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Improving legacy infrastructures
to manage network monetisation

AfricaCom

Enterprises in the African
digital ecosystem

IBC

Superior systems for
content creators

Réseau

Les « circonstances
opportunes » exploitées
par les cybercriminels



Ahmadou Bakayoko,
CEO of Radiodiffusion Télévision
Ivoirienne (RTI)



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A note from the Editor

THIS ISSUE OF Communications Africa/Afrique focuses on digital connectivity and commercial opportunity. AfricaCom 2016, set for Cape Town in November, will promote the new generation digital ecosystem and enterprises. Herein, also, are analyses of network technologies and business models. This issue focuses on billing systems and security concerns. And this issue represents the broadcasting community in Africa. Find in these pages the annual Broadcast Buyers Guide, and a preview of the equipment and software on show at IBC this September. See how the latest post-production equipment works in the studio, too

MAIN COVER IMAGE: IBC

COVER INSET: Stephen Williams

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Une note du rédacteur

DANS CE NUMÉRO de Communications Africa/Afrique, il y a des articles sur le réseau, l'adoption de la technologie mobile, et la réduction des « circonstances opportunes » exploitées par les cybercriminels. Il y a aussi un rapport de la deuxième édition ivoirienne de DISCOP Africa.

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Nigeria to gain mVisa mobile payments solution

VISA INC IS in advanced discussions with Nigerian banks to bring its mVisa mobile payments solution to Nigeria, with a view to rolling the solution out to Nigerian consumers before the end of 2016; Ade Ashaye, group country manager for Visa West Africa, said, "Because mVisa allows merchants to accept Visa payments without having to invest in costly point of sale hardware, it gives Nigerian consumers a reliable, secure and convenient mobile payment option."

Energy Vision selects Flexenclosure's eSite

POWER SYSTEMS SPECIALIST Flexenclosure is set to roll-out its eSite hybrid power system in Gabon for Energy Vision, a telecom-focussed renewable energy service company (RESCO); Flexenclosure will be working closely with Energy Vision, not only providing equipment but also comprehensive on-site training and local implementation support during Energy Vision's network rollout.

MainOne subsidiary wins SAP HANA certification

MDXI, THE DATA centre subsidiary of MainOne, is now an SAP-certified provider of infrastructure services for SAP solutions, able to deliver high-quality cloud and infrastructure operations services for customers running SAP solutions; the company, West Africa's first SAP-Certified data centre, will host and manage SAP applications utilising enterprise cloud platforms across private, public and hybrid cloud solutions, via a consumption-based delivery model.



SAP West Africa managing director Kudzai Danha presents the SAP certification to MainOne chief executive officer Funke Opeke

Rohde & Schwarz, Promate sign display agreement

ELECTRONICS GROUP ROHDE & Schwarz and industrial display modules company Promate Electronic are strengthening their collaboration with a global strategic procurement agreement for the development and delivery of display solutions; Peter Schindwein, who heads corporate procurement at Rohde & Schwarz, said, "Together we have laid a new foundation that solidifies existing business and offers a legal platform for further expansion."

Orange helps Sensile monitor oil and gas with M2M

ORANGE BUSINESS SERVICES has won a three-year contract with Sensile Technologies for M2M connectivity - including 25,000 SIM cards - to support its two remote monitoring products worldwide: NETRIS2 and GASLink; "Leading oil and propane companies rely on our autonomous, robust, and easy to install systems; we have more than 60,000 in place on tanks in over 60 countries," said Jean-Marc Uehlinger, operational director, Sensile Technologies.

AppsAfrica awards tech innovation

TAKING PLACE 14 November in Cape Town, South Africa, the AppsAfrica.com Innovation Awards celebrate the best in mobile and technology across the continent, in association with Mobile Monday

South Africa and the Mobile Ecosystem Forum (MEF); the event acknowledges ventures that can clearly demonstrate innovation using mobile or technology to meet the needs of African markets through, amongst other factors: disruptive innovation; social networks and messaging; enterprise solutions; news and entertainment; education; financial technology; branding; and inclusiveness.

Huawei strategises MBB connectivity opportunities

AT GSMA MOBILE 360Africa, Huawei unveiled its mobile broadband (MBB) 2020 Strategy for Africa, outlining a blueprint for better connectivity; Dr Mohamed Madkour, Huawei's vice president of wireless networks marketing & head of global demand generation, said, "Broadband networks are the foundation of connectivity and user experience."



Dr Mohamed Madkour, vice president of wireless networks marketing & head of global demand generation, Huawei

Eutelsat sells Wins stake to SpeedCast

SPEEDCAST INTERNATIONAL LIMITED is set to acquire Eutelsat Communications' 70 per cent stake in Wins Limited for a consideration based on a total enterprise value of approximately €60mn (US\$73.2mn); held through Skylogic, Eutelsat's wholly-owned subsidiary, Wins provides maritime connectivity services to passenger vessels in the Mediterranean region as well as providing, through its DH-Intercom subsidiary, L-band connectivity and VSAT solutions to merchant vessels.

MTN Nigeria moves towards 2017 NSE listing

AS PART OF its efforts towards listing its shares on the Nigerian Stock Exchange (NSE), MTN Nigeria has formed a management task team with the responsibility to guide the company towards placement during 2017; it has also appointed Stanbic IBTC Capital Limited and Citigroup Global Markets Limited as its joint transaction advisors and joint global coordinators, with Stanbic acting as lead issuing house.

Midcom launches mobiles through African network

THE UAE-BASED CONGLOMERATE Midcom Group has launched a new range of 16 mobile phones designed in the UAE specifically for Africa and the Middle East; during a beta testing phase at the end of 2015 across Nigeria, Kenya, Uganda and Tanzania, over one million of the FERRO brand of devices were sold, far surpassing Midcom's expectations.



The FERRO models are available in Kenya, Nigeria, Tanzania, Ivory Coast, Ghana, Uganda, Rwanda, Senegal, Togo, Congo and Cameroon.

130,000

Reasons to Consider

FG Wilson

At FG Wilson, we've been building and installing generator sets for half a century. And the most important things we've learned in that time are that every customer has their own individual needs and that working through a project means not just building the metal but also building relationships and trust.

We looked back as far as our computers would allow us and found that since 1990 over 130,000 FG Wilson generator sets have been hard at work in Africa, altogether with a total electrical capacity of 12GW, double that of the mains electricity supply in Nigeria.

With a number like that, we take no risks with quality or performance. When you buy one of our generator sets you can be sure of two things: that it has been rigorously tested before it leaves our factory and that you will have a lifetime of support, at the kind of level you would expect from the automotive industry.

As we mark 50 years of FG Wilson, we would like to say a heartfelt thank you to our existing customers, and also a warm welcome to customers who may not know us yet.

To find out more about what FG Wilson can do for you, visit us at www.fgwilson.com



Sensile Technologies contrôlera à distance ses citernes de pétrole et de gaz

ORANGE BUSINESS SERVICES a signé avec **Sensile Technologies** un contrat de trois ans visant à fournir une connectivité M2M, comprenant 25,000 cartes SIM, pour soutenir ses deux solutions de supervision à distance - NETRIS2 et GASLink; « Les plus grandes sociétés de distribution de pétrole et de propane s'appuient sur nos systèmes autonomes, robustes et faciles à mettre en place - nous avons installé plus de 60,000 systèmes sur des citernes dans plus de 60 pays, » se réjouit Jean-Marc Uehlinger, directeur des opérations de Sensile Technologies.

WorldRemit transfère d'argent international par mobile vers le Malawi avec Airtel

EN S'ASSOCIANT À l'opérateur de téléphonie mobile **Airtel Malawi**, **WorldRemit** donne la possibilité à un plus grand nombre de personnes d'avoir accès aux services financiers; Alix Murphy, l'analyste en chef, spécialiste de la mobilité chez WorldRemit, a dit, « Grâce à WorldRemit, les Malawites peuvent désormais recevoir l'argent directement sur leur téléphone, de jour comme de nuit, sans avoir besoin de faire la queue et sans avoir peur de se faire détrouser. »

Avec Flooz de Moov Togo, Ecobank se renforce dans le mobile banking

AVEC **MOOV TOGO**, **Ecobank** se renforce davantage dans le segment du mobile money; s'associer au service Flooz, qui compte 1,150,000 abonnés dans un pays de près de huit millions d'habitants, permettra à Ecobank de maximiser ses revenus en conquérant ce petit marché non-négligeable en termes de potentiel financier, où réside son siège social.

Sonatel teste le Wi-Fi public gratuit à Rufisque, au Sénégal

LA **SOCIÉTÉ NATIONALE des télécommunications (Sonatel)** du Sénégal a procédé au lancement du Wi-Fi public gratuit dans la municipalité de Rufisque; le projet, baptisé WifiZone sera étendu dans les prochaines semaines aux municipalités des Parcelles Assainies et Sacré-Cœur/Mermoz.

Outsourcia s'implante à Madagascar à travers une prise de participation majoritaire dans SCEMI

LE GROUPE MAROCAIN **Outsourcia**, spécialisé dans la gestion de la relation client et les métiers de l'outsourcing, a effectué une prise de participation majoritaire dans le groupe **SCEMI SA**, société française spécialisée dans l'externalisation de services en offshore installée à Madagascar; « Le secteur des centres d'appels étant entré dans sa phase de maturité, les métiers de Back office externalisés (BPO) constituent pour nous un relais de croissance. Madagascar est une destination pionnière dans ces métiers, et l'acquisition de SCEMI va nous permettre de nous positionner fortement sur ce marché en capitalisant sur l'expérience d'une équipe de près de 700 collaborateurs ayant construit un savoir-faire local depuis plus de 10 ans », précise Youssef Chraïbi, président du groupe Outsourcia.

L'événement Open Source de Smile, à Abidjan, en Côte-d'Ivoire

SMILE A DONNÉ rendez-vous pour l'événement Open Source des décideurs consacré à la réalisation d'un panorama du marché et des différentes problématiques qu'ils adressent; il eut présenté des retours d'expériences de projets, des démonstrations d'outils, des conférences thématiques.

Une consultation régionale pour l'Afrique de l'Ouest sur le besoin d'investir dans les technologies

APRÈS UNE PREMIÈRE réunion au Gabon dédiée à l'Afrique centrale en mai 2016, l'**Association pour le développement de l'éducation en Afrique (ADEA)** a tenu une deuxième consultation régionale pour sa Triennale 2017

visant à promouvoir les sciences, les technologies, l'ingénierie et les mathématiques dans l'enseignement en Afrique; « Les sciences, les mathématiques et les nouvelles technologies sont des moteurs de développement, » a déclaré le secrétaire général de la **Conférence des ministres de l'Éducation des pays ayant le français en partage (Confemem)**, Jacques Boureïma Kix.

Améliorer l'efficacité des services de santé publique au Gabon

LE CONSEIL DES administrateurs de la **Banque mondiale** a approuvé un prêt de la **Banque internationale pour la reconstruction et le développement (BIRD)** d'un montant équivalent à 56 millions de dollars afin d'aider le Gabon à mettre les technologies de l'information et de la communication (TIC) au service du développement socioéconomique du pays, particulièrement dans le secteur de la santé; le projet e-Gabon vise les usagers et les professionnels du système national de santé, mais aussi les opérateurs privés et les entrepreneurs – particulièrement les femmes et les jeunes - désireux d'investir dans l'économie numérique.

L'importance des sciences, des mathématiques et des nouvelles technologies en Afrique

LE ROYAUME DU Maroc a accueilli à Rabat la troisième consultation régionale – dans le cadre de la préparation de la Triennale 2017 de l'**Association pour le développement de l'éducation en Afrique (ADEA)** - pour la région de l'Afrique du Nord, après celles qui se sont respectivement tenues au Gabon pour la région de l'Afrique Centrale sur la promotion de la paix et de la citoyenneté mondiale à travers l'éducation, et au Sénégal à Dakar pour la région de l'Afrique de l'Ouest à Dakar sur la promotion des sciences, des mathématiques et des nouvelles technologies dans les systèmes éducatifs pour réussir la transformation structurelle de l'Afrique et pour construire des économies et des sociétés africaines du savoir; la consultation de Rabat organisée sous le leadership du ministère de l'Enseignement supérieur, de la Recherche scientifique et de la Formation du Maroc et en étroite collaboration avec l'**Organisation islamique pour l'éducation, les sciences et la culture (ISESCO)**, le **Groupe de la Banque africaine de développement (BAD)**, l'**Agence de coopération internationale du Japon (JICA)** accueille des experts venus du Kenya, du Maroc, de la Mauritanie et de la Tunisie.



La vision de PayDunya

ALORS QUE LE reste du monde profite de la révolution numérique, l'Afrique est une fois encore en marge de cette révolution. Les nouveaux services et métiers qu'a engendré cette révolution numérique sont principalement basés sur le « online ». L'Afrique est encore un continent où tout reste à faire et le marché du numérique pourrait être « la solution » au chômage accru que connaissent les populations africaines actuellement. L'Afrique a raté le tournant de la révolution industrielle, elle ne devrait en aucun cas rater celui de la révolution numérique.

PayDunya propose une solution au problème des internautes africains à pouvoir payer sur Internet et nous espérons que PayDunya favorisera l'éclosion de nouvelles startups et opportunités d'affaires en Afrique. Avec PayDunya, tout jeune qui hésite à se lancer dans l'entrepreneuriat online parce que ne sachant pas comment rentabiliser son projet trouve fin à ses maux.

PayDunya est pour l'instant disponible au Sénégal mais travaille à s'implanter dans tous les pays Africains, afin que les africains aient une solution unique de paiement à travers le continent.

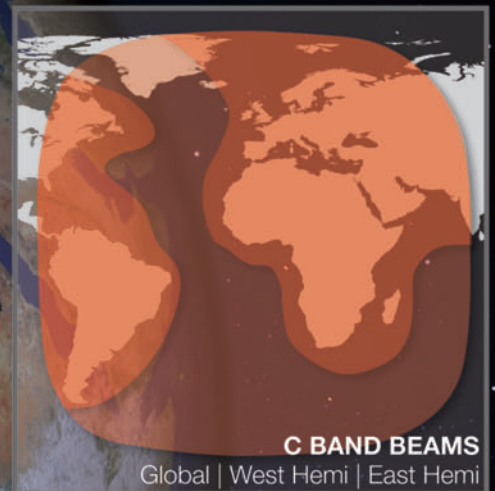
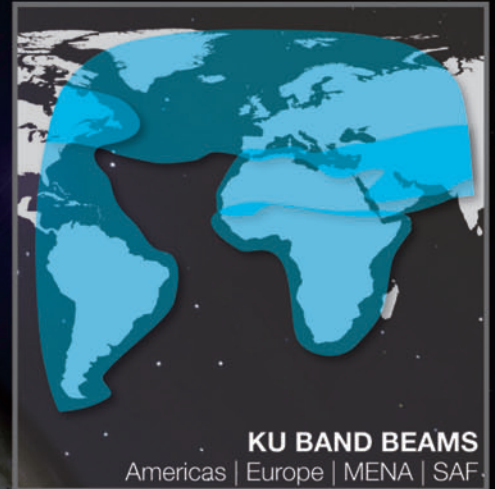
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Satellite rendition courtesy of the Boeing Company

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Events/Événements 2016

OCTOBER/OCTOBRE

5-6	AITEC Banking & Mobile Money	Lagos, Nigeria	aitecafrica.com
18-19	Broadband World Forum	London, UK	tmt.knect365.com
19-20	Apps World	London, UK	tmt.knect365.com
31 Oct-1 Nov	TV Connect MENA	Dubai, UAE	tmt.knect365.com

NOVEMBER/NOVEMBRE

1-2	MVNOs Networking Congress	London, UK	tmt.knect365.com
2	DevOps World	London, UK	tmt.knect365.com
2-4	DISCOP	Johannesburg, South Africa	discopafrika.com
4-6	FTTH Council Africa	Cape Town, South Africa	www.ftthcouncilafrica-conference.com
7-8	Critical Communications MENA	Dubai, UAE	tmt.knect365.com
9-10	WorldDAB General Assembly	Vienna, Austria	www.worlddab.org
14-18	Africa Com	Cape Town, South Africa	tmt.knect365.com
15-17	LTE Africa	Cape Town, South Africa	tmt.knect365.com
15-17	TV Connect Africa	Cape Town, South Africa	tmt.knect365.com
25-27	Internet of Things Solutions World Congress	Barcelona, Spain	www.iotsworldcongress.com
27-30	Cairo ICT	Cairo, Egypt	www.cairoict.com
29-30	MED-IT	Skhirat, Morocco	www.med-it.com

A decade of service to Africa's wholesale telecoms community

LONG-REGARDED AS THE largest and single most important pan-African wholesale telecommunications conference, Capacity Africa is held this year in Kampala, Uganda, 27-28 September.

Bringing together 500+ senior-level professionals from 180+ organisations representing the entire African wholesale industry, Capacity Africa delivers a platform to network with existing partners and establish new lucrative business partnerships within Africa.

Panel discussions begin with a focus on the host country. Uganda's competitive local telecoms landscape is currently operated by more than 20 service providers, serving a population of over 37.5mn. It is a crowded, yet flourishing market.

Ugandan connectivity will be discussed by: Suzan Kitariko, country manager, **Google Uganda**; Nic Rudnick, CEO, **Liquid Telecom**; James Saaka, executive director, **National Information Technology Authority - Uganda**; Roger Sekaziga, CEO, **Roke Telkom**; and Mark Shoebridge, managing director, **Uganda Telecom**.

The event examines the wholesale market in detail. With still over half of the continent's population unconnected, voice and data traffic is set to increase drastically over the coming decades. Yet, improved international submarine connectivity is causing significant price drops and profit margins in the wholesale sector are shrinking rapidly. Some experts believe, the time to react may be now.

African wholesale issues will be debated by: Silvio do Carmo, SADC & East Africa managing director,

PCCW Global; Steven van der Linde, CSO, **Seacom**; Vishal Dhume, AVP - Africa, **Tata Communications**; Leonardo Cerciello, head of sales Asia, Africa & Middle East, **Telecom Italia Sparkle**; and Chris Wood, CEO, **WIOCC**.

Capacity Africa attracts a strong set of carriers, creating a great environment for business

The future of mobile money is also assessed. The days when mobile money meant simply transferring credit from one mobile account to another under the same operator are long over and the ecosystem has grown vastly. Credit is now not only transferred across borders, but utilities and other bills are being paid directly from mobile accounts, which is causing money to increasingly stay within the system rather than being converted into cash.

The presentation will be by Ameer Kamal Arif, CCO, Uganda Telecom

In a debate over content provision, attendees will contend with demands for the localisation of data hosting. Carrier-neutral data centres are a recent development in Africa, and these trends have caused an impressive acceleration in the deployment pace. Yet, while striving to provide data centres of excellence on an international level, African projects

are still faced with very basic problems such as the lack of constant power supplies.

Debaters in this session will include: Dan Kwach, general manager, **East Africa Data Centre**; Ranjith Cherickel, CEO, **Icolo.io**; Richard Bell, CEO, **Kooba Africa**; Eckart Zollner, head of business development, **New Telco SA**; Ayotunde Coker, managing director, **Rack Centre**.

Internet exchange points are also considered critical national and regional internet infrastructure. They are the subject of increasing focus by national governments, regional bodies, and international organisations because of their central role within the ecosystem.

IXPs will be examined by: Kyle Spencer, director, **Uganda Internet Exchange Point**.

International interest in West Africa is analysed at Capacity Africa. Encompassing some of Africa's fastest moving markets, the west seems on the verge of readiness to leapfrog into the future. LTE deployment is pushing ahead and with increased investment in FTTH, fixed line connectivity also appears to be improving. But with even the leading market of Nigeria currently only managing 40 per cent of electricity uptime, recurring vandalism and unsolved land access issues across the region, should telcos bring their focus back to basics?

This area will be debated by: Tehua Kossonou, international chief officer, **ALINK Telecom**; Chris George, strategic negotiator, **Google**; and Robert Aouad, CEO, **Isocel**.

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We are your technology partner.

LIQUID
TELECOM

Building Africa's digital future

Intelsat 33e is first multi-spot beam, Ku-band HTS for Africa

THE SECOND HIGH throughput satellite (HTS) in the Intelsat EpicNG series, manufactured by Boeing and equipped with the most advanced digital payload on a commercial spacecraft, Intelsat 33e will extend Intelsat's high throughput capacity in both C- and Ku-band from the Americas to include Europe, the Middle East, Africa, Asia Pacific, the Mediterranean and Indian Ocean regions.

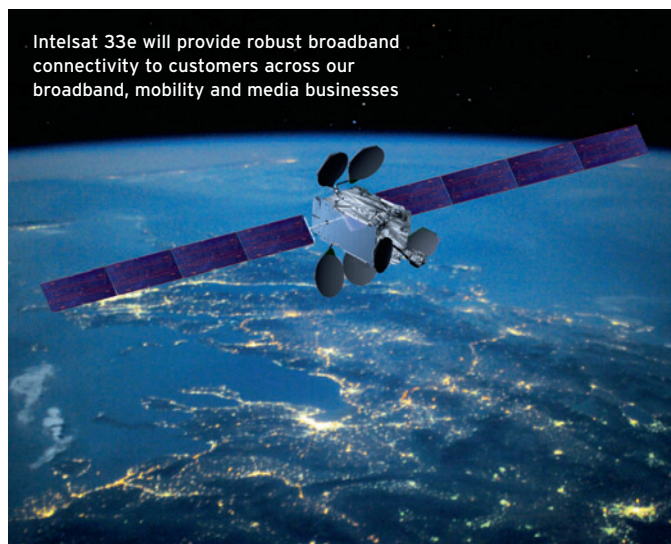
Intelsat EpicNG features an exceptionally flexible HTS payload design that is backward compatible with already deployed user networks globally. The higher performance, better economics and

simplified access of the Intelsat EpicNG design are built to address an expected \$3.2 billion incremental revenue opportunity related to new demand for satellite-based infrastructure in the enterprise, wireless infrastructure, aeronautical and maritime mobility, government and Internet of Things sectors by the year 2021.

The amount of global data traffic is expected to surge at a compound annual growth rate of 53 percent from 2015 through year-end 2020. With increasing broadband requirements and a growing number of smartphone users, the flexible and open architecture of Intelsat 29e, Intelsat 33e and future Intelsat EpicNG satellites will enable fixed and mobile network operators to cost-effectively extend their networks and meet the surges in broadband demand across the continents.

Select customers have already committed to take advantage of Intelsat 33e, some of which include Pakistani Internet service provider SuperNet Limited, African telecommunications providers such as Telkom South Africa, Orange, IP Planet, Vodacom, Djibouti Telecom, Safaricom and Africell RDC SPRL.; Russian network service providers Romantis and RuSat LLC; and media customers including TV & Radio Broadcasting (formerly Television and Radio Broadcasting of Armenia), and MultiChoice of South Africa.

Intelsat 33e will also deliver enterprise-grade, broadband services to aeronautical and maritime mobility service providers and users. The satellite combines wide and high performing spot beams facilitating combined live television and broadband applications within the same network. As previously announced, prestigious maritime mobility customers such as EMC, Harris CapRock and Marlink, and aero mobility customers such as Gogo and Panasonic Avionics have committed to the Intelsat EpicNG fleet for mobility and fixed and mobile enterprise applications.



West African broadband and broadcast potentials at NigeriaCom

THE 6TH EDITION of NigeriaCom will take place at the Oriental Hotel, Lagos, 22-23 September, attracting 750+ decision making attendees - with 43 per cent C-Level and 54 per cent operator attendance.

If you are active in the digital and communications sector within Nigeria or west Africa this presents the only show of significant scale where you can engage with Nigeria's knowledge economy. Anyone with a stake in the region's digital landscape understands the opportunity combined with complexity that Nigeria's unique development story presents. Don't miss out on the unique business networking opportunities NigeriaCom provides.

The ICT Leaders forum

The ICT Leaders forum has been created to uncover the best solutions and future steps towards excellence in information and communications technologies. The role of chief information officers (CIOs) and chief technology officers (CTOs), heads of technology and information technology leaders is evolving rapidly. Responsibilities now extend far beyond IT troubleshooting to include a complete overhaul of business processes enabling institutions and small to medium enterprises (SMEs) to compete digitally.

This is the forum to make sure you prepare your business and don't get left behind. Attendees will hear thought led panels and presentation from leading connectivity service providers and chief technologists from Nigeria's enterprises and SMEs. Main topics include convergence in unified communications; mobility solutions; and the CIO/CTO challenge on becoming truly competitive in a digital age.

The broadband potential

Critical discussion will take place at the Telecoms Leaders' Roundtable, where figures from the Nigerian Communications Commission (NCC) and Nigeria's Ministry of ICT will work with the network operator community delve into discussion on mobile broadband (MBB) and fixed broadband (FBB) penetration. There are a lot of challenges and queries ahead of the country's commercial roll-

out of 4G LTE services in 2017. If you are invested in Nigeria's communications networks and want to join the leaders driving universal access, this is the key session to attend.

As well as broadband coverage the expert panel of speakers will touch on other critical themes including spectrum as the key enabler and updates on Nigeria's proposed Communication Service Tax Bill.

Specialist content

The event also features a new mHealth focus, and new digital television (DTV) and broadcasting content. Qualcomm Wireless Reach allows delegates to understand the connectivity value-chain when creating and delivering truly effective M-health solutions. Through an intuitive case study that connects smart governance and policy with private sector connectivity providers, delegates will learn how to deliver the most effective M-health services to meet market needs. Furthermore,

event organiser **KNect 365 TMT** captures the development of broadcast media, production houses and new digital broadcasting channels. If you are launching a new channel, providing digital programming or broadcasting, the sessions are not to be missed. Attendees will be educated on how the future of thematic channels will dominate the digital space, on commercial viability models for sports content, and on how to create and provision content for a multiplatform, multimedia environment.

For more information, visit the website: <https://tmt.knect365.com/nigeria-com>

Le cadre du Sommet de l'entrepreneuriat

AFOLABI ABIODUN, PDG de la société de communications SB Telecoms basée au Nigeria, fut grandement impressionné lors de sa récente visite du campus débordant d'activité de l'Université Stanford, au cœur de la Silicon Valley.

Il se tenait parmi 700 autres entrepreneurs, originaires de 170 pays, réunis pour participer au sommet mondial de l'entrepreneuriat 2016. Au cours des trois jours qui ont suivis, Abiodun, diplômé du programme Stanford Seed Transformation, a participé à des présentations et des ateliers avec une foule de dirigeants d'entreprises internationales, a développé des relations avec des dizaines de nouveaux collègues et investisseurs potentiels et a assisté à une allocution du président des États-Unis, Barack Obama.

GE et ENGIE renforcent leur collaboration dans le domaine du digital

GE ET ENGIE viennent de signer un protocole d'accord pour conduire des actions innovantes et examiner ensemble des solutions digitales, notamment sur l'optimisation de la performance des actifs de production d'électricité d'ENGIE, l'un des plus importants opérateurs de technologies développées par GE au monde.

Il s'agit d'une collaboration entre la première entreprise numérique industrielle au monde et un groupe énergétique mondial qui s'est fixé pour cap d'être le leader mondial de la transition énergétique.

GE est un groupe industriel numérique mondial, qui transforme l'industrie grâce à des machines contrôlées par logiciel et des solutions connectées, adaptées et prédictives. GE s'organise autour d'un échange mondial de connaissance, le " GE Store " (offre de produits GE), au sein duquel chaque activité partage et a accès aux mêmes technologies, marchés, structures et connaissances. Chaque invention nourrit les innovations et les applications dans tous nos secteurs industriels. Grâce à ses collaborateurs, ses services, sa technologie et sa taille, GE produit de meilleurs résultats pour ses clients en parlant le langage de l'industrie. GE possède une expérience solide en matière de solutions dans le domaine de l'internet industriel et les services et logiciels de gestion énergétique. Le groupe ENGIE apporte quant à lui son savoir-faire unique dans l'ingénierie énergétique, la production et la distribution d'électricité ainsi que les énergies

renouvelables et les technologies de stockage d'énergie.

Pour l'entreprise ENGIE, cet accord permettra notamment :

- D'améliorer la performance et la fiabilité de ses actifs de production d'électricité et de gestion des réseaux électriques.
- De collaborer dans le domaine de la transformation digitale (Leadership programmes, Design thinking, Fast works ...).
- De lancer la coopération entre ses équipes au sein de la Digital Factory d'ENGIE et celles de la Digital Foundry de GE.
- De participer au réseau développé par GE pour la digitalisation de l'électricité.

À l'occasion de la signature, Judith Hartmann, directeur général adjoint d'ENGIE, a déclaré : « Avec ce partenariat, nous poursuivons la transformation digitale du Groupe. Grâce à l'expertise de GE en la matière, nous serons en mesure d'accélérer la montée en puissance de notre Digital Factory et d'améliorer encore la performance opérationnelle de nos actifs de production électrique. »

Mark Hutchinson, président et CEO, GE Europe, a fait remarquer, « Ce partenariat constitue une étape clé dans la voie qu'emprunte l'industrie énergétique dans l'ère du digital. »

En outre, M Hutchinson a dit, « Combiner nos expertises nous permet d'explorer de nouvelles solutions digitales dans des domaines très différents pour créer de la valeur. »

MainOne obtient une certification SAP

MDXI, LA FILIALE de MainOne, société de premier plan dans le domaine des solutions relatives à la connectivité et aux centres de données, est à présent un fournisseur certifié SAP de services d'infrastructure pour les solutions SAP. Cette nouvelle certification confirme la capacité de la société à fournir des services opérationnels de haute qualité en matière de cloud et d'infrastructure pour les clients utilisant les solutions SAP et reconnaît la société comme étant le premier centre de données de la région à obtenir la certification SAP.

La certification permettra à MDXI d'héberger et de gérer des applications SAP utilisant les plate-formes de cloud d'entreprise de la société, à travers ses solutions de nuages privés, publics et hybrides via un modèle de prestation axé sur la consommation.

À la réception du certificat, le président directeur général de MainOne, Funke Opeke a déclaré : « Nous sommes heureux de recevoir la certification SAP pour nos services d'infrastructure opérationnelle, car elle témoigne de notre engagement à fournir des solutions de classe mondiale en matière de centre de données et de cloud au Nigeria. Grâce à cette certification SAP, il est à présent possible pour les entreprises nigérianes d'héberger des applications SAP dans le pays via la plate-forme cloud de MDXI et d'optimiser leurs processus comptables, d'analyse de données et de gestion de la chaîne de vente. Cela permettra d'améliorer les temps de réponse des applications SAP, de garantir la sécurité des données et d'assurer des frais d'abonnement plus rentables. »



Le directeur général de SAP Afrique de l'Ouest, Kudzai Danha, présente la certification SAP en matière de services d'infrastructure opérationnelle, au président directeur général de MainOne, Funke Opeke

CineBox inaugure MTN Movies house à Brazzaville

LA SOCIÉTÉ **CINEBOX** a inauguré à Brazzaville le premier cinéma depuis 25 ans en République du Congo, en présence de membres du gouvernement. Avec une salle de 200 places, **MTN Movies House**, situé au cœur du Plateau des 15 ans, est ouvert sept jours sur sept et propose une programmation diversifiée et accessible.

Conçu selon les meilleurs standards internationaux (diffusion en 4K, écran géant de 7m/4, son Dolby Digital 7.1), le cinéma est opéré par la société congolaise CineBox. Son fondateur, Romaric Oniangue, copromoteur du projet et administrateur, explique : « Pour beaucoup de Congolais, MTN Movies House va proposer le premier contact avec le cinéma « grand écran ». En soi, c'est déjà un symbole. Mais nous voyons plus loin et souhaitons développer une offre cinématographique avec une vision à long terme. Notre objectif est de rayonner dans la région. »

CineBox contribue à la relance de la culture du cinéma au Congo et confirme l'essor de l'industrie culturelle en Afrique. L'entreprise souhaite notamment promouvoir la création cinématographique et audiovisuelle au Congo en regroupant, sur le même lieu, les différents acteurs de la filière (réalisateurs, producteurs, cadres, ingénieurs, projectionnistes...) pour proposer notamment des formations et des projections. MTN Movies House complètera son offre avec la mise en place d'actions d'éducation à l'image en direction des enfants et l'organisation à terme d'un festival de cinéma.

MTN Movies House s'adresse principalement à un public familial. Les spectateurs découvriront les films les plus récents du box-office américain et français pour un tarif de 5 000 francs CFA pour les adultes et 2 500 francs CFA pour les enfants (avec une consommation comprise). « 60% des Congolais ont moins de 20 ans et ne sont jamais allés au cinéma. Pour beaucoup, MTN Movies House est donc une grande première ! », explique Gilles-Laurent Massamba, copromoteur du projet et administrateur gérant.

“Consumers are very well informed, and good quality products at competitive pricing is paramount.”



- Akash Kumar
managing director
Midcom Group

“It’s important that network operators, carriers and service providers in the industry continue to look for ways to collaborate on connecting Africa to the world, and connecting the world back to Africa.”

- Eckart Zollner
head of business development
New Telco SA

“As technology advances and encroaches upon most people's day-to-day lives in some shape or form, people can expect more IoT enabled solutions that address the unique issues facing Africa.”

- Brett Parker
managing director
SAP Africa

“While endpoint visibility provides crucial information about corporate assets, specialised devices, their location and the security posture of

endpoints, bidirectional integration helps build a stronger cyber network foundation.”

- Christopher Kissel
digital transformation research analyst
Frost & Sullivan

“Policymakers widely accept that access to information and communication technology in education can help individuals to compete in a global economy by creating a skilled workforce and facilitating social mobility.”

- HE Mrs Elham Mahmood Ahmed Ibrahim
commissioner for Infrastructure and Energy
African Union

“Companies are all different, with different contact centre needs, and the service provider needs to appreciate this fact.”



- Andre Deetlefs
executive manager for lines of business
Jasco

“An IP-based surveillance system needs network protection and it’s advisable to use a dedicated network for clients and servers and separate surveillance from other networks.”

- Laurence Smith
executive
Graphic Image Technologies



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Showcasing the technology economy

This year, AfricaCom innovates to become a business and technology incubator for the architects of Africa's digital future

WITH 10,000+ ATTENDEES, 375+ exhibitors and 350 visionary speakers AfricaCom is the largest and most influential Africa-focused tech event in the world – the meeting place for those driving Africa's digital transformation. The event has now become a week-long festival of thought-provoking content, immersive satellite events, and unique networking experiences.

Investment hubs

In partnership with Africa's leading accelerators and innovation hubs, the AHUB powered by Ericsson is the meeting place for Africa's start-up community linking business ready entrepreneurs, developers and start-ups with accelerators, investors, venture capitalists (VCs) and business mentors. The AHUB enables entrepreneurs to share ideas, collaborate and connect with the most active and sophisticated VCs, funds and angel investors. Whether it's investment, visibility for your brand and start-up business, generating customers or close mentoring - the AHUB is an essential destination to expose tech or online business to an international community of established players.

Celebrating digital transformation

The AfricaCom awards - the industry's premier celebration and key reference point for recognising and encouraging digital transformation across the continent. The AfricaCom Awards once again returns to the exclusive surroundings of the Waterfront LookOut in Granger Bay.

Craig Lumsden, marketing executive at event organiser KNect 365 TMT, said, "Last year we saw an increase of 10 per cent in attendance so we're building on that success to create a vibrant platform from which our community can do more to accelerate connectivity and shape Africa's digital future. This year attendees have a plethora of opportunities to interact with disrupters, innovators, pioneers, investors, visionary leaders, industry heavyweights, regulators, and governments. We're working closely with industry experts to inject fresh vigour into our sessions to ensure that attendees emerge feeling informed, energised and equipped to transform new ideas into action,"



Promoting technologists

With a festival from 14-18 November and a concurrent exhibition from 15-17 November, the 2016 edition of AfricaCom promotes technologists more intensively than before through demonstrations of the ways in which digital connectivity contributes to economic development and social empowerment.

With more than 10,000 attendees from across the entire digital ecosystem, over 350 speakers, and more than 375 exhibitors offering innovative solutions, this year is all about digital transformation for economic empowerment.

Speakers at this year's event offer thought-provoking insights based on extensive experience and expertise. Those offering keynote presentations and routes for discussion include: Frank Ogochukwu, chief technology strategist at Murtala Muhammed Airport, Lagos; Terryanne Chebet, founder of Scarlet Digital, senior business anchor & associate editor at Citizen TV Kenya; Fisseha Mekuria, research leader in networks and media technologies at Council for Scientific and Industrial Research (CSIR); Thione Niang, founder Give1 Project, co-founder Akon Lighting Africa; Bruno Mettling, CEO at Orange Middle East and Africa; Tony Dolton, CEO at Unitel; Miguel Galdes, CEO at MTC Namibia; Thibaud Rerolle, chief technology officer at Safaricom; Brian Armstrong, group chief commercial officer at Telkom; Dr Abdoukarim Soumaila; Secretary General at African Telecommunications Union; and Christian de Faria, executive chairman at Airtel Africa.

A programme for digital professionals

A community of experts was drafted in to develop the 2016 AfricaCom programme, which encompasses numerous spheres of stakeholder interest.

The Smart Cities Africa feature of AfricaCom represents the future interaction between consumers, businesses and urban

governments with their environment through digital channels and devices. AFEST offers uniquely social opportunities for networking, hosting, and a night to celebrate African technology. The AHUB hosts Africa's start-up community, linking entrepreneurs, developers and start-ups with accelerators, investors, VCs and business mentors.

Mobile Finance & Commerce at AfricaCom is the annual meeting place for mobile network operators (MNOs), microfinance companies, payment platforms, aggregators, ecommerce, financial institutions and fintech businesses to gather with the collective goal of connecting African communities through enhanced mobile financial services. The new Leaders In Africa Summit will tackle challenging and controversial issues, in a strictly off the record, invitation-only environment to encourage frank and productive dialogue.

Co-located with AfricaCom, LTE Africa provides the global telecommunications community with expert-led talks on LTE deployment, monetization and innovation, together with a range of opportunities to share ideas and build new connections. Also co-located, TV Connect Africa offers a influential senior level discussion group focused on the monetisation of African video content in the new digital and pay-TV age. ©

Organising the information economy:

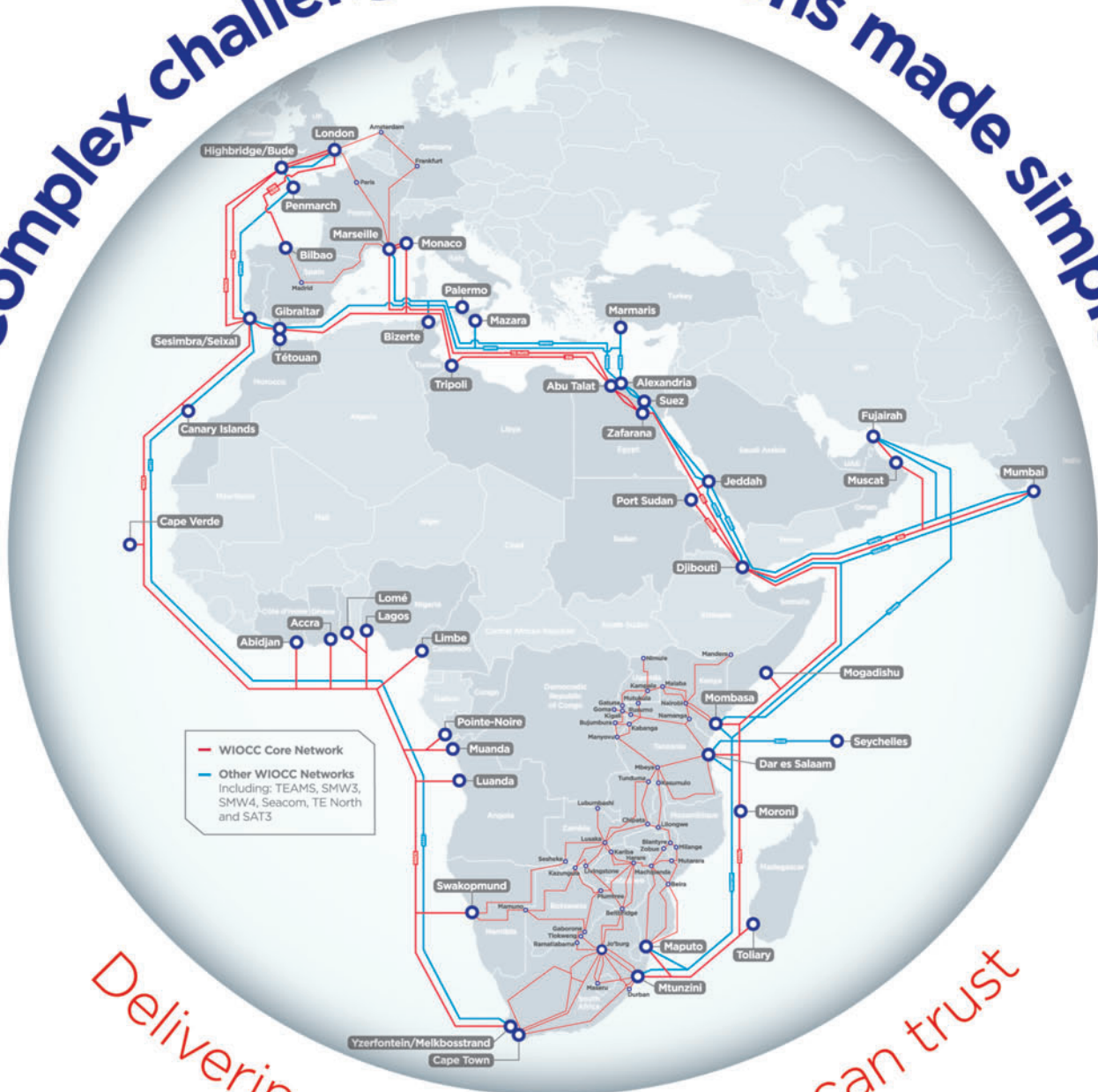
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Implementing digital billing systems

The need for communication service providers to update their legacy infrastructures to become leading market entities

COMMUNICATION SERVICE PROVIDERS (CSPs) are in the middle of a huge digital transformation. With an influx of over-the-top (OTT) content providers such as Facebook, WhatsApp, Viber and Skype dominating the communications industry, the way we use our phones has undoubtedly changed.

CSPs have found themselves with eroding profits and now face the question of how to become appealing to the consumers in order to keep up with these digital disruptions. A recent report from Pyramid Research forecasts that paid OTT revenue in emerging markets, including Africa and the Middle East, will expand from US\$1.9bn in 2014 to US\$6bn by 2019, no doubt causing some anxiety within the boardrooms of many CSPs.

Increasing usage, increased competition

With this advent in OTT players and the rise of niche operators providing increased competition within the space, there is a tangible need for much more powerful network capabilities. Recent research conducted by Tecnotree amongst global operators confirms that the industry is aware that change is required to bridge the increasing gap between OTT competitors and CSPs. The research revealed that 75 per cent of respondents had noticed increased average revenue per customer (ARPU) related to digital services over the past 12 months.

With 69 per cent of operators expecting to see an increase in digital usage from customers travelling to Europe, the demand for digital services appears to be on the rise. However, in order to benefit from this increase in usage, CSPs must reinvent their service offering to enhance performance and ensure

Operators will need to implement architecture that is built for both agility and evolution, and they are taking action to bring digital services and content to consumers



Biswajit Deva Sharma, general manager, customer engagement, Tecnotree

data remains in their networks, while also ensuring that new services are rolled-out quickly to ensure they do not lag behind their speedy new competitors. An overwhelming 89 per cent of those surveyed believe that OTT providers can deliver new products in one to six months, whereas 30 per cent of the questioned operators believe it takes a year for CSPs to do the same.

Support systems for CSPs

One of the biggest hurdles is in business and operational support systems (BSS), where it has never been more important for CSPs to be flexible and agile with their BSS systems to allow them to be responsive and adaptable to changing market demands and customer needs. By enhancing and strengthening their existing BSS systems, CSPs will be able to launch new digital and digital-content services for their customers. However, ongoing BSS transformation efforts to build multi or omni-channel capabilities, while simplifying business processes and rationalising product catalogue, remain centred around consolidating existing architecture, using purpose-built point solutions or moving to a

virtual/software-defined network. With OTT competitors having run away with large segments of market share, mainly due to the inability of major operators to quickly and efficiently update their legacy BSS infrastructures, almost half of all operators believe they need to update their legacy BSS infrastructure every time they want to deliver new and digital-content services to their customers. Yet only 21 per cent have, so far, installed equipment which fully integrates billing functions within their digital product set. However, the time needed and expense to replace all, or significant parts, of the stack with a new BSS present a further challenge with 37 per cent of mobile operators saying it takes at least a year. What therefore is being done to overcome these challenges?

Taking action

With a number of digital transformation projects failing due to the need for legacy stacks to be brought into the digital age, an effective way to combat this is to commercially migrate and move your business to the new stack, rather than the technology. It is important for operators to understand that digital transformation cannot be achieved in just one single area. The overall performance and objective of the transformation should always be taken into consideration. Operators will also need to implement architecture that is built for both agility and evolution.

Operators are starting to take action in the form of a new Partnering Operator Alliance of nine mobile operators to bring digital or digital content to consumers quicker. Similarly, EE recently partnered with MTV for a new music service called TRAX and AT&T's DirectTV, which provides on-demand and live programming, is also now an OTT service. Along with providing these bundles, CSPs will have to build and plan for uncertainty within their infrastructure and innovate at a rapid pace in order to compete.

With the dawn of new technologies offering countless possibilities, CSPs will need to be flexible and agile with their BSS systems and have open platforms in place, in order to be responsive and adaptable to changing market demands. ☺

Biswajit Deva Sharma, general manager, customer engagement, Tecnotree

Les avancées de la technologie mobile

Aujourd'hui, plus de 60 % des habitants de l'Afrique subsaharienne ont accès à un téléphone mobile

LA CROISSANCE DU nombre de téléphones et de services mobiles sur l'ensemble du continent africain a instantanément transporté de nombreux africains dans l'ère numérique en les connectant aux services et connaissances du monde entier. L'Afrique, dont la classe moyenne connaît l'une des croissances les plus fulgurantes au monde, a vu diverses opportunités émerger de cette croissance numérique pour les détaillants mondiaux et locaux.

La technologie mobile et l'internet

« Actuellement, plus de 60 % des habitants de l'Afrique subsaharienne ont accès à un téléphone mobile [1]. L'opportunité pour les détaillants d'atteindre de nouveaux clients dans la région évolue à mesure que l'adoption de la technologie mobile et que l'accessibilité à internet se développent au sein de ces pays », indique Hennie Heymans, PDG de DHL Express Afrique subsaharienne.

Le rapport de la Banque mondiale sur le développement mondial en 2016, Les dividendes du numérique [2], souligne que l'accès accru aux technologies numériques apporte davantage de choix et de commodité, et que grâce à l'inclusion, l'efficacité et l'innovation, l'accès aux réseaux mobiles offre des possibilités qui étaient précédemment hors de portée.

Des opportunités mondiales

Avec environ 340 000 employés répartis dans plus de 220 pays et territoires du monde entier, DHL relie les gens et les entreprises de façon sûre et fiable afin de permettre les échanges commerciaux mondiaux. Avec ses solutions spécialisées pour les marchés à forte croissance et les secteurs tels que ceux de la technologie, des sciences de la vie et de la santé, de l'énergie, de l'automobile et de la vente au détail, son engagement social éprouvé et sa présence inégalée au sein des marchés en développement, la société DHL est résolument positionnée comme étant « La



Hennie Heymans, PDG de DHL Express Afrique subsaharienne

société de logistique mondiale ». Avec un réseau établi de plus de 5 500 points de vente dans la région de l'Afrique subsaharienne, DHL Express fournit aux particuliers et aux PME un meilleur accès aux opportunités mondiales.

Heymans ajoute également que les opportunités commerciales en Afrique sont mûres. La montée du commerce mobile et la concurrence accrue poussent la demande à exiger des avancées en matière de technologie et de logistique afin d'assurer la visibilité en temps réel de la chaîne d'approvisionnement et une qualité améliorée, et la vitesse et la précision des services de livraison sur les marchés africains.

« Pour répondre à cette demande croissante, nous avons introduit des scanners Motorola TC55 dans 26 pays d'Afrique subsaharienne dans le cadre de notre déploiement Global Courier Application. Ces scanners de poche fonctionnant sous Android sont équipés d'écrans tactiles, de services de localisation intégrés ainsi que de fonctionnalités de navigation GPS qui permettent aux clients de suivre les colis en temps réel. Grâce aux nouveaux scanners, les clients sont en mesure de signer sur l'écran tactile de l'appareil, et la preuve électronique de la livraison est disponible sur le site Web DHL.com dans un délai de 15 minutes ».

Du service à la clientèle

« Compte tenu de notre rôle d'entreprise de réseau, il est essentiel que nos données d'expédition soient saisies avec précision et en temps réel. Ces données peuvent également servir à mesurer la satisfaction du client afin d'alimenter les indicateurs de performance clés de l'entreprise et de procéder à l'amélioration des processus ou à l'ajustement des itinéraires en vue d'accroître l'efficacité et d'améliorer le service à la clientèle. Grâce à cette nouvelle technologie, les détaillants locaux et mondiaux peuvent réduire les délais nécessaires au traitement et à l'envoi des expéditions, améliorant ainsi l'efficacité de la chaîne de valeur ».

« Dans la mesure où nous travaillons sur 51 marchés en Afrique subsaharienne en fournissant des services à plus de 40 000 clients, l'efficacité de la livraison est un facteur important à nos yeux. Avec notre investissement technologique et notre stratégie ciblée sur les points de vente tactiles répartis dans toute la région, nous cherchons à tirer parti de l'énorme potentiel de l'Afrique tout en veillant à ce que ses citoyens puissent avoir accès aux possibilités et aux services que la technologie mobile rend possibles dans la région, » conclut Heymans. ©

Avis aux rédacteurs :

[1] Forum économique mondial : Dans quelle mesure la téléphonie mobile transforme-t-elle l'Afrique ?

[2] Rapport de la Banque mondiale sur le développement mondial en 2016, les dividendes du numérique

Grâce aux nouveaux scanners, les clients sont en mesure de signer sur l'écran tactile de l'appareil, et la preuve électronique de la livraison est disponible sur le Web

Delivering the retail technologies of tomorrow

The retail and distribution sector could be one of the major beneficiaries of Africa's growing confidence in technology - but what does the continent need for the likes of delivery drone technology to really take off?

TOMORROW'S TECHNOLOGIES ARE arriving quicker to the retail sector than even the science fiction movies from the eighties could have predicted. A world where businesses market their products via augmented reality then deliver them via a drone does not seem light years away in 2016. Maybe Back to the Future II wasn't so far off the mark after all (it had pencilled in 2015 for virtual reality, tablet computers and video calls, although we are yet to see an appearance from a hoverboard).

But for now, the retail sector in Africa is less Blade Runner and more daytime TV shopping channel. According to the United Nations Economic Commission for Africa (UNECA), 90 per cent of transactions occur through informal channels in the African retail market. Formalisation of the sector is expected to gather speed over the coming years, with IT and connectivity providing the platform for it to flourish.

Moving fast with perishables

The groceries segment is expected to be a major driver of Africa's overall retail growth. Choppies Enterprises is Botswana's leading supermarket chain and is ranked as one of Africa's fastest growing retailers by Deloitte. According to Choppies CEO Ramachandaran Ottapathu, IT and connectivity has helped strengthen the distribution of its products across Botswana and surrounding countries.

"Technology has helped us a great deal in improving our distribution capabilities. Particularly in preserving the quality and lifespan of both fresh and wholesale long-life products," he said.

In 2014, the company opened a distribution centre in Zimbabwe as it looks to grow its presence across East Africa, and Ottapathu is keen to see more technology deployed throughout border controls across Africa.

"Technology can help make clearance at borders more efficient," he said. "Full scanning of trucks and electronic clearance will really help to improve speed and delivery of products."

Local expertise counts in Africa's retail sector, where knowledge of supply chains and local suppliers can give local retailers a strong advantage over multinationals. However, one of the biggest brand names in the world, Coca-Cola, has been bringing its innovative thinking to Africa, and has started a pilot project to introduce Wi-Fi enabled coolers.

"We have inserted LED displays on our coolers which enhance product visibility and improves shopper engagement," said David Visser, IT director of Coca-Cola Southern & East Africa.

"We have also launched a project to embed Wi-Fi into some of our coolers."

Automation across the supply chain

Advancements in connectivity and IT are playing a major role in helping Coca-Cola drive efficiency across its distribution and supply chain. For example, the company assists its bottlers with a process called Right Execution Daily (RED), which ensures that its products are displayed in the correct manner in a range of outlets - from supermarkets and petrol stations to small 'spaza' shops. Previously, Coca-Cola's sales teams would identify manually if stock was priced at the right point or if it was displayed correctly.

"Now the sales rep just has to take a picture of the cooler or point of sale and upload it onto the photo recognition app," said Visser.



Technology has helped a great deal in improving distribution capabilities

"Automatic retail pricing reading, recording and reporting is critical for price communication and price recommendation. Automatic retail pricing recognition also provides great competitive pricing insight. It has assisted our system in eliminating human errors, inconsistency and inaccuracy."

Drones take to the air

Looking into the not-so-distant future, some African markets could also be the perfect testing ground for drone technology. Amazon has publically begun showcasing the potential of its conceptual drone-based delivery system, Amazon Air Prime, in Northern American and Europe, but due to a lack of transport infrastructure and more liberal air regulations, there are some very compelling use cases for delivery drones in Africa. Rwanda, for example, looks set to launch the world's first airport for drones later this year, which will eventually be home to a delivery network of drones that will help deliver medical and emergency supplies as well as commercial products, such as electronics and e-commerce.

"With delivery drones, a hospital that requires a certain blood type for a transfusion or certain medications to treat an outbreak, can message through to a larger urban area and the equipment may be delivered quickly and safely," said Dr Linda Seward, communications officer for the National Centre of Competence in Research (NCCR) in Robotics.

"But while medical supplies are the obvious target for this, there are plenty of other means - for example if an area doesn't have good transport links then it makes it hard for people who live there to trade - delivery drones can change that."

From inventory management and automatic retail pricing to futuristic delivery drones circling the skies, connectivity is the critical and underlying platform for the retail technologies of today and tomorrow. ©

For more information about Liquid Telecom visit www.liquidtelecom.com

La nouvelle génération de rançongiciels

La réduction des « circonstances opportunes » exploitées par les cybercriminels est une priorité absolue pour les organisations

LE RAPPORT SEMESTRIEL de 2016 de Cisco sur la cybersécurité indique que les organisations sont mal préparées pour les futures générations de ransomwares plus sophistiqués. Les infrastructures fragiles, l'entretien médiocre des réseaux et les faibles taux de détection procurent aux adversaires du temps et une large portée à exploiter. Selon les conclusions du rapport, la lutte visant à limiter l'espace opérationnel des assaillants est le plus grand défi auquel sont confrontées les entreprises et menace les fondations sous-jacentes requises pour poursuivre la transformation numérique. Les autres résultats clés du rapport MCR incluent l'élargissement de la portée des criminels aux attaques côté serveur, l'évolution des méthodes d'attaque et l'utilisation croissante du cryptage pour masquer les activités.

Pour l'instant en 2016, les ransomwares sont devenus le type de logiciel malveillant (malware) le plus rentable de l'histoire. Cisco s'attend à voir cette tendance se poursuivre avec des ransomwares encore plus destructeurs capables de se propager de façon autonome et d'occuper des réseaux entiers, en prenant ainsi des entreprises en otage. Les nouvelles souches modulaires de ransomwares seront en mesure de changer rapidement de tactique afin de maximiser leur efficacité. Par exemple, les futures attaques de ransomwares vont échapper à la détection en limitant l'utilisation du processeur et en s'abstenant de procéder à des instructions de commande. Ces nouvelles souches de ransomwares vont se propager plus rapidement et se répliquer au sein des organisations avant de coordonner les activités de la rançon.

De l'espace opérationnel

La visibilité du réseau et des points de terminaison reste un défi majeur. En moyenne, il faut aux organisations jusqu'à 200 jours pour identifier les nouvelles menaces. Le délai médian de détection de Cisco continue de surpasser celui du secteur en atteignant, pour la période de six mois achevée en avril 2016, un nouveau record d'environ 13 heures pour détecter les failles jusqu'alors inconnues. Ce résultat est en baisse de 17,5 heures par rapport à la période

achevée en octobre 2015. L'accélération des délais de détection des menaces est essentielle pour limiter l'espace opérationnel des cybercriminels et minimiser les dégâts causés par les intrusions. Ce chiffre est basé sur les données de télémétrie liées à la sécurité recueillies à partir des produits de sécurité Cisco déployés dans le monde entier.

La lutte visant à limiter l'espace opérationnel des assaillants est le plus grand défi auquel sont confrontées les entreprises et menace les fondations sous-jacentes requises pour poursuivre la transformation numérique

Les cybercriminels, Les défenseurs

Tandis que les cybercriminels innovent, de nombreux défenseurs continuent à lutter pour protéger la sécurité de leurs systèmes et périphériques. Les systèmes non pris en

charge et non corrigés fournissent aux cybercriminels des opportunités supplémentaires d'obtenir facilement un accès, de rester non détectés et de maximiser les dommages et les profits. Le rapport semestriel de 2016 sur la cybersécurité de Cisco montre que ce problème persiste à l'échelle mondiale. Tandis que les organisations de secteurs critiques tels que les soins de santé ont observé une hausse significative des attaques au cours des derniers mois, les résultats du rapport indiquent que tous les marchés sectoriels et toutes les régions du monde sont ciblés. Les clubs et organisations, organismes de bienfaisance, organisations non gouvernementales (ONG) et entreprises du secteur de l'électronique ont tous connu une augmentation des attaques au cours du premier semestre de l'année 2016. Sur la scène internationale, les préoccupations géopolitiques incluent la complexité réglementaire et les politiques contradictoires en matière de cybersécurité des différents pays. La nécessité de contrôler ou d'accéder aux données peut limiter et entrer en conflit avec le commerce international dans un tel contexte de menaces sophistiquées. ©



« À MESURE QUE les organisations tirent parti des nouveaux modèles opérationnels proposés par la transformation numérique, la sécurité gagne en importance. Les cybercriminels passent inaperçus et élargissent leurs temps d'activité. Pour réduire leurs opportunités, les clients nécessiteront une meilleure visibilité au sein de leurs réseaux et doivent améliorer les activités, telles que l'application de correctifs et le retrait des infrastructures vieillissantes qui sont dépourvues de fonctionnalités de sécurité avancées.

« Tandis que les cybercriminels continuent de monétiser leurs attaques et de créer des modèles opérationnels très rentables, Cisco travaille en collaboration avec ses clients pour les aider à évaluer et à dépasser le niveau de sophistication, de contrôle et de visibilité de leurs assaillants. »

– Abdelilah Nejari,
directeur général de Cisco

Local content and international cooperation

Ahmadou Bakayoko, CEO of Radiodiffusion Télévision Ivoirienne (RTI), describes the company's strategy as it enters a new era of liberalisation

AHMADOU BAKAYOKO BECAME the chief executive of Radiodiffusion Télévision Ivoirienne (RTI) four years ago, just after the company had laid off 300 people, about one-third of its staff, in the first programme of redundancies in 50 years. Bakayoko's priorities were to introduce basic management changes and to identify market needs in terms of the audience viewing of the two TV stations or listening to the RTI radio stations.

Once some level of stability had been attained, audience figures and revenues began to rise. Ratings went up 30% in three years.

"We were able to grow from a position where the company was losing a lot of money to now where we have much improved revenues," Bakayoko said. "So now I think we are back to normal."

Nevertheless, Bakayoko is under no illusion that RTI can afford to be complacent.

"We realise that with increasing liberalisation, there's going to be increased competition. And with technological innovations, everything here is going to change because we have new competitors," he said.

"For example, my competitors now include Facebook and Google who are very active media players. Ivoirians are spending a lot of time on Facebook, a lot on YouTube, and advertisers see this and are prepared to put advertising on their platforms. So there are competing companies based in San Francisco or the Bay Area in the US, and they are a very different competition compared to what we had before."

Bakayoko does not hold with the idea of thinking that the best shows are brought in from abroad, even if those shows are localised; he is confident that his company has the talent to develop their own shows that will prove equally as popular as the big brands.



Ahmadou Bakayoko, CEO, Radiodiffusion Télévision Ivoirienne (RTI)

Building a business

When asked how he intended to meet the challenge of these new competitors, Bakayoko has an immediate answer. He said, "It is about the management team; strengthening the team and training them. We also need to listen to our clients, the viewers and listeners who are our audience, and embrace new technologies."

Indeed, RTI say their business is built on three pillars. First are the television stations: the RTI 1 channel that Bakayoko terms a 'generalist' offering; RTI 2 which specialises in entertainment and sport; and RTI Bouaké, a regional channel broadcast from the northern town of Bouaké, Côte d'Ivoire's second city after Abidjan.

Similarly, the second of the three pillars is radio that covers C1 (a generalist station); C2 (entertainment); and the regional Radio Bouaké station. The third pillar is the digital space, including the www.rti.ci web site; mobile apps, RTI Mobile and Frequence 2; web TV; and social media – Facebook, Twitter, Instagram; YouTube et al.

In our conversation, Bakayoko continually stressed the importance of the team he has built around him, including the veterans. He said, "When I came they were not exposed to international standards in terms of management,

in terms of expertise. But after a lot of training, after a lot of co-production work with international companies, they are now able to flex their muscles and are ready for new challenges."

Content remains king

It may be a cliché, but Bakayoko insists that in this industry, content is king.

He said, "That is true whether you talk about being on satellite, or on mobile, live or playback. You still need to have great content.

"Strategy depends on the type of content. Take for example news. Now obviously, we will never be able to compete with the international, global news channels. We're never going to have correspondent in Misrata, or a correspondent in Jakarta – it's never going to happen.

"That's why our news is more focused on Ivorian news and African news; we have network correspondents throughout the country. We are able to be closer to the country and those issues that concern Ivoirians. But we are also determined to report on international news – the focus is going to be on content making sure that we're very strong in our ability to talk about what's happening here in Côte d'Ivoire."

The same is true regarding entertainment. Although there is a healthy appetite for the international blockbuster brands like the Voice, American Idol, or the various Got Talent shows, Bakayoko does not hold with the idea of thinking that the best shows are brought in from abroad, even if those shows are localised.

He is confident that his company has the talent to develop their own shows that will prove equally as popular as the big brands, and says that RTI will be launching some by the end of the year. Meanwhile, the company has demonstrated that one particular local music and dance show, now more than 10 years old, is still a firm favourite, even running against the major international offerings.

RTI has also taken existing shows and adapted them for today's audiences. Bakayoko cited the example of one show that used to feature a mix of dance and theatre and is now a dance talent show

"We've taken only the dance element," Bakayoko explained, "and it has been a very big success. It's a dance talent show. As you know, people really like to dance here. So, this is something of a local programme that we

have developed and that is going forward. It's a local programme that caters to the tastes of our audience and reflects our way of life."

Making the most of money

Equally important for Bakayoko is to develop international co-productions that allow RTI to punch above its weight with bigger budgets.

Currently, RTI has 15 international co-productions being developed; interestingly enough, some with local partners and yet others with some big names in international productions.

Bakayoko explained, "We have lot of international partners. We have two key French players, a South African partner, and more recently agreed a deal with a major Indian company. As far as the Indian company is concerned, for the first time they're going to develop a series, an African series, with an African player instead of selling purely Indian content.

"So, we have this vision of having like three to four major international players on the global stage to build some very ambitious projects while also having three quarters of our output being local content with local players."

It is clear that RTI has achieved some momentum in this regard. The industry has recognised this in inviting Bakayoko and his colleagues to the *Marché International des Programmes de Télévision*, (MIPTV), the annual event in Cannes, France where RTI participated in the opening session alongside major international players to discuss future TV series co-productions.

"We're now selling to Anglophone markets with our series being broadcast in Nigeria, Ghana, Kenya. Our strategy is to initially produce high quality content for the African market," Bakayoko said.

Clearly, the chief executive sees Ivorian TV formats as an important revenue stream, being able to leverage local talents.

He observed, "We think that with the creativity that we have in this country, it's



RTI is developing several international co-productions

"We are going to see a lot of competition, and it will be important to retain our talent."

**- Ahmadou Bakayoko
chief executive officer, RTI**

possible to imagine that some people from outside will be buying our formats, first Africa, then the world.

"The challenge for everybody is the pace of technological change. The digital terrestrial television space (replacing analogue), the replay, the mobile, the 4G; we need to be playing to our strengths with all these aspects at the same time. We need to know how we're going to make money. Everybody is asking these questions, and we need to make some bets. This is obviously one of the main challenges.

"Also, I would say that for RTI a key challenge is the liberalisation of the broadcast industry in Côte d'Ivoire. We are going to see a lot of competition, and it will be important to retain our talent, to make sure our people are happy. These two challenges are at the top of our thinking."

But, undeniably, RTI has a head start. Looking at the viewing figures from June – July 2015, RTI 1 TV enjoyed a 72 per cent cumulative evening audience share in the key Abidjan and Bouaké urban areas (a combined population of more than three million TV viewers) with RTI 2 posting a 70 per cent audience share. These figures are regardless of the viewing duration, but comfortably ahead of France 24 or TV5Monde.

To retain its advantage, RTI will need to meet the competition of both international companies, and local players (perhaps in association with international companies). The language barrier is obviously going to make it easier for Francophone players.

In some regards, what is happening at RTI is a reflection of the new post-conflict optimism that has taken hold in Côte d'Ivoire. That optimism is demonstrated by RTI's decision to build two additional studios at its Abidjan headquarters.

Bakayoko said, "I think the interesting thing about this industry is that it is mix of both art and science. There's a part of art in what we do and so there is no certainty, but also at the same time there is some proven scientific methods that you can use to at least track the satisfaction of your audience.

"We have a market research team of more than 40 people analysing the feed back, conducting focus groups etc, and we are investing much of our time to listen to what people say they actually want." ☺

Stephen Williams



RTI aims to produce high-quality content for the African market

Chinese technology boosts Africa's digital switch

How Asian research and development is bolstering the process of migration from analogue to digital transmission

AFRICA'S COMMITMENT TO migrate its broadcast transmission away from analogue and to digital transmission technology by June 2015 was, with hindsight, hugely ambitious. And unsurprisingly the deadline was comprehensively missed. The 2015 global target was set by the International Telecommunications Union (ITU), But as of August 2016 - over a year after the agreed date - still only a handful of Africa's 54 countries namely South Africa, Mauritius, Botswana, Tanzania, Algeria, Gabon, Kenya, Morocco, Rwanda, Tanzania, Tunisia and Uganda and Rwanda have completed or are in the process of completing the changeover.

Other African countries also are in the process of migration but the change hitherto has been disappointingly slow. At the Digital Broadcasting Africa Forum 2016 held this May in Nigeria's commercial capital Lagos, the Secretary-General of the Commonwealth Telecommunications Organisation (CTO), Shola Taylor called on African countries "to put greater effort at meeting obligations from treaty agreements...and... accelerate the completion of the digital switchover process".

And now, backed by Chinese support, it looks as though Africa's migration to digital is finally about to gather pace. However, the system is expensive for a continent where it is reckoned that at least 100mn households don't even have access to analogue TV. African governments though are determined to leapfrog the ageing analogue technology to the more efficient digital terrestrial transmission system. Digital involves compressing signals, thereby helping to free up space for more channels to be broadcast. The benefits include better picture quality, more choice for TV programmes and services and opportunities for local content programming.

The biggest hurdle is the cost of set-top boxes (STBs) to receive digital TV signals. STBs can cost up to US\$20 with monthly charge; free-to-air can cost US\$50 while the digital TV itself can cost around US\$300. And it is here where the Chinese government has expressed its willingness to help. At the July 2016 China-Africa Media Cooperation Forum held in Beijing, Jiang Jianguo, China's minister of the State Council Information Office, said that his country would support Africa's digital migration



CTO Secretary-General Shola Taylor called on African countries to "accelerate the completion of the digital switchover process". (Image: ITU)

process - backed by a US\$10bn China-Africa Development Fund - and share its experience in digital transmission.

Much of China's support will be through Chinese technology firms. One of these, StarTimes, has pioneered a low cost model of digital migration in Africa by introducing cheaper STBs. To-date, the firm boasts of 90 per cent market share with over eight million subscribers. The company has licenses and has established companies in 30 African countries including Nigeria, Kenya, Tanzania, South Africa, Uganda, Democratic Republic of the Congo, Mozambique, Rwanda, Burundi, Guinea, Madagascar, Malawi and Central African Republic, among others. Further agreements were signed in June with Ethiopia, Ghana, Zimbabwe, Angola and Gabon. In Uganda, analogue transmission was switched off in the capital Kampala last June and digital transmission is being rolled out to other parts of the country in phases. According to Ugandan media, Kampala, Jinja, Masaka and Mbarara have so far been covered and at least 17 sites will be covered by the end of this year, thereby giving Uganda 70 per cent coverage.

The Chinese telecom company Huawei has also signed agreements with a number of African countries aimed at assisting the move to digital technology. On July 19, it signed a Cooperation Contract with South Africa's

Department of Telecommunications and Postal Services (DTPS) to launch the first 'innovation and experience' centre in Africa. The US\$5mn centre will showcase futuristic ICT products and solutions that will provide ICT stakeholders with a better understanding of the latest ICT solutions. Among other things it is equipped with 5G/4.5G wireless communication technologies, VoLTE & VoWiFi, Transmission, Cloud Service and a Data Center.

Indigenous innovation

Meanwhile, Nigeria which together with South Africa managed to successfully negotiate with the ITU for a late 2017 deadline for its digital switch over, has taken a major step forward away from analogue. In June, Rlg Communications Nigeria Ltd - a subsidiary of Rlg Communications the Dubai headquartered Ghanaian ICT firm and first indigenous African company to assemble laptops, desktops and mobile phones - won the contract to manufacture and supply digital STBs. It will do so from its state-of-the-art manufacturing plant in Nigeria's Osun State from where it currently produces devices for Airtel Nigeria.

The contract is for the pilot phase of the migration that is being executed by the Television Enterprises Limited, a subsidiary of Nigeria's National Television Authority (NTA). Rlg Communications has also been contracted by other private companies to manufacture STBs.

The capital for transition

Africa still has far to go. Most countries in Europe, Asia and America have already shifted to digital transmission. At the 6th African Digital TV Development Seminar held in Beijing African Union Commission deputy chairperson, Erastus Mwencha warned that Africa risks being a 'faceless continent' of mere consumers and victims of 'digital colonisation.' And even with generous Chinese financial support the migration will be costly. As StarTimes founder and president, Pang Xingxing, said, "You cannot digitise without capital. The transition process is capital-intensive." That said, there is no going back. As Rwandan President Paul Kagame said digital migration is part of the 'fourth industrial revolution' and Africa needs to get on board the fast train. ©

Nnamdi Anyadike

Un événement audiovisuel extrêmement positif

La deuxième édition ivoirienne de DISCOP Africa dépasse toutes les attentes, avec un record d'affluence pour ce grand rendez-vous panafricain des professionnels de la télévision et du web

VEC 1142 PARTICIPANTS et 534 sociétés en provenance de 62 pays, l'agence Basic Lead (BasicLead.com), organisatrice de l'édition de printemps de DISCOP Africa qui vient de fermer ses portes à Abidjan, annonce un bilan extrêmement positif et un record d'affluence pour ce grand rendez-vous panafricain des professionnels de la télévision et du web.

Parmi les délégués, 121 vendeurs de programmes, 183 producteurs indépendants et 221 responsables d'acquisition de programmes et de droits d'adaptation étaient présents, animés par la même volonté de voir l'Afrique francophone subsaharienne et ses 300 millions d'habitants se transformer en l'un des marchés les plus dynamiques au monde.

« Nous avons reçu près de deux fois plus de participants qu'à l'occasion de notre première édition ivoirienne, ce qui prouve que l'Afrique francophone s'est réveillée et attise toutes les curiosités. » précise Patrick ZUCHOWICKI, le fondateur des marchés DISCOP, qui ajoute, « Ces chiffres ne nous font pas oublier l'absence notable de certaines chaînes publiques qui, faute de moyens, ne peuvent investir dans des stratégies de programmation et de coproduction, comme le fait avec beaucoup de succès la R.T.I., la chaîne publique ivoirienne. »

Des initiatives et des occasions

A l'occasion de l'inauguration officielle du salon DISCOP Africa Abidjan, le Premier Ministre de la République de Côte D'Ivoire, Daniel KABLAN DUNCAN, a ouvert le premier SOMMET DE LA TELEVISION, une initiative lancée par le Ministère de la Communication de Côte d'Ivoire, et destinée à favoriser le développement d'une industrie audiovisuelle multi-écrans et multiplateforme, régionale, localisée, génératrice d'emplois et tournée vers l'Afrique francophone.

« Compte tenu des fondamentaux exceptionnels dont l'Afrique francophone dispose - 300 millions de personnes, une monnaie unique, des habitudes et une langue communes et des pronostics de croissance qui tiennent bon -, l'objectif est de faire de la Côte D'Ivoire le grand hub de la production audiovisuelle dans la sous-région » souligne Me Affoussiata BAMBA-LAMINE, Ministre de la Communication.

Parmi les temps forts de DISCOP Africa Abidjan, il y avait un dîner de gala en l'honneur de la Turquie, en présence et de Mme Esra DEMIR, Ambassadeur de Turquie en Côte d'Ivoire, et du Ministre de la Communication du Burkina Faso, Rémis Fulgence DANDJINO ; une compétition de « pitching » de projets de séries TV, de formats et documentaires, de séries d'animation et de séries Web ; un cycle d'ateliers à l'attention de producteurs indépendants, et de nombreux cocktails, présentations et conférences de presse.

En marge du salon DISCOP Africa Abidjan, l'agence Basic Lead a également lancé en partenariat avec la plateforme de partage de vidéos DAILYMOTION, « MEET YOUR STARS », un nouvel événement destiné à présenter à un public de « blogueurs » influents et fans de

télévision, les nouvelles séries et émissions du petit écran ou sur la toile. Dans la salle de cinéma du Majestic Ivoire, les stars se sont succédées sur la scène pour présenter le meilleur de la programmation Africaine francophone et dialoguer avec la salle.

Les prochaines éditions

Lancé en 2008, DISCOP Africa s'est rapidement imposé comme le rendez-vous incontournable et le plus attendu d'Afrique pour les industries de la création et de la vente de contenu télévisuel et multiplateforme. DISCOP Africa a lieu deux fois par an: à Abidjan au début de l'été, et à Johannesburg à la fin de l'automne. Les prochaines éditions de DISCOP Africa se tiendront à Johannesburg du 2 au 4 Novembre prochain, et à Abidjan les 30, 31 Mai et 1er Juin 2017. ©

Un service de télévision par Internet

SHOWMAX, LE SERVICE de télévision par Internet lancé en août 2015, a étendu son offre à 36 nouveaux pays en Afrique subsaharienne. Au total, ShowMax fournit désormais des services de vidéo à la demande à 65 pays dans le monde.

Ce service subsaharien propose un visionnage illimité. Le catalogue comprend environ quinze mille épisodes d'émissions télévisées et de films, soit un total de près de dix mille heures de visionnage. Le service comprend une section en kiswahili et une section Nollywood, ainsi qu'une section dédiée aux productions africaines regroupant les films classiques de tout le continent.

Barron Ernst, Directeur produit chez

ShowMax, a expliqué : « La vitesse et le coût de la connectivité sont de véritables obstacles pour tout service basé sur Internet en Afrique. Pour parvenir à un résultat satisfaisant, il est nécessaire de faire bien plus que de tourner un bouton.

Nous avons beaucoup travaillé à tester le service à des endroits clés sur le continent et à optimiser notre réseau de distribution. Chose encore plus importante peut-être, nous avons adapté nos applications pour répondre aux besoins des consommateurs en Afrique, en introduisant des fonctionnalités telles que le téléchargement pour visionner des émissions de télévision et des films même hors ligne. »



The guide to the major international manufacturers in all areas of broadcasting and their agents throughout Africa.

Classifieds - Manufacturers listed under type

Suppliers - With Agents' names

Local Agents - Index

Ce guide contient une liste des principaux fabricants internationaux de matériel de l'audiovisuelle ainsi que leurs distributeurs en Afrique.

Liste des produits avec fabricants par produits

Liste des fabricants avec noms des distributeurs en Afrique

Liste des distributeurs locaux

Classifieds

Amplifiers

Comtech EF Data
Giga Communications Ltd. T/A
Ultra Electronics, GigaSat

Antenna Positioners

PR Industrial

Antennas - Industrial

Kathrein Africa Ltd.

Audio - Other

Ghielmetti AG

Netia

Automation and Control

Imagine Communications

Netia

Batteries and Chargers

Aztec

Broadcast Facilities Build & Operation

Ghielmetti AG

Globecast France

Onlime

PCCW Global Ltd.

Singapore Telecommunications Limited

Telemidia (Pty) Ltd.

Cables & Cable Equipment

Kathrein Africa Ltd.

Colour Correctors

Axon Digital Design

Computer Systems & Equipment

Spatial Technologies Africa (Pty) Ltd.

Connectors

Kathrein Africa Ltd.

Consultancy

Spatial Technologies Africa (Pty) Ltd.

Decoders

Harmonic

Digital Glue / Distribution Cabinets

Axon Digital Design

Digital Video Equipment

African Union Communication (Pty) Ltd.

Harmonic

Distribution & Links

African Union Communication (Pty) Ltd.

AFRIKANET Oxford Consultech UK Ltd.

Globecast France

MEASAT Global Berhad

PCCW Global Ltd.

Singapore Telecommunications Limited

Down Converters

AnaCom Inc.

Axon Digital Design

Giga Communications Ltd. T/A
Ultra Electronics, GigaSat

Editing Systems

Imagine Communications

Netia

Spatial Technologies Africa (Pty) Ltd.

Encoders/Decoders

African Union Communication (Pty) Ltd.

Harmonic

Imagine Communications

Telemidia (Pty) Ltd.

Encryption Equipment

Telemidia (Pty) Ltd.

Filters

Kathrein Africa Ltd.

Generators

Aztec

PR Industrial

Graphics Systems

Spatial Technologies Africa (Pty) Ltd.

Headend Equipment

African Union Communication (Pty) Ltd.

Harmonic

Imagine Communications

Newtec Cy n.v

Telemidia (Pty) Ltd.

LNBs

AnaCom Inc.

Microwave Links

Giga Communications Ltd. T/A
Ultra Electronics, GigaSat

OB Vans

Globecast France

PR Industrial

Other

PR Industrial

Spatial Technologies Africa (Pty) Ltd.

Radiocommunications

AFRIKANET Oxford Consultech UK Ltd.

Netia

Satellite Communications

African Union Communication (Pty) Ltd.

AFRIKANET Oxford Consultech UK Ltd.

Amos-SpaceCom

AnaCom Inc.

Applied Satellite Technology SA (Pty) Ltd.

Comtech EF Data

Giga Communications Ltd. T/A
Ultra Electronics, GigaSat

Globecast France

Hellas Sat Consortium Ltd.

Intelsat

MEASAT Global Berhad

Milano Teleport S.p.A.

Newtec Cy n.v

Onlime

PCCW Global Ltd.

Russian Satellite Communications Company

Singapore Telecommunications Limited

Telemidia (Pty) Ltd.

Thaicom Public Co. Ltd.

World Telecom Labs

Satellite Receivers

AnaCom Inc.

Comtech EF Data

Harmonic

Newtec Cy n.v

Set Top Boxes

Infomir LLC

Standards Converters

Axon Digital Design

Studio Furnitures

Ghielmetti AG

Telecommunications

AFRIKANET Oxford Consultech UK Ltd.

Amos-SpaceCom

AnaCom Inc.

Applied Satellite Technology SA (Pty) Ltd.

Eutelsat

GL Communications Inc.

Imagine Communications

Infomir LLC

Intelsat

Kathrein Africa Ltd.

MEASAT Global Berhad

Newtec Cy n.v

Onlime

PCCW Global Ltd.

PR Industrial

Russian Satellite Communications Company

Singapore Telecommunications Limited

World Telecom Labs

Test & Measurement

Ghielmetti AG

GL Communications Inc.

Transmitters and Antennas

AnaCom Inc.

Applied Satellite Technology SA (Pty) Ltd.

Turnkey Systems

African Union Communication (Pty) Ltd.

Uninterruptible Power Supplies

Aztec

Video - Other

Ghielmetti AG

Intelsat

MEASAT Global Berhad

Netia

VSATs

AFRIKANET Oxford Consultech UK Ltd.

Amos-SpaceCom

AnaCom Inc.

Giga Communications Ltd. T/A
Ultra Electronics, GigaSat

MEASAT Global Berhad

Newtec Cy n.v

Onlime

PCCW Global Ltd.

Russian Satellite Communications Company

Singapore Telecommunications Limited

Suppliers

ABS Global Ltd



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ABS offers a complete range of End-to-End solutions including Direct to Home (DTH), Cable TV distribution (CATV), Cellular Backhaul, VSAT and Internet

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African Union Communication (Pty) Ltd has over 25 year's experience in Broadcast and Satellite Distribution

Networks (DTT & DTH) and provides an End to End Turnkey Solutions for Digital Broadcast and Satellite systems in Africa. Focusing on Consultation, System Design, System Integration, Installation and Support

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AFRIKANET provide High speed Internet by satellite to the entire African continent. With partners and branches in about 16 Sub-Saharan African countries and using Teleport in Europe, we guarantee 99.96% availability and 1/2 hour SLA presence in our country of competence, we serve various range of customers ranging from banking to farming, from Airport to NGO, from Education sector to Industry and also several local ISP.

Agents:

Cameroon - AFRIKANET - Cemac Online
Chad - INFOTEL-AFRIKANET CHAD
Cote D'Ivoire - AIRTI-AFRIKANET - Côte D'Ivoire

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Aztec – the authorised distributor of NorthStar batteries in Southern Africa. Aztec was established in 1979 and specialises in AC & DC power systems as well as in high-security cabinets and battery protection systems. Aztec's markets include Aerospace, Defence, Mining and Telecommunications.

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Eutelsat is one of the world's leading and most experienced operators of communications satellites. The company provides capacity on 39 satellites to clients that include broadcasters and broadcasting associations, pay-TV operators, video, data and internet service providers, enterprises and government agencies.

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GigaSat is a designer, manufacturer and integrator of specialist satellite and microwave systems, and as such has control over the performance and specification of its products, enabling it to respond to customer requirements with new designs in a short time. Equipment is manufactured in Tring, United Kingdom.

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Globecast provides seamless content acquisition, management and distribution, supported by interconnected facilities: LA, London, Singapore, Paris, Milan and Johannesburg. Globecast constantly innovates to provide reliable and secure solutions and has created the leading global hybrid fiber and satellite network, enabling TV everywhere, satellite, cable, VOD, CDN delivery and cloud services.

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Imagine Communications Corp. is a global leader in video infrastructure, advertising systems and workflow management solutions serving the media networks, broadcast stations, digital media, communication service provider and enterprise markets spanning 185 countries. Today, nearly half of world's video channels traverse through more than 3 million Imagine Communications products deployed around the world. Imagine Communications provides the most complete end-to-end video solutions and is innovating to deliver the most advanced IP, cloud-enabled, software-defined network and workflow solutions in the world.

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The Intersputnik International Organization of Space Communications was established on 15 November 1971. Today, Intersputnik has 26 member states in practically all parts of the world, from Latin America to South-East Asia and from Europe to Africa.

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MEASAT is a premium supplier of satellite communication services to leading international broadcasters, DTH

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Milano Telexport S.p.A. operates the largest independent teleport in Italy. Founded in 1997 its business spans from DTH and DTT TV Broadcasting to Broadband Wireless and Maritime services worldwide. For the Media & Broadcast Industry, Milano Telexport provides Satellite Services Worldwide (DTH, DTT, Contribution Links, Turn Around Services and Video over IP Connections) leveraging its modern Uplink Facility and its massive fiber connections with European main carriers.

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Netia, a globecast company is a leading provider of software solutions enabling efficient management and delivery of content to today's full array of media platforms. Relied on by more than 1,000 users in 200 installations over 40 countries, Netia solutions allow content producers to manage content from ingest to delivery.

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Ethiopia - Fortune Enterprise PLC
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PCCW Global is an operating division of HKT, Hong Kong's premier telecommunications service provider which is majority-owned by PCCW Limited. With teams based in the Middle East, Africa, Europe, Asia and the Americas, PCCW Global serves the voice and data needs of multinational enterprises. Covering more than 1,800 cities and 120 countries, the PCCW Global network supports a portfolio of integrated global communications solutions.

To learn more about PCCW Global, please visit www.pccwglobal.com.

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PRAMAC is an Italy-based company engaged in the manufacturing of the power generation equipment and materials handling equipment. The company divides its activities into two business sectors: Power Systems e Power Engineering, which comprises generators for electric power, including low voltage portable generators and medium and high voltage generators.

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RascomStar-QAF is a pan-African satellite operator mandated by the pan-African governmental organization RASCOM (Regional African Satellite Communication Organization), which is

a convention of 45 African countries acting through their Telecommunication Ministries to support its project. RSQ operates the RASCOM-QAF1R (RQ1R) satellite, successfully launched in August 2010 and is fully operational for an in-orbit lifetime of 18 years.

*The RQ1R satellite transponders bear four categories of managed services: GSM Extension Service (R*GES) based on low cost easy to install GSM integrated site*

*Telephony Extension Service (R*TES) based on low cost easy to install small Ku-band terminals*

*High Speed Internet Service (HSI) is an optional service for R*TES and R*GES to provide broadband connectivity*

*Backbone Connectivity Service (R*BCS) connecting gateways (any to any) in Africa*

In addition to Managed Services, RSQ can lease raw capacity:

*Bandwidth Lease Service (R*BLS) in both Ku and C-band for customers needing to deploy their own telecommunication networks such as VSAT networks, TV contributions, GSM Backhauling, Internet access, etc.*

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The Russian Satellite Communication Company (RSCC) is the national satellite operator with global coverage and 13 satellites, located in GEO from 14 West to 145 East. The satellite footprints cover the territory from the Eastern coast of America to Australia. RSCC owns five teleports and its own optical fiber infrastructure.

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With more than 35 years of experience in fixed satellite services and over 20 years of experience in mobile satellite services, SingTel Satellite has been proven to be a leading provider of customised satellite solutions for industries such as broadcasting, business continuity, remote telephony, data communications, emergency relief operations, maritime and offshore.

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ST Africa distribute ConnectMaster asset management software for both logical and physical networks and also provide related software and services for FTTx and larger network planning and management systems.

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Thaicom, one of Asia's leading satellite operators, delivers expertise and technological firsts to customers worldwide. With AFRICOM-1—the payload mission dedicated to Africa on the THAICOM-6 satellite—the company will provide broadcasters and telecom operators in Africa with a full range of satcom end-to-end services via its Pan-African high-power C-band beams.

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Innovations for media organisations

Equipment, software and services on show at IBC to improve systems and functionality for content creators and providers

FROM DIFFERENT LOCATIONS to the wide range of different feature areas that reflect the very latest trends and technologies impacting the industry, IBC has never been afraid to be a pioneer and reflect the needs of the industry that drives it. Over the years it has championed and helped promote many new technologies, ensuring that its 55,000 attendees every year can research and learn about the very latest disruptors that may affect their business in the future. Of course, there weren't always 55,000 attendees but that figure has grown 14% over the past five years, an impressive growth rate given some of the wider economic issues that have affected this industry and many others. This year IBC continues to grow. Recently it has been able to take advantage of some major expansion works at its Amsterdam RAI home that have been undertaken to add further capacity to what is already one of Europe's leading venues. This was a necessary change as in the same five year period from 2010 to 2015 the number of exhibiting companies attending the show has risen over 25% from 1,337 to 1,678. For 2016 a new hall joins the number of carefully themed and curated areas that encompass the IBC Exhibition, meaning that visitors can effectively walk from one end of the industry to the other - as long as they have the stamina! The new hall joins the lengthening list of feature areas and special exhibits examining different aspects of the industry, many of which would have been hard to envisage 10 years ago, never mind 50. Last year, for example, IBC introduced three brand new areas into the show mix. The Technology in Action Theatre explored industry case studies in a free to attend theatre; the IBC Launch Pad was a special area that was reserved for first time IBC Exhibitors; while the innovative IBC Hackfest saw coders, developers and more compete to spec out a new product and compete for a €5000 prize fund. All of these features will be returning with exciting new developments in 2016.

Industry representation

With a conference from 8 to 12 September, and an exhibition from 9 to 13 September, IBC represents an industry in an unprecedented state of flux, in which internet players are coming to TV and TV is moving to the web, defending the status quo is no longer an option. While traditional broadcast and pay TV models convulse with unprecedented disruption the best tactic may be to break convention and innovate a way to prepare for the future.

In the digital era, it is necessary to look for the right partners to move your business forward and future-proof it, particularly for younger viewers. The IBC Leaders' Summit will look at how and what strategic stakes and partnerships are necessary and where smart business should be investing. We will also look at some of the big regulatory issues including media frameworks for the 21st Century.

Entitled "Transformation in the Digital Era: Leadership, strategy and creativity in media and entertainment", the conference will see more than 300 Executives sharing insights on key issues at the heart of the entertainment, media and technology sector. "Our industry is going through dramatic changes, challenging and exciting at the same time. The conference will focus on how the entertainment and media sector is using the accelerating power of technology to transform its businesses. It will be very useful for the Content industry which has a greater level of complexity



than it used to " said Susan Elkington, Consultant Director of Content, IBC. Organised into seven thematic streams across five days, the conference has been streamlined to make discovery, navigation and access to the wealth of industry expertise easy and intuitive. For 2016 IBC introduced new streams: Platform Futures examines platforms, content aggregation and distribution strategies, whereas Audiences and Advertising explores how broadcasters and TV platforms can reach, engage and monetise their viewers. Revamped content strands include Content and Production, covering innovative content strategies and production techniques, and Business Transformation, which brings together the latest operational developments and technology. Returning in 2016 are: Advances in Technology with technical experts presenting details of the industry's latest innovations and inventions; IBC Big Screen Experience which examines the hottest topics, themes, and insights surrounding the art, science, and business of cinema; Rising Stars, the educational programme for industry starters. "We have seen significant change in the sector and the Conference allows us to debate and explore topics collectively and with editorial rigor; this promises to be a great year," added IBC's CEO Mike Crimp.

Immersive media, on demand

The topic on everyone's lips at this year's IBC Conference will be Virtual Reality (VR) - or should that be 360° video? Six sessions at the IBC Conference will unlock everything you need to know! Never before has such a radical visual medium emerged so far in advance of common standards for capture, processing, transmission and display. It's not just the technology, media creatives are still wrestling with the potential for everyday genres such as documentary, drama and live sport. Psychologists are having a field day trying to understand its sensory implications and potential health risks. Even marketing people don't know how popular the headsets might be, remembering the glasses which contributed to the 3D boom-and-bust only a few years ago. In order to bring conference delegates up to date with the fast-moving world of VR, IBC will present a special masterclass; an informative session which will demystify 360° media and will explain: terminology, psychology, technology, creative potential, pitfalls and the unknowns - all in an accessible way illustrated with examples. The masterclass will be presented by Dr Nick Lodge of Lodgical Media and Sol Rogers, Founder and CEO of Rewind both well-known in the technology and practice of VR and other immersive media.

The Business Transformation stream of the IBC Conference on Saturday 10 September will feature the session 'Is the Future of Video Vertically Integrated?'. The ingredients for Netflix and Amazon Prime's recent success are exclusive content, ownership of data plus delivery, and close control of subscriber bases. Is this vertical integration model the industry blueprint for the future? For decades, the entertainment content delivery industry has been driven by horizontally segmented business models. If vertical rather than horizontal is the new blueprint, then this has huge implications for licensed content owners, broadcasters, networks, cable operators, and even television set manufacturers. In this panel at IBC, a group of industry leaders and influencers will discuss the future of subscriber video on demand and the direction the industry will take in the future. To launch the panel discussion, moderator Niko Waesche, Global Industry Head, Media and Entertainment at GfK will present insights from GfK's Viewscape study which aggregates unique data about SVOD use in fourteen countries. Joining Waesche for the debate will be Christian Brent, SVP, Global Research & Audience Strategy, Fox International Channels; Efe Cakarel, founder of MUBI; Martin Guillaume, head of strategy and business development, Ericsson Broadcast Services; William Linders, director content products at Ziggo; and Francesco Venturini, managing director, global industry media & entertainment for Accenture.

The dramatic tension around SVOD is created by the rise and rise of OTT streaming, challenging the established pay TV model. These video ecosystems are colliding, creating a period of disruption and confusion.

"OTT services are experimenting with a variety of models in order to differentiate and find their niche within the crowded North American market, which has over 130 active OTT video services," according to Ruby-Ren Bond, Research Analyst, Parks Associates.

"Start-ups and incumbents alike are experimenting in balancing content offerings, content costs, revenue generation and consumer appeal."

Business Transformation is one of the eight streams that form part of the five-day Conference programme at IBC2016. The stream explores the impact of new technology on businesses and the roadmap to transformation.

Options for new infrastructures, processes, creative opportunities and workflows deployed by broadcasting and media companies in a highly competitive landscape will be at the core. Saturday 10 September will see a full day of case studies and sessions on enterprise systems, IP workflows, and cloud processing and applications. ©

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Tools to test the 4K/UHD domain

Advanced waveform monitors that offer 'true' analysis in addition to traditional approaches to test and measurement

TEST AND MEASUREMENT specialist Omnitek, will showcase its 4K Ultra series of products at IBC 2016 from 9-13 September. Also on show at the event in Amsterdam, in The Netherlands, will be Omnitek's next-generation IP and design services.

Sophisticated tools

Omnitek is both a manufacturer of broadcast test and measurement equipment, and a provider of design and consultancy services to broadcast, professional audiovisual (A/V) and image processing companies. Over the past 15 years the company's customers have included: Altera, AMD, Avid, ARRI, Barco, Calrec, Cisco, Dolby, Ericsson, Harmonic, Harris, IntoPIX, Microsoft, Pandora, Riedel, Snell, Sony, Tandberg, Texas Instruments, Vicon, and Xilinx.

The engineering team at Omnitek has an international reputation for excellence. The company's first products were born out of frustration at the lack of good test and measurement equipment for use in multi-format video environments. Over the years Omnitek has worked closely with its customers in post-production, broadcast and design to offer a suite of products for waveform and data monitoring, physical layer analysis and picture quality assessment.

Omnitek has already showcased the new Ultra XR 4K waveform analyser at NAB this year, with a demonstration featuring a video over IP implementation based on SMPTE 2022-6 as part of on-going agnostic support for the various streaming technologies being considered by the broadcast industry for IP-based production. The Ultra XR provides sophisticated test and measurement tools specifically designed for colour grading, post-production and programme quality control (QC) in the 4K/UHD domain. Offering 'true' 4K/UHD waveform analysis, the Ultra XR provides all traditional test and measurement tools expected - picture monitor, true 4K waveform monitor, vectorscope, histograms, BT.709/BT.2020 CIE gamut charts, sample/pixel monitor, video timing, audio meters and video/audio/ANC status instruments, all provided as standard for SD to 4K resolutions.

Alongside these tools, the Ultra XR also provides support for 12-bit 4:4:4 SDI input



The Ultra XR will start shipping at IBC 2016

formats in YCbCr, RGB, and XYZ, Wide Color Gamut RGB - ITU-R BT.2020 and High Dynamic Range (HDR) inputs - ST2084 / PQ and Hybrid Log Gamma.

Complementing the XR, the Ultra 4K Tool Box, offers tools for product design and 4K system infrastructure testing to help 4K equipment manufacturers develop and debug 4K applications with confidence. The mature 4K Tool Box has been shipping since summer 2015 and provides comprehensive diagnosis tools such as 12G-SDI Eye & Jitter analysis and full raster-video capture and playout (including ANC information).

Both the Ultra XR and the Ultra 4K Tool Box offer support for an impressive array of delivery methods and video formats, covering SD-SDI to 12G-SDI, HDMI and DisplayPort.

A focus on the next generation

Rob Arnold, VP of Worldwide Sales at Omnitek, commented, "IBC has always been a focal point of our year at Omnitek and we're excited

to announce that our new Ultra XR will start shipping at the show. It's our third generation T&M product and is the cumulative effort of our engineering team with over 15 years of experience in the industry."

Alongside Omnitek's product demonstrations, on show from the Design Services Division is the latest Xilinx RTVE (Real Time Video Engine) reference design V4.1, demonstrating image Warp IP for Lens Distortion Correction and Blend/Stitch IP for multiple camera surround views. RTVE 4.1 also demonstrates the powerful OSVP (Omnitek Scalable Video Processor) IP Suite, featuring support for 4K. Also new, our camera ISP (Image Signal Processor) core demonstrates high-quality raw camera sensor extract and conversion. Finally, joining our existing SDI and DisplayPort display driver IP, we now have HDMI 2.0 and V-by-One cores. Omnitek IP and design services will be available for demonstration and discussion on the booth. ©

Enabling a trusted digital payments ecosystem

MAHINDRA COMVIVA, THE global mobility solutions provider has announced the release of the new and upgraded mobiquity Wallet 2.0.

The second generation of mobiquity Wallet will offer digital wallet providers the flexibility to adapt quickly to evolving customer needs, meet business and regulatory expectations and focus on monetisation strategies, the company said.

An updated version of Mobiquity Wallet, which was launched in March 2014, the new digital wallet platform delivers support for QR codes, bluetooth, NFC and host card emulation (HCE).

The major updates include service pricing, security measures and streamlining the platform to make it easier to issue and accept mobile payments. According to Mahindra Comviva, the service was launched in response to the need to drive innovations in the nascent mobile wallet space early on.

Mobiquity Wallet 2.0 features easytouse, interactive GUI that allows digital wallet aimed at enabling users to quickly make configuration changes, create and modify fee and strengthen security. It claims to deliver a holistic experience that meets the needs of consumers and regulator while reacting to a continuously evolving business strategy.

Mobiquity Wallet 2.0 aims to empower banks, operators, financial institutions and merchants to adopt a digital strategy suited to their markets and provides a secure, feature rich digital wallet solution offering both remote and proximity payments.



Mobiquity Wallet had powered South Asia's first HCE based mobile proximity payment solution for a leading bank, according to Mahindra Comviva (Image: Africa Studio/Fotolia)

Commenting about the new service, Mahindra Comviva senior vice-president and head of mobile financial solutions Srinivas Nidugondi said, "The key to a vibrant, viable mobile based payments system is a robust platform that underpins its business needs and operations and is agile enough to respond to changing market dynamics on the go."

"This platform will help digital wallet providers – banks, retailers or network operators – to simplify operations at the backend by providing flexible frameworks and simple interface driven business

definition," he added.

Mahindra Comviva describes that the platform integrates location, identity and social features to deliver a whole new level of digital transaction flexibility and offers an end-to-end HCE solution including tokenisation. HCE simplifies the NFC payment ecosystem and reduces operational costs involved in launching NFC payments. The platform also provides a patent-pending hybrid HCE offering, which facilitates a higher level of security for mobile payment transactions.

Messenger bot to deliver health services

PRAEKELT FOUNDATION, WHICH is working towards a technological evolution in low and middle income countries, launched a new chatbot for Messenger integrated into the South African Nation Department of Health's MomConnect, at the 21st International AIDS Conference in Durban.

The bot will provide mothers a more affordable, engaging way to access the stage-based messages currently provided by the technology's SMS services. The newest innovation in messaging bots unlock the ability to provide personalised, interactive communication akin to talking to a human customer service or sales rep, but at scale for much cheaper than call centers.

"We focus on providing innovative and scalable solutions for those in need of access to information in low income countries by keeping ahead of changing technology as well as the changing needs of the end user. We launched MomConnect in 2014, before the rise of Messenger. To be relevant with the latest

technologies, we have created a bot to integrate into the platform, as they allow mothers and health care professionals a cheaper way to access vital maternal health and HIV information personalized to them directly on their mobile devices. We are proud to lead their integration into health systems," Praekelt Foundation Founder and CEO Gustav Praekelt said.

Praekelt Foundation was founded in 2007 and uses open source technologies to deliver essential information and inclusive services to people in low income countries. Currently, MomConnect provides maternal health information to more than 850,000 subscribers in South Africa.

With the new bot, these subscribers will have access to maternal health information through Messenger. It provides HIV+ mothers and those with highrisk pregnancies access to information on HIV, pregnancy, delivery and a baby's first year, as well as a future helpdesk to offer mothers a platform where they can have

their questions answered by live operators and escalated to health professional.

The new bot will be integrated into the existing platform and will offer Messenger as an affordable method for mothers, nurses, and child health workers to access additional content and services. With 900m users, Messenger is one of the most used chat apps. Messenger allows for larger character limits than SMS and none of the timeouts of USSD.

Describing the benefits of the bot, Praekelt Foundation chief engineer Simon de Haan said, "Starting with maternal health care, access to essential information delivered via Messenger poses a fundamental shift in how personal health services are delivered at national scale in emerging markets."

"Our maternal health services are made possible by our opensource Junebug integration for Messenger and we are excited about the potential this opensource release creates for the wider health and technology industry," he added.

WISI innovates for the future of TV, multiscreen and OTT

GERMAN FIRM WISI Communications GmbH & Co KG (WISI) now offers extended systems and efficient solutions for the implementation and extension of next generation networks. Operators of cable and IP networks can distribute, manage and control their linear and non-linear TV Everywhere services via their networks to TV sets and mobile end devices like smartphones, tablets and laptops (OTT and multiscreen).

Katamaran

WISI has combined key components and software infrastructure of the proven and scalable platform it has acquired from American firm Aereo with its established WISI Tangram, and Chameleon reception and processing platforms and the high-density, modular linear and multiscreen ABR transcoding platform WISI Inca 4430 for MPEG-2 and MPEG-4 AVC.

Tangram 3.0

WISI has equipped its successful headend system Tangram for IPTV and analog/digital TV solutions with a pioneering software architecture. This in-house development doubles the performance of Tangram modules for the reception and play-out of IPTV streams without any more energy consumption. The operator saves hardware and increases the operative and commercial efficiency of his headend significantly. For future-oriented operations WISI has extended the Tangram system for its export markets by new functionalities for optimal transport stream processing, scrambling, descrambling and enabling e.g. PSIP, AES-128 and BISS.

Chameleon 3.0

WISI has also equipped its internationally awarded headend system Chameleon with its new software architecture and xView. Headend 3.0 increases the performance of the system by factor 3. Network operators can implement the new software architecture in Chameleon very easy by an update and maintain their existing hardware. The improved performance more than six times is increasing the number of incoming and outgoing IP streams from 20 to 128.

xVIEW monitors Tangram 3.0 and Chameleon 3.0

WISI's headend systems Tangram 3.0 and Chameleon now also can be monitored with the End-to-End Network Management System (NMS) xVIEW. This system allows for status monitoring and the control of any device in the entire transmission chain from headend to HFC network.



xVIEW provides the automated service monitoring of analog TV, digital TV, DOCSIS and FM radio. It increases service uptime while reducing operational costs by issue pointing and trend reporting. The NMS is scalable from small cable networks to very large enterprise systems.

WISI's user interface for Katamaran

Optopus: LR 15 S 2/3/4xxx optical transmitters and LR 4x node series

The modular access platform Optopus has been consistently extended upon to seamlessly operate and integrate with technologies such as CCAP und DOCSIS 3.1. These technological revolutions are required to enable network operators to respond to the continuously increasing demand for bandwidth. With the centralised and distributed CCAP models network operators now have the choice between two different CCAP implementations.

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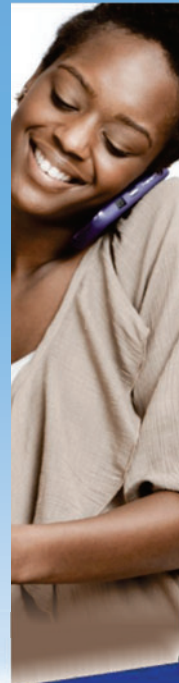
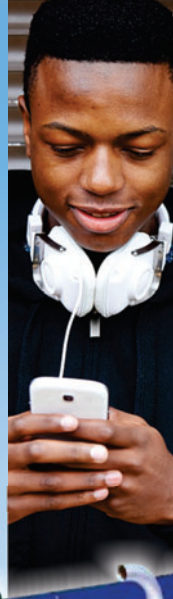
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