



Net Solutions

Soluciones en Conectividad S.A

Company Profile



Company Information and Contact Details

- Business Name: Net Solutions, Soluciones en Conectividad S.A.
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- Phone: +502 2498-4444
- Email: gozaeta@netsolutions.com.gt
- Website: www.netsolutions.com.gt
- Business Type: Technology, telecommunications and Power Telecom.
- Annual Revenue: 8US\$ average digits
- Total Number of Employees: 300 employees
- Primary Line of Business: High quality solutions in Technology, Telecommunications and Energy (Protection, Storage and energy backup)
- Primary Audience: Telcos, Integrators, Corporate clients, Contractors

Leadership/Management Team

- Siegfried Brand, President & CEO
- Leonel Méndez, Director Regional Inside/ Outside plant
- Fernando Haeussler, Director Regional Telecommunications
- Juan Luis Sandoval, Director Regional Power Telecom
- Alhelí Suchini, Director Regional Projects
- Daniel Martínez, Director Regional El Salvador/ Honduras
- Oscar Castillo, Director Regional Nicaragua
- Yolanda Lovato, Director Regional Finance
- Gabriela Ozaeta, Director Regional-Administración

Company Overview

Net Solutions, a company founded in 2000 in Guatemala City, operating under the objective of supplying telecommunications equipment to the main telecom in the country. Market in which we managed to position our main solution, “Rayvoss”, surge protection in cellular sites.

However, the entrepreneurship and the vision of our founder, expanded our operations in Mexico, Central America, Panama, the Caribbean and South America, adding to the product portfolio, complementary solutions, like technology infrastructure, telecommunications and energy equipment, thus reaching a larger market such as telecom, government, industry, education, corporate clients.

In all countries we have infrastructure and highly trained personnel, seeking innovation and customer satisfaction.

Summary of the strategic business units offering

NETBusiness Solutions

- Infrastructure
- Dynamic security
- Smart City
- Networking
- Data Center
- Collaboration
- Cloud Solutions

Telecommunications

- Measurement and monitoring systems
- Synchronization and time
- Active networking
- Infrastructure

Power telecom

- AC, DC, RF Protection
- Storage and energy backup
- Renewable energy
- Medium and high voltage
- Shelters and cabinets

Inside / Outside plant

- Regional distribution channel, all passive elements of external plant networks
- Fiber network accessories

- Copper network accessories
- Coaxial network accessories
- Polymer lids and boxes for urban solutions and telecom

Projects

- Telecommunications
- Energy
- HFC, Fiber Optic
- Operation & Maintenance

Company Details

Mission:

We are the best company specialized in providing solutions and technological advice, through the commercialization of high quality systems, products and services.






We are driven by a team of talented professionals to obtain the satisfaction of our clients and business partners.

Vision:

To be innovative leaders in the Latin and Caribbean market, in the commercialization of lines of products, systems and services of high technological quality.

We generate the best advice for our clients and permanently seek excellence by being dynamic and productive in our actions.

Beliefs:

-  We work as a team
-  We have service vocation
-  We get results
-  We are honest
-  We value the person

Company Achievement/News

- 2008, US\$500 K, HFC network monitoring platform, Telco CLARO, Guatemala.
- 2011, US\$200 K, Implementation of synchronization network for SDH networks, Telco TIGO, Guatemala.
- 2010-2018, US\$48 Mio, construction HFC, Fiber Optic, maintenance HFC and F.O, installation Gpon, DTH, HFC, Telco CLARO, Nicaragua.
- 2013, US\$500 K Expansion of communications node equipment, Telco DIGICEL, El Salvador.
- 2014, US\$80 K, Data Center Cabinets, fire detection, raised floor, environmental monitoring, Call Center Allied Global, Guatemala.
- 2014, US\$ 300 K, UPS, Network access, electrical power with medium and low voltage, Call Center ICS, Guatemala
- 2015, US\$75 K, 500 network access, UNAH, Honduras.
- 2015, US\$50 K, "La Paz" Hospital, 500 network access, Guatemala.
- 2015-2017, US\$900 K, Telco CLARO, 1,000 network access, inside plant solutions, Data Center, automated light system, Guatemala.
- 2013-2016, US\$35 Mio, Operation and Maintenance, telephone cell sites, more than 3,000 regional sites, Telco CLARO, Guatemala, El Salvador, Honduras, Nicaragua.
- 2017-2027, US\$16.8 Mio, Smart City Project, Santa Tecla, El Salvador.
- 2016, US\$ 100 K, University USAC, 250 network access, Guatemala.
- 2016, US\$60 K, Constructions, Cinema Cinepolis El Frutal, Constructora MH, Guatemala.
- 2016-2017, US\$50 K, 500 network access, Financial bank BANTRAB, Guatemala.
- 2016-2017, US\$1.5 Mio, Implementation of DNS equipment, Telco CLARO. Central America.
- 2017-2020, US\$3 Mio, construction HFC, Fiber Optic, maintenance HFC and F.O, installation Gpon, Telco TIGO, Guatemala.
- 2017, US\$6.22 Mio, supply of passive elements for Fiber Optic External Plant (ODN) networks, Telco ICE, RANGE Project, Costa Rica.
- 2017-2022, US\$12.5 Mio, Project ENERGUATE, Guatemala.
- 2017-2018, US\$150 K, Installation DTH, Telco Telefonica, El Salvador.
- 2018, US\$750 K, supply of passive elements for Fiber Optic External Plant (ODN) networks, BTL Operator, FTTH Network Expansion project, Belize.
- 2018, US\$200 K, Constructions, Cinema Cinepolis Russ Mall, Constructora MH, Guatemala.
- February 2018, Opening office, Peru.

- Prize for major Fiber Optic project.
- Development of “Net Solutions” brand for passive elements of F.O.

Principal brands



Principal customers





Net Solutions, a provider of energy, technology and telecommunications solutions in Latin America and the Caribbean for 18 years, proudly contributes to the technological development of its clients.

Siegfried Brand
President & CEO
Net Solutions