

COMPANY PROFILE



**DANIMEX COMMUNICATION**  
YOUR PARTNER FOR COMMUNICATION SOLUTIONS



## About

Danimex Communication A/S is an award winning distributor of radio communication solutions and equipment throughout the world. We do business with humanitarian organizations, NGO's, defence, security and government organizations as well as modern industry. We base our business on quality products, full service and lasting relationships.

### What is Danimex to you?



With over 30 years of experience within the communication industry, Danimex is determined to be your preferred partner and supplier of communication equipment and solutions regardless of the challenges you may have.

We will support you through the complete selling process whether it is sales leads, solution design, support with presenting the solution to your customers, set up and installing a system or provide the essential after sales or technical support. Danimex is ready to partner up in a joint effort to service both you and your partners.

### Stock & Supply Chain



Danimex has extensive stock that enables fast and reliable deliveries worldwide. Our aim is to make sure that your goods reach the final destination fast, on time and in full.

Danimex has proven track record of immediate response in emergency situations and can solve shipping by land, sea or air.

Our warehouse team is specialized in handling sensitive equipment and following customer specified standards for special deliveries. Whenever you require special handling or packing of goods to specific destinations, do not hesitate to contact us.

Head office in Denmark

## Global representation

We operate in Europe, Africa, Middle East and wherever our customers take us. Our head office is located in Denmark and to be close to our main distribution channels, we have sub-offices in South Africa, Kenya, U.A.E. and Afghanistan.

### Local insight

At Danimex we know our way around the world. We respect the variety of cultures and have great experience with local regulations as well as international laws regulating radio, satellite equipment and frequencies.

To be able to provide outstanding support and service to our customers we have a comprehensive team of technical experts, customer supporters and experienced sales persons with deep cultural insights and broad language skills.

**Let us help you find the right solution for your business.**

### Offices and Stock locations:

- 📍 Danimex Head Office - Sønderborg, Denmark
- 📍 Danimex SA Holding (Pty) Ltd - Johannesburg, South Africa
- 📍 Danimex Middle East FZCO - Dubai, U.A.E
- 📍 Representative office in Afghanistan
- 📍 Representative office in Kenya







## A unique level of customer service and technical support

We offer a broad range of service from education and training through site survey to total project management that we can tailor to each customer.

### Customer Support

Our Customer Supporters have extensive, worldwide logistic experience and can assist you with order handling, quotations and documentation. Danimex will always strive to give you one point of contact to ensure faster and more effective order processing.

### Technical Support

We offer a unique level of technical support and a broad level of service from education and training through site surveys to total project management that can be tailored to each customer. With our many years of experience within the communication industry we are able to share knowledge with our partners and supply everything from basic hardware to turnkey solutions.

Whether you need analogue or two-way digital radios, including DMR or TETRA critical communication systems, we meet end-users demanding and diverse requirements by providing full range radio systems that can be designed, supplied, installed and maintained by the Danimex team.

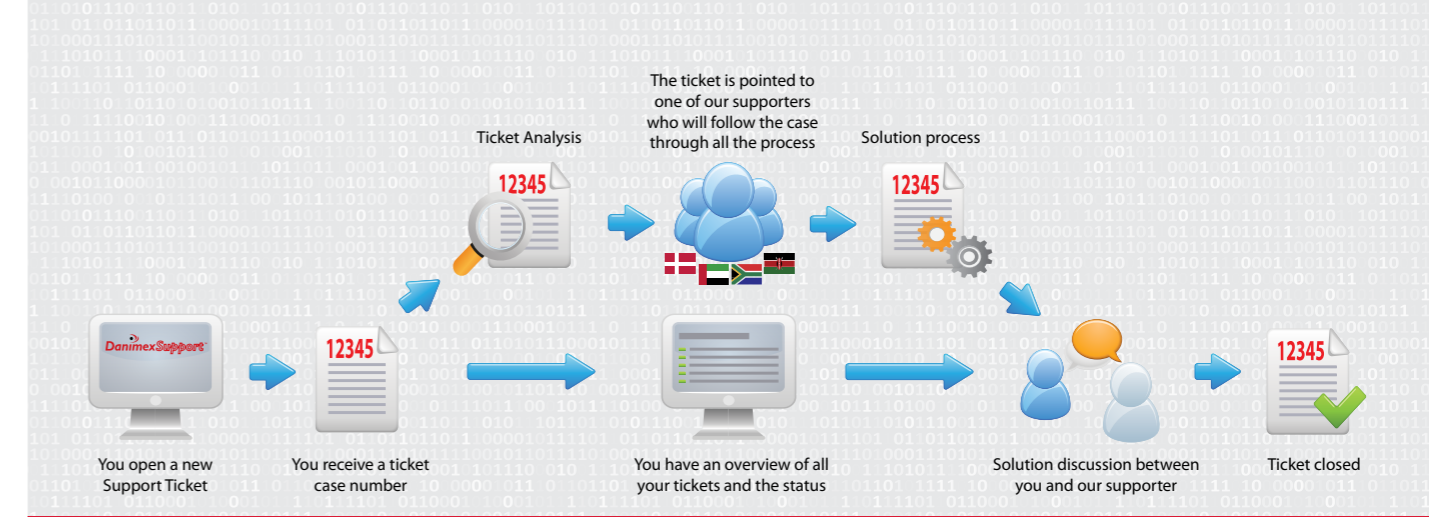
### Danimex Academy

The Danimex Training Academy gives everyone the opportunity to become updated with the newest information about technologies in communication. We offer professional radio training courses where you have the opportunity to expand your technical skills, learn about digital systems, setup, installation and more.



### Support System

The online support system gives our customers a unique support level resulting in closer dialogue between customers and supporters, faster response time and complete overview of running support cases and solved tasks.



# SERVICE & SUPPORT





## We connect you across platforms and technologies

We provide high quality products from the world's leading manufacturers. Our products range from professional and commercial radio series to satellite and energy solutions, wireless broadband infrastructure, control room solutions and everything in between.

### Digital Two-Way UHF/VHF radios

Whether you need DMR or TETRA radio products, we have the right products to match your needs. Our product portfolio covers everything that you need to build a small or a large communication system:

- Radios
- Repeaters
- Accessories
- Software & Applications
- Control Room Solutions

### Analog Two-way UHF/VHF radios

We offer a variety of analogue radios and radios that are both analog and digital compatible. We also support you through the process of migrating from analogue to digital technology and help you select the products suitable for your business.

### HF radios

We are the global supplier of Danpoint HF radios. Danpoint is a premium brand in the HF market and differs from other brands by being Danish Design and *Made in Denmark*. This implies top quality, nice looks, pleasant touch and high usability and user friendliness as well as great attention to detail and advanced engineering.

### Satellite solutions

Call any phone worldwide from anywhere in the world. Danimex offers affordable satellite communication solutions that enables clear audio and uninterrupted global coverage. We offer full range of satellite based communication solutions for voice, internet and fax over satellite and we are competitive on both hardware and airtime.

### IT Access & Backhaul

Danimex provides secure, reliable and cost-effective wireless broadband solutions that enables high-speed wireless broadband service to customers. We supply everything from Point to Point (PTP), Point to Multipoint (PTM) to Wi-Fi Solutions.

### Energy Solutions

Danimex offers a variety of energy solutions, including chargers, batteries, solar panels and accessories. As a reliable power source, Danimex introduces Solar Power kits that are ideal to use where electrical power is non-existing or unreliable. It is the best way to power up repeater or base station and is sold as a kit for easy setup.

#### Distribution area: worldwide



**MOTOROLA**  
SOLUTIONS



#### Distribution area: Africa



#### Distribution area: Nordic countries



# PRODUCTS

\* Distribution area for Motorola Solutions and Vertex Standard: Sub Saharan Africa, Middle East, Afghanistan and Denmark, worldwide distribution for UN/NGO





## Solutions for variety of segments

Danimex Communication have solutions for all vertical markets, from healthcare and hospitality to oil, gas and mining. With our experience and team of experts we are able to support you to find the right solution for your business.

### Aid and Humanitarian Organizations

Danimex is the world's leading all-round supplier of communication equipment and solutions for humanitarian organizations worldwide. We have gained a reputation as a reliable supplier, even during serious emergencies and under challenging conditions. A communication solution from Danimex includes programming, installation, technical support and technical training. Danimex is a permanent member of the working group on Emergency Telecommunications (WGET) within the framework of the United Nations.

### Government, Security & Public Services

Fire departments, police, custom officials, water and sanitation authorities and election officials are among the typical users of solutions provided by Danimex, each with their individual needs for communication and specific requirements. Whether you need **two-way digital radios** or **TETRA mission critical communication** systems, Danimex can assist directly or through our dealer channel with local support.

### Industry & Commerce

Reliable communication is essential in commerce and makes the process of transferring goods from producers to consumers more easily manageable. The solutions needed by the industry and commerce are found within the product portfolio of Danimex, from two-way radios to large-scale integrated systems that are easily manageable with our **Control Room Solutions**.

### Construction & Manufacturing

Clarity and coverage is a key factor in good communication on construction sites and in factories. We provide solutions and equipment that are ideal for loud and chaotic environment with features such as **Noise Cancellation** and **Intelligent Audio** that monitors background noise and adjusts the speaker volume.

### Hospitality & Healthcare

Improve efficiency, maximise productivity and enhance safety and services by using a two-way communication system. We can provide many solutions for hospital or hotel locations and your communication systems can even extend beyond the digital two-way radio network, with **PTT (push-to-talk) application solutions** we ensure everyone can communicate, even smartphone users.

### Logistics, Ports & Airports

Ports and airports require stable and secure networks. With our experience and expertise, we are able to design, build, install and service any size of network tailored to each customer.

### Mining, Oil & Gas

The exploitation of natural resources often takes place in remote and difficult environments where projects depend on rugged and reliable communication. Danimex can deliver comprehensive communication solutions designed specifically to each site requirements and can withstand major environmental threats such as explosive gases, extreme temperature, dust, rain, noise and toxic exposure. We can deliver equipment with advanced features designed to fulfil safety standards, such as **Emergency Alarms**, **Lone Worker**, **Integrated Mandown** and **Programmable Voice Announcements**.



SEGMENTS



## The Danimex Code of Conduct

The Danimex code of conduct has been defined by the Danimex board of directors, and is officially being observed by all Danimex employees and authorized Danimex dealers.

### Equal rights of women and men

It is the responsibility of Danimex Communication to work for equal rights to women and men.

### Valuing multicultural influence

Danimex Communication values the everyday influence we get from other cultures and respects the rights of all individuals regardless of ethnic, cultural, religious or sexual background.

### Child labour

Danimex Communication do not use, nor approve of the use of child labour.

### Environment

Danimex Communication is committed to work in a way that does not harm the environment.

### International laws

Danimex Communication is committed to fulfil our obligations to international laws regardless of where we operate.

### Working against fraud and corruption

Danimex Communication is committed to avert fraud and corruption.

### Freedom of association and protection of the right to organise

Danimex Communication is committed to respect the individual right of labour protection.

### Occupational health and safety

Danimex Communication is committed to avoid risks on occupational health and safety.

### Working against forced labour

Danimex Communication will work against forced labour and slavery of all kinds.

### Human rights

Danimex Communication is committed to work in accordance with the UN Human Rights Declaration.

### UN Global Compact

Danimex has been a member of the UN Global Compact since 2008, thereby voluntarily committing ourselves to the ambitious goal set by the United Nations in the field of corporate responsibility.





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