



COMPANY PROFILE

We Transform Lives

A word from the Managing Director

Every company has a story behind its success or failure, and GIBOTEL is no different. When the company started, the initial idea was to handle energy related projects, but it turned out that 90% of such projects revolved around the telecom industry.

As a young company seeking survival and penetration into the market, we had to take on whatever project was available in telecom, as this was an area we had hands-on knowledge, experience and a good network. Most of the projects were civil related specifically on tower construction, tower decommissioning and grid connection to telecom sites.

As time progressed and we got more established in the industry, GIBOTEL started getting involved in bigger projects involving solar powered solutions for areas where the national power grid was not fully available.

Having come from a Telecom engineering environment, we the directors were fully aware of most of the challenges such organizations experience and so as we were registering GIBOTEL, our vision was to be the pioneers of a reliable and affordable one-stop ENERGY MANAGEMENT solution with a power uptime SLA of 99.99% for telecom operators.

The two major solutions we aimed at providing to ensure the 99.99% uptime was maintained included:

1. The application of smart technology involving remote monitoring solutions (RMS) to handle challenges such as:
 - a. Siphoning of fuel from generators
 - b. Lack of planned, monitored and controlled maintenance schedule.
 - c. Lack of visibility on actual power consumption
2. Lack of defined processes and procedures with measureable key performance indicators (KPIs) which would address issues such as:
 - a. Unavailability of needed spare parts when the need arose.
 - b. Incompetent engineers who lacked the expertise to analyze the root cause of power downtime at the telecom sites, hence causing recurrent outages

In December 2015, we officially started GIBOTEL Company Limited to offer all the above solutions and more. On behalf of GIBOTEL as we fondly call the company, I invite you to go through the remaining pages of this profile to get an in depth understanding of our impact to the community.

But first, a little information about our industry.....

Industry Information

GIBOTEL Company Limited is an Energy service company (EsCo). Our core business is energy, where we ensure our clients enjoy clean energy in a reliable, affordable and visible manner using smart energy technology.

Owing to the initial interaction with telecom operators, telecommunication support services were inescapable because we realized most customers needed the services. In addition, we also found ourselves offering infrastructure solutions hence becoming a civil engineering company. This was because we realized we could not offer the support services needed by the telecom operators without the proper infrastructure, and so to offer end-to-end solutions, we acquired the expertise to offer civil engineering solutions.



Our Expertise

GIBOTEL is registered with the Contractor's Registration Board (CRB) as a power service provider specialized in generation, transmission and distribution of energy.

We have invested our resources to translate our vision into practice. We feel comfortable referring to ourselves as experts in this industry as we have a team of experienced professionals combining the complete chain of services from survey, designing, procurement and construction.

We have pioneered our business model from where our clients are, meaning we completely understand the challenges of power hassles and unmanageable power bills.

We are obsessed with the transformation of lives, and it is our vision to empower our society with access to clean, affordable and reliable energy.

With our vision being realized, we believe every basic aspect of life like education health and earnings will be transformed! It will always remain our main vision to see electrification in all marginalized areas and complete replacement of pollutant petrol/diesel generators with clean, reliable and affordable energy.



Our Solutions

Coming from the same society we serve, we have categorized our consumers into three (3) categories as off-grid (marginalized areas), commercial-industrial and domestic consumers.

To serve these consumers, we have the following solutions:

Grid Extension and Solar Mini-grid

a As earlier mentioned, we have been sitting where our clients are and we have seen and experienced the same burdened frustration of high connection fees owing to poor planning of extending the grid to far remote villages with basic energy requirements, which could have been served better and frugally with a customized village scale mini-grid.

Our mission is to meet this need while reflecting on affordability and necessity.

We have customized and connected hundreds of telecom sites to clean and reliable power with a mix of grid and solar. Grid extension was only a viable solution where it proved to be economical in reference to extension and requirements.

Remote Energy Management System

b We offer a real time comprehensive visibility of energy supply and consumption. The system offers a bunch of data that enables you to make an informed decision in relation to budgeting and planning.

Telecom Stations Construction

c We offer turnkey telecom stations solutions for telecom towers and fence including design, deployment (equipment supply, installation, commissioning) and smart maintenance.

Capitalizing in both energy and telecom expertise, we are specialized in complete site infrastructure services from survey, designing, construction and commissioning

The GIBOTEL DNA.

GIBOTEL exists to empower people to make their lives better. Many people have great talents and ideas but because there is no empowerment, they are unable to do this. Energy is a key pillar to life without which most people are unable to live fulfilled lives. To achieve this, we decided to build the organization around the following DNA:

Our Slogan:

We Transform Lives. With energy people will be able to transform their lives (for rural areas they will be able to run small business liker modern barbershops, welding, milling and refrigerating businesses among others. For industrial plants, alternative power solutions such as solar power will cut down power bills while improving service reliability and quality.

Our Vision

We envision ourselves as being life transformers with a customized, clean, affordable, reliable and world-class Energy Solution.

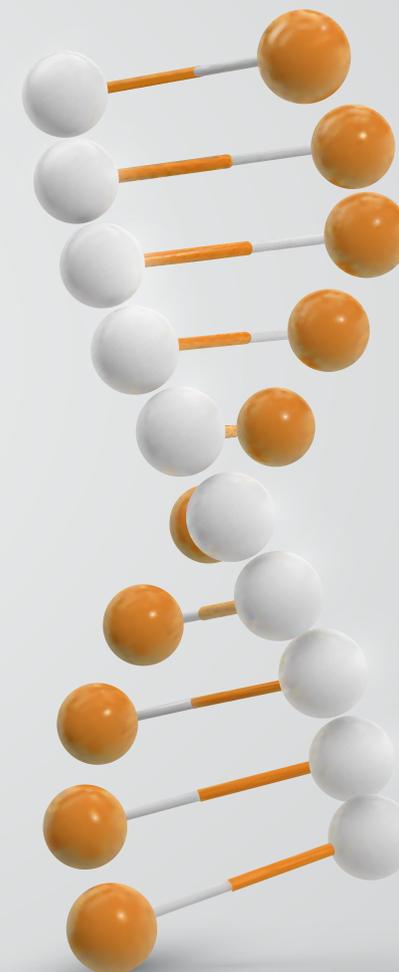
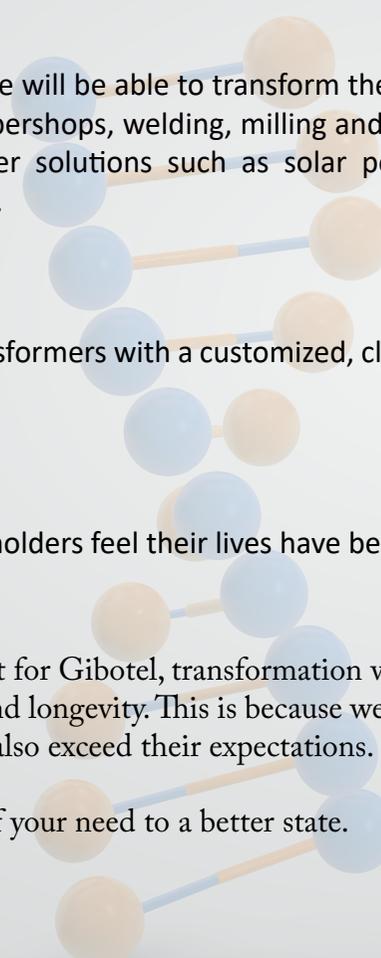
Mission:

Our days are complete when our stakeholders feel their lives have been transformed to their expectations.

Our Promise

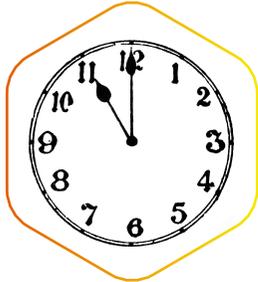
The market offers many possibilities, but for Gibotel, transformation with quality comes above all. Where there is quality, there is efficiency, reliability and longevity. This is because we not only want to offer a solution that fits the requirements of our customers, but also exceed their expectations.

Our promise to you is transformation of your need to a better state.



Core Values:

Our mission is embedded in our core values, which are:



Discipline:

At GIBOTEL Discipline is not about compliance or enforcement. It is not something others do to you! It is what we do to ourselves! We can receive instruction or guidance from stakeholders, but the end product reflects our discipline. With discipline we can channel our energy towards success as it shapes our culture and philosophy on how we deliver our commitment.

Respect:

At GIBOTEL this is about fulfilling the commitments we make to each other and to our stakeholders. Respecting our commitment helps us to operate with clarity and honesty in our mission. It also helps us to unleash our potential as we strive to fulfill our commitment in transforming lives.



Diversity:

At GIBOTEL diversity is all about welcoming, appreciating and recognizing the value everyone brings to the team. It is about acknowledging and embracing our unique differences and intentionally deciding to apply tolerance with each other as we remain focused to our mission and vision.

Growth:

In everything we do we think of our growth, because it is only with growth we can transform many lives! We focus on the growth of our team, growth of our technology and growth of our resources. We invest in trainings and coaching to equip our team with enormous knowledge and new ideas. We invest in modern and advanced equipment. We invest in research and studies to make life transformation easier and affordable.



Sustainability:

In everything we do we think of the future; our own future, the future of our stakeholders, the future of our business and the future of our environment. Sustainability is key for GIBOTEL to remain valuable and relevant from generation to generation. It is about maintaining our culture and consistency in whatever we do, doing our very best every day and to continue in creating value to the services and products we offer to our stakeholders.

Gibotel Power Plant



Gibotel Power Plant

Gibotel has embarked on a journey to work towards the United Nations' Sustainable Development Goals (SDGs), and specifically SDG number 7 that aims to, "Ensure access to affordable, reliable, sustainable and modern energy for all". The SDGs are the UN's blue print for a more sustainable future for all. The adoption of this goal puts environmental degradation, sustainability, climate change and water security under the international spotlight.

Gibotel is developing and implementing energy solutions that are affordable, reliable, clean, sustainable and smart. The company has invested on research and development in renewable energy in order to align with the SDGs. In 2020, Gibotel established her own independent power plant using advanced solar products. The plant has been commissioned and now contributes to power availability at the office with an SLA of 99.99%.

The Plant offers many benefits including clean energy, the reduction of greenhouse gas emission, is soundless and is maintenance-free. What's more, it is a standalone grid system that has been designed to offer a relaxation area for staff members and guests who visit the office.

With the commissioning of the plant, Gibotel has managed to cover more than 80% of the cost of energy from the relevant utility company.

A unique fact about this power plant is that it has been integrated with an energy monitoring solution which can easily be accessed using a computer, laptop, a tab/iPad or smartphone while away from the office (or wherever the set up is). The monitoring solution offers real time visibility by displaying a dashboard of system information such as power produced from the sun, energy consumed, weather forecast, system status, reduction of carbon dioxide emission, any fault or error in the system, daily reports and alarm communication platforms.



This is just one of the many SMART energy solutions designed and implemented by Gibotel Company Limited.

Targets

By 2030, ensure universal access to affordable, reliable and modern energy services

By 2030, increase substantially the share of renewable energy in the global energy mix

By 030, double the global rate of improvement in energy efficiency.

By 2030, enhance international cooperation to facilitate access to clean energy research and technology, including renewable energy, energy efficiency and advanced and cleaner fossil-fuel technology, and promote investment in energy infrastructure and clean energy technology.

By 2030, expand infrastructure and upgrade technology for supplying modern and sustainable energy services for all in developing countries, in particular least developed countries, small island developing States, and land-locked developing countries, in accordance with their respective programmes of support.

Source: <https://www.un.org/>

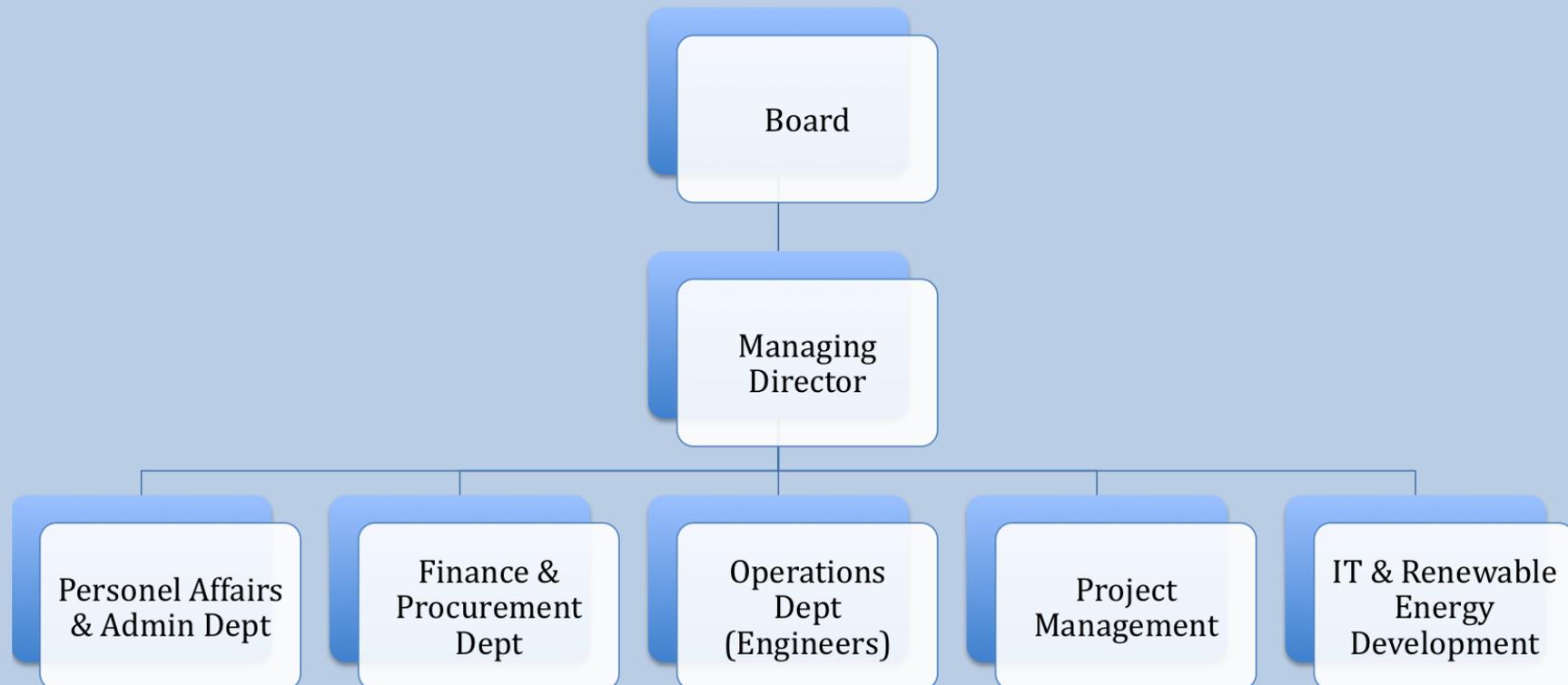
About SDG No. 7: Affordable and Clean Energy



Ensure access to affordable, reliable, sustainable and modern energy for all.

The GIBOTEL Organization Structure.

We have structured our team in such a way that we always meet our clients' expectations. Here below is an overview of how we have structured ourselves to ensure transformation in every need that comes to our attention.



Personnel Affairs and Administration:

This is the department tasked with the responsibility of talent acquisition and retention, recruitment, evaluation and continuous improvement to meet business demands.

Finance & Procurement

This department has the primary obligation of ensuring the business remains profitable, complies with all legal and statutory requirements of the land while creatively maximizing the stakeholders' interests.

Operations

This is where our team of engineers sits i.e. Civil Engineers, Electrical Engineers and Telecom Engineers. The main responsibility of this department is to ensure efficiency in utilization of resources without compromising the quality and specifications given by the client.

Project Management

The primary objective of this unit is to ensure customer satisfaction and retention.

It creates processes and procedures that ensure high quality standards are achieved and maintained across all projects in the organization. Customer Focus is the main focus of this team.

Renewable Energy Development

The unit is dedicated to developing internal technical capacity for solar energy solutions, providing an end-to-end technical capacity from survey, design and deployment. The unit customizes customer's energy requirements and makes professional recommendations for any efficiency optimization.

This unit is tasked with the responsibility of ensuring GIBOTEL's dream is realized: To be a hub of SMART CARE (Clean, Affordable and Reliable Energy).

Some of our projects

Over the years since GIBOTEL started in 2016, we have acquired lots of experience and expertise in various areas. As the old adage goes, “charity begins at home”. Our office in Dar Es Salaam is solar powered, producing 200 Kilowatts per day.

Case study 1: 16kWp PV plant installed & commissioned at Kiegei Village in Lindi region.

The plant powers more than 250 houses, which are off- grid.



Case study 2: PV mounting structures installation at Kalya village in Kigoma region.

The plant is composed of 7 PV structures which produces 28kWp for more than 350 houses which are off- grid.



Case study 3: Installation and commissioning of 13kWp PV plant for an off-grid Telecommunication tower.

This has improved power availability of the cell site and saved the environment from Carbon dioxide emission contributed by powering the site 24hrs/7 using Diesel generator



Case study 4: Low voltage line (220-240) V installation at Matekwe Village.

The line was constructed to power more than 150 off-grid houses.



Case study 5: Retaining wall construction at Nsopa Telecommunication tower.

Retaining wall was constructed in order to stabilize tower foundation and prevent soil erosion.



Case study 6: Installation and commissioning of 8.5 kWp PV plant for an off-grid Telecommunication tower.

This has improved power availability of the cell site and saved the environment from Carbon dioxide emission contributed by powering the site 24hrs/7 using Diesel generator.



Case Study 7: PV plant expansion for Telecommunication tower.

This project increase power availability and hence improve Network availability in the rural areas



Case Study 8: 50m tower construction at Mseko Village.

The tower was constructed to provide communication services at Mseko village in Tanga region.



Other projects fully managed by GIBOTEL are as follows:

- ① We have developed mini-grids in more than six villages in partnership with foreign developers. In summary this project required GIBOTEL to:
 - a) Construct a distribution network for mini-grids covering more than 150 Kms.
 - b) Connect more than 1800 homes to the above-mentioned mini-grids.
 - c) Generate a cumulative total of 300 Kilowatts from the mini-grids.
- ② We have connected more than 50 telecom sites to the national grid.
- ③ We have deployed solar systems to more than 30 telecom sites.

The above are just but a few of the projects we have handled in relation to energy, but there are so many others we have done in other fields. Visit our website on www.GIBOTEL.com to see other projects we have done.

Our Founders



Managing Director

Godfrey is a strategic and innovative leader with a proven record of managing successful and results - oriented business models. As the Managing Director of Gibotel since 2016, he believes many factors would prove success for the business but customer satisfaction will always stand out.

Prior to his co-founding GIBOTEL, Godfrey served at Northern Engineering Works Limited (NEWL) as the Chief Accountant until 2016. He has a well-rounded experience and achievements from being a young proactive and creative professional to becoming a successful leader in contemporary business financing and value creation.

He holds a Master's degree in Finance and Investments from Coventry University and is also a Certified Public Accountant CPA (T) with the National Board of Accountants and Auditors (NBAA).



Technical Director

Iddi Mziray, has more than twelve years of experience in dealing with Energy and Telecommunication Networks. He has been working with national and multinational energy and telecommunication companies at different capacities.

For the last five years he has been working at GIBOTEL as the Technical Director. He leads the technical teams on the research and development of products and solutions that can be integrated in the energy sector to overcome the problems of unavailability of power, environmental pollution, visibility of power production, visibility of energy consumptions and e-mobility.

Academically, he is a graduate with a Bachelor of Science in Electronics and Communications from University of Dar es Salaam, Tanzania



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