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## Company Group Profile

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Opto Africa (Pty) Ltd  
Opto East Coast (Pty)Ltd  
Opto Namibia cc

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### **Mission Statement**

*Fulfilling the data-gathering and Information System population, process control and automation demands of today's modern businesses through the use of precision technology and innovative, cost-effective solutions.*



## Executive Summary

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Begun trading in 1997, Opto Africa initially started as a Project Management and Systems Integration company and quickly established itself as a leader in Remote Monitoring and Control solutions.

Specializing in:

- *Enterprise Wide Distributed Real World Monitoring and Control Systems, and*
- *Embedded Internet Thin Web Server Technologies and Solutions,*

Opto Africa soon extended their presence beyond the South African borders and into the neighboring states.

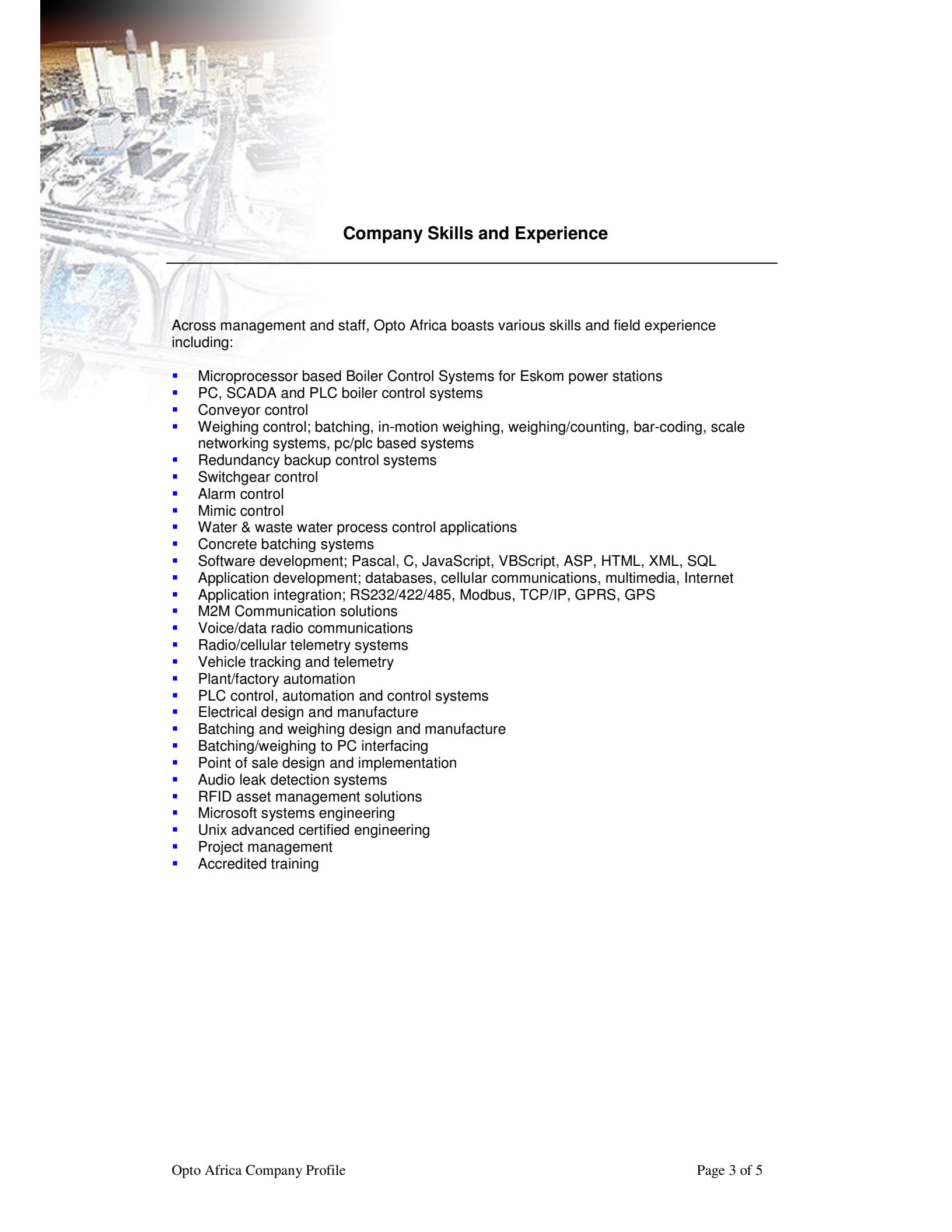
Opto Africa's primary goal is to provide any information system with its requisite data, even while that data is often regarded as being unobtainable or cost-prohibitive. By using innovative solutions and precision technology, Opto Africa are proud to say that we have never been unable to fulfill a particular information gathering or control task as requested by one of our customers.

During 2001 Opto Africa formed a strategic alliance partnership with Opto East Coast and Opto Namibia, the benefits of which now facilitate the integration of real-world information seamlessly with weighbridges, batching plants and access control systems for various corporate customers throughout the African continent.

Opto Africa ERP product support now extends across various products including HP Openview, IBM Tivoli, SAP, JDE and includes almost any industry related products supporting industry standard networking and management protocols.

The backbone and strength of Opto Africa as a company comes from dedicated management, and a strong technical background in software and hardware, as well as systems development and essential project management skills.

In-house developments include the Batchcon™ and Winbridge™ software applications, which are successfully installed at various government and manufacturing facilities throughout South Africa and our neighboring states, as well as the eBox™, an intelligent, all-purpose, programmable communications device supporting wired and wireless applications.



## Company Skills and Experience

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Across management and staff, Opto Africa boasts various skills and field experience including:

- Microprocessor based Boiler Control Systems for Eskom power stations
- PC, SCADA and PLC boiler control systems
- Conveyor control
- Weighing control; batching, in-motion weighing, weighing/counting, bar-coding, scale networking systems, pc/plc based systems
- Redundancy backup control systems
- Switchgear control
- Alarm control
- Mimic control
- Water & waste water process control applications
- Concrete batching systems
- Software development; Pascal, C, JavaScript, VBScript, ASP, HTML, XML, SQL
- Application development; databases, cellular communications, multimedia, Internet
- Application integration; RS232/422/485, Modbus, TCP/IP, GPRS, GPS
- M2M Communication solutions
- Voice/data radio communications
- Radio/cellular telemetry systems
- Vehicle tracking and telemetry
- Plant/factory automation
- PLC control, automation and control systems
- Electrical design and manufacture
- Batching and weighing design and manufacture
- Batching/weighing to PC interfacing
- Point of sale design and implementation
- Audio leak detection systems
- RFID asset management solutions
- Microsoft systems engineering
- Unix advanced certified engineering
- Project management
- Accredited training



## Customers

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- Abbot Laboratories - Batching control system
- Afrimix - Batching control system
- Afrimat – Weighbridge control system
- Air Products - Process control system
- Agrichicks - Feed control system
- Anglo American Research Laboratories - Real-time gold analysis, PC based control, Software development
- Assmang - Weighbridge control including RFID asset management system
- Babcock Moxey - Conveyor control, batching control system
- Cementation Mining - Batching control system
- Chicmaster - SCADA
- Circuit Breaker Industries - SCADA / weighing System
- City of Francistown - Weighbridge control system
- Clover - Weighbridge control including RFID asset management system
- Commercial Cold Storage - Process control system
- Computer Associates - Consulting – various systems
- Concor - Batching control system
- Controlsoft - Access control system
- CSIR/Enerkom - Process control system
- Dow Chemicals - Transponder control system
- Eagle Technology - PLC based control and automation consulting
- ESCOM / ENERWEB - GPRS telecommunication system
- Firestone - Batching control system
- Grinaker LTA - Automatic concrete batching
- Group 5 Civil Engineering - Concrete batching, control and monitoring
- Johnnic - High-speed packing system
- Lethabo Power Station - Full redundant boiler control system
- Liebherr - Automatic concrete batching, vehicle tracking, telemetry and CAN
- Mintek - Process control system
- Nissan - Vehicle tracking and telemetry
- Opto 22 - Data collection and process control consultancy and training
- Pikitup (Pty) Ltd. - Weighbridge control, RFID asset tracking, billing solution
- Plascon - Batching control system
- Prominent Paints - Batching control system
- Rand Merchant Mines - Concrete batching, control and monitoring system
- Readymix Materials - Automatic concrete batching system
- Rocia Pipes - Automatic concrete batching
- Rustenberg Municipality - Radio telemetry with SCADA and PLC interfacing
- SA Mint - Ethernet I/O system
- Safripol - Process control system
- Sasol - Automatic cement filling solution
- Stocks and Stocks - Batching control system
- Stone and Allied - Batching control system
- Telkom - Telecommunication system
- Transvaal Sugar Board - Process control system
- Unysis - Process control system
- Wastetech - Weighbridge control system
- WBHO - Batching control system, site equipment telemetry including reporting and real-time emergency notifications using cellular GPRS



## The Road Ahead

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The road ahead for Opto Africa is an exciting one. We are consolidating the experience we have gained in creating and implementing real-world, real-time monitoring and control solutions and are aiming at emerging as leaders in M2M technology and communications.

M2M is an acronym for Mobile to Machine, Machine to Machine and Man to Machine communications and refers to the use of communications such as wireless, cellular, RFID (Radio Frequency ID), GPS (Global Positioning Systems) and satellite communication, CAN (Control Area Networks) and similar technologies, to enhance the efficiency and reliability of inter-machine networking, and human to machine interfacing.

"Communication works for those who work at it."

John Powell

"By 2003, a third of the world's 6 billion people will have a mobile phone; the market for connecting humans to each other via the cellular network will quickly become saturated. As this happens, the biggest opportunity will become connecting man with silicon life forms on the planet. Some will be connected via fixed links, others will be connected over cellular networks. By 2005, most appliances will be supplied with integrated mobile connectors. The market potential is huge: already today our planet is inhabited by some 50 billion machines."

Wolfgang Grulke, Chairman of FutureWorld

"There will be more invisibly connected machines and physical objects than visible humans from 2005 onward."

Forrester Research

"Mobilizing the machine means enabling a machine to transmit and receive information through a cellular connection whenever and wherever the need arises-limited only by the coverage area of the cellular network."

Deloitte Research

"By 2007, there will be between 100 million and 160 million machine-to-machine connections worldwide that use wireless mobile phone networks."

Gartner Group