

Company Profile



MORTRONIX TECHNOLOGIES LIMITED



MORTRONIX TECHNOLOGIES LTD
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www.mortronix.com.pg

Section 1: COMPANY DETAILS

Company Name:	MORTRONIX TECHNOLOGIES LIMITED
Type of Business	Incorporated (Sole Proprietor)
Company Incorporation No:	1-105726
IRC Tax File Number:	K48715
GST Registration Number:	GS.21500
Tax Identification Number (TIN):	500253584
NICTA License No:	RCAP-RF-34-15-003
Physical Address:	Level 2 Office 8, Wantok Haus, Aircorps Road, Lae, 411
Postal Address:	P.O. Box 3671, Lae 411, Morobe Province, Papua New Guinea
Phone Number:	(+675) 472-7140
Fax Number:	(+675) 472-7140
Mobile Phone Number:	(+675) 7682-0717
Email Address:	mortronix@mortronix.com.pg or skarang@mortronix.com.pg
Website:	https://www.mortronix.com.pg

Section 2: BACKGROUND INFORMATION

MORTRONIX started as an idea or concept in 2006, by the owner, who thought of owning and managing a consultancy business that would serve and develop the rural people and communities of PNG through communications and innovative technologies.

Inspired by this thought, the owner registered the business name, MORTRONIX ELECTRONIC NETWORKING, with the Investment Promotion Authority in 2006. Even though MORTRONIX was registered in 2006, it did not operate as a formal business, or operated merely on “ad-hoc” basis or the owner was doing “freelance” work, until 2010, where an office space was rented and business conducted formally. In 2007, Mortronix was registered with IRC and got its Tax File Number, and later in 2012, applied for and received its Goods and Services Tax (GST) Number. Since Mortronix is a small business in terms of its number of employees, Mortronix was exempted from Group Tax, which then affected its application for Certificate Of Compliance (COC). Meaning that, to apply for COC, a company must also have a Group Tax Number.

However, this did not stop Mortronix from conducting business. Mortronix continued to be operational and conducted its daily business formally and legally, and over the years of persistence and perseverance, Mortronix gradually and steadily progressed upward in time. As this small business began to venture out into other areas of technologies and attract more customers, there was a need to change its status from operating under a business name to company level, and change the name so that it reflects what the company does. And so on the 4th of March 2015, Mortronix Electronic Networking, upgraded its status from a business name to a company status, with the new name, Mortronix Technologies Limited.

In 2015, after a thorough inspection by a team from the National Information and Communications Technology Authority (NICTA), and meeting all necessary requirements, Mortronix Technologies Limited was granted license to operate as a legal and licensed ICT Service Provider in Papua New Guinea.

Section 3: MISSION & OBJECTIVES

Mortronix Technologies Limited is a 100% local registered Papua New Guinean Company with a mission. Our mission is to help develop and improve rural communities, schools, institutions, hospitals, churches, organizations, and business houses using innovative technologies in telecommunications, information technology, security and surveillance systems, and rural power technology. We are constantly in search of new technologies and ideas that will help develop Papua New Guinea, and move this country forward in technology.

Mortronix Technologies Limited is capable of accomplishing its mission by:

1. Becoming an alternative service provider which can accommodate and serve rural village communities to large corporate organizations in the cities.
2. Providing reliable, efficient, and professional services with all honesty, accountability and transparency, from sales, technical support to advice and consultancy for wise decision making.
3. Providing services at fair and reasonable costs meet for different levels of people, communities, institutes and organizations
4. Designing new improved systems and long term solutions which are more reliable, efficient and cost effective, which can either complement existing infrastructures, or replace unreliable infrastructures.
5. Always striving to innovate and improve services and systems.

Section 4: SERVICES

Over the years since its establishment, Mortronix Technologies Limited has diversified in the provision of its services. The following services are currently provided by the company.

- 1) **DOMAIN NAME REGISTRATION & HOSTING** – Mortronix Technologies Ltd registers and hosts domain names for companies, institutions and organizations with .com.pg, .ac.pg and .org.pg extensions respectively.
- 2) **EMAIL ACCOUNTS HOSTING** – Mortronix creates and hosts mail boxes using secure mail server. The mail boxes can be accessed anywhere securely using an email program or through webmail on any Internet connected devices, making it convenient for users to access their emails anywhere, anytime.
- 3) **RADIO COMMUNICATIONS** – With our vast knowledge in radio communications, we can design, install and provide technical support for HF, VHF and UHF Radio Networks. Whether it's fixed or mobile, for rural areas, hospitals, district offices, security companies, etc, we can design and install.
- 4) **VSAT INTERNET** - Mortronix is now partnering with a reputable international company to provide VSAT Internet Services. That means, we supply, install and maintain VSAT Internet Systems. The VSAT Internet System that we are now deploying is unique, and proven to be reliable and efficient to operate in any environmental conditions, from cities to rural areas. We provide unlimited plans on different speeds at affordable costs.
- 5) **COMPUTERS AND INFORMATION TECHNOLOGY** – At Mortronix, we have staff who are qualified and capable of repairing any computer hardware and software problems, doing system and password recovery, virus removal, and software and hardware installation. We also have a certified CISCO Network Engineer who can be able to assist your organization in designing and implementing computer networks (LAN, WAN, Wired, Wireless), Structured Cabling, Linux Server

setup and configuration, and Firewall setup and configuration. For network infrastructure, we are now utilizing the nComputing Technology and devices.

- 6) **STRUCTURED CABLING** – Mortronix Technologies Ltd has the capability of running structured Cat.5, Cat.6, data cabling for data or voice. Whether it's only an upgrade of cabling, replacing or repairing, or even installing a new cabling system, we will design and install. We follow structured cabling standards and rules, and give a professional, neat looking finished job.
- 7) **INTERNET FILTERING** – Mortronix can filter your Internet connection to remove explicit materials like pornographic materials, block certain websites, and prevent downloads of videos and audio files.
- 8) **SECURITY AND SURVEILLANCE SYSTEMS** – Mortronix provides security and surveillance systems in terms of alarm and video/CCTV monitoring. We install, support and monitor alarms and video surveillance systems. With our video surveillance system, we remotely monitor the client's building/office, especially the inside, after hours. So we actually see what's going on inside the building after hours, remotely.
- 9) **VEHICLE TRACKING & MONITORING** – Mortronix Technologies Limited offers vehicle tracking and monitoring services, so that individuals and companies can monitor their vehicles. Our system includes vehicle tracking, fuel monitoring, speed monitoring, panic alert, door open/close alert, and vehicle disable function. We offer either a one-time payment with no monthly fees, or low installation fee with monthly recurring fees for tracking and monitoring.
- 10) **RURAL POWER TECHNOLOGY** – For areas with limited or no electricity to their home, school, health center or rural office, Mortronix Technologies Ltd can design and implement an economical power system to suit your needs. Our power system design harnesses solar (sun) and wind power to generate electricity for domestic applications such as powering up lights, TVs, VCD players, fridge, radio and other small electrical appliances in the rural areas. Tell us what you want, and we will design it for you.
- 11) **SATELLITE TV** – For rural areas with no access to TV stations, such as EMTV or Kundu2, Mortronix can supply and install EMTV and Kundu2 TV Stations for rural areas and districts. We can distribute the signal using cable for a limited area only, or setup a transmitter to transmit to a larger and wider audience, such as a district.
- 12) **COMMUNITY RADIO STATION** – If your organization is thinking of setting up a FM radio station for a community, then we can assist you by designing a budget model for your organization. We can start from doing feasibility study, to implementation up to commissioning the station to go on air. We also provide technical support for both the studio and transmission.
- 13) **ELECTRONIC & ELECTRICAL INSTALLATION & REPAIR** – Mortronix provides electronic and electrical repairs and installation. We repair electronic audio/visual equipment, electrical systems, and even do single phase domestic electrical wiring.
- 14) **LAPTOP SALES** – At Mortronix, we want to make laptop and computer become available to every person. Therefore, we are now selling laptops (refurbished and brand new) at very affordable prices. Our prices range from as low as K440.00 – K770.00 for refurbished laptops, and from K900.00 to K2, 000.00 for brand new. We sell variety of big name brands such as Dell, Toshiba, HP Compaq and Lenovo.
- 15) **PROJECT MANAGEMENT** – Mortronix Technologies Ltd offers project management service for bigger projects that relates to any of the above services. We start from feasibility study, equipment procurement, sub-contracting, tendering process, interview, implementation and commissioning, all within the client's time frame and budget.

Section 5. RATES

Mortronix Technologies Limited has categorized its clients into five (5) different categories, so that it can charge the clients fairly based on which category they fall under. Our Labour Rates for the service we provide for each category are shown in the table below. The rates exclude GST.

Category	Service	Labor Rate
Corporate & Mining Companies	All Workshop Repair	K150.00/Hour/Tech
	All Onsite Installation	K300.00/Hour/Tech or Eng
	* Consultancy	K600.00/Hour/Engineer
Commercial Businesses & Government	All Workshop Repair	K135/Hour/Tech
	All Onsite Installation	K270.00/Hour/Tech or Eng
	*Consultancy	K540.00/Hour/Engineer
NGOs & Higher Institutions	All Workshop Repair	K108.00/Hour/Tech
	All Onsite Installation	K216.00/Hour/Tech or Eng
	*Consultancy	K432.00/Hour/Engineer
Primary, High & Secondary Schools	All Workshop Repair	K94.50/Hour/Tech
	All Onsite Installation	K189.00/Hour/Tech or Eng
	*Consultancy	K378.00/Hour/Tech
Churches & Individuals	All Workshop Repair	K81.00/Hour/Tech
	All Onsite Installation	K162.00/Hour/Tech or Eng
	*Consultancy	K324.00/Hour/Engineer

*** Consultancy service includes feasibility study, proposal writing, report writing, advisory roles and project management.**

For all workshop repairs, the client must pay a **non-refundable deposit fee of K50.00** at the counter prior to equipment being accepted for repair. This fee is deducted from the total cost of repair after the equipment is repaired. If the equipment cannot be repaired, then this fee caters for the time, resources and utilities that the technician had used and put into checking the equipment.

Section 6. PROJECTS

MORTRONIX has been operating as a full time consultancy business for two years and during this period, it had been contracted and implemented projects by some organizations.

- January 2008: Contracted by Baptist Union of PNG to conduct a joint feasibility study with Alpha Broadcast Services International, Australia, for a FM Community Radio Station in Telefomin, Sandaun Province. The project had been approved and Phase 1 is funded by PNGSDP and will be implemented this year, 2011.
- February 2009: Contracted by Kambang Holdings Ltd, Lae, to upgrade its IT infrastructure and wireless network.
- June 2009: Contracted by Lutheran Shipping (through Kambang Holdings Ltd) to upgrade LAN at Madang branch; designed and implemented wireless network; will link Lae-Madang branches in the future;
- July 2009: Contracted by Baptist Union of PNG Health Services to design and implement VSAT and Wi-Fi System at Tinsley Baptist Health Services in the remote Baiyer Area of Western Highlands Province.

June 2013:	Contracted by the Professionals Property Managers to install alarm and video surveillance system at Wantok Haus (Morobe Stationary Building), Aircorps Rd, Lae. We now monitor the building on a 24/7 basis, and since the installation of the security system, there hasn't been any break-in.
January 2014	Design and installed solar power system at Tinsley District Hospital, Baiyer, W.H.P
June 2014	Design and installed cable TV system at Tinsley District Hospital, Baiyer, W.H.P
June 2014	Did structured cabling for PABX System for 33 phones for Baptist Union PNG, W.H.P
January 2015	Designed and installed computer network at National Polytechnic Institute of PNG's Library, using nComputing Technology. We wanted to introduce eLibrary concept but due to lack of funding from the institute, we didn't implement eLibrary.
May 2016	Installed EMTV at Yalumet Primary School, Kabwum, for the purpose of the EQUITV Program.
November 2016	Did data and voice cabling works for Vanguard International Ltd, Port Moresby.
December 2016	Designed, installed, and commissioned FM Radio Broadcast Repeater Station, Pokoris, Kompiam Ambum District, Enga

Please visit our website <https://www.mortronix.com.pg> to see more.

Section 7. VISION

Mortronix Technologies Limited is a small but emerging and growing company. Even though Mortronix has very small staff and assets, it boasts of staff having multi-range of knowledge and skills in technology and other areas as well, which has put Mortronix in the arena of competition amongst the big and well known organizations. Our unique expertise and quality of service have also put Mortronix in a demanding role. Because of this strength that we have and the demand in technology, we want to diversify and expand the business in the future in terms of:

- 1) Wholesale of refurbished laptops to schools, institutions, organizations and individuals;
- 2) Becoming a VSAT Internet Service Provider for rural areas as well as urban;
- 3) Becoming a major host for domains and email accounts in PNG;
- 4) Becoming a key player in ICT development and management in PNG;
- 5) Designing and implementing a more reliable, efficient, and economical communication system (than the existing ones) to suit the rural areas of PNG;
- 6) Becoming one of the major suppliers and implementers of rural power technology in PNG;
- 7) Introducing and implementing media, such as TV, Radio and Internet, to the rural areas of PNG;
- 8) Designing and implementing sophisticated intelligent security systems for National Security application such as border monitoring;

Section 8: CUSTOMERS

Mortronix Technologies Ltd has a variety of customers from individuals, communities, churches, schools, institutions, and up to corporate companies including the government sector.

Few of our major existing clients are as follows:

- Baptist Union of PNG, Mt. Hagen,
- Banz Kofi Fektori Ltd, Mt. Hagen
- Tinsley District Hospital, Baiyer,
- Morobe Stationery Ltd, Lae
- TT Properties Ltd, Lae
- Vanguard International Ltd, Port Moresby

Mortronix Technologies Ltd has gained reputation in our quality, reliable and efficient technical support, and hence TRT Global has contracted Mortronix Technologies Ltd to be its in-country technical support, providing first line support to all of TRT Global's Corporate clients in PNG. The second international IT company to also engage Mortronix Technologies Ltd in similar role is Total IT Consultants. So Mortronix Technologies Ltd has become a trusted in-country support partner for two international companies.

Section 9: CULTURE

Mortronix Technologies Limited is founded upon Biblical Principles, Moral Ethics and Virtues. Even though Mortronix is a very small company, we have and follow our Code of Ethics and Company Rules and Regulations, which guides how we act towards our fellow workers, customers and environment. We are always alert and cautious about safety within the workplace and its cleanliness thereof. We believe that a clean, healthy, fun and safe working environment increases productivity.

Mortronix Technologies Limited has incorporated the following essentials, to develop and make this organization, unique and identify who we are from the rest of the service providers in relation to our customers.

- **Reliability** – we want to provide a reliable system that will serve your company's needs 99.99% of time with less downtime or minimal maintenance. Not only that, but we also want you, our customer, to know that you can rely on us to serve you. You can be rest assured that whenever you call us for technical support, we are always there to assist you promptly, on time every time. We won't let you down.
- **Honesty** – we mean what we say, and say what we mean. We want to be honest with our customers, and tell them honestly about our services and what we offer, including our rates and charges. There are absolutely no hidden charges in our prices, no sales gimmicks, no catches in what we offer you, as we believe in a good, honest, business relationship between our customers and us.
- **Efficiency** – we want to maximize output with minimum input. We want our customers to enjoy and feel happy about our services, and to appreciate that their money is well spent on the services rendered. They must get the maximum benefit from our services at a reasonable cost. We will make sure our services will make our customers, productive and profitable!
- **Convenience** – we simplify our services so that customers won't have any difficulty in using them or accessing them. Our services must be user friendly such that even a person without any technical knowledge can still access them more quickly and easily without any frustrations. On top of that, our

customers must have the convenience of contacting us and getting the needed support from us promptly on time every time.

- **Flexibility** - we try our best to be flexible with our customers in terms of listening to them and see how we can adjust our services and rates to meet their needs and budget. We customize!
- **Relationship** – we treat all our customers with respect, but at the same time, we want to develop that friendly relationship with our customers over time. Our customers must feel comfortable and free to talk to us any time without hesitation, when they have a technical problem. We like to know our customers personally, so that we foster a friendly relationship and understand each other.

We are your local partner, providing you with an alternative solution and service, connecting you globally.

We have the technology!

ALL INFORMATION STATED IN THIS COMPANY PROFILE ARE ORIGINAL AND TRUE IN ITS ENTIRETY.

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