



## Networks Unlimited Company Profile



Carbon Black.



FORTINET.



NETSCOUT.  
Guardians of the Connected World

Arbor



RSA



SevOne



THALES



# Networks Unlimited – A True Value-Added Distributor

## The company

Since the formation of Networks Unlimited in 1994, **Networks Unlimited has evolved to become one of the very few true, value-added distribution companies in Africa.** In today's increasingly competitive environment, we have continuously adapted to provide product solutions that offer the **best and latest solutions for companies across Africa, through our extensive partner network covering 32 countries across the wider continental region.**

Our product portfolio provides solutions from the edge to the data centre, addressing key areas such as:

- Cybersecurity (from the end point to the datacentre);
- Cloud and hybrid cloud networking and integration;
- SD-WAN solutions;
- Network performance management and application performance management;
- Application delivery networking and load balancing;
- Data centre in-a-box; and
- Networking solutions.

# Networks Unlimited – A True Value-Added Distributor

## The company (ctd)

Networks Unlimited is a majority black-owned B-BBEE organisation.

- The Love Trust is the owner and ultimate beneficiary of the majority of any profit generated in our business.
- The Love Trust is represented by Abigail Khuluse as a non-executive director on the board of Networks Unlimited.
- The balance of the business is owned by the two co-founders, Craig Copeland and Wayne Bird, and the managing director, Anton Jacobsz, who are all directly involved and hands on in the day-to-day operations.

# The Networks Unlimited Mission Statement

## **Mission Statement:**

“We aspire to be the No.1 Value-Add Distributor of Cybersecurity, Cloud & Datacentre, Networking and Enterprise Systems Management solutions for Africa “

## **Vision:**

Empowering Africa through innovative IT solutions

# Networks Unlimited Key Areas and Value-Added Services

## Value-Added Distributor

We are different from your normal distributor for the following reasons:

- We have a strong product focus on selected products in our suite, which have very little overlap.
- We offer a strong product team focus behind each product set available.
- Our certified engineers provide assistance with professional services.
- We provide certified training and boot camps (technical and sales readiness) on each of our products.
- We have a strong reputation for delivering new and cutting-edge solutions to the marketplace, creating new business opportunities.
- We show marketing alignment between the vendor, Networks Unlimited Africa and our partners.
- Our internal sales team help to drive new opportunities and build pipeline.
- We have logistics abilities across Africa.

# Our African Footprint and Reach

## Cape Town

+27 (0) 21 702 8000

## Centurion

+27 (0) 11 202 8400

## Central Africa

+27 (0) 73 101 0127

## Durban

+27 (0) 31 266 9832

## Ghana

+233 243 804 68

## Nairobi, Kenya

+254 70 953 9000

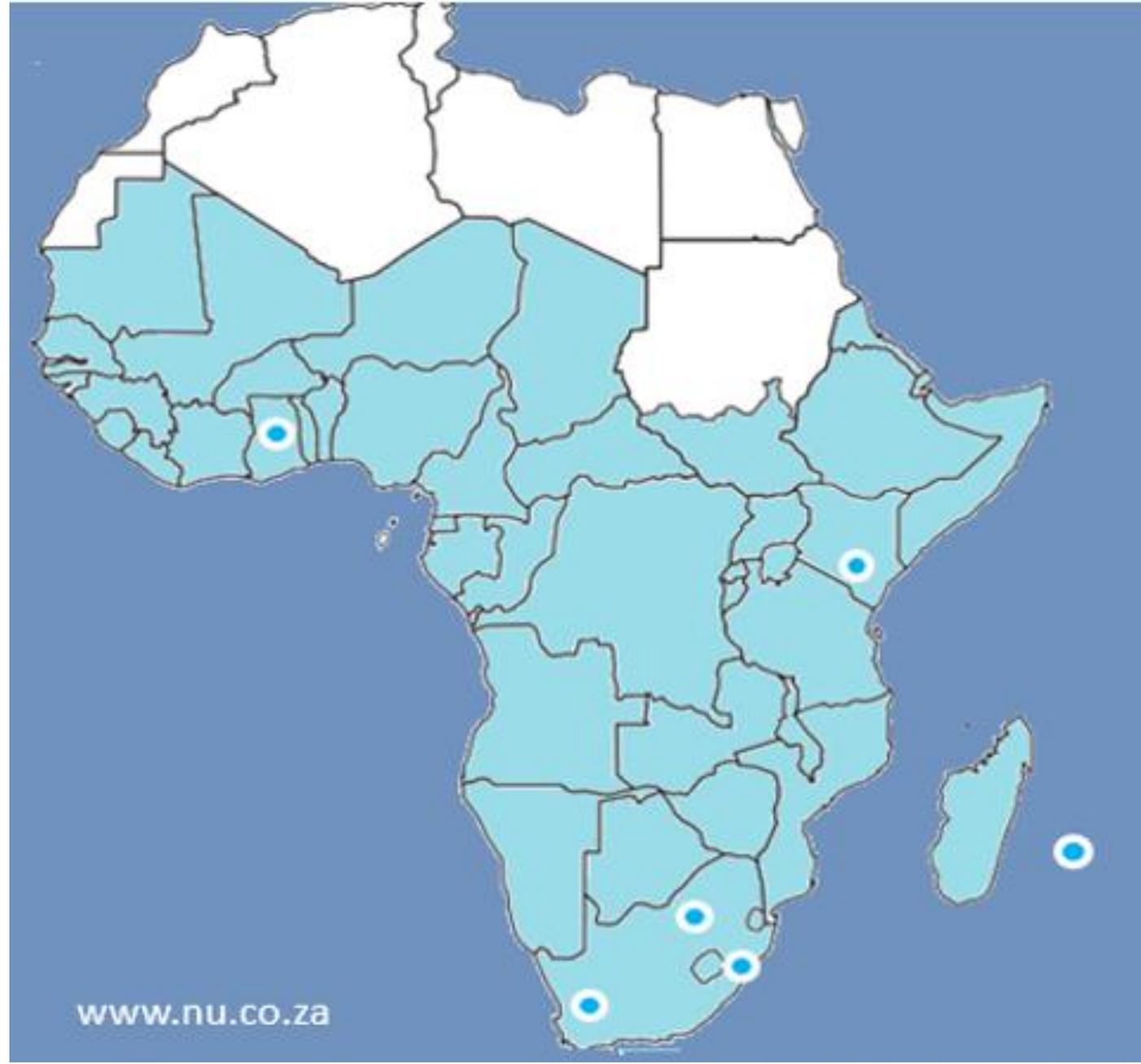
## SADC

+27 (0) 63 644 6597

 [facebook.com/NetworksUnlimitedSA/](https://facebook.com/NetworksUnlimitedSA/)

 [linkedin.com/in/networksunlimited/](https://linkedin.com/in/networksunlimited/)

 [twitter.com/NU\\_Distributor](https://twitter.com/NU_Distributor)



## CYBERSECURITY

### Carbon Black.

**Carbon Black** NGAV is designed to replace traditional AV, stopping the full spectrum of modern cyberattacks and providing the detection and response capabilities needed to address every threat. NGAV uses a fundamentally different approach to detect and block malicious activity.



**Arbor Networks** provides network security and network monitoring products, its products are used to protect networks from denial-of-service attacks, botnets, computer worms and attacks that are aimed at disabling network routers.



**Attivo Networks** deliver the most comprehensive, efficient, and scalable detection of in - network threats (network and credential based) and simplify incident handling through 3rd party integrations and automation.



**Fortinet** is the market leader in unified threat management, delivering purpose-built solutions that improve performance, increase protection, and reduce costs. It secures customers' networks worldwide, including the majority of the Fortune Global 500 companies.



**Cofense's** Phishing Defense solutions provide comprehensive phishing defense from the inbox to the SOC, conditioning users to recognize and report phishing attacks while eliminating phishing related breaches by speeding the collection and response of phishing threats in real time

## CYBERSECURITY



**RSA** offers intelligence driven security solutions that give customers the ability to detect, investigate, and respond to advanced threats; confirm and manage identities; and ultimately prevent IP theft, fraud, and cybercrime.



**Thales** e-Security provides everything an organisation needs to protect and manage its data, identities and intellectual property and meet regulatory compliance – through encryption, advanced key management, tokenization, and privileged user control.



**HyperGrid** is the enterprise cloud service company that provides public-cloud services on-premise through HyperCloud™. HyperCloud™ helps enterprises accelerate a shift from building IT to consuming IT, while maintaining controls and reducing costs.



**Rubrik** provides the industry's first Converged Data Management appliance, delivering automated backup, instant recovery, unlimited replication, and data archival at infinite scale. Rubrik is built by key engineers behind Google, Facebook, VMware, and Data Domain.

## CLOUD/DATA CENTRE

## ENTERPRISE SYSTEMS MANAGEMENT

### NETSCOUT®

**NETSCOUT's** Adaptive Service Intelligence(ASI) delivers a single view into the performance of all your services across your network and datacenter so you can quickly pinpoint and resolve problems.

### SevOne

**SevOne** provides the world's largest CSPs, MSPs and Enterprises with the most comprehensive technology portfolio to collect, analyze and visualize network & infrastructure performance data to deliver actionable insights to compete and win in the connected world.

### UPLOGIX™

**Uplogix** is the most evolved out-of-band solution on the market. For Uplogix, evolving out-of-band means monitoring devices and taking actions directly over the console port, like an onsite technician plugging in a laptop.

## NETWORKING



**F5 Networks** specialises in application delivery networking (ADN) technology that optimises the delivery of network-based applications and the security, performance availability of servers, data storage devices, and other network resources.



**Mellanox** is the ideal datacentre switch, delivering the highest throughput and lowest latency in the industry, at a fraction of the price you would normally pay.



**ProLabs** is the leading global independent provider of optical network infrastructure products. The company offers an extensive range of high-quality products including optical and copper transceivers, cabling and media converters.



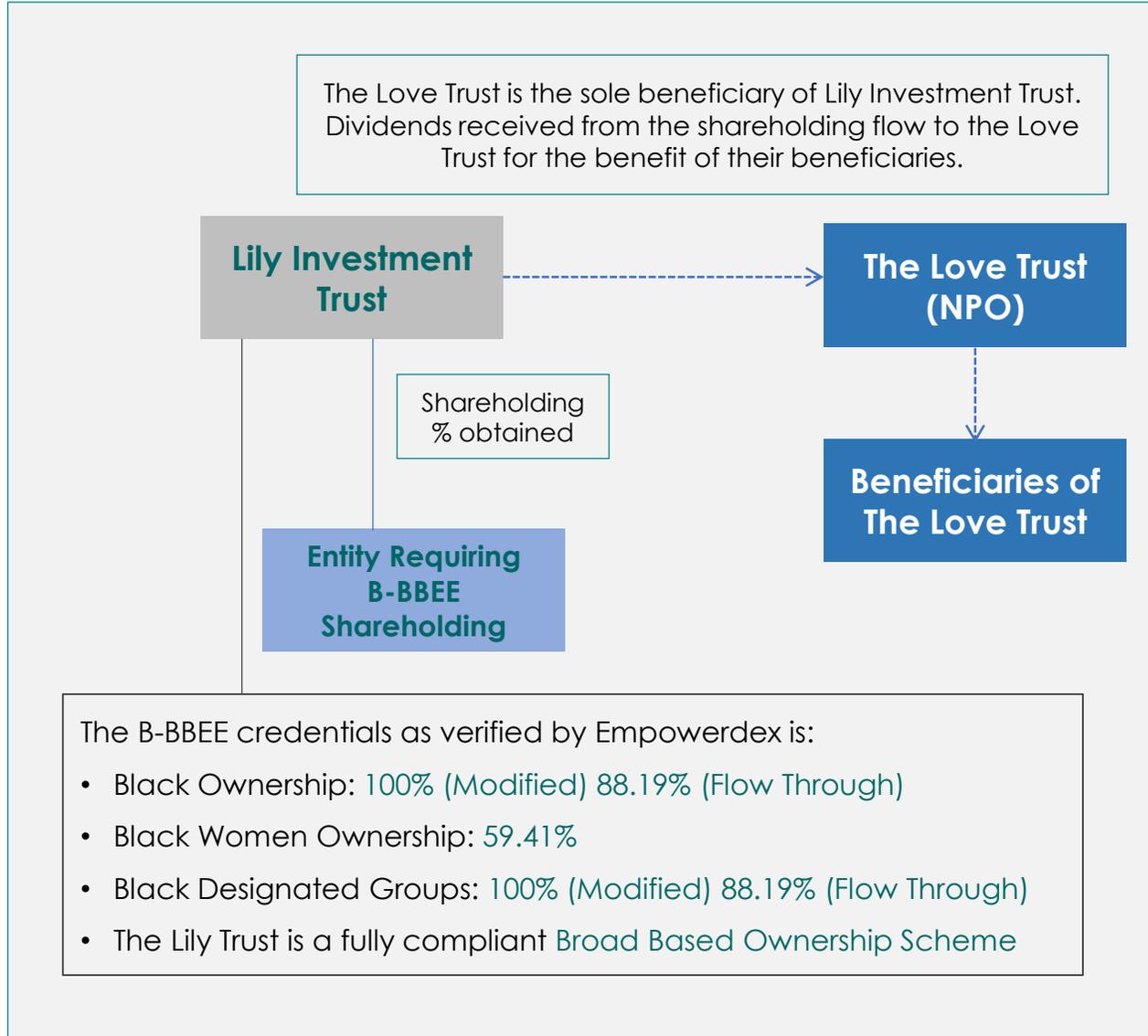
**Silver Peak** is the leader in building SD-WAN & hybrid WANs empowering enterprises and service providers to securely connect users to applications.



the love trust  
A JOURNEY OF HOPE

# The Love Trust – BEE Ownership

The Love Trust utilises the Lily Investment Trust for shareholding in entities wishing to increase their B-BBEE Ownership. The sole beneficiary of the Lily Investment Trust is the Love Trust. All funding received goes to continue the initiatives of the Love Trust for the benefit of their beneficiaries. The Love Trust understands the cost involved with undergoing a B-BBEE transaction and currently utilises a Bank or private funding to fund these transactions. Ownership transactions help the Love Trust to sustain and expand their impact for the benefit of their beneficiaries



# The Love Trust - Footprint

A Journey of Hope

Delivering Excellent, Christian Education to Vulnerable Children

## SED / CSI



### Low Fee Independent Schools

- Nokuphila School

## Skills Development



### ECD Teacher Training Centres

- Nokuphila, Tembisa, Gauteng
- Asifunde Sonke, Himeville, KZN
- Alexandra, JHB, Gauteng
- Leondale, Gauteng
- Molweni, KZN
- Pietermaritzburg, KZN
- Plettenberg Bay, WC
- Clarens, FreeState
- Pretoria West, Gauteng
- Pinetown, KZN
- Thusa, Gauteng

## Enterprise Development



### ECD Centre Development

#### Tembisa - Fieldwork:

- Bokamoso
- Bonik
- Garden of Light
- Happy Children
- Little Champs
- Mohloding
- Mtha-Welanga
- Sonwabile
- Teach me Mom
- Vele-La-Mbeu

#### Alumni (2014):

- Smile and Shine
- Retswelopele
- Future Nation
- Metse
- Maetisong
- Drick CDC
- Kids Fountain
- Little Greater Ones
- Thuthuka
- St Mary's
- Nkgudi Wa Lenyaudi

#### Alumni (2016):

- Kopano KeMatla
- Little Angels
- Little Saints
- Esmo
- The Potters's Place
- Ikamva Lethu
- Nokeng
- Ntataiseng
- Sister Monica's
- Siphwe

Jan 2018

## Ownership



# Achievements Thus Far

**9,240km** travelled getting our special cargo to and from school

**8,500 hours** of education per week

**14,000** hearty meals cooked monthly

**5 home visits** a week to provide extra family support



**11** ECD Teacher Training Centres with over **247** ECD practitioners enrolled

Literacy Project  
35 volunteers per week = **300 hours** per month

**85%** of our budget is spent on direct education\*

\*15% on overheads

**30** Enterprise Development Projects in Tembisa

**332** ECD Teacher training graduates

## Why support Networks Unlimited ?

In addition to the benefits offered by our Value-Added Distribution model, a key point lies in the support that Networks Unlimited Africa offers in the sphere of community upliftment.

Our association with The Love Trust means that when you procure products through Networks Unlimited Africa, you are also assisting us in contributing to the development of local communities and education where this support is most needed.

We therefore ask you to recognise the kind of impact that this contribution has in the broader scheme for the development of our children and the future of our country.

Our business proposition facilitates a partnership in which business assists with the upliftment of society's most vulnerable members, in a way that provides real individual assistance as well as they key, strategic ability to achieve general economic changes over the longer term.

**THANK YOU**