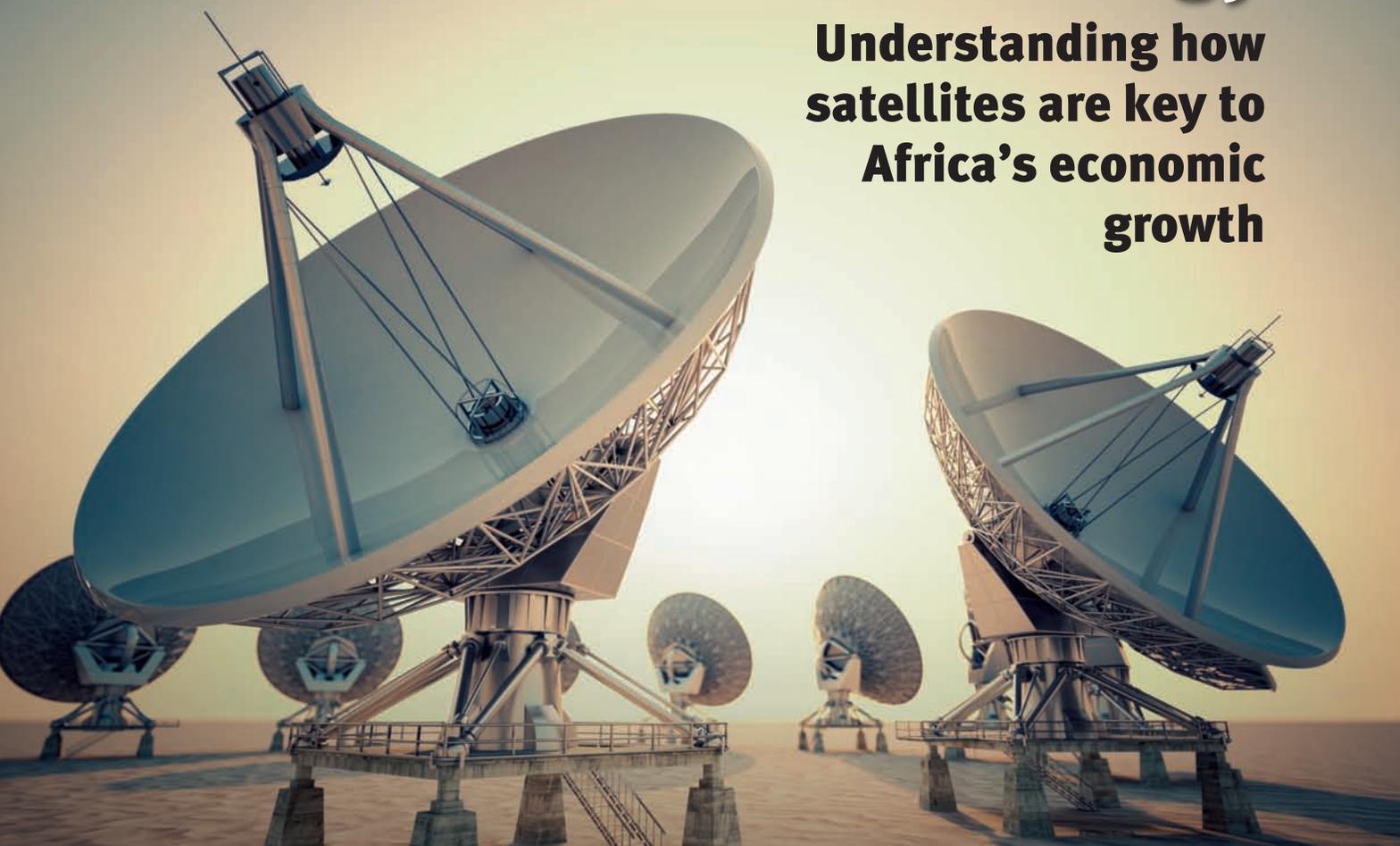


# Communications Africa Afrique

www.communicationsafrica.com

## Broadcasting technology

Understanding how  
satellites are key to  
Africa's economic  
growth



*Fatoumata Dieng, director general group, Orange Africa and other speakers at the recent Data centres: Invest in Africa Summit.*

**IBC 2017**

A preview of this year's show

**Mobile solutions**

Delivering mobile in rural areas

**Investing in data centres**

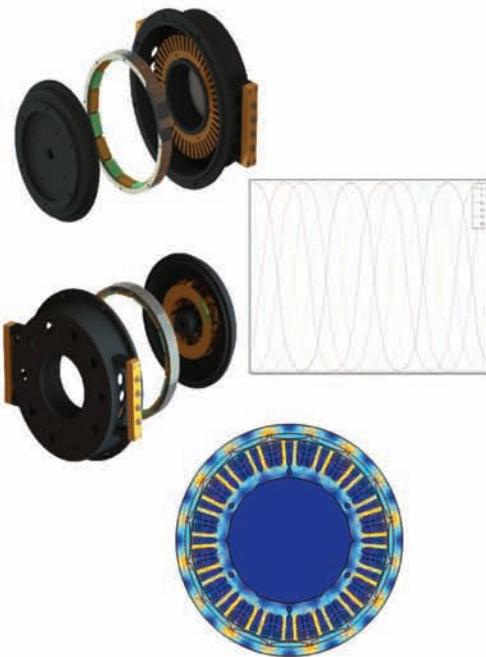
Unlocking Africa's untapped potential

**FEATURES:** ● Communications ● Mobile ● Satellites

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**Main Cover image:** Dabarti CGI  
**Inset:** DataCloud Europe

## A note from the Editor

This issue of Communications Africa will explore Africa's emerging data centre market and the opportunities and challenges it brings, featuring highlights from Data Cloud Europe 2017. In this edition we also focus on wireless networks - including the impact of high-speed wireless network LITE SPEED on Zambia's Internet sector and how extended ranges of new backhaul solutions means remote regions can connect through a satellite network.

## Une note du rédacteur

Ce numéro de Communications Africa explorera le marché des centres de données émergents en Afrique et les opportunités et les défis qu'il apporte, mettant en vedette les points forts de Data Cloud Europe 2017. Dans cette édition, nous nous concentrons également sur les réseaux sans fil - y compris l'impact du réseau sans fil haute vitesse LITE SPEED sur Le secteur Internet de la Zambie et la gamme étendue de nouvelles solutions de backhaul, les régions éloignées peuvent se connecter via un réseau satellitaire.

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**Communications Africa**



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Business Magazines

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11-13 Lower Grosvenor Place  
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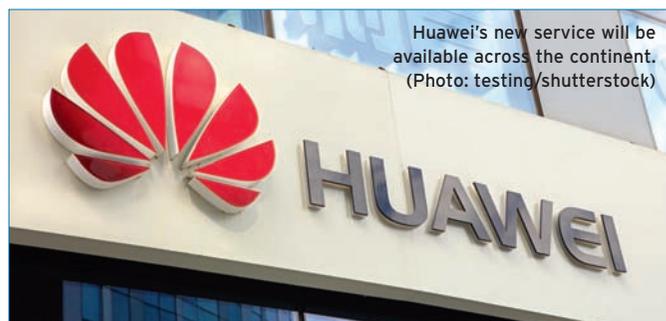
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**Subscriptions:** circulation@alaincharles.com  
**Chairman:** Derek Fordham  
**Printed by:** Buxton Press **Printed in:** July 2017  
Communications Africa/Afrique is a bi-monthly magazine  
ISSN: 0962 3841

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## **Huawei partners with WorldRemit on mobile money service**

DIGITAL MONEY TRANSFER service WorldRemit and Huawei have joined forces making WorldRemit's international money transfer service available to all partners of Huawei's mobile money service platform across Africa.



Huawei's new service will be available across the continent. (Photo: testing/shutterstock)

## **BBM Messenger brings movie tickets service to Nigeria**

CREATIVE MEDIA WORKS, in collaboration with BBM, has launched Movie Tickets in Discover with partner, Nairabox. The service allows Nigerians to browse current movies playing in theatres, view show times, discover the latest movie trailers and purchase tickets - all without leaving the messaging app. "Launching Movie Tickets is just the latest in a year-long effort to bring more mobile services to this market, which is one of our key markets worldwide. Digital tickets make going to movies and events so convenient, we're sure that this will prove to be a very popular new feature," said Matthew Talbot, CEO of Creative Media Works.

## **Intelsat launches 2G service for sub-Saharan Africa**

INTELSAT HAS ROLLED out a managed services solution that will provide 2G services in remote locations. According to the firm, the solution leverages contributions of services provider BCom and technology provider Newtec for core components of the solution. Jean-Philippe Gillet, Intelsat's vice president and general manager of broadband stated, "Now that smaller, more portable kits can be used with our high power Intelsat EpicNG platform, connecting those communities will become easier and more cost-effective."

## **Microsoft Nigeria appoints new general manager**

MICROSOFT HAS ANNOUNCED Akin Banuso as the new general manager for Nigeria. Banuso has been appointed to lead the company's digital transformation drive in one of the most dynamic, innovative and largest economies on the continent, the company noted. "I am very excited to lead the Microsoft business in Nigeria. Our mission is to empower every person and every organisation on the planet to achieve more, and I see so much potential in Nigeria," said Akin Banuso, new general manager for Nigeria.

## **Arianespace to launch Hellas-Sat 3 satellite**

THE HELLAS-SAT 3 payload will deliver in-orbit backed up DTH and Telecom services in its designated coverage areas, maintaining and expanding Hellas-Sat business reach with additional capacities and bringing video content in High Definition and Ultra High Definition format to the covered regions. The FSS/BSS coverage zones are Europe, Middle East and sub-Saharan African countries, including a cross trap service between Europe and South Africa.

## **MainOne launches Open-Connect service in Nigeria**

MAINONE HAS ANNOUNCED a new interconnect service for carriers, enterprises and ISPs called Open-Connect. The product is expected to allow the creation of an environment where customers connect to multiple networks, cloud and content providers.

"This solution will enable more operators and carriers take advantage of the connections of the IXP within MainOne's connected Data Centre

and enhance Internet traffic originating and terminating on any network in Nigeria to remain in-country," said Funke Opeke, chief executive officer of MainOne.

## **Mobile money programme supports thousands of Kenyans**

A NEW PROGRAMME is expected to combat food insecurity in drought-affected Kenya, where 250,000 people may be at risk. The money is primarily transferred using the M-Pesa mobile phone-based money transfer service. "Even in very remote parts of the country, mobile phones are widely accessible. It makes it very easy for people to access money and, more importantly, it gives them choice and flexibility in how they spend their money," said Dr. Abbas Gullet, secretary general, KRCS.

## **Panasonic signs first pan-EMEA distribution agreement with Nuvias for IP Phone Handsets**

PANASONIC BUSINESS HAS appointed Nuvias as its first pan-EMEA distributor for its range of business IP phone handsets. Nuvias will act as a high value distributor for the full range of Panasonic IP handsets. "The Nuvias Unified Communications Practice will be able to replicate its well-proven and successful model to drive sales through both existing and new channel partners," said Raphael Studer, European partner account manager for SIP Products at Panasonic System Communications Europe.

## **Jasco Broadcast at Mediatech 2017**

JASCO BROADCAST WILL be presenting its full range of innovative, end-to-end digital broadcasting solutions at Mediatech 2017, southern Africa's premier media and entertainment technology event.

"The broadcasting industry is undergoing accelerated changes in a number of key areas at the moment, driven by significant advancements in digital technology. MediaTech, as the only event of its kind for the local market, is an essential platform for us to showcase our solutions that address these changes, offering unique exposure to our key customers."

## **DatateX announces new version of telephone software**

DATATEX HAS ANNOUNCED the official release of a fully re-engineered version of AMETHYST, its exceedingly popular, industry leading, web-based telephone call recording system and quality management software. "The original AMETHYST, which we developed 15 years ago, remains, without question, a really solid software solution, but the reality is that there are only so many upgrades you can do - especially in a 15-year time frame." says DatateX CEO, Johan Landman.

## **Somalian government restores Internet access**

THE LOSS OF Internet and data services for nearly three weeks caused considerable economic damage to many sectors of the Somali economy, such as commerce, education, healthcare, and the delivery of government services. The Ministry is working on a national communication and information technologies policy in collaboration with all relevant stakeholders. The Ministry of Post, Telecommunications and Technology put enormous focus and spared no efforts in trying to minimise the damage to the nation's economy by assisting the owner of the fiber-optic cable to expedite the restoration of the services and by providing permits and security protection to the repair ship.

## **Netflix reaches 104mn worldwide subscribers**

NETFLIX HAS ANNOUNCED its second quarter 2017 financial results, IT News Africa reports. According to the firm, it has surpassed the 100mn subscriber mark, with world wide subscriptions growing from 99mn to 104mn. "We are making good progress with our international expansion as improving profitability in our earlier international markets helps fund significant investment in our newer territories," the company said. "The shift from linear TV to on-demand viewing is so big and there is so much leisure time, many Internet TV services will be successful."

## Les opérateurs de télécommunications en Égypte reçoivent des fréquences sans fil 4G

LES OPÉRATEURS DE télécommunications en Égypte ont reçu les fréquences sans fil nécessaires pour fournir des réseaux à large bande mobile 4G, une étape importante dans l'introduction à long terme de services de télécommunications à grande vitesse. « L'autorité a envoyé une lettre attribuant les fréquences aux entreprises de télécommunications aujourd'hui » a confié un responsable de l'Autorité nationale de régulation des télécommunications à Reuters.



Les opérateurs de télécommunications égyptiens livreront des réseaux à large bande mobile 4G. (Photo: SKreidzeleu)

## Afrique subsaharienne devrait dépasser un demi-milliard d'utilisateurs mobiles

Selon une nouvelle étude de GSMA, plus d'un demi-milliard de personnes en Afrique subsaharienne seront abonnées à un service mobile d'ici la fin d'une décennie. La croissance des abonnés devrait être concentrée dans de grands marchés interopérateurs tels que la République démocratique du Congo (RDC), l'Éthiopie, le Nigéria et la Tanzanie, qui représentent ensemble la moitié des 115 millions de nouveaux abonnés attendus en Afrique subsaharienne d'ici 2020.

## Avaya renforce son engagement envers la transformation numérique en Algérie

AVAYA, UNE SOCIÉTÉ spécialisée dans les applications de communication critiques en temps réel, s'est engagée à fournir un soutien continu à la transformation numérique en Algérie. Avaya travaillera en étroite collaboration avec les clients des secteurs privé et public à travers le pays pour offrir des solutions d'engagement leur permettant d'atteindre leurs objectifs numériques. « Nous nous sommes engagés envers le marché algérien et nous continuons à soutenir l'Algérie en travaillant en étroite collaboration avec les partenaires locaux et en nous rendant pertinents pour les entreprises ici dans le pays », a déclaré Nidal Abou-Ltaif, président d'Avaya Asie-Pacifique, Europe, Moyen-Orient et Afrique.

## La GSMA annonce des avancées dans le cadre des initiatives du programme mobile pour le développement

LA GSMA A annoncé un certain nombre de d'avancées dans le cadre de son programme mobile pour le développement qui appuie les Objectifs du développement durable des Nations Unies (SDG). « L'adoption en pleine croissance de la technologie mobile et numérique en Afrique a permis de nouvelles opportunités à travers le continent, offrant une plate-forme pour l'innovation, la création de nouvelles entreprises et des services, et offre des opportunités d'emploi », a déclaré Mats Granryd, directeur général de GSMA.

## Sénégal : Le déploiement et la couverture numérique de Excaf Telecom s'accroît à travers le pays

LA TRANSITION NUMÉRIQUE dans la diffusion n'a pas été l'heure de gloire de l'Afrique. De nombreux pays ont à peine démarré le processus. Toutefois, le Sénégal est l'un des leaders en Afrique de l'Ouest dans la mise en œuvre. Russell Southwood s'est entretenu avec Jupiter Diagne, D-G, DTV, une partie d'Excaf telecom sur avancées réalisées.

En 2014, Excaf Telecom Group a remporté un appel d'offres public pour lancer et populariser l'offre TNT au Sénégal. Il possède déjà deux chaînes de télévision payante - La RDV et la RDV Music et Sport - ainsi que quatre stations de radio.

Le processus de transition numérique qu'il gère a démarré il y a deux ans. Grâce à une combinaison de terrestres, de satellites et de fibres, elle a déployé une couverture de 95 % à travers le pays. Le pays compte 14 régions et la couverture de la région finale non couverte sera bientôt achevée et enclenchée, offrant une couverture de 100 %.

Jusqu'à présent, 500 000 décodeurs ont été vendus, ce qui, sur la base de 5 personnes par ménage signifierait que 2,5 millions de personnes d'une population d'un peu plus de 14 millions reçoivent le nouveau signal numérique.

30 000 décodeurs sont sur le marché et l'on

s'attend à ce que le chiffre global atteigne 700 000 sous peu. De plus, le gouvernement sénégalais lance un programme d'électrification rurale par l'intermédiaire de son utilitaire électrique SENELEC qui augmentera le nombre de personnes ayant accès à la télévision. Le chiffre estimatif final de ventes de décodeurs est d'1 million.

Le décodeur le moins coûteux sur le marché vaut 10 000 CFA (environ 15 euros) et Excaf propose un décodeur à 30 000 CFA (45 euros) doté d'une fonctionnalité PVR et également une interactivité des données via une connexion mobile, ce qui les rend capables de mener des enquêtes auprès des téléspectateurs.

Un abonnement mensuel au bouquet DTV coûte 5 000 CFA (7,50 euros) et peut être obtenu via MMDS ou via la nouvelle plate-forme. Son bouquet comprend des films, des documentaires, de la musique et des sports.

La plate-forme DTT que Excaf exploite au nom du gouvernement comporte les deux chaînes gouvernementales et 15 chaînes de télévision privées, existantes et nouvelles. Bien que opérationnels, les taux définitifs à fixer sur la plate-forme n'ont pas encore été décidés par le

gouvernement. Excaf a augmenté le financement du projet et aura investi 9 milliards de CFA.

Alors, quelle différence a été faite par la télévision numérique au téléspectateur sénégalais ? « La qualité des images est bien meilleure, de même que le son. Vous disposez également d'options pour avoir un PVR sur votre décodeur afin d'enregistrer des programmes et les regarder plus tard. Il y a aussi l'option qui consiste à contrôler ce que tes enfants regardent. »

Le plus grand changement opéré par la transition a été la création d'un nouveau paysage concurrentiel. Auparavant, seuls les canaux d'état avaient une couverture nationale et les 11 chaînes privées étaient en grande partie à Dakar, la capitale. Aujourd'hui, tout le monde a une portée nationale et cela pourrait bien exercer une pression commerciale plus grande sur RTS.

Fait intéressant, le seul radiodiffuseur en direct autorisé à exploiter une chaîne HD est RTS, mais le gouvernement l'a permis en affirmant que le radiodiffuseur national sera le banc d'essai et que les autres seront autorisés par la suite.

*Balancing Act* ([www.balancingact-africa.com](http://www.balancingact-africa.com))

## Events/Événements 2017

### AUGUST/AOÛT

10-13	<b>Gadgets Expo International</b>	Mumbai, India	<a href="http://www.indiabig7.com">www.indiabig7.com</a>
16-17	<b>CEM Africa 2017</b>	Cape Town, South Africa	<a href="http://www.cemaficasummit.com">www.cemaficasummit.com</a>
23-26	<b>BIRTV</b>	Beijing, China	<a href="http://www.birtv.com">www.birtv.com</a>
29-31	<b>e-Learning Korea Seoul</b>	Seoul, Korea	<a href="http://www.elearningkorea.org">www.elearningkorea.org</a>

### SEPTEMBER/SEPTEMBRE

1-6	<b>Internationale Funkausstellung IFA Berlin</b>	Berlin, Germany	<a href="http://www.messe-berlin.de">www.messe-berlin.de</a>
14-17	<b>IT Security Istanbul</b>	Istanbul, Turkey	<a href="http://www.isaffuari.com">www.isaffuari.com</a>
14-19	<b>IBC 2017</b>	Amsterdam, Netherlands	<a href="http://www.ibc.org">www.ibc.org</a>
21-24	<b>Security Chişinău</b>	Chişinău, Moldova	<a href="http://www.moldexpo.md/en">www.moldexpo.md/en</a>
25-30	<b>Infotech Plovdiv</b>	Plovdiv, Bulgaria	<a href="http://www.fair.bg">www.fair.bg</a>

### OCTOBER/OCTOBRE

3-5	<b>IoT Solutions World Congress</b>	Barcelona, Spain	<a href="http://www.iotsworldcongress.com">www.iotsworldcongress.com</a>
12-14	<b>Broadcast India</b>	Mumbai, India	<a href="http://www.broadcastindiashow.com">www.broadcastindiashow.com</a>
13-16	<b>Hong Kong Electronics Fair</b>	Hong Kong, China	<a href="http://www.hktdc.com">www.hktdc.com</a>
20-22	<b>ITTF</b>	Pristina, Serbia	<a href="http://www.ceokos.com">www.ceokos.com</a>
25-27	<b>Natexpo</b>	Moscow, Russia	<a href="http://www.natexpo.ru">www.natexpo.ru</a>
25-27	<b>Communic Indonesia Jakarta</b>	Jakarta, Indonesia	<a href="http://www.pamerindo.com">www.pamerindo.com</a>

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**- Luc Serviant**  
vice president, Middle East and Africa  
*Orange*

“The addition of the Nigeria DTH platform from TSTV has undoubtedly strengthened ABS’ presence in Africa. TSTV has the right content and premium product to satisfy the growing demand of Nigeria.”

**- Tom Choi**  
CEO  
*ABS*

“The representation of and by women in the ICT is still negligible. Regardless of how bleak the statistics are, there are still pockets of remarkable women leaders in the ICT sector.”

**- Mapula Bodibe**  
executive for the Consumer Business Unit  
*MTN*

“Mobile money is now achieving mass-market adoption in all corners of Sub-Saharan Africa, enabling millions of people to access financial services for the first time and contributing to economic growth and social development.”

**- Mats Granryd**  
director general  
*GSMA*

“The telco market in South Africa and the wider region is evolving at a rapid rate, with changing customer behavior putting increased demands on service providers.”

**- Antonis Maniatis**  
CEO  
*Hellas Sat*

“I am delighted to announce our partnership with Orange for an interactive and enhanced social media service module. InstaVoice Channels service has garnered massive popularity across several countries in Africa, with more than 350 celebrity sign ups and 23mn fan subscriptions.”

**- Dr. Inderpal Singh Mumick**  
founder and CEO  
*Kirusa*

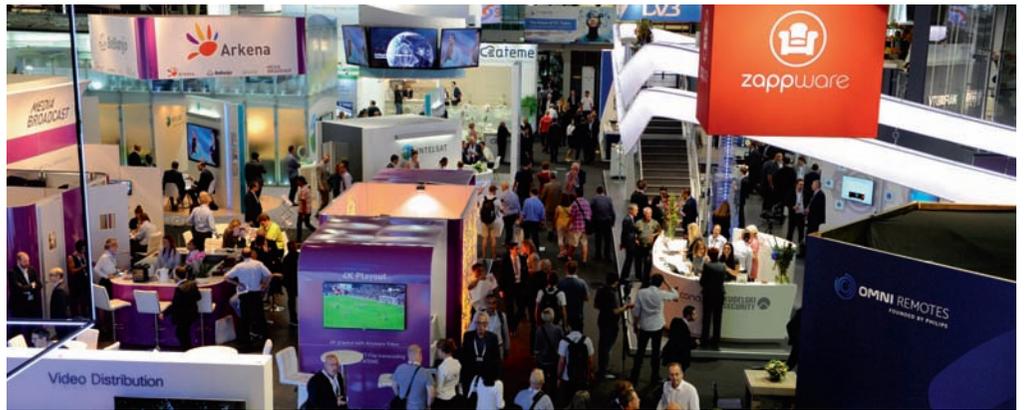
“Satellite is fundamental to improving connectivity coverage in rural areas, especially relevant for the African continent. Now that smaller, more portable kits can be used with our high power Intelsat EpicNG platform, connecting those communities will become easier and more cost-effective.”



**- Jean-Philippe Gillet**  
vice president,  
*Intelsat*

**IBC 2017 to discuss future technological progress**

THIS YEAR'S IBC conference will take place from 14-18 September, alongside the exhibition being held 15-19 September at the Rai Exhibition and Convention Centre in Amsterdam. The 2017 edition is expected to welcome more than 1,700 exhibitors - including **ABS satellite, AMOS Spacecom, Eutelsat and Gazprom Space Systems** - focused on the creation, management and delivery of electronic and media entertainment. More than 55,000 professionals from over 170 countries across broadcasting, cloud,



IBC 2017 will take place at the Rai Exhibition Convention Centre in Amsterdam. (Photo: IBC)

mobile, telecoms, social networking, OTT, AR and VR are expected to attend. The Content Everywhere Hub helps visitors make the most of their time at the show with a host of presentations, demonstrations and panel sessions that explore the content everywhere opportunity.

IBC the event will see high-profile speakers such as product director, Facebook Saul Berman, VP & global chief strategist, IBM. The show creates an opportunity for industry experts to network and debate the best way to deliver the future of content production, management, delivery and consumption.

Some highlights include the C-Tech Forum which will explore how 5G will drive progress in the broadcasting, media and telecoms industries featuring C-level Professionals from across the telco, mobile and BME sectors, the programme will address how, when & what needs to be done to make 5G a success and how 5G will drive progress in the broadcasting industry.

The flagship IBC Conference features a curated programme including over 400 of the world's leading industry influencers and experts providing an authoritative and independent view and helping to shape the future of the industry. The IBC 2017 innovation awards will also be announced on Sunday 17 September in the RA Auditorium, with the event hosted by scientist and broadcaster Dr Helen Czerski. A shortlist of the companies in the running for an award was recently announced.

"I was astounded by the quantity, and most important the quality, of entries this year," said Michael Lumley, chair of the judging panel. "It was a very tough task and there were many excellent projects which did not make the shortlist, often by a very fine margin."

"The international spread of 2017 finalists reflects the global reach of IBC, and the global significance of these most highly-coveted awards," Lumley added. "I look forward to congratulating all the finalists and hearing the winners announced on Sunday night at IBC."

The international judging panel reviewed an array of entries, settling on 11 finalists from around the world, all offering very different solutions.

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Conference 14-18 September 2017

Exhibition 15-19 September 2017

A large, busy exhibition floor with many people walking and talking. In the foreground, there is a purple booth with a screen displaying a soccer game and the text '4K Playout'. In the background, there are various other booths, including one for 'INTELSAT' and another for 'DVB'. The scene is brightly lit and filled with activity.

# IBC2017

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## Mastercard to help Kenya's digital payments solutions

WITH AN AIM to roll out a fast and secure mobile payment solution in Kenya, the Diamond Trust Bank (DTB) and Mastercard have entered into partnership to develop DTB Masterpass QR app for the country.

Under the partnership programme, the users of the DTB mobile banking platform will be able to pay for in-store purchases by scanning a QR code displayed at checkout on their smartphones, or by entering a merchant identifier into their mobile phones.

Commenting on the partnership, Mastercard said that the consumers need not to carry cash or physical bank cards with them, adding that the mobile-based app will enable a convenient and fast digital payment from anywhere and anytime.

Chris Bwakira, vice president and area business head of Mastercard East Africa, said that the partnership aims to deliver an efficient, secure and cost effective payment solution for the micro and small merchants in the country to help enhance and develop business.

"According to Kenya's Micro and Small Enterprises Authority, almost 80 per cent of the country's critical jobs are created by these small enterprises, therefore it is critical that we introduce relevant solutions that address specific challenges," he said.

Nasim Devji, group CEO and managing director at DTB also added, "The mobile solution will not only eliminate the merchants' reliance on costly point of sale devices, it will also remove the dangers and logistical issues of handling cash on daily sales."

The partnership is a part of the Mastercard's commitment to impact more than 1,500,000 micro, small and medium enterprises (MSMEs) in Kenya in 2017, as well as supporting its global goal of connecting 40mn micro and small merchants, helping them to move beyond cash by the end of 2020. Recently, Mastercard partnered with Kenya's merchant service provider Kopo Kopo, to roll out Masterpass QR across 11 markets in the Sub-Saharan Africa. According to the company, it will impact more than 2,500,000 MSMEs in the next five years.

DTB will coordinate with Kopo Kopo to ensure that the solution meets the needs of the merchants working across various sectors in the country.



The payment solution aims at enabling Kenyan merchants to track and monitor the business's cash flow instantly. (Photo: Mastercard)

## Ericsson launches IoT platform

ERICSSON HAS LAUNCHED an open Internet of Things (IoT) platform with China Telecom to deploy, control and scale the management of IoT devices through global partnerships.

Ericsson said that the global management platform will support China's 'One Belt One Road' strategy and accelerate the roll out of IoT solutions and services. Enterprise customers can also integrate their business processes with the platform.

Magnus Rahm, head of global service operations at Ericsson, said, "The IoT market is growing very rapidly and we aim to use our expertise in this area to help our customers capitalise on this opportunity."

Launched in 2012, Ericsson's device connection platform supports more than 25 operators and over 2,000 enterprise customers worldwide.

## AfricaCom 2017 set to launch new technology arena in the continent

AFRICACOM, ONE OF the biggest technology, media and telecommunications (TMT) events in Africa, has been scheduled to take place at the Cape Town International Convention Centre in South Africa from 7-9 November 2017.

The event was launched on 12 July 2017, at a function at Rosebank in Johannesburg. Some of the most progressive thought leaders and commentators on the continent from MTN, Google South Africa, Qualcomm, Rekindle Learning, Praekelt Consulting and etc participated during the lunch of the event.

Tom Cuthell, portfolio director of KNect365, organiser of the event, explained, "2017 is a landmark for AfricaCom. Over the past two decades, we have grown from being a purely telecommunications focused event to a broad digital communications show, now hosting the foremost group of influencers involved in every aspect of the African digital ecosystem."

The organiser explained that the 20th edition of AfricaCom aims to provide opportunities to discover pioneering innovation to influence Africa's

progression and build network among the industry leaders and decision makers to move the business ahead.

"As the digi-sphere continues to expand and impact every aspect of our personal and professional lives, AfricaCom has grown in scope to create a broad platform for everybody involved in powering the digital economy in Africa," Cuthell said.

"The event will continue to accelerate Africa's digital transformation, anchoring it for the future of the 4th industrial revolution," he added.

Some of the key areas for 2017 event include exploring the ways towards Africa 4.0, accelerating Africa's digital future for the socio-economic development of the continent, interaction with next generation technologies, expert presentations aiming to providing a vision on Africa's future technical trends and encouraging innovative business models to shift towards a digital Africa ecosystem in the next few years.

In addition, AfricaCom will also showcase new opportunities in artificial intelligence, the Internet of Things (IoT), big data, fin tech, blockchain, digital skills and more, stressed the organisers.

## Sudatel Telecom joins Humanitarian Connectivity Charter

THE SUDATEL TELECOM Group of Sudan has joined GSMA's Humanitarian Connectivity Charter with 112 other mobile operators spanning 77 countries.

GSMA's humanitarian charter was launched in 2015 to bring the telecoms industry together to share best practice and experience of providing connectivity during wars, famine and natural disasters. It further focuses on improving access to information and co-ordination among the affected populations and governments, NGOs and the international humanitarian communities such as the UN and Red Cross to reduce loss of life and help people recover faster.

Established in 1993 and partially owned by the Sudanese government, Sudatel is currently providing mobile and fixed network services across northern and western Africa as well as wholesale services to international carriers.

Commenting on the collaboration, Tarig Hamza Zainelabdin, CEO of Sudatel, said, "We have always been committed to improving people's lives through the provision of quality and reliable telecom services. We will continue to aim to keep our networks up and running in the most adverse of conditions as we know that connectivity is a lifeline for those affected."

Considering the geographical location of Sudan where crises are frequent, Sudatel is expected to play a major strategic role in connecting Africa and the Middle East to the rest of the world, thus serving the goal of GSMA's humanitarian charter. The company said that it will be investing in its domestic and pan-African operations during 2017, as demand for high-quality telecom services is rising across the region. In his opening speech during the GSMA M360 Africa held in Dar es Salaam on 11-13 July 2017, Mats Granryd, director general of GSMA, welcomed Sudatel to the club of the GSMA's Humanitarian Connectivity Charter.

Sudatel's operations comprise network services, mobile financial services and other digital services including an app store facility for consumers in North Africa, where many international apps are not relevant.

## Les câbles d'Angola sont les bases de la construction d'un nouveau centre

ANGOLA CABLES A annoncé qu'elle a commencé la construction de son nouveau centre de données sud-américain, situé à Fortalexa.

Le centre de données fait partie des projets à grande échelle de la société dans l'objectif de promouvoir l'inclusion numérique et l'autonomisation de l'Afrique par l'utilisation de câbles Internet sous-marins reliant l'Afrique aux Amériques et fournissant une connexion Internet à haut débit à quelques-unes des plus petites vitesses de latence entre les deux continents. Antonio Nunes, PDG d'Anglo Cables, a déclaré : « Les systèmes amélioreront les réseaux de communications globaux, et fournissent un accès à des marchés plus importants. Ils offriront le routage de latence le plus bas entre l'Afrique et l'Amérique du Sud. » Angola Cables est axée sur les 15 États membres de la Communauté de développement de l'Afrique australe (SADC).

## World Telecom Labs soutient l'opérateur algérien pour le déploiement des services SMS

WORLD TELECOM LABS a collaboré avec Icosnet, un opérateur en Algérie, pour lancer le service SMS A2P (Application to Person).

La nouvelle plate-forme sera utilisée par les entreprises nationales et mondiales qui souhaitent communiquer directement avec leurs clients à travers le pays.

Malgré l'augmentation de l'utilisation de la messagerie IP, les SMS sont toujours utilisés en Algérie, les principaux opérateurs fournissant des services comprenant l'envoi et la réception de texte.

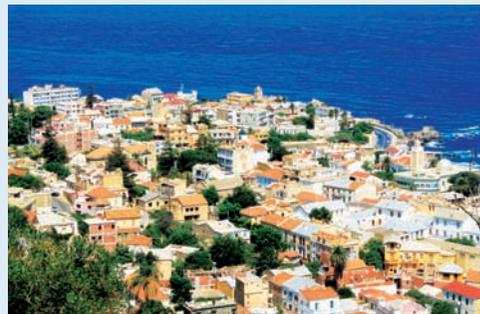
De plus en plus d'entreprises basées en Algérie utilisent des SMS pour interagir et fournir un soutien à leurs clients, car on s'attend à ce que cela soit une meilleure forme de communication que le courrier électronique.

WTL a noté que cette technologie a fonctionné avec Icosnet pour fournir son service de manière plus rapide et rentable grâce à la fourniture de passerelles de signalisation SS7.

Selon WTL, cela a permis au trafic de transférer entre les réseaux IP de Icosnet et les réseaux en place en Algérie.

À mesure que l'activité de Icosnet s'est développée et a évolué, WTL a offert une variété d'équipements, y compris ses commutateurs VoIP.

Andrew Kinnear, directeur exécutif chez Icosnet, a déclaré : « TL est un fournisseur fiable et très apprécié. Nos activités et nos infrastructures ont évolué au cours des



Les services SMS seront disponibles en Algérie. (Photo: Picturereflex/shutterstock)

années et WTL est toujours là pour nous soutenir. Nous apprécions vraiment les conseils et l'expertise de l'équipe de WTL. »

Leigh Smith, MD de WTL, a également commenté : « Bien sûr, l'avantage avec les messages textes est que, contrairement aux formes populaires de messagerie IP, ils peuvent être utilisés pour envoyer et recevoir des messages de tous ceux qui ont un mobile. Icosnet définit la norme pour les entreprises africaines qui veulent un service A2P SMS rentable et fiable pour communiquer avec les clients. Icosnet a toujours été un opérateur innovant et nous sommes heureux que notre solide relation se poursuive. »

## Konnect Africa a décidé de remodeler l'industrie à large bande par satellite

KONNECT AFRICA POURSUIT deux objectifs principaux : être un partenaire de choix sur le continent et démontrer comment la technologie par satellite est actuellement la solution la plus pertinente pour débloquer l'accès à Internet en Afrique.

KonnectAfrica a décidé de remodeler l'industrie à large bande par satellite.

Avec les services de nouvelle génération en cours de développement au Bénin, au Cameroun, au Kenya, au Lesotho, au Nigéria, en Afrique du Sud, au Swaziland, en Tanzanie et en Ouganda, Konnect Africa confirme ses objectifs ambitieux pour l'Afrique subsaharienne. Les dernières offres et produits de la société comprennent des offres groupées inspirées des modèles « pay as you go » et des schémas d'accès Wi-Fi. Selon Konnect Africa, ces offres ont permis l'arrivée sur le marché d'un certain nombre d'opérateurs locaux, de sociétés de télécommunications et de revendeurs intéressés par ces nouvelles offres.

Les premiers partenaires de Konnect Africa comprennent un large éventail d'opérateurs, chacun avec son ADN spécifique : AfrikaNet GoSat, déjà actif au niveau du téléphone Internet à large bande, les options VOIP et la fourniture de services à la clientèle et services dans l'industrie des télécommunications par satellite au Cameroun et en Côte d'Ivoire ; Bentley Walker, connu notamment pour la conception de solutions efficaces pour les clients gouvernementaux et militaires avec une empreinte panafricaine; Bloosat, l'une des principales entreprises offrant des services par satellite au Cameroun et en Afrique centrale ; China Telecom (Afrique et Moyen-Orient), qui établit un lien de communication entre le continent africain et la région Asie-Pacifique ; Coollink, un acteur majeur du Nigeria avec un large éventail de services répondant aux besoins des entreprises et des consommateurs ; Global Broadband Solution, un leader dans les solutions Internet et de données en République démocratique du Congo ; Ubora Systems, qui est axée sur les solutions informatiques pour le gouvernement et les administrations

et l'automatisation des entreprises au Kenya; Terrace Projects, un fournisseur de solutions de services par satellite gérés en Afrique du Sud.

Grâce à l'expertise et à la connaissance, ces partenariats reflètent l'approche de Konnect Africa visant à s'adapter aux spécificités de chaque marché afin de toucher un vaste public. L'accès au point Wi-Fi peut être disponible pour quelques centimes, les offres familiales sont optimisées pour quelques dizaines de dollars, tandis que des services d'entreprise de haute qualité sont également proposés pour permettre la vidéoconférence, le stockage, le développement de contenu audiovisuel et une communication sûre et fiable. Konnect Africa vise à donner à ses partenaires les moyens de réussir avec chaque secteur concerné, grâce à un soutien commercial, marketing et technique dédié. La société va également former et récompenser les installateurs locaux pour améliorer la qualité du service et générer plus de talent dans l'industrie.

« Cette initiative fait écho à une large ambition. Connecter l'Afrique signifie changer la façon dont les gens vivent, étudient, font des affaires et transforment la vie quotidienne. Notre objectif est d'approfondir la large bande et la rapprocher de multiples secteurs de développement tels que le secteur de la santé, de l'éducation, de l'agriculture ou des PME », a expliqué Laurent Grimaldi, Directeur Général de Konnect Africa. « Nous sommes heureux de collaborer avec des acteurs éminents et enthousiastes à l'idée de se lancer dans cette entreprise vraiment unique », a-t-il ajouté.

Contrairement aux technologies mobiles sans fil ou à fibre optique, la large bande par satellite ne dépend pas de l'infrastructure terrestre et provient littéralement « d'en haut ». Elle est considérée comme la meilleure approche pour fournir aux populations des endroits éloignés l'accès à des solutions Internet efficaces, rentables et faciles à installer. Konnect Africa's est une filiale d'Eutelsat, le principal opérateur satellitaire avec 40 ans d'expérience. Sa technologie par satellite avancée est un outil puissant pour le développement social et économique.

# MAKING BUSINESS-SPEED INTERNET POSSIBLE ANYWHERE IN AFRICA (and we mean anywhere)

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Building Africa's digital future

## Global IP selects SkyVision to supply Ka-band gateway stations

NORTH AMERICAN SATELLITE operator SkyVision has been awarded a contract by Global IP to supply, build and maintain the ground infrastructure of 11 ka-band gateway stations in different European teleports for Global IP's GiSat-1 satellite network. The new deal is expected to transform connectivity in the continent.

In an interview with *Communications Africa*, SkyVision CEO Ori Watermann said, "For many years we have been bringing connectivity to Africa through satellites. In the past few years we were looking to diversify ourselves to see how we can bring more value-added solutions to the continent and to our customers."

Construction of the turn-key gateway stations will begin in 2017. SkyVision's Installation and Maintenance Group (I&M) will supply eleven 9.4-meter Ka-band antenna systems including two TT&C earth stations, and M&C systems to manage the entire network, with 24/7 maintenance and support. The GiSat-1 Ka Band Satellite is expected to transform connectivity in Africa both along the coast and inland. Scheduled to be launched in 2018 with a coverage area encompassing 39 countries and more than 800m people, the satellite will deliver higher-data rates at lower costs than previous satellites serving Africa. The 11 gateway stations with combined 150Gbps tier-1 connectivity, is expected form the foundation for reliable and high quality services, SkyVision revealed.

Ori Watermann, SkyVision CEO, stated, "Our SkyVison team designed the right solution for the GiSat-1 network. Winning this



SkyVision's GiSat-1 Ka Band Satellite is expected to transform connectivity in the continent. (Photo: photobyphm/shutterstock)

contract validates our engineering, installation and maintenance capabilities. I am proud of our team's construction and management solutions that, when coupled with deep technical experience, enable SkyVision to offer superior ground satellite services around the world."

Also commenting on the new deal, Umar Javed, COO of Global IP said, "Awarding this contract to SkyVision is a testament to their team, capabilities, and their strong in-field

engineering, design, project management and delivery," added Javed. "This agreement is one additional step in realising our vision to revolutionise the way the Internet is accessed and used across sub-Saharan Africa using our CloudCORE™. Global IP will bring reliable and high-speed satellite connectivity to end users in Africa engaging them with more and richer Internet experiences. We look forward to moving forward in our relationship with SkyVision."

## Arabsat announces new frequency for Tunisian channels

SATELLITE FIRM, ARABSAT has announced a new frequency on its satellite BADR-4 for the Tunisia Nat1, Tunisia Nat2, Hannibal TV and Al Janoubia TV to join Attasia TV and M Tunisia TV on Tunisian Channels Bouquet from ONT Arabsat BADR-4 News frequency 12,643 MHz. Arabsat viewers will be informed about the change via Arabsat's linear and non-linear media distribution network, according to the satellite company.

"We are delighted with our partnership with ONT, to bring up the Tunisian channels from their home country looking forward to continue to offer their unique services to Tunisian Broadcasters through the strong partnership with ONT on Arabsat BADR-4 New frequency 12,643 MHz," said Khalid Balkheyour, Arabsat President and CEO.

"This move supports our content strategy to deliver specialised video frequencies reflecting market demand to the Arabsat audience across the MENA and Europe and ensuring the best Free-To-Air viewing experience at home," added Balkheyour.

"Arabsat has been and will continue to be a strong partner for ONT and we warmly thank all the team that supported the launch of the ONT Platform on dedicated frequency to Tunisian Public and Private Broadcasters " stated Dhaker Baccouch CEO of ONT.

Founded in 1976 Arabsat has been operating across Arab nations for more than 40 years, headquartered in Riyadh-KSA, with two Satellite control stations in Riyadh and Tunis.

As one of the leading satellite provider in the Arab world, it carries more than 500 TV channels, 200 radio stations, pay-tv networks and also a wide variety of HD channels reaching tens of millions of homes in more than 80 countries across the Middle East, Africa and Europe. According to the firm, this includes more than 170m viewers in the Middle East and North Africa (MENA) region alone tuned into Arabsat's video "hotspot" The only satellite operator in the MENA region offering the full spectrum of Broadcast, Telecommunications and Broadband services. at 26° E.

Arabsat has an expanding fleet of satellites at the 20°E, 26°E, 30.5°E, 39°E and 44.5°E, positions. This capacity is expected to expand with the launching of new satellites, making Arabsat satellites' fleet the youngest in the region. The satellite firm has a number of strategic partnerships with the main players in the sector.



Khalid Balkheyour, Arabsat President & CEO.

## Djibouti Telecom expands global reach

TELECOMMUNICATIONS COMPANY DJIBOUTI Telecom is, historically, the public telecom operator of the Republic of Djibouti. In recent years, the company has seen the benefits of its geographic location, the economic stability of the country and its modern infrastructure to develop IP peering and transit. Its hub interconnects many operators and service providers active in the region and the provision of capacity and interconnection is the key growth driver.

Plans are now underway for Djibouti Telecom to connect to the various Peering Point DEC-IX in Marseille and Dubai, France IX, LINX. Interconnection has been readily available since the landing of new last generation cable, SMW5 and AAE-1. For operators and service and content providers connected to the Djibouti Télécom hub, this new deal means privileged access and enhanced connection to the full range of services offered by the members of Peering Exchange Point.

Over the past five years, Djibouti Telecom has invested more than US\$100mn in international markets to acquire interests in some of the largest Submarine Cable consortia in the world. In the long term, Djibouti Telecom aims to hold the biggest transit capacity in



Africa and to position itself as a major player in the sale of related products and services, both regionally and globally.

Founded in 1999, Djibouti Telecom provides Internet capacity via its cables to Ethiopia, Somalia, Yemen, Madagascar, Mauritius and the Seychelles. It provides fixed, mobile and Internet services. Djibouti Telecom has since established itself as a regional centre providing voice, data /

IP and capacity services across its network that extends into Eastern and Southern Africa, The Middle East and Europe. Djibouti Telecom also offers a wide range of communication infrastructure services from network connectivity, co-location services and data centres.

For more information, visit [www.djiboutitelecom.dj](http://www.djiboutitelecom.dj)

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New technologies such as artificial intelligence is expected to reshape the workplace. (Photo: CNStock/shutterstock)

# Digital culture shock: HR's new role in the age of automation

Automation in HR is more prevalent than ever before with companies all over the world embracing the rise of new technology trends to better the workplace environment, writes Keith Fenner, Vice President: Sage Enterprise Africa & Middle East

**W**E'RE ON THE cusp of a brave new world as technologies such as 3D printing, advanced robotics, artificial intelligence and the Internet of Things reshape the workplace. Smart algorithms and machines are taking on more and more of the tasks that humans used to do on factory floors, in financial call centres and even in hospitality and retail.

In manufacturing, we see the advent of Industry 4.0 – a fourth industrial revolution driven by connected devices and sensors, cloud computing, advanced robotics, intelligent software, and a range of other technologies. Companies like Tesla produce complex products in a smooth, automated process using specialist robots with very little human input.

Autonomous driving vehicles that use computer vision are prowling the streets in pilot projects in many of the world's largest cities. Within a few years, driverless vehicles will be commonplace in the transport and logistics centres. And natural language processing (NLP) and machine learning are already enabling wealth management companies to build chatbots that offer basic financial advice to their clients.

Against this backdrop, where many traditional job roles will change or disappear, human resources (HR) departments need to become digital champions for their organisations. Their role is to help people manage a digital culture shock as they adjust to a rapid change in their roles and in the way their organisations operate.

Here are four imperatives most HR departments will face in the years to come.

## 1. Coordinating a blended workforce

The workforce of the future in most companies will comprise of a pool of full-time employees, a growing contingent of freelancers, contractors and on-demand labour services, and machines and AI. Using collaboration tools like Slack and videoconferencing, people from around the world will work together on projects.

This model already exists in many multinational technology companies, but it will become familiar in other sectors, too. Rather than having a job for life, workers will often be brought together into teams to complete a specific project, before moving onto the next one when it's complete. Business teams may use on-demand crowdsourcing and labour platforms

## In manufacturing, we see the advent of Industry 4.0 - a fourth industrial revolution driven by connected devices and sensors, cloud computing, advanced robotics, intelligent software, and a range of other technologies.

like Kaggle and Upwork to access skills as and when needed.

HR's role: synthesising such a workforce where the old hierarchies and job descriptions no longer exist. The focus will be on harnessing the combined power and skills of a diverse workforce, rather than on executing processes.

### 2. Managing change and reskilling employees

Technology change is accelerating, leaving many employees and their skills behind. Process workers, especially, need to be reskilled for a world where they'll need to be entrepreneurial and creative rather than simply able to follow instructions. Human qualities such as emotional intelligence will become more important than technical skills.

HR's role: to help build a workforce equipped with the digital skills we'll need tomorrow—user interface design, customer service, strategy and innovation are some areas where people still outperform machines. HR will also need to help existing employees transition to new skills, new technologies and new corporate structures.

Some of the questions that might arise in the next few years will be profound. Should we downsize people to a three-day working week because of productivity advances we have reaped from automation? How do we strike a balance between privacy and control when we can monitor employees 24/7 through wearable computers? Will people happily take guidance from an AI "boss"? It will be up to HR to guide the workforce through these changes.

### 3. Analytics-powered decision-making

With access to a growing pool of data about employees and organisational performance, HR is following the example of marketing and becoming an analytics-driven discipline. HR professionals are using data to get better insight into every HR process, from recruiting to training and retention.

HR's role: leveraging data about workforce behaviour to drive better performance across the business.

Today, in addition to historic reporting, HR professionals are using data for predictive analytics. It's not just about tracking historic

performance indicators, but looking to the needs and trends of the future. What skills will the business need to support its growth? Where did it recruit its best-performing people? How many people will we need in our service department to support our forecasted revenue growth of 10 per cent for the next financial year?

### 4. Higher levels of process automation

Many organisations have already automated many of their HR processes. A solution such as Sage X3 People, for example, allows them to achieve more efficiency and more control over the cost of their workforce. It lets organisations store full records of their employees, manage their contracts, forecast and efficiently track working hours, absenteeism and bonuses. These solutions offer powerful reporting and can be accessed anywhere through the cloud. They also offer employee self-service features.

HR's role: implementing technology platforms and processes that give employees a great experience and also empower managers to maximise employee satisfaction and performance.

We're already seeing the first intelligent HR bots coming to market. They can support colleagues with answers to routine questions such as: "When will we close for the Christmas break this year?" and assist with processes such as on-boarding. This gives HR more time to focus on human interactions that add value than on routine tasks.

The impact of automation on the workforce is passionately debated, with many fearing that technology will put millions out of work. I am optimistic that technology will create new work as it changes our world and destroys old jobs. Indeed, Deloitte estimated in 2016 that 800,000 jobs were lost to technology in 15 years, but that it seems that it also created 3.5 million new, higher skilled, jobs.

That doesn't mean that HR departments and employees are not operating in a challenging (albeit exciting) time. It is up to every HR department to seize the opportunities the next wave of digital disruption offer to serve the workforce and the business, and to help the business use the newest tools to maximise the potential of its people. ☺



HR's role is expected to build a workforce equipped with the necessary digital skills. (Photo: michaeljung/shutterstock)

(Photo: sdecoret/shutterstock)

# Satellite is the key to unlocking Africa's economic development

Over the next five years, this rapidly growing number of mobile broadband subscribers is expected to reach more than 6.2bn, an increase of more than 50 per cent but most of it is in countries with developed economies.

**T**HIS DISPARITY, PART of the so-called digital divide, is especially evident in Africa, where mobile broadband penetration at around 40 per cent trails the developed world at 80 per cent or higher, yet offers a huge untapped market opportunity. Indeed, to close this divide is understood to be an economic imperative in all economies, developed and developing alike. Every 10 per cent increase in mobile broadband penetration can improve GDP productivity by more than four percentage points, according to a report from the GSM

Association, Deloitte.

Not surprisingly, mobile use in Africa is concentrated in urban areas where the public utility infrastructure to support cell sites is readily available—and in particular, with adequate traffic-carrying terrestrial backhaul facilities, whether fiber, cable or microwave, connecting cell sites to the core telecom and Internet networks. In these areas, both capital (Capex) and operating (Opex) costs are more easily justified to expand cellular services to higher speed 3G and eventually 4G broadband from older generation, voice-oriented 2G. But

in lower density ex-urban, mountainous and rural areas, the cost of terrestrial cell site backhaul has been prohibitively expensive, often complicated by difficult terrain, poor roads and limited utilities—representing the primary barrier to much-needed expansion.

## The satellite solution and opportunity

Enter today's satellite technology. By transporting cellular traffic over the latest generation, high-throughput satellite backhaul connections, Mobile Network Operators (MNOs) now have new revenue opportunities to expand outside urban areas—with the potential to reach millions of unserved or underserved customers, not to mention increasing roaming revenues. Regional African MNOs can take advantage of new and low cost-

**JUPITER System from Hughes offers a highly efficient networking solution that optimizes satellite backhaul of 2G, 3G and 4G cellular traffic.**

per-bit, high-throughput satellites (HTS) and associated VSAT (very small aperture antenna terminal) technology to extend their cell site coverage. As evidenced by its growing success globally—with millions of satellite broadband subscribers already in the Americas, Europe and Asia—the bottom line is that HTS satellite technology presents the game-changing potential to help bridge the broadband digital divide in Africa. And this holds true for both fixed and mobile broadband services, so the location of the user is not a limiting factor.

As a case in point, the VSAT industry-leading JUPITER™ System from Hughes offers a highly efficient networking solution that optimizes satellite backhaul of 2G, 3G and 4G cellular traffic, with low Capex and Opex to justify coverage in lower density areas. This high-performance, field-proven solution can be rapidly deployed virtually anywhere worldwide, providing a cost-effective means to connect cell sites in difficult-to-reach areas, where the cost of fiber, cable or microwave is prohibitive. Additionally, it can be configured as a backup or as a traffic off-load to urban terrestrial links that reach capacity limits. Using scalable platforms such as the JUPITER system allows MNOs to justify incremental capital investments while using satellite capacity as efficiently as possible to lower operating expenses.

**Cell sites with a steady and high volume of data traffic (for example at the airport, rail and bus station, hospital, etc.), require dedicated bandwidth.**

**How it Works**

Cell sites carry varying amounts of traffic throughout the day as users come in and out of a base station coverage area, resulting in multiple busy hours where traffic peaks up and then comes down. This variable nature of traffic is well suited for backhaul using time-division multiple access (TDMA) links, as employed by the JUPITER solution. It constantly monitors cell site traffic over TDMA links and adjusts the satellite backhaul bandwidth assigned to a particular site accordingly. Available satellite capacity is shared among several cell sites, ensuring optimal utilization at all times.

Cell sites with a steady and high volume of data traffic (for example at the airport, rail and bus station, hospital, etc.), require dedicated bandwidth. Such cell sites may be configured to use TDM return channels, guaranteeing an unshared allocation of return bandwidth. However, outside of usual business hours, these cell sites may have steady, but significantly lower traffic volumes. Hence,

**Every 10 per cent increase in mobile broadband penetration can improve GDP productivity by more than four percentage points, according to a report from Deloitte.**

employing a dynamic TDM return channel that automatically adjusts the TDM channel bandwidth (similar to Multi-frequency, MF-TDMA) results in better efficiency. The MNO can therefore configure either MF-TDMA or dynamic TDM return channels based on the real-time data traffic volumes. The JUPITER System offers the flexibility to choose between either of the access technologies, making it an ideal cellular backhaul solution.

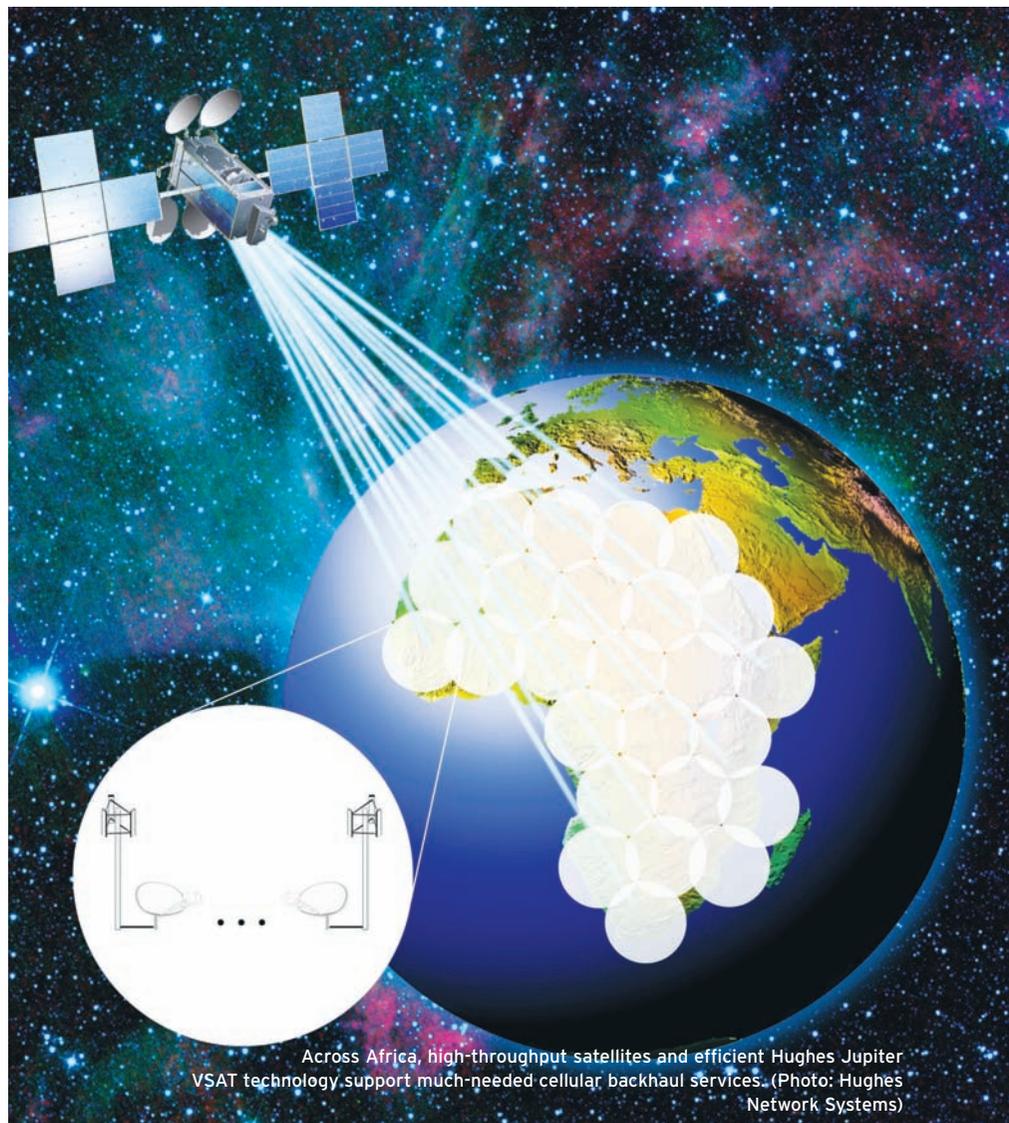
**Large mobile operator example in DR Congo**

A well-known mobile operator in the DR Congo

has recently deployed more than 800 cell sites to small villages, connecting them together and to the global village. The MNO made a deliberate investment in cellular infrastructure, installing a tower, shelter, solar plant, cell site equipment, and Hughes satellite backhaul solution. As soon as the service was available, the MNO gained a “first to market” advantage. The subscriber base has grown steadily and has demonstrably increased economic activity in these newly connected towns and villages. The MNO has earned lifelong goodwill and loyal customers who will continue to purchase advanced mobile broadband services as the network is upgraded over the years.

As evidenced by just this one case, there remains a huge opportunity across Africa and indeed across the planet to take advantage of rapidly expanding HTS satellite coverage and help close the digital divide—bringing much needed social and economic benefits to people anywhere they live or work. ©

*Vinay Patel and Arunas Slekyas, Hughes Network Systems*



# Technologie de haut débit sans fil fixe pour l'Afrique

La technologie de haut débit sans fil fixe est particulièrement bien adaptée aux besoins du continent africain, qui connaît une demande croissante pour des solutions de connectivité capables de combler le fossé numérique qui sépare les zones urbaines des régions rurales.



InfiNet Wireless a migré avec succès l'héritage ensemble du réseau WiMax d'un FSI algérien basé sur leur plateforme. (Photo: mehdi33300)

L'AFRIQUE EST UN continent caractérisé par une grande diversité, que l'on retrouve non seulement dans les paysages naturels, mais qui s'exprime aussi sur le plan politique, social, technologique et environnemental, chaque pays et région présentant un ensemble de défis et d'atouts unique.

Ces dernières années, on a pu observer des changements monumentaux suite à l'introduction de la technologie 3G (et le haut débit mobile basé sur la 4G/LTE lui emboîte aujourd'hui le pas), et notamment la préférence croissante des consommateurs pour les appareils mobiles en conséquence directe de l'absence d'infrastructure fixe adéquate. Le phénomène a conduit les fournisseurs de haut débit sans fil à jouer un rôle beaucoup plus important, soulageant la pression en faisant transiter le trafic de données issu des stations de base des opérateurs mobiles sur le reste de leur réseau.

On assiste aujourd'hui à l'explosion de la demande pour des plateformes internet fiables par différents types de fournisseurs de services qui souhaitent remplacer l'ancienne technologie WiMAX (Worldwide Interoperability for Microwave Access). À cette volonté s'ajoute le besoin en solutions de backhauling de haute capacité du côté des opérateurs mobiles.

**Nous commençons maintenant à voir la demande énorme pour des plateformes internet fiables de divers types de fournisseurs de services.**

Les nombreux projets qui sont déjà en cours ont non seulement commencé à façonner le marché des télécommunications sans fil aux

quatre coins du continent (marché sur lequel nous opérons depuis de longues années), mais ont aussi introduit d'importantes améliorations en termes de connectivité, progrès qui se traduisent par une valeur ajoutée considérable pour les économies nationales. Nos solutions sont idéales pour les terrains hostiles d'Afrique, et constituent une alternative très rentable aux infrastructures câblées : ces solutions, déjà déployées dans tout le continent, ont été couronnées de succès.

L'un des projets à l'issue la plus positive a été mené avec un fournisseur de services internet (ISP) bien établi, basé en Algérie. Ce fournisseur offre principalement des solutions de connectivité aux entreprises du secteur de l'énergie, aux fabricants de tout type, aux opérateurs de télécommunications et aux établissements d'enseignement. Nous avons pris en charge la migration intégrale de l'ancien réseau WiMAX vers une plateforme InfiNet sans

fil, permettant à l'ISP de servir encore plus de clients et d'ajouter une valeur considérable à ses propres modèles commerciaux.

Les exemples de déploiement réussi incluent également une infrastructure de gestion intelligente de la circulation à la pointe de la technologie au Caire, en Égypte, qui avait pour objectifs de décongestionner les routes, d'améliorer la qualité de l'air et de raccourcir les temps de trajet, et en fin de compte, d'augmenter la productivité grâce au suivi et à la gestion dynamiques de la circulation routière.

Au Gabon, notre équipement est utilisé pour fournir des infrastructures de communication et relier plusieurs bureaux appartenant à de moyennes et grandes entreprises, tandis qu'à Zanzibar, le principal fournisseur de services de communications du pays a déployé les solutions sans fil InfiNet à l'ensemble de son réseau pour offrir une connectivité fiable et haute performance à sa clientèle.

À moindre distance, via nos partenaires sud-africains, nous avons construit le tout premier réseau sans fil à Ladysmith, et nous pourrions citer bien d'autres exemples (notamment des projets de surveillance urbaine) où nos solutions ont pu faciliter différents niveaux d'intégration. En outre, nous avons construit un grand nombre de réseaux pour un large éventail de clients issus de secteurs tels que l'industrie minière, l'énergie, les services publics et le marché général.

Lors de la conférence et de l'exposition AfricaCom de 2016 (le plus grand événement consacré aux télécommunications, médias et technologie africains au monde), nous avons lancé le tout dernier produit de notre



Kamal Mokrani, vice président mondial, InfiNet Wireless. (Photo: InfiNet Wireless)

portefeuille : InfiLINK XG 1000, une nouvelle plateforme qui permet aux opérateurs de réseau de fournir à leurs utilisateurs une capacité supérieure à celle qu'ils étaient jusqu'alors en mesure d'offrir.

XG 1000 est la solution point à point la plus rapide du marché, mais plus important encore, elle réduit considérablement le temps de latence. S'il est possible que l'utilisateur ne

remarque pas la différence pour le transfert de données via le réseau, l'amélioration est clairement quantifiable pour la transmission de voix et de streams vidéo, avec un délai inférieur à trois millisecondes, norme acceptable en vigueur pour de telles transmissions.

Spécialement conçue pour répondre aux besoins de backhauling des fournisseurs de services internet sans fil (WISP) et à ceux des entreprises de tout type pour les applications telles que le backhauling 4G/LTE, la connectivité des gisements pétroliers numériques et la sécurité nationale, la plateforme XG 1000 peut fournir des débits allant jusqu'à un gigabit (Gbit) par seconde par transmission sans fil sur des bandes de fréquence de 5 GHz sans licence, soit le double de la capacité actuelle. Pour l'Afrique, les implications sont importantes puisque la technologie permettra aux WISP de fournir leurs services non seulement dans les zones rurales, mais aussi dans les environnements urbains, pour répondre à la demande d'utilisateurs réclamant toujours plus de bande passante.

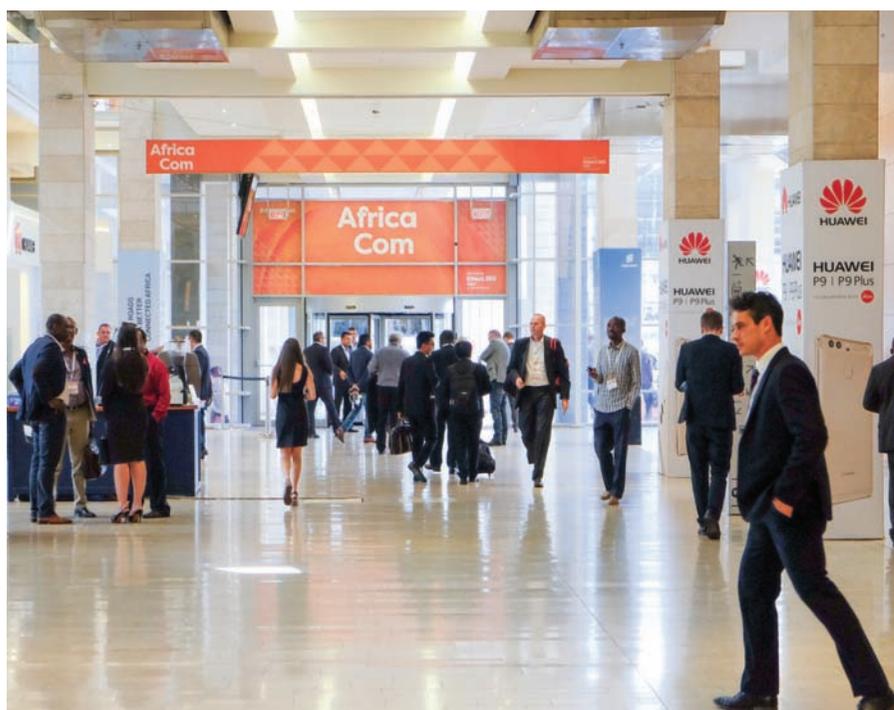
## Le XG 1000 est la solution la plus rapide point à point sur le marché, mais plus important encore, il réduit la latence significativement.

La plateforme XG 1000 confirme notre position dominante sur le marché mondial des télécommunications sans fil, et vient soutenir notre engagement et les efforts stratégiques que nous déployons pour combler le fossé numérique qui divise le continent africain.

Alors que l'Afrique prend les mesures nécessaires pour développer et renforcer son économie via l'adoption des technologies sans fil modernes, tous les acteurs et entreprises majeurs continueront de jouer un rôle capital pour le progrès économique du continent dans son ensemble. L'utilisation d'appareils mobiles a considérablement augmenté au cours des dernières années, et selon les estimations, plus d'un demi-milliard de nouveaux abonnements mobiles seront souscrits d'ici 2020.

Face à la demande toujours croissante pour de meilleurs services, des produits plus performants et un nouveau mode de vie, l'amélioration de l'accès internet que l'Afrique s'efforce aujourd'hui d'introduire sera sans le moindre doute un facteur déterminant pour l'avenir du continent. ©

Kamal Mokrani, vice-président mondial, InfiNet Wireless



InfiNet Wireless a lancé le InfiLINK XG 1000 lors d'AfricaCom 2016. (Photo: InfiNet Wireless)

# More choice in terrestrial backhaul

Greater range and technological capabilities mean there's more choice for mobile operators when selecting terrestrial backhaul solutions and it's no longer just satellite solutions that offer a viable route to delivering mobile in remote regions.



CableFree 1Gbps FSO installed on an industrial park in SA. Point-to-Point FSO links from CableFree offer capacities from 2Mbps up to 1.5Gbps covering distances up to 4km.

**I**N RECENT YEARS more and more emphasis has been placed on cellular backhaul from remote regions using satellite solutions, due to enabling technologies bringing down the costs of what had previously been a most expensive option for mobile operators to consider to deliver backhaul mobile comms to remote regions. Satellite has certainly helped bridge the digital divide for so many isolated communities and remote enterprise operations. But while satellite has now firmly taken its place in the arsenal of MNOs, with the likes of **Hughes Network Systems**, **iDirect** and others offering satellite solutions that can now provide flexible, cost-effective cover and backhaul for remote applications, traditional infrastructure has also evolved technologically and can reach places it could not in the past. Microwave (MW), millimetre wave (MMW), fibre, cable technologies have all evolved with leading infrastructure providers like **Nokia**, **Ericsson** and **Huawei**, as well as smaller, versatile companies like **CableFree**: Wireless Excellence and many others offering high-spec solutions all

playing their part in such scenarios. As a result, operators now have a greater choice of terrestrial systems for meeting the needs of different remote applications and as well as urban and semi-urban scenarios in Africa.

**CableFree's director Stephen Patrick said that MMW in 70-80GHz is the latest technology for LTE backhaul in Africa.**

#### A View from Industry

To find out more about the technological advances that have now made it practical, in some instances, to use terrestrial solutions to backhaul cellular over long distances from remote regions, Communications Africa caught up with Stephen Patrick, director at CableFree: Wireless Excellence. CableFree is a company that operates in the same space as major radio, microwave and millimeter wave vendors, such as **NEC**, **SIAE**, **Dragonwave**, **SAF**, **Ericsson** and others. He told us that terrestrial wireless

consistently offers higher capacities and lower latency than satellite saying that most users consider satellite as a last resort form of Internet connection, when other methods, such as terrestrial wireless or fibre, are not available.

"Satellite has high latency," Patrick said. "Making it unsuitable for VOIP, voice or video conferencing; it's also very expensive for high capacity usage. Terrestrial wireless, on the other hand, is almost always cheaper - and always better - than satellite, providing you are 'in range' and in line of sight (LOS) of a nearby point of presence or tower."

He continued by firmly stating that terrestrial wireless is easy to defend noting that with a MW link the MW units are mounted at each end of a link or hop, in between which there can be up to 100 km or more of fresh air with the systems available on the market today. These end points, he said, can easily be defended, protected, guarded, monitored and surrounded with physical security barriers and people, which gives them an advantage even over some of their other terrestrial backhaul counterparts, like fibre or copper, which can be

interrupted, dug up or stolen at any distance along their length. Such disruptions, which occur often, cost money and time to replace and invariably cause long and unpredictable network outages.

“Wireless links can be run from alternative power,” Patrick added, “such as solar+battery, wind+battery, or fuel cells, meaning that it’s possible to provision links and complete radio base sites with no copper lines, or even power entering the site. It is far easier to secure a terrestrial wireless installation than the comparable fibre, or copper infrastructure, which is at risk of deliberate or accidental damage or theft.”

## CableFree currently has both cellular operators and public safety TETRA end customers using its solutions for backhaul in Africa.

Of the latest terrestrial technologies being used for backhauling cellular 2G/EDGE/3G/LTE 4G etc and TETRA in Africa, CableFree’s Patrick said that MMW in 70-80GHz is the latest technology for LTE backhaul in Africa. “Offering up to 40Gbps capacity today, MMW enables fibre-like capacity without the need for cables. With narrow pencil-beam technology, MMW links can be densely deployed in busy cities with no risk of interference or congestion, making it the ideal choice for urban environments in African cities.”

For rural locations, longer range links are required, for which MW, or In-band backhaul is possible, re-using the LTE frequencies to form point-to-point links. Patrick again, “Our experience of radio and in-band backhaul at CableFree strongly confirms these as excellent solutions for coverage of large rural spaces. MW links up to 100 km, or more, are possible, which is much longer than the inter-site spacing of rural cell towers.”

He added that the longest known microwave link is 233 km, from Lebanon to Cyprus, over the sea, which uses huge antennas situated on tall mountains at both ends to overcome the earth’s curvature, which for a link this distance is significant. According to Patrick modern MW links offer far higher capacity and resilience due to the increases in modulation and error coding that are now possible.

As for CableFree’s own products for wireless backhaul, Stephen Patrick said the company has supplied many customers throughout Africa with terrestrial wireless links and networks over the last decade. From Egypt’s MobiNil (now Orange), Vodafone, the South African and Egyptian governments, as well as several ISPs and many corporate customers in



The CableFree MMW solution. Licensed and unlicensed point-to-point MW radios from CableFree deliver capacities up to 3.5Gbps, covering distances over 100km, in popular bands from 4 to 42GHz.



CableFree 880Mbps Microwave link installed for an ISP. Point-to-Point MMW radios from CableFree deliver capacities up to 10Gbps+ covering distances from eight to 20km, operating in the 60GHz band and 70-80GHz E-band.

different countries, he said the solutions they have provided are ‘highly reliable, dependable and give trouble-free uninterrupted operation’ for long-term communication requirements.

“In the modern era, high-bandwidth ‘always on’ services are considered critical by users. Increasingly, we see a global trend where Internet and private links - and even Wi-Fi - have to be engineered to a far higher level of resilience to ensure users are kept online. The modern world is increasingly interconnected with real-time messaging and media services.

Therefore, operators have to find ways to deliver both high quality and high capacity to users, whilst ensuring competitive pricing models throughout the network right down to the end user. The challenge for equipment vendors such as CableFree is to ensure our products are leading the industry in all regards - reliability, capacity, speed of roll-out as well cost model, to facilitate the deployment of modern networks. All of our technologies - MW, MMW, radio, WiFi, LTE and Free Space Optics (FSO) are key to enabling this. Used in combination to build urban, rural and national-scale networks, they create state-of-the-art networks with future-proof capacity and capability to power user needs for many years to come.”

### Use Cases

CableFree currently has both cellular operators and public safety TETRA end customers using its solutions for backhaul in Africa. Patrick said that the cellular operators use the company’s MW, FSO and MMW links for backhaul between sites, with one cellular operator in North Africa using its radio links for ‘last-mile’, 100Mbps Ethernet services to

customers, as a wireless alternative to leased lines. “This gives them a major advantage to corporate customers in being able to offer LAN/Ethernet services as well as mobile coverage,” Patrick said. One TETRA user of CableFree solutions in Africa uses its MW links to interconnect towers, where fibre is impossible or impractical to lay over mountainous areas. It simply is not possible to dig and wireless is, therefore, the only way. “High availability is essential for TETRA networks, as the end-use is for emergency first responders, who rely on the coverage to convey life-saving information to ambulances, fire service vehicles and more.”

## For rural locations, longer range links are required, for which MW, or In-band backhaul is possible, re-using the LTE frequencies to form point-to-point links.

As a final product of note in the terrestrial backhaul stakes and one which CableFree has specialised in for many years, FSO is increasingly valuable in cities, which suffer increasing interference and congestion to MW and radio frequencies. “Cell sites are closer together - more densely spaced - and that’s ideal for FSO technology, which is well suited to short-range urban links. Conversely, MW bands are having to be cleared or migrated to MMW, or FSO to ensure that they remain useful for the longer-distance links that only MW can realistically serve,” Patrick concluded. ©

Tim Guest

The Zambian government aims to connect both rural and urban communities to ICT services. (Photo: shutterstock/asharkyu)

## CEC Liquid charts Zambia's digital future

CEC Liquid Telecommunication Limited recently launched its 4G LiTE SPEED in Kitwe on the Copperbelt, marking the official roll out of LiTE SPEED, a high-speed wireless Internet service to all the ten (10) provinces in the country.

**T**HE LAUNCH, WHICH took place on 8 June 2017 was held at Ravens country club. "The world has changed so much that accessing services from your home or office, or even while on the move, is now the norm. Zambia is not an exception and the introduction of new technology such as LiTE SPEED means we are moving with the rest of the world," said the country's minister of transport and communications, Brian Mushimba.

"Last year on 28 November CEC Liquid launched its first ever 4G LTE network in Lusaka with the intention of extending this network to the rest of the country. The Lusaka project has proved to be a huge success in improving the country's Internet penetration levels. The company has now rolled out the 4G LTE network in Lusaka, Ndola, Livingstone, Mongu, Solwezi, Mansa, Kasama, Nakonde, Chipata, Kitwe and Kabwe. Soon, CEC Liquid will be extending this network to all the remaining towns across the country," he stated.

This product launch demonstrates the way businesses are evolving and bringing forth solutions that benefit the Zambian people, according to Mushimba.

"As a government, we recognise that ICT is the cornerstone of almost every aspect of doing business in Zambia. We are pleased to note that due to the affordability of this service, more subscribers will be able to access various services electronically. Services that will be accessible through LiTE SPEED include access to education, video conferencing, online banking, efficient health care, cloud computing, just to mention a few," he continued.

"The government fully supports the efforts

by the private sector at supplementing its efforts in delivering access to broadband services to the people. It is government's desire that all communities, both rural and urban, should have adequate coverage in order to access ICT services. Although, it has been noted that the Zambian ICT market continues to face challenges in the provision of quality broadband services, it is commendable that CEC Liquid Telecom is extending the coverage of this innovative product to the country's 10 provinces," the minister said.

### The Zambian ICT market continues to face challenges in the provision of quality broadband services.

"There is so much that technology has enabled and we at CEC Liquid Telecom foresee that with LiTE SPEED, what is possible can only get better," said Aaron Botha, the Acting Copperbelt Energy Corporation Plc Acting managing director who read the speech on behalf of CEC Liquid Telecom board chairman.

"I am proud to say that, the introduction of this service on the Copperbelt will no doubt move this province and Zambia to a higher position on Africa's information communication technology pecking order. LiTE SPEED will enable consumers to have mobile access to high speed Internet connection at very affordable rates," he further stated.

CEC Liquid Telecom has realised that in a highly competitive market and fast evolving industry in which it is operating an organisation without innovation will not in any way attain

market dominance. It is a reality that LiTESPEED will greatly add to the improvement of various institutions' efficient operations and livelihood of society. For instance, key stakeholders like Government institutions are now unable to operate efficiently without internet connectivity.

Therefore, an affordable Internet solution could not have come at a better time in the current Zambian economy. LiTE SPEED will certainly provide a high quality and affordable solution to these institutions and the society as a whole affordably.

CEC Liquid Telecom managing director, Andrew Kapula, said that "LiTE SPEED will add to the revolution of internet use in the country and help enhance the use of a variety of applications and services for the Zambians as a whole."

"CEC Liquid Telecom's LiTE SPEED network is the first network on the African continent fully supporting and operating Native Internet Protocol version 6 (IPv6) which is the most recent version of the Internet Protocol (IP). Licensed Internet Service Providers (ISPs) in the industry are encouraged to partner with CEC Liquid Telecom and register as authorised resellers for LiTE SPEED.

LiTE can be accessed from any of the following CEC Liquid Telecom resellers: Hai, iWay Africa, Microlink, Paratus and Telplus.

CEC Liquid Telecom is Africa's leading independent data, voice and IP provider, committed to building Africa's digital future. It is a joint venture between Copperbelt Energy Corporation (CEC) and Liquid Telecom. ©

*Nawa Mutumweno*

# Satellite brings Africa into connectivity orbit

Demand for high quality voice services, data-intensive applications and superior connectivity in Africa is rapidly on the rise. However, in a region impacted by many extraneous variables how can mobile operators provide the services required?

**T**HE ROLE OF satellite is crucial in creating a stable, reliable and competitive communications market in Africa, writes Clementine Fournier, Regional VP for Africa, BICS. Africa poses somewhat of a connectivity conundrum; in recent years, the rapid uptake of smartphones, the growth of 4G and the rise of new data and voice services have perpetuated a thirst for connectivity that's proven difficult for operators to sate. A lack of standardised telecoms infrastructure across the continent – aggravated by local, micro and macro trends – has stifled growth and limited the roll-out of service across the region. While submarine cabling has, in part, connected the outer borders, geographic limitations and severe weather patterns in inner Africa have affected the efficiency of these measures. However, there is a remedy for Africa's connectivity ailments that will enable the region to grow into the fully-formed communications market it strives to become. Satellite is paving the way for a more cost-effective, back-up solution to ensure that Africa's population – whether consumers or professionals – are enjoying all the benefits of the world's so-called 'fourth utility.'

## Consumer habits drive connectivity needs

Move over North America and Europe – Africa is quickly catching up in terms of total smartphone connections. According to the GSMA, by the end of 2015 there were a reported 226mn smartphone connections on the continent, with forecasts for this number to reach 720mn by the end of 2020. It's no surprise that smartphone penetration, and the data services that these devices provide, are experiencing a steep uptick. A lack of xSDL lines and fixed-line broadband has meant that inhabitants have turned to alternative means for access to the internet, as well as many of the basic services we take for granted today, such as online banking or telemedicine.

It's not just basic services that require seamless, constant and reliable internet access. According to a 2016 article from The Guardian, Africa's "fourth industrial revolution" is propelling the region to the forefront of service innovation – apps for investing in cows and delivering blood and medicines by drone are just a few of the new services that African tech hubs are boasting to help improve living conditions and professional opportunities on the continent. All of this needs to be underpinned by

connectivity services that are low latency and high performance. The usual operator services can only go so far, but there is a solution that can boost service provision for all.

## Satellite secures Africa's connectivity future

3G has now launched in all countries in Africa. 4G and LTE deployments are also making headway. These services provide the roaming capabilities required to access Internet-enabled services across the region. However, the increased numbers of transit routes and the current availability of low latency services for voice and data roaming traffic need to be considered. Despite multi operator agreements to help address connectivity challenges across multiple borders on the African continent, supporting the virtual movement of inhabitants can be complex. Enter satellite as a preferred backup. Its capacity solutions provide reassurance to operators concerned with disaster recovery and the stability of current backhaul infrastructure. In particular IP over Satellite (IPoSat) can be quickly deployed to cover any problems with existing backhaul solutions. Should primary infrastructure be compromised or impacted by outages, satellite can step in as a reliable solution that prioritises high value traffic (for example voice, as a primary revenue stream for operators). It can also increase bandwidth efficiency by blocking less critical and high bandwidth services that require a lot of data. Satellite also spells a much improved roaming experience – faster speeds and seamless connectivity that can support the increased levels of smartphone penetration currently being experienced in Africa.

## Connectivity breeds innovation

When it comes to connectivity services on the continent, Africa isn't as far behind other regions as people may initially think. Legacy services are being transformed by satellite backup in more challenging areas and next-generation services are ultimately keeping customers served and satisfied. The future is bright for Africa's telecoms infrastructure. Mobile traffic in the region is predicted to increase 15-fold by 2020, as Internet access pervades the region and connectivity unlocks the potential for new value-added services. Amid a landscape that can provide unpredictable circumstances and environments, satellite lights the way for Africa to go from strength to strength, driving growth and innovation like never before. ☺



Clementine Fournier, regional vice president Africa, BICS

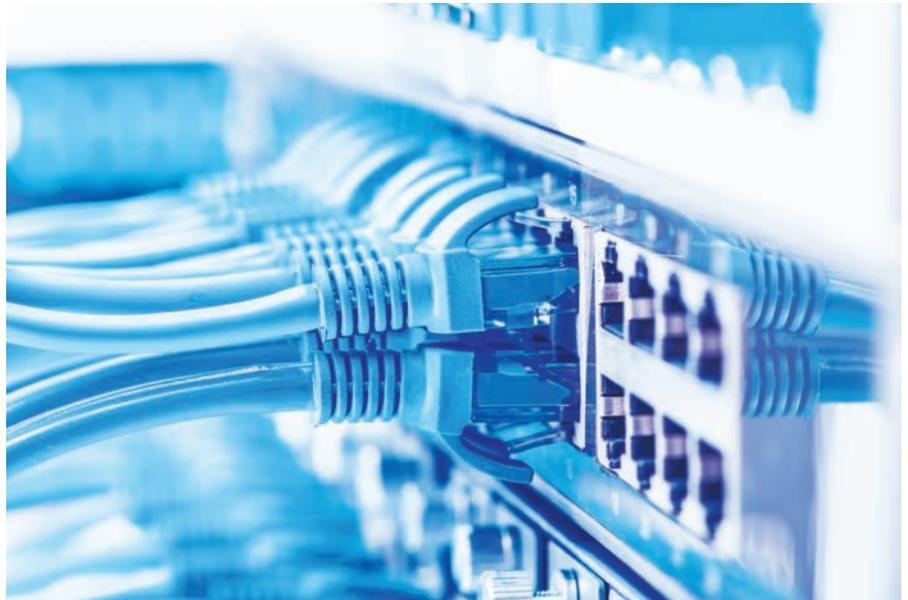
# Cooperation has always been key

The use of mobile communications in Africa's agriculture, health, banking and other sectors, is transforming the continent rapidly through the socio-economic benefits that new mobile applications of cellular are bringing to everyday life. Tim Guest reports.

**O**PERATORS ACROSS THE continent have always relied on the skills of vendors to make the networks deliver.

In 2007, huge progress was made by the GSM Association (GSMA) in reducing industry-wide, mobile-handset costs, that would, in turn, make mobile phones more affordable to users across Africa. In the same year, another boost was announced by the GSMA at the Connect Africa Summit, in Kigali, Rwanda. The association said that the mobile industry would invest US\$50bn in delivering mobile coverage to 90 per cent of sub-Saharan Africa's population over the next five years, to the end of 2012. This would support the expected upsurge in the use of phones that was soon to be expected. The main regional operators said they would take part in this massive opportunity for operators and infrastructure vendors, alike, though the association added that it was the likes of vendors **Ericsson** and **Nokia** which would need to roll out the infrastructure to support the handset growth, thereby ensuring the remote communications needs of 'community-centric Africa were met'. "As well as extending coverage, the mobile industry is focused on using its economies of scale to connect these people. As the number of users grows, so too will economic prosperity... an increase of 10 percentage points in mobile penetration can increase the annual growth rate of GDP by up to 1.2 percentage points," the GSMA said at the time.

Wind the clock forward 10 years and Kigali has once again just played host to another event driving the latest changes and thinking in connecting the unconnected in Africa. The 'Transform Africa Summit' in May saw the GSMA's head of Africa, Akinwale Goodluck and senior policy manager for Africa, Shola Sanni, participating in two key sessions somewhat reminiscent of the subject matter in the event 10 years back. The two led exchange and discussions on the 'Internet for All' and 'Infrastructure and Connectivity', echoing similar sentiments to the 2007 event, including such things as the need for collaboration between governments and the mobile industry's operator and vendor community to develop and nurture innovative business and financing models that will drive mobile broadband and Internet adoption.



13mn citizens in Tanzania living in rural areas with 3G services remain unconnected. (Photo: MilTer)

**The 'Mobile for Development' team brings together the GSMA's mobile operator members, tech innovators, community and governments to prove the power of mobile in emerging markets.**

The association also highlighted the importance of ICT to deliver on the UN Sustainable Development Goals (SDGs) in Africa, identifying collaborative options for policymakers, regulators and GSMA members, to address and eliminate barriers to digital inclusion, mobile Internet adoption and usage. The association's 'Mobile for Development' team is the key entity in such activities and brings together the GSMA's mobile operator members, tech innovators, the development community and governments, to prove the power of mobile in emerging markets, identifying opportunities and delivering innovations with socio-economic impact across the likes of: financial services, health, agriculture, water, sanitation, disaster resilience.

## Operator-Vendor Cooperation in Action

In 2015, the GSMA selected Tanzania as the first pilot market for pan-industrial collaboration by bringing together three major operators - **Airtel**, **Tigo** and **Vodacom** - and three vendors - **Ericsson**, **Huawei** and **Nokia** - and having them explore ways of reaching the nation's unconnected 13mn citizens who live in rural areas with 3G services. Mobile broadband infrastructure has been lacking in the country and the GSMA has been working to launch 3G pilots in areas where there has been none.

Construction on the first six pilot sites began in December 2016 outside a village in Southern Tanzania and in February, the site began operations making it possible for people in this rural location to access 3G services from a single shared tower. Some sites, such as those using Ericsson's new radio system, which is very power efficient, are able to run only on solar power. Operators are sharing the infrastructure - one builds the site, but the others share the tower and they all roam on each other's networks, co-operation, which makes it quicker and much more cost efficient to roll out in rural areas.

The model being used in these pilots is designed to be replicable and viable elsewhere and is currently now in operation in Chad and the DRC, as well as Tanzania. ©

# Summit explores investment in Africa's data centres

This year, Datacloud Europe welcomed a host of experts in the data centre field at the Grimaldi Forum in Monte Carlo, Monaco - with a special colocated summit, 'Invest in Africa's Data Centres' highlighting the opportunities and challenges the market faces.

THE 2017 EDITION of the event for EMEA data centre and cloud leaders was hosted by Spencer Kelly, presenter of BBC Click and kicked off 7 June at the Central Theatre - with presentations from **Microsoft, Uber, Huawei and Siemens** that touched on a number of topics. These included: the challenges associated with changing demand and building large scale infrastructure for the cloud, trends in ICT consumption, and the future of the cloud. The conference led with a key note debate on 'What's wrong with Data Centres', welcoming a panel of delegates. It also saw a number of sessions take place including a special 'Disruption and Data Centre' session which explored the potential of Artificial Intelligence (AI) in the data centre industry. Data centre providers such as **Amazon, Facebook, Google** and Microsoft have explored using AI systems for energy efficiency improvements or problem solving within complex data centre infrastructures. "The potential for AI to cut the power consumption of data centres is an area of growing interest in the industry after Google's machine-learning trial with Deepmind, the British AI company it bought in 2014, proved it was possible to cut the total energy usage at the technology-giant's vast data centres fleet by 15 per cent," said Philip Low, chairman at BroadGroup, ahead of the event.

The co-located summit saw presentations from Paul François Cattier, President, Francophone Africa, **Schneider Electric**, Eric Crabtree, chief investment officer, global practice lead for data centres of **IFC**, Dr. Shiyghan (Emmanuel) Navti, head of cloud advisory group at **Vodafone Global Enterprise** and director, Africa 2.0 Foundation and Mark O'Sullivan sales director EMEA at **Flexenclosure**.

Also at the event was **Global Cloud Xchange**, a subsidiary of Indian telecommunications company Reliance Communications, which recently announced a new partnership with data centre provider Sovereign Business. "With enterprises increasingly migrating critical applications into Cloud ecosystems, they are able to reap the benefits of a more cost-effective and flexible IT infrastructure. Add to this real-time access to top-end data centre facilities and high-performance, high-capacity connectivity into those platforms, and this becomes business-critical," said Bryce Jewell, managing director, UK, Global Cloud Xchange.

**"With enterprises increasingly migrating critical applications into Cloud ecosystems, they are able to reap the benefits of a more cost-effective and flexible IT infrastructure."**

The firm was recognised for 'Excellence in Cloud Service' and 'Excellence in Connectivity for Data Centres' at a gala award ceremony held a day ahead of the event at the Sporting Monte Carlo. "We are thrilled to receive these two prestigious awards. It is indeed a great honour to be again recognised for our efforts and commitment to service excellence and technological innovation in network infrastructure and cloud solutions supporting global enterprise requirements across the industry," said Co-CEO, Reliance Communications & chairman/CEO Global Cloud Xchange Bill Barney. Winners were chosen by an independent expert panel of Judges from across Europe, with the goal of recognising excellence in data centre and cloud services.

Global Cloud Xchange is now launching their largest data centre ever - it will be built in Mumbai and the building has already been constructed, Barney told *Communications Africa*. "We have 11 data centres - they are smaller compared to the new one. Power wise its bigger than all the 11 together. Its a 40 MW facility - by any standards its huge, this will become the largest in India power wise.

"60 per cent of our fibre sits in India and the rest is around the world. Our ambition is to be the connectivity guys rather than the data centre operator itself. In India that will be different we will operate the centres there but that is because it is our domestic market."

*Communications Africa* also had the

opportunity to speak to both Alastair Waite, **Global Data Centre Solutions** architect Europe and Kam Patel, Global Data Centre Solutions director, about a high speed migration solution for the African continent to meet the surging demand for data. Waite said, "We have operations in South Africa. Around Johannesburg we have a number of sales offices. We also cover a lot of countries around South Africa and the West of Africa. "High speed migration will support the growing demand for data in the continent," said Waite. The high speed migration platform uses modular building blocks to support the growing speeds and densities that new applications and architectures demand.

Patel also noted, "We want to be where our customers are. For example, we see some of the financial sector moving in and we try to support those customers. We have a large distribution network globally and we have some manufacturers in South Africa."

*Communications Africa* interviewed Eric Schwartz, CEO, of interconnection and colocation provider **Equinix** at the show. "The preferred location for data centres is in cities", says Schwartz and according to him, the reason behind this is that an Equinix site is an ecosystem, where it builds commercial relationships with some customers.

"In an Equinix data centre when you walk in you will see a lot of cages, they are relatively small and it will have 30 to 100 customers in a data centre. In different data centres there may be one customer that takes the entire thing but the reason we do what we do is that the interconnection part of the business are the links for the Internet," noted Schwartz.

In 2012, Equinix extended its reach to the MENA region and despite the challenges faced, a fair amount of the traffic connectivity is in Dubai. "The reason of being in Dubai is a lot of the submarine cables that come off the East coast of Africa are connecting through Dubai as they head North," Schwartz told *Communications Africa*. ©



# Powering Africa's data centres

Arguably the biggest growth market on the planet, the continent of Africa represents a huge opportunity - and a challenge - for IT businesses across the board, including the specialist power suppliers that guarantee operations at vital data centres.

**I**NDEED, THE EVOLUTION of data centres supporting Africa's economic revival underscores an increased maturity to this market, albeit one in which growth remains very uneven.

Wealthier and more sophisticated economies, such as South Africa, tower ahead of many less developed markets in the central, interior regions.

But, of course, data centre reliability hinges on the provision of critical power services wherever you are in the world.

In the 24/7, 'always on' global economy, resilient power is a prerequisite for performance.

Key players in this niche include the likes of **Flexenclosure, Cummins, Eaton Corporation, ABB** and **Schneider Electric**, among many others, all unsung heroes in keeping Africa's digital economy ticking over.

What's certain for these and other companies is that the appetite for investment in the continent's data economy is on the up.

That's driven by rising growth, stabilising governments and a surging population.

Africa's most populous state, Nigeria, for instance, is expected to see its numbers swell from 190mn now to around 300mn by 2050.

Add to that the fact that the continent has leapfrogged technology and gone straight to mobile, plus inward eastern investment - from the likes of India and China - and all the ingredients you need to guarantee fill rates for data centres are in place.

Spending on data centres, connectivity via subsea cables and dark fibre, cloud, IT investment, risk and the availability of funding, are all issues of the day - as is energy supply, which continues to evolve to better meet the needs of Africa's data companies.

**Flexenclosure unveiled its innovative eSite x10 system - "the future of hybrid power" - in 2016. It calls it the world's first hybrid power system purpose-built for outdoor telecom sites.**



## Hybrid power

One leading player, Flexenclosure, recently announced its entry into what marks its 21st African market, with a new eCentre data centre order in Ethiopia from ERP Software Technologies (ERPST).

Its turnkey prefabricated eCentre data centres and eSite hybrid power systems for off-grid and bad-grid cell sites have made the company a preferred supplier to the regional market, with thousands of installations in place already.

The eCentres will house servers and software to manage and run the activities of the Ethiopian Railway Corporation (ERC) as it expands its rail network across the country.

ERPST is a member of a consortium implementing a major IT infrastructure deployment for ERC.

After construction of the data centre modules at Flexenclosure's Swedish factory, deployment will take place at two separate sites in Addis Ababa later this year.

Flexenclosure unveiled its innovative eSite x10 system - which it calls "the future of hybrid power" - in 2016. It calls it the world's first hybrid power system purpose-built for outdoor telecom sites and to outdoor telecom standards.

The system is a patented, sealed, tamper-proof unit with passive convection cooling, no filters, no moving parts and requires no maintenance.

According to the company's chief executive, David King, until now, hybrid power systems for off-grid or bad-grid telecom sites had been built using indoor components and deployed in outdoor locations where they were exposed to the most challenging environmental extremes.

He says such systems weren't fit for purpose and were therefore unreliable.

The constant flow of data is the lifeblood of today's information-based economy, therefore data centre facilities require reliable on-site power to ensure uninterrupted access to this critical data.

## New investment

One global brand with a footprint right across the power sector, especially in Africa, is Cummins which is increasingly active in the data centre niche. Its African credentials also include supporting mainstream power grids for state energy utilities, though it sees growing potential in the data market.

Another is Schneider Electric, a leading provider of physical infrastructure solutions for the entire data centre and its life cycle, delivering solutions for micro sites through to larger data installations, requiring 1 megawatt (MW) of power or above. And it seems certain that these companies and their solutions will be in big demand with more data centres on their way across the continent.



(Photo: Scanrail/shutterstock)

South Africa, the region's most advanced economy, is now pulling in investment from the biggest global data and cloud providers.

Among them is AWS, Amazon's fast growing public cloud provider, which is looking to roll out its first data centre infrastructure in Africa, starting in South Africa.

It currently operates 43 availability zones across the globe, with 16 active regions and several more planned to come into operation soon, according Amazon chief technical

officer, Werner Vogels, although no firm dates for South Africa are in place as yet.

It follows Microsoft Azure's announcement in May that it will be opening two data centres in South Africa next year, in Johannesburg and Cape Town.

"We're excited by the growing demand for cloud services in Africa and their ability to be a catalyst for new economic opportunities," said Scott Guthrie, executive vice president, cloud and enterprise group at **Microsoft**.

#### Green innovation

One notable shift in the data centre power market is the shift toward cleaner energy solutions, such as Flexenclosure's eSite hybrid system.

Its integrated support for solar power saves both diesel costs and prolongs battery life, as well as being generally kinder to the environment.

This is a trend that is likely to continue, however, with Microsoft certainly keen to draw on wind or solar power to support its new out African centres, given its commitments to renewable energy.

Africa's strong push into solar power and other renewable technologies makes it the ideal setting to deliver these solutions to data centres.

For operators, it presents an opportunity to save costs long-term; power efficiency, and ultimately cost, is one of the major challenges operators face above and beyond human resources.

In such hot African climates, a lot of innovation has focused on alternative cooling technologies.

Mobile phone giant **MTN**, for example, has long deployed solar mirrors to keep its main Johannesburg data centre cool.

If such technologies can continue to provide uninterrupted, essential power, and at the same time deliver cost savings, as well as environmental benefits, and the flexibility to adapt to demand, then Africa's data centre will be well placed as the continent's economy expands in the decades ahead. ☺

*Martin Clark*



Flexenclosure eSite x10 Hybrid Power System. (Photo: Flexenclosure)

# Limitless opportunity for the Internet of Things

The Internet of Things (IoT) market is fast gaining traction across Africa, where increasing Internet access is presenting new opportunities to connect a range of industries, goods, products and everyday objects.

**W**HEN THE INTERNET was first invented over 25 years ago, no one could have predicted it would have such enormous social, technological and economical impact, attracting more than 3.5bn users today. Certainly, nobody envisioned it ever being used to connect toasters, egg trays and dog collars.

The Internet of Things (IoT) is the logical next step for our increasingly connected world. IoT focuses on embedding connectivity and intelligence in devices, enabling businesses to collect vast volumes of data in near real-time. Using this new levels of data and intelligence, businesses are able to reinvent business models and transform customer experiences.

The IoT ecosystem is rapidly taking shape. According to Gartner, there are already an estimated 8.4bn connected things in use worldwide in 2017, which is set to reach an astonishing 20.4bn by 2020.

Furthermore, the analyst firm believes IoT will reach mainstream adoption in the next two to five years in Africa, where it is expected to have a “transformational impact” on local businesses.

## Growing use cases

The use cases for IoT across a range of industry verticals is potentially limitless.

Smart city projects are emerging across the globe, which share a vision to connect key infrastructure such as transport, energy, waste and healthcare, in an attempt to create a more efficient and safe public environment. Industries such as oil, gas and mining are under pressure to improve efficiencies and drive profitability, leading many organisations to pursue greater automation and deploy IoT.

Compelling use cases for IoT are also emerging across Africa. In agriculture, remote sensors are being used to monitor crops, generating valuable information for farmers on water and soil moisture levels. IoT is widely tipped to transform farming and food production in the future. According to some estimates, agricultural IoT deployments will increase food production by 70 per cent and be feeding up to 9.6bn people by 2050.

IoT technology is being used to improve water monitoring, paving the way for new methods to conserve water, monitor usage and ensure



There are already an estimated 8.4bn connected things in use worldwide in 2017. (Photo: chombosan/shutterstock)

communities are supplied with clean water.

With an estimated one million hand pumps that supply water to more than 200mn rural water users across Africa, IoT can also play a crucial role in the maintenance of this equipment.

In Africa, IoT has also been used for animal conservation, where special networks have been deployed to accurately monitor endangered species and improve operations at national parks.

**Smart city projects are emerging across the globe, which share a vision to connect key infrastructure such as transport, energy, waste and healthcare.**

## Barriers to adoption

While IoT presents exciting new opportunities for businesses, there are also significant challenges to overcome. Cybersecurity has become of global concern as high-profile attacks have dominated media headlines, raising awareness and fear of data breaches amongst consumers and businesses alike.

The increase in connected devices

potentially offers more entry points for hackers.

While consumers are experiencing significant benefits from smart home applications – such as reduced energy consumption and a lower electricity bill – it can also create new security risks. IoT also presents an extension of existing privacy issues for consumers - as more of their life becomes connected, how do they know which data is off limit to the rest of the world?

Equally, industry can also leave itself vulnerable in the migration to IoT. Think about the potential consequences of cyberattacks on critical infrastructure such as power grids and water plants.

As the business case for IoT grows, more enterprises will turn to vendors, telecoms providers and systems integrators to help them on their journey. Increasing collaboration will help iron out technical complexities and drive down cost.

A new report from Liquid Telecom will be available in July that explores some of these themes further and assesses how the appetite for IoT applications is developing across the region. *AfriCAN IoT Report 2017* will take an in-depth look at some of the key industries pioneering the way and the IoT strategies needed for a successful future. ©

Find out more by visiting [www.liquidtelecom.com](http://www.liquidtelecom.com)

# The risks of not being GDPR compliant

The General Data Protection Regulation (GDPR) is arguably the most significant change in global privacy law in twenty-two years and businesses must shore up their cybersecurity processes and procedures to avoid facing financial penalties.

**G**DPR IS DUE to be implemented on 25 May 2018 and the regulation places important new obligations on any business that handles the data of individuals living in the EU, independent of where the business is located. Although many companies have already adopted privacy processes and procedures consistent with the directive, the GDPR contains a number of new protections for EU data subjects and threatens significant fines and penalties for non-compliant data controllers and processors once it comes into force. With new obligations on such matters as data subject consent, data anonymization, breach notification, trans-border data transfers, and appointment of data protection officers to name a few, the GDPR requires companies handling EU citizens' data to undertake major operational reform.

## What are the consequences of not complying to GDPR?

The UK Government and Information Commissioners Office (ICO) have declared that no new legislation will be introduced to cover the growing threat of cybercrime as this is a business owner responsibility to address. What they will enforce though is legislation about the use of data. If data is protected then at least any cyber-attacks will mean that personal data is (or should be) protected and safe.

## What are the GDPR fines or punishment?

The penalties for non-compliance are eye watering. Infringement on certain articles of GDPR carry fines of up to €20M or up to four per cent of total global revenue of the preceding year, whichever is greater. Other fines carry penalties up to €10M or up to two per cent of total global revenue of the preceding year, whichever is greater. These punishments show it is important that compliance is met and GDPR is not ignored.

For organisations it is not just about fines or punishments. The risk of not meeting GDPR requirement can be cost prohibitive in other ways. According to recent research cyber-attacks can cost businesses anywhere from US\$14.00 to US\$2.35mn per incident and data breaches and attacks are growing all the time.



Therefore, the cost of an attack on an organisation can have significant impact. Lastly there is the cost of brand and reputational damage post attack. Interestingly according to recent research by information management company Veritas, only 31 per cent of companies surveyed are worried about reputation damage due to poor data policies, but it can destroy a business and the brand post attack.

## Why has the new GDPR legislation been introduced?

The answer is simple; the threat of attacks on sensitive data is very real. And, not only are the threats growing, but the magnitude of these attacks is also increasing. This is down to aspects such as the broad adoption of IoT, which is seen to be easily compromised, coupled with poorly protected data, which is still often held in legacy systems without adequate security.

This is why GDPR will be strictly enforced in order to protect data. GDPR not only strengthens the rights that individuals have to control their own data, in particular it protects the right to data portability. This means an individual has the right to transport his/her personal data from one organisation to the next. Every organisation that processes personal data will need to make sure that this data is properly safeguarded against loss, theft, unauthorised access, etc. In fact, security of personal data is so important that GDPR includes a personal data breach notification rule. This says that when a breach of security occurs it should be reported within 72 hours,

and if it is likely to result in a high privacy risk for individuals, these individuals must be informed.

To add to this data protection by design and by default are both included in the GDPR. This means two things. First, it will be mandatory when designing a new system, process, service, etc to make sure that data protection considerations are taken into account. Moreover, organisations need to be able to prove that they have done so. Second, the new system, process, service, etc must include choices for the individual on how much personal data they wish to share.

## Be ready

Without a doubt, the protection of customer and partner data is essential for the survival and success of every organisation. However, all too often security, especially encryption, has been regarded as far too complex and expensive for most small and medium-sized enterprises to consider. But with GDPR comes a need for companies of whatever size to recognise the value of their data and be aware of the ever-growing legal framework they need to meet, as well as the resulting penalties for non-compliance. Now that the final text of GDPR is known the next steps for any organisation is to identify how this new legislation will impact them. The journey to GDPR compliance no matter how arduous and long is a path that all organisations must undertake, however reluctant they may be.

*Alastair Hartrup, Global CEO of Network Critical*

# Ghana's Crystal TV to develop pan-African satellite Pay TV platform

Ghana's Crystal TV has an ambitious plan to create a Pay TV bouquet across Africa. Working with Eutelsat, it has launched the Mega-Choice Digital Network. Russell Southwood spoke to Crystal TV's President and CEO, chief Paul Crystal-Djirackor.

**T**he idea for the satellite platform came from a strong feeling from Crystal TV's founder that he had to keep up with the pace of change, "I've been in the TV business in Ghana for 22 years. You have to stay ahead of broadcast technology. With the move to DTT, we've been in the forefront (of this transition). I was a member of the first taskforce on DTT."

But although he is still closely involved through the Association of Private Broadcasters, he came to the conclusion he had to set up his own satellite platform. It was launched in November 2014, "We spent time finding a reliable satellite provider and we now have a partnership with Eutelsat. I wanted to do

something from A-Z, including the teleport and play-out. I wanted to own all parts of the chain. We now run two transponders."

Launched in January, the Mega-Choice Digital Network has three of Crystal TV's own channels on it: Prime (which includes sports), Extra (movies and entertainment) and Plus. A ten-year contract has been signed with Eutelsat Communications for capacity connected to the African service area of the Eutelsat 16A satellite to support the launch of Mega-Choice

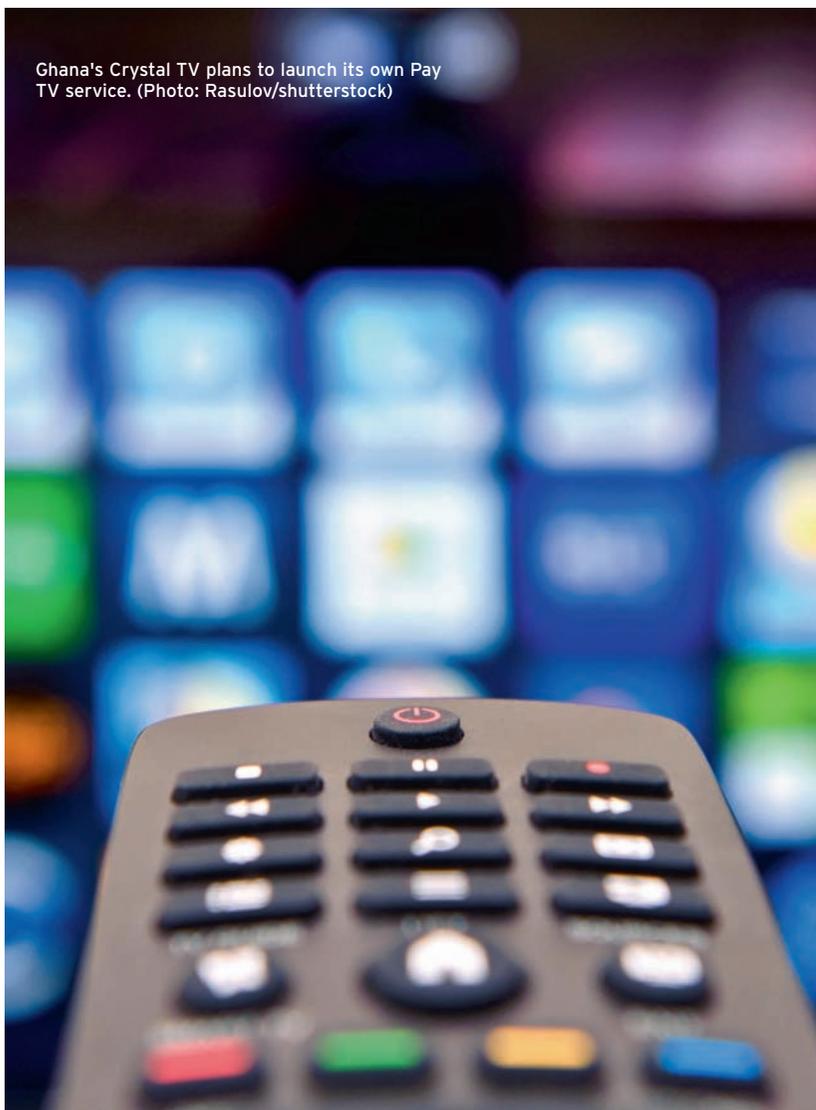
There are also 16 other channels on the platform including: France 24, Deutsche Welle, Al Jazeera, TV3, Kwese TV, Metro TV, EWTN Africa & Asia, Narrow Gate TV, GMP Newsworld, CGTN, Paradise Music Channel and many others will be available to homes as Free-to-Air and Free-to-View programmes while Filmbox Africa, Filmbox Arthouse, Filmbox Action, Fightbox HD, Docubox, FashionBox, Fast & Fun Box, Madscreen Box, 360 Tunebox, Homeland TV, AMNET, Junior World TV and other premium channels including VOD content will be offered as pay-TV content.

Several of the Ghanaian channels use the satellite to feed their sub-stations. Crystal TV also has a licence for pay DTT and has set up access points across Ghana with its three channels on it. In addition, it is also present on the Government-run, free-to-air platform operated by KNET.

It intends to launch its own Pay TV service, "We are building up our own content and getting international content plus locally commissioned premium content. We want offer thematic programming covering health, entertainment, sport, culture and tradition. On the price point, I intend to go very low. With a low price, you can get huge numbers and you can break even. The lowest price is currently US\$10 per month and we want to go lower," the company revealed. The service will also be aimed at users outside of Ghana, including nearby neighbor Nigeria.

So how will it finance these ambitious plans?: "The cost of set-top boxes is high but you have to make sure you have the right equipment. There are investors and partners (like Eutelsat) who are in the business to invest and a lot of thanks must go to them. We will work together with them to face the challenges. We have commissioned the major distributors to sell set-top-boxes and have created a network of installers." It will also be launching a VoD platform with a Greek company. ©

[www.balancingact-africa.com](http://www.balancingact-africa.com)



## Youtap offers new mobile payment solution

GLOBAL PROVIDER OF contactless mobile payments and financial services software Youtap has announced it is offering its new X8 'micro' point of sale device as a packaged solution for mobile money and payment service providers. The firm revealed that the X8 package includes: a supply of NFC tags, cards, or wearables is needed to launch 'tap and pay' services, access to Youtap Pay Express, an integrated software and hardware payment processing platform and various options for payment.

Youtap's new NFC X8 is a small, low-cost point-of-sale device that can either fit easily in a merchant's pocket or be worn around the neck. The X8 can process all mobile money transactions, including cash-in and cash-out transactions, airtime top-ups, bill payments and in-store payments, noted Youtap. The small size of the device and low cost is suited to the needs of mobile airtime resellers, small shops, wet markets, street vendors, taxi drivers and other transport operators who need a secure way to receive mobile money.

More advanced than traditional mobile wallet transactions, Youtap's device integrates closed-loop mobile wallets with open-loop payment providers.

The Youtap Pay payment processing platform has rich APIs, which enables integration with solutions offered by banks, payment service providers and third-party mobile wallets.

"Merchant payments are growing at a phenomenal rate in emerging markets," said Chris Jones, CEO of Youtap. "Youtap is at the forefront of this growth, enabling more than 30 payment providers in Africa alone to process large volumes of in-store, transportation and cash-related transactions," he said. "By bundling X8 acceptance devices with the Youtap Pay Express platform, we're providing mobile money services with the latest in mobile money payment processing technology and an entry ramp into merchant payments."

## Intelsat and Gilat unveils 3G mobile solution

INTELSAT AND GILAT have partnered on a joint managed services solution to provide 3G infrastructure in the most remote locations around the globe, where terrestrial services are not practical. Mobile Reach Solar 3G is an end-to-end managed solution for mobile network operators (MNOs) who want to extend their reach to ultra-rural regions. The turnkey, solar-powered package combines Intelsat connectivity, including services from the Intelsat EpicNG high-throughput satellite (HTS) platform, together with Gilat's industry proven VSAT system for small cell and cellular backhaul.

"There is a massive transformation underway in the communications sector, as technology advancements make it more economical to connect the unconnected. The Mobile Reach Solar 3G service is an example of the market expansion that will be enabled by the higher power, more efficient services provided by our Intelsat EpicNG platform," said Jean-Philippe Gillet, Intelsat's vice president and general manager, broadband.

According to the two firms, Mobile Reach Solar 3G is a small-cell over satellite package that can be carried by hand and installed by just a few people. It aims to support MNOs looking to extend services and address market needs, where unreliable or non-existent power supplies requires diesel generators to provide consistent service levels. In those environments, maintaining equipment and securing fuel can be both challenging and expensive when trying to keep traditional cell towers operational.

"There is a massive transformation underway in the communications sector, as technology advancements make it more economical to connect the unconnected," stated Gillet. "One of satellite's biggest advantages is the ability to easily reach areas where terrestrial connectivity is limited. Combining this with solar-based solutions means that our customers will be able to cost-effectively expand their networks. As they do so, remote regions will enjoy the economic benefit that always accompanies digital inclusion."

## Quiptel delivers OTT services to Africans

UNDER A NEW agreement between global streaming technology firm Quiptel (a Falcon Media House Company) and providers of digital and broadcast technologies LaserNet Group the two businesses will deliver OTT services to millions of users across Africa.

The partnership enables Quiptel to offer its Q-Flow powered OTT platform to LaserNet, who will both create integrated platform offers to telcos and mobile operators, as well as providing hosted streaming services to independent content owners.

The Quiptel Media Platform (QMP) is expected to deliver flawless streams using its patented Q-Flow technology. Designed to overcome the challenges of congested and slow connections to deliver content to the end user using the most efficient and cost effective

route. The joint solution will enable broadcasters and cable companies to increase their market share with a lower capital expenditure.

"OTT players are thriving in Africa, driven by smartphone penetration and the roll-out of 3G/4G networks, but the challenge is still how to minimise the cost of distribution and at the same time provide a great video streaming experience," said Sandip Sarda, CEO Quiptel.



OTT players in Africa have benefited from smartphone penetration and the roll-out of 3G/4G network. (Photo: Es sarawuth/shutterstock)

## Total and Worldline launch new payment solution

The Guichet Unique solution will be rolled out across eight African countries including Kenya. (Photo: Sopotnicki/shutterstock)



UNDER THE AGREEMENTS, Total and Worldline will support the roll out of the Guichet Unique solution in eight African countries – Burkina Faso, Cameroon, Côte d'Ivoire, Kenya, Mali, Morocco, the Republic of Guinea and Senegal. The companies will fund the first phase of deployment of the Guichet Unique solution in the eight countries and become shareholders in InTouch, alongside its founder, Omar Cissé.

According to the two firms, Guichet Unique provides retail networks with a unique device that enables customers to securely and seamlessly accept all means of payment, including mobile money, payments processed through private label cards and cash, and to distribute third party services, such as subscriptions to media content, bill payment, money transfer, card top-up, banking and insurance.

The new solution was launched in more than 170 Total service stations and more than 600 independent points of sale in Senegal, the Guichet Unique platform manages more than 30,000 transactions per day in that country. Total is expected to roll out the Guichet Unique solution in its service station network in these eight countries, with plans being discussed for further deployment in another 30 African and Middle Eastern countries.



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