

NDB supporting local

NDB assists local ISP business Kinect thrive

KINECT is a 100 per cent nationally owned and operated ISP business that provides high speed internet access for homes, villages, SME's and corporate organizations using a mix of optical fibre connectivity and high throughput satellite internet. This is delivered via Kinect's very own fixed broadband 4G LTE network or direct to home VSAT terminals.

Founder and Chairman of Kinect, Alex Roalakana who is an Electrical Engineer specialized in communications said he decided to start his own ISP business and registered Kinect and who better to help him than his son Alex Junior who had graduated from the University of Technology (Unitech) with a Bachelor's Degree in Electrical Engineering also specializing in communications. "Basically, we got tired of complaining about the slow internet that Papua New Guineans experience on a daily basis and having the expertise to be able to do a better job this promoted us to register our ISP Company in 2016," Alex Junior said.

"With the business registered the challenge was where to source the funding to purchase the equipment to start operating. The equip-

ment we needed was from TelRad Networks in Israel but we simply did not have the money," Alex Senior said. "That's when I walked into NDB Investments, a subsidiary of the National Development Bank who believed and trusted our business plan as a startup and funded the purchase of our equipment and startup capital," Alex Senior revealed.

Through the funding assistance Alex Junior went to Telrad Networks Head Office in Lod, Israel to get direct training on installation, operation and maintenance on all Telrad LTE equipment thus certifying him as a Telrad Systems Specialist. Whilst undergoing the weeklong training in Israel, the Equipment arrived in PNG.

"With NICTA issuing our License to operate as a fully-fledged nationally owned ISP business in 2016, Kinect has been successful because our customers are assured of a reliable network that is designed and built by Papua New Guineans who understand the struggle of connectivity in this country and we are committed to providing fast, affordable and reliable internet," Alex Senior stated.

Kinect has also attributed its busi-

ness success to valuable partnerships established with vendors locally and internationally such as:

- TELRAD Networks from Israel who provide the most affordable and robust 4G LTE hardware

- AMBOYA Investments also from Israel who provide networking hardware and wireless radio as well as solutions for surveillance and CCTV and internet telephony

- KACIFIC Broadband Satellite from Singapore to provide very affordable high speed satellite based internet to communities and villages as well as large corporate clients

- PNG DataCo as the main fibre and wholesale internet supplier

Alex Junior said these technologies coupled with the most advanced digital signal processing techniques ensure that wireless signals are able to get through rain, clouds, thick vegetation and even around buildings. "Our team have field tested the equipment in country to ensure that our customers get what they need. All Papua New Guineans deserve fast, affordable and reliable internet and Kinect is here to make that happen," Alex Junior attested.

"We have recently introduced high-speed, lower latency satellite services through SES Networks of

Luxembourg, one of the largest satellite fleet operators in the world," Alex Junior added.

Some of Kinect's SME clients include Malolo International School, SMS Pacifica, Event Techz, and large firms such as PNG Ports, Transwonderland Limited, PNG Biomass. Kinect has also worked with partner Kacific to deliver rural Community Wifi Projects in Pomio, Manus, East Sepik and Milne Bay.

The success of Kinect as a locally owned and operated ISP has ensured they have been able to repay their K1 million loan with NDB, having done their last loan repayment only two weeks ago. NDB had taken over the loan after its subsidiary NDBI had wound up its operations as well as provide an additional loan to support Kinects business expansion totally K1 million.

"NDB has been very supportive and understanding given the unique nature of our business. Especially during the COVID pandemic where many businesses were adversely affected, NDB was flexible on loan repayment with its customers which allowed us to grow rapidly during the global and local shut down period," Alex Junior highlighted.

Alex Junior said Kinect has plans

to increase its reach, reliability and robustness of its network in Port Moresby and across the country providing reliable and affordable internet to all Papua New Guineans, no matter where they may be located. He added that if this means they need financial assistance, they will not hesitate to go back to NDB who financed their business from the ground up and they are grateful for the support and business partnership established.

NDB's Chief Executive Officer Johnson Pundari congratulated Kinect on their business success in the ISP industry and choosing to partner with NDB. "Kinect's success story is a testament of what Papua New Guineans can and are able to achieve through funding assistance from NDB. We have a mandate to serve our people and to see that communities, educational institutions, other SME's, those in the private sector and even corporate organizations benefit from businesses funded by NDB like Kinect, we are serving our purpose," Mr Pundari said.

Mr Pundari thanked the Marape government for its continued support in using NDB as a vehicle to grow the SME sector in the country.



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Alex Roalakana Junior conducting preventive maintenance on the Kinect LTE antenna at the Burns Peak Tower, in Port Moresby.



NDB's Waigani Branch Manager Charles Evi (left) congratulating Alex Roalakana Junior after making his last repayment completing the K1 million loan obtained to start their locally owned ISP Business, KINECT. – Pictures supplied