

Communication solutions going global

Tait Communications designs, develops, manufactures, tests, deploys, supports and manages innovative communication environments for organisations in New Zealand and overseas. It is exciting work. Tait Communications' customers include the New Zealand Fire Service, Land Search and Rescue, and electricity network owners.

New Zealand industry-specific and technology-specific reference sites are essential for Tait Communications to win new international business. Reference sites play a crucial role in assuring international organisations that Tait Communications is solutions-focussed and can work well and meet all the requirements of government organisations.

Tait Communications' New Zealand Fire Service project provided Tait Communications with valuable insight and experience into the emergency services sector. From this insight and experience, Tait Communications has won international emergency services business.

Land Search and Rescue is New Zealand's national volunteer organisation that coordinates land search and rescues for the police and public. Tait Communications' project for Land Search and Rescue helped them win similar international business. References from New Zealand organisations also assist Tait Communications to win international business.

Harry Maher, Land Search and Rescue's Chief Executive Officer, said:

"Having good radio communications is an integral part of our safety management system and the support of Tait Communications greatly assists us to keep our volunteers safe."

An Ashburton electricity network project has assisted Tait Communication to win international business. Tait Communications trialled new technology with EA Networks on their Ashburton and surrounding areas electricity network. The trial was of the new Tait Communications' Digital Mobile Radio Tier-3 radio network in 2012. The trial was a success and Tait Communications secured several multi-million dollar contracts with North American utilities organisations using Ashburton as a reference site.



International Customer testimonies

On the Tait Communications website, <http://www.taitradio.com/industries-and-solutions>, there are more details of the international projects and solutions Tait Communications have designed and implemented.

Here are two testimonies from international customers:

Jim Wells County in Texas

"Choosing Tait Communications to develop our critical communications system was probably one of the best moves that Jim Wells County has made for a long time."

- County Judge Arnoldo Saenz

Jim Wells County in Texas has a population of approximately 41,000 people. Being landlocked with a long geographical area has proven a challenge for the County's emergency response services communications in the past, but Tait Communications' technology has led to improvements.

MACC 911

"Tait Communications is the best partner I've ever worked with on a project of this nature. I've been in the industry for over 20 years and have worked on many multi-million dollar, contractual projects like this one. With Tait Communications it is certainly not a vendor-customer relationship. We have a true partnership."

- Dean Hane, MACC 911 Emergency Radio Communications Manager

MACC 911 is the integrated dispatch centre in Washington State, USA, for police, fire, and medical emergency response services.

Tait Communications started in Christchurch in 1969 and today has offices in five countries, a network of distributors and dealers in another 150 countries, and employs approximately 800 people around the world.



Additional information

For more information please contact the Better by Procurement team at New Zealand Trade & Enterprise (NZTE) Wellington. Telephone (04) 816 8100.