



profile

# exploring new horizons



# intro



At Virtual Sat we recognize the need to go beyond supplying our clients with infrastructure by providing them with the value added services and support required to run, manage and compliment their existing business processes.

As an ICT systems integrator we develop, implement and manage customised information and communication solutions for our clients' individual needs. We provide our clients with a well packaged end-to-end systems solution from identifying the appropriate infrastructure, deployment upto the management of the solution all at an affordable cost.

Virtual Sat has over 5 years experience as a leading provider of

integrated ICT solutions for big business, government and small business customers in Kenya and the wider East Africa region. We work closely with our clients to identify and understand their needs and requirements before recommending a solution.

At Virtual Sat we are continuously, through extensive research with members of our team, pushing ourselves to recognize the best solutions, the best solution providers in the market and partnering with these suppliers to provide our clients with superior products. These strategic partnerships as well as Virtual Sat's vast wealth in product deployment and service delivery, through our team, provide us with the necessary skill set to meet our clients' needs.

At Virtual Sat we ensure our service offer is unmatched by going the extra mile for our clients by providing;

**Short Turn-Around Time;** from proposal stage to service delivery

**Personalised Services;** a dedicated Business Development Manager is assigned to manage each account from initialization to completion and to ensure the right solution is given to the client.

**Customised Solutions;** we work closely with our clients to develop specific solutions to suit individual customer needs

**System Integrator;** through the experience of our sister companies Virtual Mobile and Virtual City, Virtual Sat is able to provide you with a complete communication solution from the systems infrastructure, hardware to customised software solutions.

**One Stop Solution Provision;** we provide you with a complete integrated ICT solution customised to suit the clients' needs.

**Strategic Partnerships;** strategic partnerships with distribution partners ensuring we offer quality, timely and cost effective solutions to our clients.

**Quality Service Provision;** from proposal stage to deployment and after sale support, Virtual Sat is able to cater to the client's requirements using our dedicated sales, support and technical staff.

**Customer Support;** phone, online and onsite support services available to all clients after deployment of the solution.

## vision

To be the preferred mobility solution provider in Africa

## mission

To consistently innovate mobility solutions that simplify lives



## Our Working Culture

We believe that the only sustainable sources of competitive advantage are talent and effort. Effective application of these talents requires a culture where the way forward is clear and everyone knows and understands their contribution towards the organisations goals and where exceptional performance is rewarded. This foundation that has led Virtual Sat to adapt a performance-based culture.

We work together as a team toward a common goal, ensuring the success of the organisation by delivering timely, high quality products and services to our customers. The emphasis is on setting a clear path for the organisation that allows us to adapt to an ever-changing business climate.

# Our Products

Virtual Sat provides our clients with a number of solutions to choose from based on the organisations' specific needs. Our strategic partnerships allow us to offer the best solutions in the market at an affordable cost coupled with Virtual Sat's vast experience in superior customer service and technical know how.

Our product portfolio is segmented into three key areas;

## Connectivity Solutions

In our quest to address the business needs of our clients who need a fast, secure and reliable internet service Virtual Sat has created strategic partnerships with some of the best infrastructure providers in the Global market to create unique service offerings that are targeted to address the needs of our customers.

- **VirtualSat VSAT** provides our clients with a fast, secure and reliable internet service by partnering with one of the best infrastructure providers in the African market.
- **The VirtualSat WAN** solution offers you with a data communication network that covers a relatively broad geographical area. It is ideal for an organisation with a branch network in distant locations.
- **VirtualSat Hotspot Management** solution provides you with a Wi-Fi connected area through a wireless network that can be accessed by various wireless enabled devices. These could be phones, laptops, desk tops with wireless ethernet cards or any wireless enabled device.
- **The VirtualSat VPN** solution is a combination of technologies that can be used to secure a connection through an otherwise unsecured or untrusted network

## IP Solutions

Virtual Sat IP Solutions offers a series of products and services specifically designed to allow a business to seamlessly manage customers, business processes and communication using the latest technologies. These products are structured based on your business needs and requirements providing you with a customised solution specific to your organisation.

Solutions include;

- **VirtualSat Enterprise IPBX** is a complete telephony system that provides telephone calls over IP data networks.
- **VirtualSat Video Conferencing** Solution offers real time transmission of audio and video signals between two or more locations over a network (LAN or WAN) or the internet.
- **VirtualSat IP Camera** Solution is a Windows based application that manages networked IP cameras. This service offering allows you to view multiple cameras, record and retrieve video and monitor alarms. It is ideal for multi-site applications, and provides centralized command and control of multiple locations.
- **VirtualSat Vehicle Tracking** is a comprehensive solution that integrates Global Positioning System (GPS) technology with easy to use software modules to give you a complete set of tools to manage your assets. Combining GPS with Communication channels such as GSM/GPRS and the Inmarsat Satellite Network, BlueTrax has been proven to be an extremely reliable real-time tracking system with complete global coverage.

## Bandwidth Management Solutions

In today's business environment organisations need to look at their applications and resources holistically, as part of an overall system of information supply and demand. Virtual Sat has partnered with the world's leading bandwidth management solution providers to offer you with the power to control and manage your information systems to increase productivity.

After a thorough assessment of the client's needs, we are able to provide the client with the appropriate solution;

**The VirtualSat Citrix Mobility** Solution lets your workforce securely connect to your organization's networked resources from anywhere.

- **Blue Coat ProxySG:** Delivers a scalable proxy platform architecture to secure Web communications and accelerate the delivery of business applications.
- **Blue Coat ProxyAV:** Stop malware at the Web gateway
- **Blue Coat PacketShaper:** Identify, measure and prioritize network applications
- **Blue Coat Director:** Provide centralized configuration and policy management
- **Blue Coat IntelligenceCenter:** Monitor application performance
- **Blue Coat PolicyCentre:** Align bandwidth with business requirements
- **Blue Coat WebFilter:** Control access to millions of Internet sites
- **Blue Coat Reporter:** Monitor all user activity on your network
- **Blue Coat ProxyClient:** Optimize application performance and security





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in partnership with

The logos for Virtualcity and Virtualmobile. "Virtualcity" is in blue with a stylized 'V' and "Virtualmobile" is in green with a stylized 'V'. Both have reflections below them.

[www.virtualsat.co.ke](http://www.virtualsat.co.ke)