

# Contributing to the narrowing of communication gaps in rural Africa



**Vision Wireless Zambia**

[www.visionwirelesslimited.com](http://www.visionwirelesslimited.com)



# Welcome to Vision Wireless Limited

We specialize in the provision of **Wireless Coverage Enhancement solutions to Mobile Network Operators (MNO), Corporate Organizations, SMEs and Individuals.**

## **Our Story**

Vision Wireless specializes in providing Wireless Coverage Enhancement solutions to Mobile Network Operators (MNO), Corporates and Individuals. Created in 2009 in Buea Cameroon, we have partnered with some of the finest mobile solution providers to design and implement IBS solutions in Sub-Saharan Africa.

The transformation of cities, including the increase in high-rise buildings and larger infrastructure, is preventing the smooth propagation of mobile signals. In some semi-urban or rural areas, homes are often deprived of mobile signals because of hills, trees or simply because they are on the edge of the Base Station's signal range.

To remain competitive and maintain a healthy bottom-line operators and TowerCos are

constantly under pressure to reduce their CapEx and OpEx by outsourcing most of their engineering services including site builds, maintenance and coverage and capacity enhancement.

Vision Wireless Limited has positioned itself as the partner of choice committed to accompanying operators and TowerCos they rollout, maintain and optimize their networks while ensuring end-users are receive fully coverage and quality of service.

Vision Wireless is aware of these challenges, which result to loss of revenue for the MNOs and end-user frustration at not being able to make and receive calls consistently, if at all. We have positioned ourselves as the partner of choice, committed to ensuring seamless network coverage for end-users and by so doing improving the dwindling revenues of MNOs.

Our solutions cover all contemporary technologies (2G, 3G, 4G and 5G) and are equally designed with future innovations in mind.

## Our Mission

We aim to constantly seek ways of improving the communication experience of mobile end-users by providing cost effective and innovative coverage and capacity solutions

## Our Vision

To stand out as one of the key players in the provision of Coverage Enhancement Solutions in any community we serve.



# Our Team

This is our team, a lot of smiling happy people who work hard. Being a team of problem solvers means that one single label doesn't cover what we do. Customer problems define what we do for them.



## Vuyof Ngwo

CEO of Vision Wireless

Vuyof is a seasoned business leader with over 19 years in the Telecoms infrastructure industry. He specialises in general management, sales and business development.



## Ruth Ayuk

Managing Director

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## Chola Mwaba

Technical Manager

Experienced professional skilled in managing Enterprise and SME clients at Technical level and non-Technical Level where I am able to get a general understanding of what the needs of the client are.



# Our Core Values



Our daily activities are guided by a set of values that we all pledge to adhere to.

## Transparency

We commit to being as open to all stakeholders of our business: our clients, the regulatory authorities, our communities and our shareholders.

## Flexibility

We are always open to new ideas and ways of working as long as our core values are not compromised in the process.



## Customer Centric

Customer satisfaction is the very essence of doing business. We start our day by ensuring our customers are at the center of our plans.

## Commitment

We are unconditionally committed to every project or process we embark on to ensure agreed upon KPIs are achieved.

## Innovation

Telecoms is a dynamic industry and we constantly seek better ways of serving our clients by investing in the training and development.

# Our Process – Keeping It Simple

We have a well-crafted process tailored to suit the needs of our customers and ensure their total satisfaction from first interaction through to aftercare. All these processes have been optimized with customer satisfaction in mind.



## Engineering Site Survey

This is the first stage of our intervention as part of the solution to our client's complaint. Together with the operator, we visit our client's site to gather preliminary information and establish the facts to be analyzed.



## Design & Commercial Proposal

Based on the information gathered during surveys, a technical design / proposal is created with a simulation of the expected outcome (KPIs) of implementing our solution. The technical and commercial proposal is submitted to our client for review and acceptance.



## After Sales Support

To keep Total Cost of Ownership of our solutions minimal, we offer post installation and commissioning 24/7 maintenance support.



## Implementation & Commissioning

The designed solution is implemented as per the proposal submitted to the client. This is the most important stage, and we ensure fully customer satisfaction with every aspect of the work.



# Our Presence

Over the years, we have provided our solutions across several African countries where there was a need for improved communication and opportunities to expand our business.





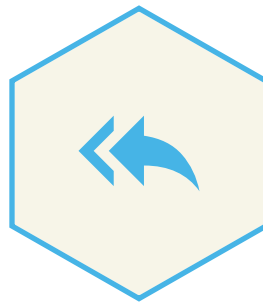
# Our Commitment

At Vision Wireless Limited, we aim to become the number one pioneering indigenous Engineering Company in Zambia that is recognized for its excellence in offering unique engineering solutions that outclass those offered by some renowned multi-national companies.



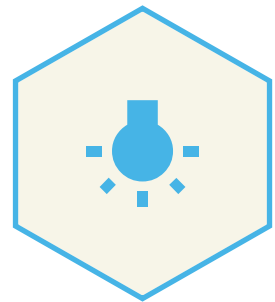
## Quality Delivery

We do not cut corners in the delivery of our services. We rigorously follow industry standards and practices and ensure our solution meets your expectations.



## 100% Refund Policy

If we fail to deliver due to some technical or environmental difficulty, we will refund you 100%. There are no hidden processing fees, and we will remain as transparent as possible in the process.



## Warranty & On-going Support

Our products all come with a 1-year warranty when commissioned and installed by our engineers.

We focus on service over products and spare no effort in ensuring you derive value from your investment. We achieve this by offering 24/7 support.



# Health & Safety, Environment & Quality Policies

We are more committed more than ever to respecting the environment while ensuring safe working conditions for our staff and end-users and maintaining very high quality standards.

## Health & Safety

Vision Wireless Limited is committed to putting in place all necessary measures to ensure the protection of workers, sub-contractors, visitors and members of the public.

To realize this commitment, we will respect and adhere to industry standards and comply with health and safety regulations.





## Environment

We recognize the importance of environmental protection and will comply with all environmental regulations, legislations and international standards in place to protect the environment. We shall maintain a positive relationship with all regulatory authorities with respect to environmental protection.



## Quality

Providing quality services is important to us because we value our customers. We provide customers with products and services that meet or exceed their prospects.

We have created a Quality Management System that provides a medium for measuring and improving our performance.



Let us help you  
rollout your  
network

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# WIFI, CCTV & VSAT Solutions



Vision Wireless is a leading Pan African company providing Wi-Fi solutions for challenges, dead or blind spots, slow connectivity, lack of connection to existing Wi-Fi. We design, implement and manage Wi-Fi solutions tailored to meet the needs of Home Wi-Fi, SMEs and Cooperates, including:

- Planning your frequencies to avoid frequency overlaps and ensure proper distribution.
- Proposing a floor plan with a heat map diagram showing your potential Wi-Fi Coverage.



Our Wi-Fi extenders come with a data rate of up 300Mbps covering a frequency range of 2.4GHz & 5GHz. A Wi-Fi repeater or extender extends the coverage area of your Wi-Fi network. It operates by receiving the existing Wi-Fi signal, amplifying it and then transmitting the boosted signal. You can effectively double your coverage area with a Wi-Fi repeater - reaching far corners of your home or office, different floors, or extending coverage to your yard. They come with multiple operation modes of router modes, AP modes, Repeater Mode and Client Mode.



Our CCTV Solutions include:

- Artificial Intelligence to help customers have real time security alerts
- Options to have customers trigger their Alarms from afar to prevent intrusion or theft by giving the customers a smart configuration of a GSM controller unit coupled with a 12V DC siren.

The beauty about our solution is that you don't need to have a smart phone for this configuration. It's all at a click of your fingers in spite of the phone you are using. We use some of the finest brands in the market such as HIK, DAHUA, SONY, UNV etc.

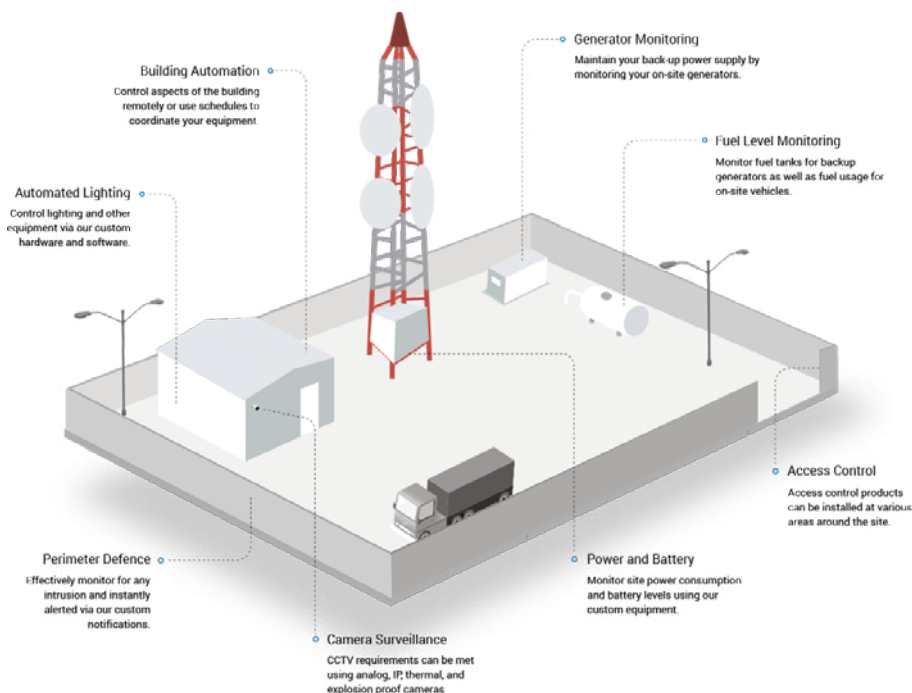
Vision Wireless is here to secure your assets and families.



Are you in the thicket of bushes? Is your Terrain hilly and you want internet and Voice connection? By mapping the Telecommunications Land Scape in Zambia and Africa at large, Vision Wireless Limited can provide a silver lining in the dark cloud of inconsistent communication. Our VSAT solution is backed by highly qualified Engineers with extensive experience in the design, installation, commissioning and management of VSAT systems. Vision Wireless is your one-stop-shop for all your VSAT solutions. We supersede everyday terrestrial communication and go that extra step to provide you with excellent quality of service.

# Site Build & Services

## Closing The Digital Gap In Africa



### Site Survey And Soil Analysis

This involves identifying the right site and making sure it has the soil bearing capacity to support the final structure.

### Site Design Services

Depending on the type of contract, we create a design based on site survey and soil analysis results or use the design provided by client.

### Implementation And Project Management

We implement the design once it is approved by the client. Implementation involves: Excavation of soil, earthing, rebar and shuttering, concrete pour for tower

foundations, backfilling, tower erection, fencing, equipment slabs, fencing, electrical work including solar and Gensets if any.

### Passive Maintenance

This involves ensuring there is 100% energy availability on site and looking after items such as Gensets, hybrid power solutions, tower rigidity, site cleanliness, fence and security.

### Active Maintenance

This involves looking after the network, ensuring 100% availability by keeping all telecoms components up and running.

# Coverage & Enhancement Solutions

## Enhancing Wireless Communication

We offer In-Building Solutions (IBS) and Outdoor coverage solutions to MNOs and their end-users (corporates and individuals). Our end-to-end services enable 99.99% network availability and optimal Quality of Service (QoS) to end-users. Our core competences are:



### Engineering Site Survey

Together with the operator, we visit our client's site, gather preliminary information and data to analyze further.

### Design And Commercial Proposal

Based on the survey information, a technical design / proposal is made with a simulation of expected results of our solution (KPIs). This technical and commercial proposal is submitted to our client for appraisal and agreement.

### Implementation & Commissioning

The designed solution is commissioned and implemented as per the proposal submitted to the client. This is the most important stage, and we ensure everything possible is done to provide excellent customer service.



#### Zambia - HQ

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