooms served - 1024
- Countries served - 9




# Projects References



Talinda East Africa has a strong background in design, procurement, installation and after sale support ensuring every project delivery runs smoothly. We look forward to the seamless transition of product/project commission-

ing and thorough testing before the handover. Over the past few years, we have carried out many projects across Africa region. Here are some notable Turnkey projects:

Project Name	Name of Client	Type of Work	Date of Completion	
Turnkey Cabling, WiFi, Telephony and Office fit out project	<b>Building Services Group - Manyani East Development Ltd</b>	Supply, installation and configuration of Structured Cabling, Wifi systems and IP Telephony solution.	2020-ongoing	Ongoing
Turnkey Cabling, WiFi, Telephony, meeting room systems and Hotel IPTV Project	<b>Glee Hotel</b>	Supply, installation and configuration of Structured cabling, Wifi, Telephony, IPTV system and Audio Visual solutions.	2020-ongoing	Ongoing
Turnkey Cabling, WiFi, Telephony and Hotel IPTV Project	<b>Social House</b>	Supply, installation and configuration of ruckus wireless equipment, IP Telephony system, IPTV system, and structured cabling.	2020	the social! house
Turnkey Network cabling, WiFi and Audio visual system and Hotel IPTV project	<b>Pullman Nairobi - Forestscape Limited</b>	Supply, installation and configuration of ruckus wireless equipment Supply, installation and configuration of IPTV and digital signage screens.	2020	
Turnkey structured cabling, Fiber Cabling, IP Telephony, Surveillance, Intecom Town House Project	<b>Volaire at Brookside - Canaan Developers Ltd</b>	Supply , installation and configuration of wireless networking equipment, video intercom stations, security systems, fiber cabling and IP telephony.	2020 - Ongoing	VOLAIRE



# Projects References

Project Name	Name of Client	Type of Work	Date of Completion	
Turnkey structured cabling, Fiber Cabling, IP Telephony, Surveillance, Intecom Town House Project	<b>Grand Riverside Apartments - Canaan Developers Ltd</b>	Supply , installation and configuration of wireless networking equipment, video intercom stations, security systems, fiber cabling and IP telephony.	2017	
Hotel Wi-Fi Project	<b>Dusit D2 Nairobi - Cape Holdings</b>	Supply, installation and configuration of ruckus wireless equipment	2014	
Wi-Fi Project	<b>Sankara Hotel - Nairobi</b>	Supply, installation and configuration of ruckus wireless equipment	2014	
Turnkey Structured Cabling & Wi-Fi Upgrade Project	<b>Eka Hotel - Nairobi</b>	Supply, installation and configuration of ruckus wireless equipment and networking	2013	
Turnkey Structured Cabling, Wi-Fi & Telephony Project	<b>Alba Hotel - Meru</b>	Supply, installation and configuration of ruckus wireless equipment, IP Telephony and networking	2014	
Turnkey Fiber-Structured Cabling & Wi-Fi Project	<b>Finch Hattons Tsavo - Future Hotels Ravi Chander</b>	Supply, installation and configuration of ruckus wireless equipment and networking	2014	



# Projects References

dusitD2 nairobi  
14 riverside, riverside woods (off riverside drive) p.o. box 41596 - 00100 nairobi, kenya  
t +254 204 233 000, m +254 787 657 000, f +254 204 233 009, e info.nairobi@dusit.com

21<sup>st</sup> November 2014

To whom it may concern

**dusitD2**  
nairobi

**Recommendation to work with Talinda East Africa Limited**

I confirm that Talinda East Africa Limited has been our supplier, consultant and project manager of Wi-Fi and other ICT solutions and services to Cape Holdings Limited- Dusit D2 Nairobi since 2013 to date.

Installation has been seamless and projects were handled professionally from design to installation and commissioning. After sales support services has been handled well with clear contact lines for specific support or maintenance calls per technology installed.

We do hereby recommend that Talinda East Africa Limited has the capacity to handle wired/wireless Networking and IP telephony infrastructure project.

If you may need further details, feel free to contact us.

Yours sincerely



Gurjinder Singh

IT Manager

www.Dusit.com



22nd November 2014

To whom it may concern,

**Recommendation to work with Talinda East Africa Limited**

I confirm that Talinda East Africa Limited has been our supplier, consultant and project manager of networking solutions: Structured Cabling, Switching, IP Telephony, Wi-Fi & other ICT solutions and services to Alba Hotel, Meru since 2012 to date.

Installation has been seamless and projects were handled professionally from design to installation and commissioning. After sales support services has been handled well with clear contact lines for specific support or maintenance calls per technology installed.

In this regard we have no hesitation in highly recommending them to other corporate organizations, for similar assignments.

If you may need further details, feel free to contact us.

Yours sincerely

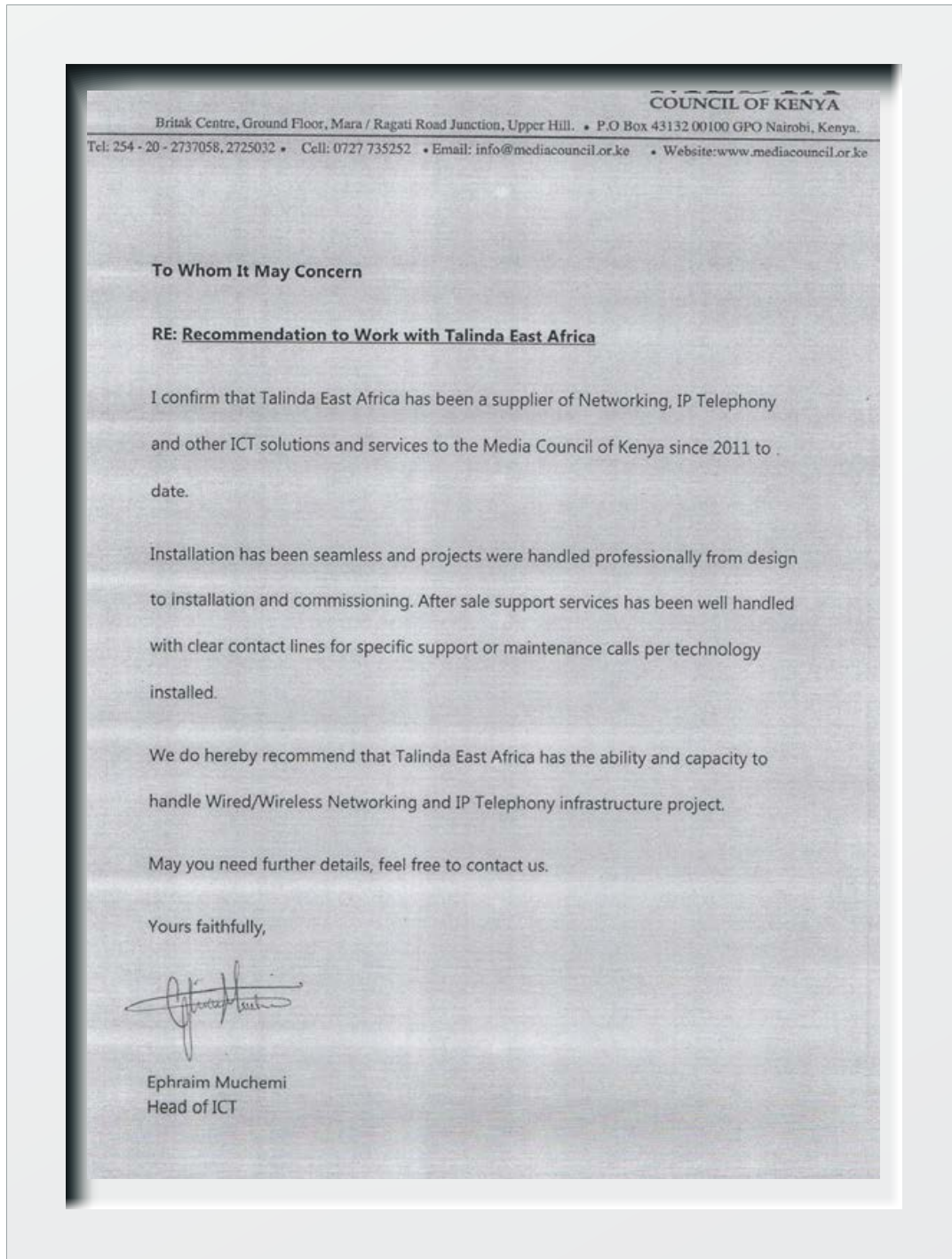
A handwritten signature in blue ink, appearing to read "Juliet Njogu".

Juliet Njogu  
Managing Director

Head Office:  
The Alba Hotels Ltd  
2nd Floor, Arbor House, Arboretum Drive  
Tel: +254 20 2312686; 0705 556 677  
P.O Box 28616 - 00200, Nairobi, Kenya.  
Email: [stay@albahotels.co.ke](mailto:stay@albahotels.co.ke)  
Website: [www.albahotels.co.ke](http://www.albahotels.co.ke)

Property Address:  
Alba Hotel Meru  
Mihimani Road, Meru, Kenya  
Tel: +254 20 2312686; 0705 556 677  
P.O Box 28616 - 00200, Nairobi, Kenya.  
Email: [stay@albahotels.co.ke](mailto:stay@albahotels.co.ke)  
Website: [www.albahotels.co.ke](http://www.albahotels.co.ke)

# Projects References





**HOTEZA**  
www.hoteza.com

**Anything  
for your guests.  
All in one place.**

Smart solutions to make your guests  
feel right at home

TRUSTED BY



Talk to us



**TALINDA East Africa**

Next to Ndama Place, Kabarnet Road,  
off Ngong Road, Nairobi, Kenya  
P.O. BOX 6560 - 00200 Nairobi, Kenya

**t** +254 20 80 777 04

**e** info@talinda.net | marketing@talinda.net

www.talinda.net

Talinda East Africa Talinda East Africa @TalindaEAfrica