

Balton

Balton Tanzania Limited

COMPANY PROFILE



BALTON TANZANIA LIMITED

COMPANY PROFILE

COMMUNICATIONS DIVISION

WHO IS BALTON?



49 years' experience

in project management

Balton Tanzania Limited is a subsidiary of Balton CP a British company with 9 subsidiaries and operations in 19 Sub Saharan African countries. Balton Tanzania Ltd. is operating the country since 1964 (over 49 years), delivering high quality projects and business solutions which span the fields of Communications Technologies, Electromechanical Engineering, Agriculture and Public Health. The company is a Tanzanian entity with offices in Dar es Salaam and Arusha and with over 100 full time employees.

We have strong, longstanding strategic relationships with manufacturers of many leading brands where we add value to our customers through technical excellence. We are proud to offer our customers a unique blend of local resources and technical expertise - with real practical experience of working in Africa. We can therefore deliver high quality projects as they are planned - with assurance that all will be completed on time, and within budget.

Operating as a group of nine subsidiary companies, from 19 locations in Africa, we employ more than 1,000 people.

Proudly with 100% success rate...

COMMUNICATIONS DIVISION

Balton Tanzania Limited, through its Communications Division, offers solutions for the **Management and Deployment of Projects** in the telecommunications and electronic security fields. We generate solutions throughout their lifecycle, from design and engineering to implementation while meeting the highest standards of quality. Our principle is simple yet effective:

“We take time to understand the needs of our customer, design the right solution, install with the highest available workmanship, and in the end provide full after-sale support at the customer premises or in our in Dar es Salaam.”

Our Communications Division range:



Two-Way HF/UHF/VHF Radio Systems

Analog, Digital & Trunking



Wi-Fi Intrinsically Safe Solutions

Industrial Grade, Heavy Duty Solutions



Wireless and Broad Band Solutions

Point-To-Point, Point-To-Multi-Point



Optic Fiber Communications

HFFR/FR-PVC, High quality, Military grade. Supply and Deployment



Data Communication Cables

HFFR/FR-PVC, LAN, Bus, Instrumentation, Control & Signaling Cables



Power Cables

High quality, Military grade. Supply and Deployment



Security Cameras & Surveillance Systems

CCTV, Thermal & IR Cameras, Detection and Threat Management



RFID Tags & Asset Protection

Ideal for high value and/or critic assets



Power Management Units

UPS and Other power Solutions

Additional/Complementary Services:

- *Dam Lining*
- *Water Treatment/Management*
- *Power Generation and Backup Systems – Gensets, Batteries, etc.*
- *Chemical Products – Importation and Distribution*

OUR PARTNERS

TWO-WAY HF/VHF/UHF RADIO SYSTEMS

MOTOROLA

Balton (T) Ltd is the **Biggest authorized distributor of Motorola in Tanzania.**

We can provide a wide variety of radios from two-way analogue radio to fully Digital like **MotoTRBO** or large scale **TETRA**.

***ATEX-Rated for Safety** - Threats from explosive gas, combustible dust or chemical vapours, from an oil rig to an open mine are confronted daily by your workers. Safe and reliable communication is absolutely critical in such dangerous environments.*



DANIMEX

Balton (T) is the **Authorized distributor of Danimex Digital HF Systems for Tanzania.**

The Digital , Military grade system offers countrywide coverage mixed with advanced features such as GPS location, Email service and others. The system comes with full 3 year warranty .



ICOM

Balton (T) Ltd. is an **authorized distributor of ICOM radios in the country.**

ICOM specializes in the manufacture two way radios and receivers for use in **Marine, Airband** (Avionics) and Amateur radio applications. ICOM radios are compatible with Motorola and SmarTrunk trunking systems.



We have country wide installation and support teams and a fully equipped repair shop plus storage facilities in Dar es Salaam.

OUR PARTNERS (CONT.)

WI-FI – INTRINSICALLY SAFE SOLUTIONS



WAVION (ALVARION)

Balton (T) Ltd. is the **Authorized Distributor of Wavion in Tanzania.**

The carrier-grade Wi-Fi solution is a complete end-to-end solution for outdoor Wi-Fi applications in metro and rural areas. Our Wi-Fi solutions ensure robust carrier-grade wireless networks quickly and effectively. Wavion Wi-Fi that can provide the perfect solution for city-wide mesh network for residential and public areas. Wavion is offers a full solution that includes Billing, Base Station and different type of CPE's.

WAVION
WIRELESS NETWORKS

alvarion



WIRELESS AND BROAD BAND SOLUTIONS

RADWIN (P2P, P2MP)

Balton (T) Ltd. is the **Biggest authorized distributor of RADWIN in Tanzania.**

RADWIN offers a complete portfolio of sub-6 GHz Point-to-Point and Point-to-MultiPoint solutions. The solutions operate in both license-exempt and licensed frequencies and offer different capacities and operational ranges. The solutions are geared to meet the needs of cellular carriers, service providers, private networks as well as public safety agencies.

We count with permanent stock of radios to ensure immediate availability to our customers

RADWIN



We have country wide installation and support teams and a fully equipped repair shop plus storage facilities in Dar es Salaam.

OUR PARTNERS (CONT.)

RAD (COMMUNICATIONS SOLUTIONS)

Balton (T) Ltd. is the **Authorized distributor of RAD in Tanzania.**

RAD is a widely recognized manufacturer of cost-effective access and backhaul solutions for mobile and fixed line carriers, service providers, enterprises, government agencies, transportation systems, and public utilities.



data communications



OPTIC FIBER COMMUNICATIONS

FIBERNET

Balton (T) Ltd. is the **Authorized distributor of FIBERNET in Tanzania.**

Fibernet has long been known for the highest quality standards as a supplier of custom fiber optic cable assemblies and components. Fibernet cable assemblies are manufactured using the highest quality fiber optic connectors and cable available, to full Telcordia standards.

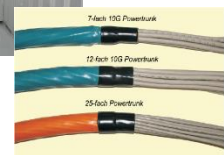


TELDOR

Balton (T) Ltd. is the **Authorized distributor of TELDOR in Tanzania.**

Teldor is one of the few suppliers in the world certified to manufacture Low Smoke – Halogen Free (HFFR/FR-PVC) Optic Fibers and data cables.

Also, TELDOR can provide any type of Optic Fiber like All indoor, Indoor Outdoor, Aerial, and even suitable for Tactical/Rapid Deployments.



In case of a Fire, Most people dies due to the smoke and gases emanated by PVC jacketed cables. We encourage our customers to use our cable solutions that do not contain any halogen, therefore they do not emit toxic and corrosive fumes when burning and only a minimum amount of smoke

OUR PARTNERS (CONT.)

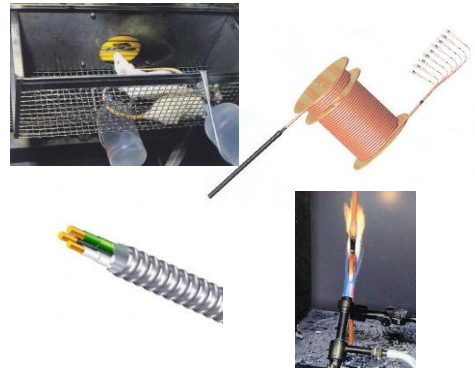
DATA COMMUNICATION CABLES

TELDOR

Balton (T) Ltd. is the **Authorized distributor of TELDOR in Tanzania.**

Teldor is one of the few suppliers in the world certified to manufacture Low Smoke – Halogen Free (HFFR/FR-PVC) Data Cables.

TELDOR provides any type of cable for Computer, LAN, DataCom, Bus connection as well as for Instrumentation, Control and Signaling Cables. All Teldor cables can be ordered according to specific needs of Protection (Rodents/crushing, etc), Distance and Termination.



POWER CABLES

SYNERGY CABLES

Balton (T) Ltd. is the **Authorized distributor of Synergy Cables in Tanzania.**

SYNERGY CABLES produces cable products that cover a range of copper and aluminum cables for power and electronics. Also, Halogen Free cables.

SYNERGY CABLES offers a complete spectrum of products for power and control applications, ranging from **low (LV), medium (MV) and high voltage (HV) power cables** up to 161 kV; control, **airfield lightning**, EMC and industrial cables.



In case of a Fire, Most people dies due to the smoke and gases emanated by PVC jacketed cables. We encourage our customers to use our cable solutions that do not contain any halogen, therefore they do not emit toxic and corrosive fumes when burning and only a minimum amount of smoke

OUR PARTNERS (CONT.)

SECURITY CAMERAS & SURVEILLANCE SYSTEMS

PELCO

Balton (T) Ltd. is the **Authorized distributor of Pelco Systems in Tanzania.**

Pelco by Schneider develops and manufactures a wide range of solutions from IP security cameras and video management systems to full HD displays, traditional surveillance technologies, accessories and more.

Meeting stringent standards for harsh and hazardous environments, as well as meeting requirements for intelligent security and redundant-performance systems, Pelco provides the most durable and reliable video

PELCO



OPGAL

Balton (T) Ltd. is the **Authorized distributor of Opgal Systems in Tanzania.**

Leveraging nearly 30 years of developing and implementing defense solutions and adhering to stringent military requirements, Opgal developed the technology powering a complete line of Vumii products specifically targeted to the varied needs of the extensive security market.

Vumii's Portfolio is divided into three main groups: Detect (threat detection), Recognize (threat classification) and Identify (detailed threat assessment) Cameras

OPGAL
BEYOND THE VISIBLE

 Accuracii™ XPR	THREAT DETECTION CAMERAS Fixed thermal cameras are ideal for 24/7 wide area threat detection tasks, especially when combined with video analytics. <ul style="list-style-type: none">Wide area day/night observationIdeal for video analyticsCan discern human vs. vehicle 
 Discoverii™	THREAT CLASSIFICATION CAMERAS Thermal and Color day imaging cameras with zoomable optics that are integrated with pan/tilt platforms excel at threat recognition and classification tasks. <ul style="list-style-type: none">Verification of threat typeCan discern car vs truckDetermine # of individual threats 
 Claritii™	DETAILED THREAT ASSESSMENT CAMERAS Fully integrated Near-IR PTZ camera platforms excel at detailed threat assessment day and night providing prosecution level video quality. <ul style="list-style-type: none">Determine friend vs. foeSee objects held & read textExtreme details in zero-light 

Balton Tanzania Limited has a wide range of Electronic Security Solutions that will align to your needs in the field and even in your offices. You can contact us with your specific security issue and Balton will be in the position to advice on the right technology to be used.

OUR PARTNERS (CONT.)

ELDOR

Balton (T) Ltd. is the **Authorized distributor of Eldor Communication Technologies for Tanzania.**

Eldor specializes in the design, development and integration of Security, Defense and Traffic Management systems and solutions.

Eldor's turn-key systems include video cameras, short range radars, Central Control systems and communicate via IP based infrastructures based on wires, fiber optics and wireless media.



BRIEFCAM

Balton (T) Ltd. is the **Authorized distributor of BriefCam Products for Tanzania.**

BriefCam's product is based on its propriety, patent pending Video Synopsis (VS) technology. Video Synopsis tracks and analyzes moving objects, and converts video streams into a database of objects and activities

BriefCam enables users to create a short synopsis of a long original video to quickly locate events of interest for rapid review and investigation.



Balton Tanzania Limited has a wide range of Electronic Security Solutions that will align to your needs in the field and even in your offices. You can contact us with your specific security issue and Balton will be in the position to advice on the right technology to be used.

OUR PARTNERS (CONT.)

RFID TAGS AND ASSET PROTECTION

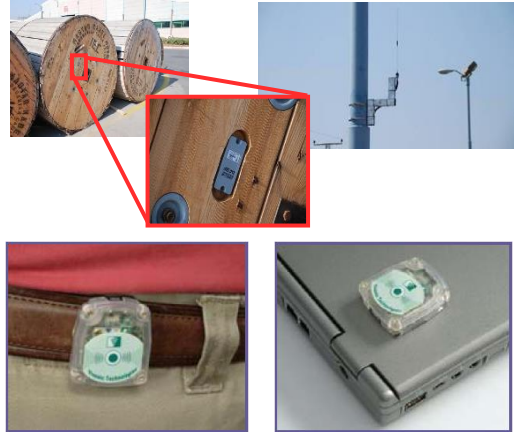
ELPAS (TYCO SECURITY PRODUCT)

Balton (T) Ltd. is the **Authorized distributor of Elpas Systems for Tanzania.**

Elpas manufactures advanced Triple Technology Active RFID (Radio Frequency Identification), Real-time Location Systems (RTLS) Passive RFID, and Physical Access safety, security and visibility products and solutions.

These solutions are the most cost-effective way to protect high-value assets, staff members, manufacturing facilities; heavy material storage depots and high-security

Elpas



ELDOR

Balton (T) Ltd. is the **Authorized distributor of Eldor Communication Technologies for Tanzania.**

Eldor's **GPS Lock and Container Tag** combines high Security padlock and an electronic alarm system. This is an intelligent integration of security with real-time alert and tracking from anywhere to anywhere.

Sophisticated electronic sensing to monitor burglary and unauthorized activities related to the travel of containers during their entire trip. Also, is easy to install and uninstall yet very difficult to vandalize or tamper with.

Eldor's **Master key** allows the customer to issue one single key per person and using the system, can determine which keys will or will not open which locks within a system.

The system provides double protection: Electronic by means of authorizations, scheduling and validation; and mechanical by its telescopic tumbler pin system.

eldor



OUR PARTNERS (CONT.)

POWER MANAGEMENT UNITS

GAMATRONIC

Balton (T) Ltd. is the **Authorized distributor of Gamatronic for Tanzania.**

Gamatronic is a worldwide leader for UPS products. The company's UPS systems are known for their outstanding quality and they provide uninterruptible power supply to defense industries, IT centers, hospitals and companies all over the world.

Gamatronic specializes in modular UPS and is also known for its Military and Marine UPS Grade. Gamatronic offers a wide range of uninterruptible power supply systems including online double conversion UPS and three phase UPS. Gamatronic's efficient uninterrupted power supply solutions will guarantee your peace of mind!



ADDITIONAL/COMPLEMENTARY SERVICES

Balton (T) Is has also the capability and expertise to implement and manage projects in other fields different to communications but useful in the Oil, Gas and Mining Industries, such as:

Dam Lining

We have been commissioned to deply dam liners in various mines countrywide.

Power Generation and Backup Systems

We offer a wide range of Pramac Diesel Generators from as small as 2.9KVA to as big as 3,360 KVA

Chemical Products

Balto is also licensed to Import and Distribute chemical products

Water Treatment/Management

Balton has close to 50 years of experience managing agricultural projects in the country where we have set up from small to large scale irrigation systems and water management solutions.



OUR CUSTOMERS

OIL, GAS AND MINING INDUSTRY CUSTOMERS



OTHER CUSTOMERS...



CONTACT US

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