

TANDBERG CUSTOMER PROFILE

Kumba Resources



TANDBERG 8000 MXP

- **CLIENT:** A growing international mining company with headquarters in South Africa and business interests and operations on four continents that generate annual revenue of USD 1.9 billion
- **ACTION:** Installed 15 video communication systems, including the TANDBERG 8000 MXP, TANDBERG 7000 MXP, TANDBERG 3000 MXP, TANDBERG 2500, TANDBERG 990 MXP and TANDBERG 550 MXP models
- **RESULT:** Reduced travel time and expenses; expanded national and international collaboration; made management meetings more effective

“ It is a powerful medium of communication, and certainly makes things lively. ”

PIET DU PLESSIS
HEAD OF TECHNICAL SERVICES
KUMBA RESOURCES

VIDEO COMMUNICATION HELPS MINING GIANT

The mining operations of Kumba Resources are ever-expanding. From its base in South Africa, the company now has interests -- and eyes -- around the world.

Those "eyes" are TANDBERG video communication systems. Kumba executives in the South African capital of Pretoria use them to oversee mining and refinery operations across Africa, Australia and China.

"Our top and senior managers have become enthusiastic users of video communication," says Piet Du Plessis, Head of Technical Services at Kumba. "They can share a lot more information with a lot less travel. Some monthly meetings that required a lot of planning and travel are now done weekly, by video, in only an hour or two."

BOARDROOM CENTERPIECE

Some members of the company's international board of directors attend meetings in Pretoria by way of the powerful TANDBERG 8000 MXP video communication system that is the centerpiece of Kumba's main boardroom.

But video meetings are not the preserve of top executives. The Human Resources Department evaluates some job candidates by video and often invites managers from different sites to take part in an interview, thus making use of the Multipoint Control Unit (MCU) embedded in most TANDBERG codecs. Every six months, much of the staff also takes part in an information session by video with Tony Trahar, the London-based chief executive of Kumba's largest shareholder, Anglo American plc.

FAST GROWTH, FAST COMMUNICATION

Kumba Resources was known as Iscor Mining until the company was spun off from its steel-producing parent, Iscor Ltd., in 2001. In the preceding years the company had diversified from iron-ore mining and coal mining to the mining and production of titanium, zinc and other commodities in South Africa, Namibia, Australia and China. The continuing global expansion has also taken Kumba Resources to the Netherlands and Madagascar. The company's mining, loading, transport and logistics systems are among the most advanced in the industry. So too, of course, are the communication systems that now link its far-flung operations.

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With a little help from video communication, Kumba Resources has gone global



TANDBERG 8000 MXP in profile

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TANDBERG SYSTEMS

All told, Kumba has 15 video communication systems on three continents. In Pretoria, Kumba operates a TANDBERG 8000 MXP and a TANDBERG 7000 MXP -- both top-of-the-line communication and presentation tools for big rooms. They can run at bandwidths of up to 2 Mbps on ISDN and 4 Mbps using the H.323 and SIP protocols for unsurpassed video quality on two large monitors (50-inch plasma screens in the case of the TANDBERG 8000 MXP and 30-inch LCD screens for the TANDBERG 7000 MXP).

At its office in Chifeng, China, Kumba's technical experts have installed a TANDBERG 2500. Elsewhere, they have chosen TANDBERG 3000, TANDBERG 990 and TANDBERG 550 video communication models, all with the MXP platform for a rich multimedia experience.

"KUMBA CARES ABOUT ITS PEOPLE"

Why TANDBERG? Mr. Du Plessis gives a number of reasons:

- Strong customer support
- Ease of use
- Connection stability provided by automatic Downspeeding
- Sound quality associated with the MXP platform

Mr. Du Plessis says he has noticed an increase in job satisfaction among people who have eliminated arduous travel or blind teleconferencing in favour of clear, high-bandwidth video meetings.

"Kumba cares about its people and comes out tops as the best mining company to work for," he says. "To a certain extent, videoconferencing was a strategic choice for us. It is a powerful medium of communication, and certainly makes things lively."

ABOUT TANDBERG

TANDBERG is a leading global provider of visual communication products and services. The Company has dual headquarters in New York and Norway. TANDBERG designs, develops and markets systems and software for video, voice and data. The Company provides sales, support and value-added services in more than 90 countries worldwide. TANDBERG trades publicly on the Oslo Stock Exchange under the ticker TAA.OL. Please visit www.tandberg.net for more information.