



AL TSA

Leading with LED



LEADING THE WAY
WITH LED

AL TSA leads with LED

Cutting-edge LED lighting and electrical solutions for Africa.

- ALTSA is a leading commercial and industrial LED Lighting Solutions provider in Africa, as well as the largest lighting replacement company in Africa.
- ALTSA operates in eight countries on the African continent: South Africa (Head office), Nigeria, Tanzania, Democratic Republic of Congo, Uganda, Kenya and Mozambique, Botswana and Ghana (agency).
- Since 2011, ALTSA has grown significantly throughout Africa within its own network as well as through agency networks.
- ALTSA currently employs 150+ people.
- ALTSA distributes its own premium range of LED lamps and luminaires, assembled in South Africa, to regional offices both nationally and internationally.

We transform the way energy is consumed by providing sustainable, environmentally friendly lighting solutions to benefit people, improve communities and impact positively on society as a whole.

We strive to be the leading supplier of ground-breaking LED lighting solutions, cutting-edge technology.

CUSTOMER ORIENTATED

ALTSA staff are dedicated to go the extra mile in building long-term relationships while helping customers feel good in their environments, with compliant lighting solutions and a profitable return on investment (ROI).

We partner with our customers on their journey to sustainable energy.

OUR VALUES

INTEGRITY:

We are honest, fair and demonstrate respect to our customers and colleagues.

ACCOUNTABILITY:

We follow through with what we say and hold ourselves to the highest standards.

HARD WORK:

We deliver outstanding results through our culture of exceptional service.

TEAM WORK:

We support one another to deliver results for our customers and our company.

INNOVATION:

We seek creative and innovative ways to solve our customers' challenges.



BBBEE Rating

We are a proudly South African, certified Level 1 Broad Base Black Economic Empowerment Contributor. We are committed to accelerating black economic empowerment by actively creating employment opportunities through the local assembly of all our products:

CERTIFIED LEVEL 1

COMMUNITY DEVELOPMENT

EMPOWERING PEOPLE

ALTA 5-Year Guarantee

We take immense pride in our ISO9001 national and internationally certified product range. We offer our customers a 5-year guarantee with an option to extend to 10 years.

Compliance

ALTA ensures compliant lux levels over the full warranty period.

Product Range

ALTA offers Indoor, outdoor and speciality lighting solutions that are ideally suitable for commercial and industrial sites - especially areas that require robust, hard-wearing and explosion-proof luminaires.

mpower ratings
Ensuring Change through Empowerment
QSE DTT Sector Code **BBBEE** Verification Certificate
Gazette No: 38746
Alternative Lighting and Technical Solutions for Africa (Pty) Ltd
Registration Number: 2013/094211/07
Address: 87 Sandringham Road, Greenfield, Johannesburg, 2193

LEVEL ONE CONTRIBUTOR				
Category	Target	Actual	Points	
Ownership	25.00	25.00	Black Ownership Percentage	25.00%
Management Control	15.00	15.00	Black Women Ownership Percentage	15.00%
Skills Development	25.00	25.00	Identified Firm through Principle Applied	N/A
Enterprise and Supplier Development	40.00	40.00	Black Employment Group Percentage	12.00%
Socio-Economic Development	5.00	5.00	Black Youth Percentage	12.00%
Total Score	105.00	105.00	Black Disabled Percentage	0.00%
Preferential Procurement Level	135.00%		Black Employment Percentage	0.00%
Discounting Principle Applied	No		Black People Living in Rural areas Percentage	0.00%
Employment Supplier	Yes		Black Military Veterans Percentage	0.00%
Financial Year End	30 February 2022		Black Non-Employed Percentage	22.00%
UAP Number	UAP000000		Exclusion Principle Used	7.00%
Issue Date	18 May 2022		Participated in V.E.S Validation	No
Re-Issue Date	N/A		Achieve V.E.S Target and 2.5% Absorption	No
Expiry Date	18 May 2024		Achieve Double V.E.S Target and 5% Absorption	No

The information on this certificate and in the verification report represent an independent opinion based on verification procedures and analysis carried out by mpower ratings in terms of the principles contained in the Department of Trade and Industry's Code of Good Practice on Broad Based Black Economic Empowerment as gazetted May 2013

Technical Signature: Insert Placeholder
Certificate Number: ALT007905/05/2023

The Link: 173 Oxford Road, Sandringham, Johannesburg, 2193
Tel: +27 11 888 0888 Fax: +27 11 888 4615
www.mpowerratings.co.za

sanas
SANS 3001

CERTIFICATE

ALTA takes pride in distributing a locally assembled range of 190+ lamps and luminaires:

- Long life -up to 100,000 hrs.
- High efficiency - up to 200lm/W.
- Compact, High-quality Profile Designs.
- Wide Operating Temperature Range -50° C to +55° C and up to 80° C on thermal resilient models.
- Easy Installation and low maintenance.
- Manufactured to withstand high, consistent volumes of dust and moist offering IP ratings of up to IP68.
- High electrical and mechanical specifications.
- All products carry a range of SANS and IEC certifications.
- Our EX range carries IECEx certification.
- All products have battery backup and sensor options.



New Lighting for a Brighter Environment

ALTSA understands that your commercial and industrial spaces require reliable and powerful lighting. As a leading LED Lighting Solutions provider, we know that upgrading to LED offers your business a number of benefits, from higher energy efficiencies, longer lifespans and low to nil maintenance - it all adds up to a significant saving on operational costs.

We offer the most energy-efficient, technologically advanced LED solutions for a wide range of commercial and industrial applications - customised to meet the lighting demands of your business.

Benefit your bottom line

ALTSA LED lighting solutions offer:

High energy efficiencies: this is achieved through LED chipsets converting 90% of the energy consumed into light.

Longer Lifespan: luminaires last up to a minimum of 50,000 hours and come with a standard 5-year guarantee.

Low/Zero Maintenance: ALTSA luminaires are stress, vibration and temperature resistant making them ideal in hard working environments.

Increased light quality: improved colour rendering and a more natural looking light makes our luminaires ideal for industrial and commercial workplaces.

REPLACEMENT



Our lighting solutions are suitable for the following applications:

Corporate buildings &
Office/Business Parks

Roads & Urban Areas

Schools

Hospitals

Retail

Warehousing

Factories

Petrol Stations

We cater for large-scale Industry:

Mining

Oil & Gas

Quarrying

Subsidies and Finance Options:

We assist our customers by facilitating their access to subsidies and a wide range of finance options including:

- Capital Acquisition
- Rent To Own
- Pure Rental
- Share Saving

Our effective 5 Step Process

1 STEP:

Lighting Audit: In order to evaluate the effectiveness of your existing lighting situation, we perform a thorough, on-site inspection of your premises.

In order to evaluate the effectiveness of your existing lighting situation, AL TSA will perform a thorough, site inspection of your premises, this will be done by our highly trained and professional contractors, who will take count of all light fittings, inspect the condition of the current light fittings, and indicate what location of the premises the light fittings are in, this will assist our design office in choosing the correct replacement light fitting depending on the location of the light fitting.

2 STEP:

Optimal Lighting Design: Based on the results of the lighting Audit, an Optimal Lighting Configuration plan is designed for each area or work station. This plan ensures the best type of lighting needed for each specific work environment. Each work station will require a different lux level which will be achieved by choosing the correct replacement fittings with a specified lumen out put, wattage, and beam angle.

3 STEP:

Photometric Software Simulations: We use specialized software (Relux, and Dialux) to measure your glare level, lux output, and uniformity. This assists in achieving specific light levels in certain areas of the premises according to the lighting requirements. By utilising Relux, and Dialux software we are able to increase energy savings and eliminate any human error.

4 STEP:

Detailed Proposal: Once the computerised simulation is completed, we provide you with a comprehensive proposal that details our approach to the replacement of your old lighting with new LED technology. The proposal also includes projected energy efficiency, cost savings, impact on productivity and ROI.

5 STEP:

Installation while you work: Our installation team are highly experienced and accredited ISO 9001 installers. We work quickly and efficiently to install even major lighting projects with little or no interruption to daily operations. We remove old lighting and fixtures from the premises. After installation, the entire system is rigorously tested to ensure that it complies with all specifications, standards and regulations.





Full Service Delivery

ALTSA's customer promise:

We provide the lowest total cost of ownership over extended periods, offering our customer significant returns on their investment

Full Service

- Our installation capacity ISO9001

Project Planning

- Complex Projects Installation team, includes electricians, supervisors, installers, assistant and store personnel

Logistics

- Logistics team include Stock Management, Fleet of Vehicles, Warehousing, Materials Resource Planning

Quality Control

- Light testing, ON/OFF Usage Testing, Product Testing and Final Inspection



Our 5-Year guarantee

We take immense pride in our SABS approved product range and we are confident of our quality and expertise.

We deliver on our promise to deliver every time, and our guarantee comes standard on:

LUMINANCE:

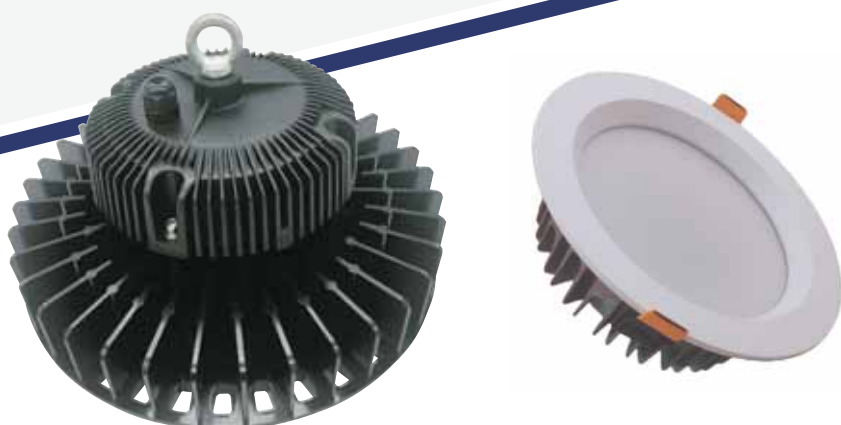
Achieving recommended and regulatory Lux levels.

WORKMANSHIP:

Quality installations

PRODUCT:

Indoor, Outdoor and Speciality ranges



What makes AL TSA a preferred supplier

1. Installation & Onsite Replacement

AL TSA is the largest LED light installation company in South Africa and we pride ourselves on our expedience and experience in meeting the lighting demands of the industrial and commercial businesses throughout Africa.

Speed & Efficiency

- Our teams work efficiently and effectively on site ensuring projects offer almost zero impact on your business productivity.

Electrical Capability

- Our technical teams have a diverse skillset and are qualified to perform major electrical work.

Footprint

- AL TSA's experience reaches across a number of industries throughout Africa, and we are actively growing our presence into new regions.

Service

- Our customers are central to our business and we take care to ensure we offer the best customer service.

2. Product Guarantee & Local Assembly

Our commitment to quality starts with the highest quality components, meticulous assembly and continues through installation and maintenance - a guarantee we stand by.

5 Years

- Our 5 Year guarantee comes standard on light outputs (25 year lifespan guarantee).

Service Commitment

- We commit to replace luminaire failures, service and maintain installed products.

ISO9001

- We offer the highest quality products in an ISO9001 environment.

Assembly

- Our indoor, outdoor and speciality product ranges are all locally assembled.



3. Site Audits

ALTSA relies on their site lighting audits to fully understand your business lighting needs.

Accuracy

- Lighting design relies on audit results and work to ensure these results are accurate.

Complementary

- We offer our potential customers free lighting audits.

Detailed

- In order to design the lighting solution your business needs, our lighting audits offer detailed information on your current light quality and energy consumption.

Completed Proposal

- Utilizing the site audit, we provide a lighting proposal indicating your Return On Investment (ROI).

4. Professional Lighting Design Office

Our design team's technical expertise ensure our customers get the best design that drives your business' sustainability journey.

Design

- We consistently offer our customer professional and comprehensive lighting designs.

Turnaround

- We are proud of our record for delivering complete design plans, quickly.

Quality

- All our designs are of the highest quality including reticulation design work.

An African FOOTPRINT to help deliver wherever your business takes you.

A broad PRODUCT offering to maximise safety, cost savings and productivity.

Quality, comprehensive SOLUTIONS and services, there, when you need them most.

5. Commercial Options

ALTSA offers four financial options for your investment into your business' sustainability journey.

Rent to Own

- ALTSA supply and install without capital payment, monthly payment to start after sectional sign off. Transfer of ownership is after the rent to own period, ALTSA is responsible for the replacement or repair of any failed equipment within the 5-year period.

Full Rental

- ALTSA supply and install without capital payment, monthly payment to start after sectional sign off. Rental on the month to month basis, rental contract can be cancelled with an exit clause. No transfer of ownership, ALTSA is responsible for the replacement or repair of any failed equipment with the 5-year period

Shared Savings

- ALTSA supply and install without capital payments, monthly payments to start after sectional M&V sign off. Pay a rate p/kwh per confirmed saved Kwh. Shared savings contract can be cancelled with a exit clause. Transfer or ownership after 5 years.

Capital Buy

- ALTSA will supply and install with Capital payment. ALTSA does not maintain equipment only replaces failed lamps under warranty period. SLA can be added to the option.

6. Unequalled Technical Specification

Whatever your lighting needs demand our product range offers unequalled technical specifications.

Specifications

- Our functionality and sustainability specifications are unmatched in our industry.

Efficiencies

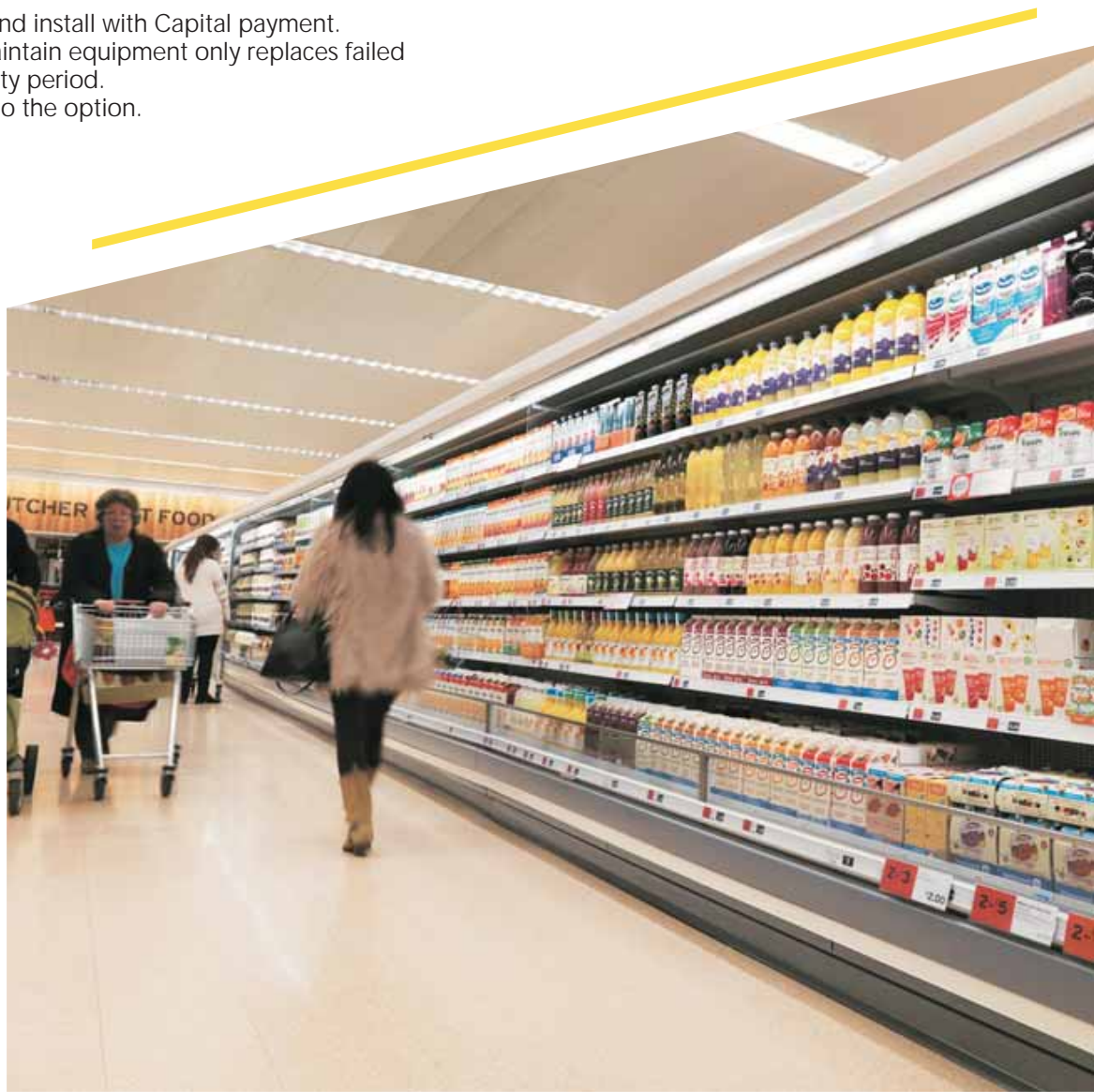
- ALTSA luminaires offer light efficiencies of up to 200 lumen per Watt.

Light Angles

- Many of our products are adaptable and can be purpose-built, offering unique distribution angles.

Sustainability

- Designed to last, our products can deliver in hot or harsh environments and for 50,000 to 100,000 hours.



INDUSTRY CERTIFIED

Our excellence is recognised

We ensure our diverse range of indoor, outdoor and speciality lighting adheres to the highest industry standards. Which is why our products have received multiple National and International certifications.

We are proud to have been awarded several accolades, shining a light on our position as leaders in the LED industry.





A proven track record

ALTSA is proud to have completed major, large-scale installation projects at more than 400 local and multi-national businesses throughout South Africa and the African continent.

We look forward to partnering with your business and positively impacting our society, together.

CLIENTS





How can ALTSA help?

We handle the entire process as a turnkey solution (including the Eskom process, outlined below):

Start the application process with Eskom (require a letter of intent)

Perform lighting audits on all facilities

Provide efficient lighting proposal

Complete registration process with Eskom

Manage Measurement and Verification

Complete installation project

Manage Subsidy returns

In partnership with LTM Energy, we handle all subsidies on all disciplines

Eskom Demand Side Management Subsidies

Two Subsidy schemes available

Efficient Energy (Recommended option) – R0.42/saved kWh of energy over 2 years

Load Management – R3M/Saved 1MW Power between 5pm and 8pm

Requirements for Subsidy Applications

Awarded contracts are provided with a standard incentive rate (Rand/MW or cents/kWh for achieved demand and/or energy reduction during specified periods.

All approved proposals will be subject to an independent measurement and verification of the proposed baseline.

Incentives are paid in 8 equal parts over 2 years

On completion, projects will be independently measured and verified quarterly against the contracted demand and energy savings.

Customer electricity bill must be up to date.

Projects must be completed within 6 months.

Only 30 sites are allowed per application.

No duplicate applications/claiming with other incentive programmes will be permitted.

ALTSA Turnkey Solution Provider

Lighting Product Provider

- Luminaire and lamp design
- Lighting product Assembly
- Product Logistics
- Product Warehousing and Distribution
- All lighting peripherals including sensors, battery backups, poles, etc.

Lighting Design and Simulation

- Energy Calculation and Monitoring
- Lighting Audits
- Lighting Energy Proposals
- M & V Management
- Metering installation and Monitoring
- 12L Management

Installations

- Lighting Installations
- Electrical Installations
- Upgrades where needed and not SANS10142 compliant
- Intelligent lighting control systems and integration to building management systems
- Complete Maintenance of lighting.

Finance

- Rent to Own
- Provide Share Savings to Own
- Full rental



We have an extensive range of cutting-edge, energy-efficient luminaires for all your lighting solutions that can be used in a variety of applications:

- | | | | |
|--------------|------------------------|---------------|-----------------------|
| 1. Oil & Gas | 4. Schools | 7. Retail | 10. Petrol Stations |
| 2. Mining | 5. Corporate Buildings | 8. Warehouses | 11. Sports Facilities |
| 3. Hospitals | 6. Road & Urban | 9. Factories | 12. Public Lighting |
| | | | 13. Heavy Industrial |

PANEL LIGHT



SIDE LIT
[VIEW DATASHEET](#)



BACK LIT
[VIEW DATASHEET](#)



MEDICAL
[VIEW DATASHEET](#)



LOUVRE
[VIEW DATASHEET](#)



IP65 RECESSED
[VIEW DATASHEET](#)



FRAME LIGHT
[VIEW DATASHEET](#)



ANTI GLARE
[VIEW DATASHEET](#)



TROFFER
[VIEW DATASHEET](#)



INDIRECT TROFFER
[VIEW DATASHEET](#)



FORTIS GRILL
[VIEW DATASHEET](#)

PENDANTS



GLIDER
[VIEW DATASHEET](#)



PELICAN
[VIEW DATASHEET](#)



ROUND
[VIEW DATASHEET](#)



CLASS ROOM
[VIEW DATASHEET](#)



CIRCULAR
[VIEW DATASHEET](#)



HIGHLINE
[VIEW DATASHEET](#)



HEXA
[VIEW DATASHEET](#)

DOWNLIGHTS



SLIM ROUND SQUARE
[VIEW DATASHEET](#)



GIMBLE
[VIEW DATASHEET](#)



BRILLIANCE
[VIEW DATASHEET](#)



IP65 SPOTLIGHT
[VIEW DATASHEET](#)



BAW & BMW
[VIEW DATASHEET](#)



IP64 WATERPROOF
[VIEW DATASHEET](#)



SURFACE MOUNT
[VIEW DATASHEET](#)



TRACKLIGHT
[VIEW DATASHEET](#)



DEEP REFLECTOR
[VIEW DATASHEET](#)



SQUARE BRILLIANCE
[VIEW DATASHEET](#)

TUBES & LAMPS



LED BULBS
[VIEW DATASHEET](#)



GU10 BULB
[VIEW DATASHEET](#)



IP65 PAR38 & GL
[VIEW DATASHEET](#)



LED TUBES
[VIEW DATASHEET](#)



HIGH POWER LAMPS
[VIEW DATASHEET](#)



IP65 LAMPS
[VIEW DATASHEET](#)



TUBERON
[VIEW DATASHEET](#)



2G11 TUBE
[VIEW DATASHEET](#)

LINEAR



IP65 VAPOUR PROOF
[VIEW DATASHEET](#)



INTEGRATED
VAPOUR PROOF
[VIEW DATASHEET](#)



ITB TRI-PROOF
[VIEW DATASHEET](#)



H BATTEN
[VIEW DATASHEET](#)



OMEGA BATTEN
LINKABLE
[VIEW DATASHEET](#)



SLIM BATTEN
[VIEW DATASHEET](#)



BETA BATTEN
[VIEW DATASHEET](#)



GAMMA BATTEN
[VIEW DATASHEET](#)



LIGHT BAR LINEAR
[VIEW DATASHEET](#)



AL TSA BATTEN
[VIEW DATASHEET](#)



OFFICE LINEAR
SERIES
[VIEW DATASHEET](#)



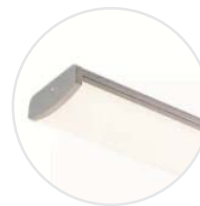
LINEAR TRUNKING
SYSTEM
[VIEW DATASHEET](#)



VANDAL GUARD
LINEAR
[VIEW DATASHEET](#)



AL TSA CYRUS
LINEAR
[VIEW DATASHEET](#)



WRAP AROUND
BATTEN
[VIEW DATASHEET](#)



TP TRI-PROOF
BATTEN
[VIEW DATASHEET](#)



T-SERIES
TUNNEL LIGHT
[VIEW DATASHEET](#)



OWM STRIP LIGHT
[VIEW DATASHEET](#)

HIGH BAYS



FLAT HIGH BAY
[VIEW DATASHEET](#)



SATURN HIGH BAY
[VIEW DATASHEET](#)



LINEAR HIGH BAY
SERIES
[VIEW DATASHEET](#)



GALAXY LINEAR
HIGH BAY
[VIEW DATASHEET](#)



LINEAR SERIES
HIGH BAY
[VIEW DATASHEET](#)



MAX LINEAR
HIGH BAY
[VIEW DATASHEET](#)



MX LINEAR
HIGH BAY
[VIEW DATASHEET](#)



HONEYCOMB
LINEAR HIGH BAY
[VIEW DATASHEET](#)



LINEAR SERIES
HIGH BAY
[VIEW DATASHEET](#)

BULKHEADS



MAX BULKHEAD
[VIEW DATASHEET](#)



UP & DOWN
[VIEW DATASHEET](#)



ADJUSTABLE
WALLPACK
[VIEW DATASHEET](#)



SKEO WALL LIGHT
[VIEW DATASHEET](#)



CANOPY BULKHEAD
[VIEW DATASHEET](#)



VANDAL GUARD
[VIEW DATASHEET](#)



MID BULKHEAD
[VIEW DATASHEET](#)



BULKHEAD SERIES
[VIEW DATASHEET](#)



WALL PACK
[VIEW DATASHEET](#)

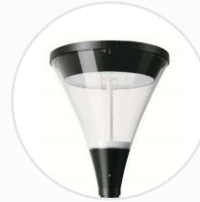
POST TOPS | SPOTLIGHTS | BOLLARDS



BOTANIC
[VIEW DATASHEET](#)



ATHOS
[VIEW DATASHEET](#)



CYRAH
[VIEW DATASHEET](#)



POST TOP SERIES
[VIEW DATASHEET](#)



SOLAR DIAMOND
[VIEW DATASHEET](#)



APOLLO
[VIEW DATASHEET](#)



ATLAS
[VIEW DATASHEET](#)



CYCLOPS
[VIEW DATASHEET](#)



RIO
[VIEW DATASHEET](#)



LINA
[VIEW DATASHEET](#)



VILA
[VIEW DATASHEET](#)

FLOODLIGHTS



SK FLOOD
[VIEW DATASHEET](#)



RHINO FLOOD
[VIEW DATASHEET](#)



MID FLOOD
[VIEW DATASHEET](#)



MINI FLOOD
[VIEW DATASHEET](#)



COOL FLOOD
[VIEW DATASHEET](#)

HIGH MASTS



MAX HIGH MAST
[VIEW DATASHEET](#)



MAX STADIUM II
[VIEW DATASHEET](#)



MAX STADIUM III
[VIEW DATASHEET](#)



MEGA STADIUM
[VIEW DATASHEET](#)



VISTA
[VIEW DATASHEET](#)

STREETLIGHTS



MAX II A&C
[VIEW DATASHEET](#)



H SERIES
[VIEW DATASHEET](#)



ST STREETLIGHT
[VIEW DATASHEET](#)



MAX SB
[VIEW DATASHEET](#)



S7 STREETLIGHT
[VIEW DATASHEET](#)



S8 STREETLIGHT
[VIEW DATASHEET](#)



GALAXY SOLAR
[VIEW DATASHEET](#)



MINI SOLAR
[VIEW DATASHEET](#)



AQUILA SOLAR
[VIEW DATASHEET](#)



EPSILON SOLAR
[VIEW DATASHEET](#)



SPLIT SOLAR
[VIEW DATASHEET](#)



FX SOLAR
[VIEW DATASHEET](#)



LK SOLAR
[VIEW DATASHEET](#)



FX SOLAR
[VIEW DATASHEET](#)

EXPLOSION PROOF



EXPLO TUBES
[VIEW DATASHEET](#)



SS MAX
[VIEW DATASHEET](#)



ALSA ALTBAY
[VIEW DATASHEET](#)



SWORDFISH
[VIEW DATASHEET](#)



ASTRA
[VIEW DATASHEET](#)



POLAR BEAR
[VIEW DATASHEET](#)



FOREST FROG
[VIEW DATASHEET](#)



SEA LION
[VIEW DATASHEET](#)



SHAFT
[VIEW DATASHEET](#)



GYD FLOODLIGHT
[VIEW DATASHEET](#)



PORTABLE FROG
[VIEW DATASHEET](#)



TRITON HIGHBAY
[VIEW DATASHEET](#)

INDUSTRIAL



HAULAGE LIGHTS
[VIEW DATASHEET](#)



MINING STRIP LIGHT
[VIEW DATASHEET](#)



AL TSA
Leading with LED

H/O: 87 Mowbray Ave, Greenside, Johannesburg, South Africa
126 Barry Hertzog Avenue, Greenside, Johannesburg, South Africa

Tel: +27 (0)11 486 3552

Sales enquires: info@altsa.co.za

www.altsa.co.za