



*Our clients are aware that ICT procurement is one of the most complex, dynamic and costly decisions a company will make. Considerations such as integration with legacy systems, future capacity calculations, the correct partner and predictable future technology developments are essential. As solutions become more complex in this fast paced and ever evolving area, poor and wrong decisions are becoming easier to make and more costly to correct.*

### **Bridge Partnership Services**

Extensia Bridge is comprised of a portfolio of international solution providers focused on developing their presence and tailoring their services toward the African markets. Extensia Bridge also has local presence across Africa through our Extensia Bridge Associates network and we leverage the relationships developed by Extensia Ltd, through our commitment to supporting the development of telecoms and ICT across Africa over the past 15 years.

We offer a complimentary **Solution Sourcing as a Service (SSaaS)** facility which is a B2B Service for public and private sector clients. This is quite simply, a solution sourcing service which provides access to our extensive international solution connections and to those companies we have identified as **Extensia Preferred Solution Providers**. These are companies we have experience of working with and have identified that they have innovative strategies and solutions, targeted specifically towards the African markets. We combine this service with our internal advisory capabilities to ensure our clients are sourcing the most valuable solutions for their current needs, ensuring future planning is built into the process with best practice advice and guidance.

Extensia Bridge offers five main service categories:

**Solution Sourcing as a Service**

**Best Practice guidance and advice**

**Enterprise Applications**

**Technology Integration**

**Outsourcing**

**Funding**

**Marketing**



## **EBA Consultancy Services**

Our technical consultants cover the following technical expertise:

**Smart Cities/ Villages/Buildings:** Last Mile Solutions, Hotspots, VOD, Convergence and Telecoms

**Cloud/Hosting:** SaaS, Managed Solutions, Co-Location, Servers

**Connectivity:** Last Mile – Fibre & Wireless Networks (2.4 GHz, 5.8 GHz & TVWS), LTE, Spectrum Management & Policy

**Network Optimization:** Total network management, Security, Optimization, Network integration

**Telecoms:** ISP Business Modelling, Data Aggregation, Product Development, Vendor/Reseller Contracts with 3<sup>rd</sup> Party (National) Telecoms Vendors

**VSAT:** Satellite, VSAT & Value Add Services (Vehicle Tracking)

**VoIP:** PBX (Hardware), Hosted IP PBX, Carriers/Partners

**WAN:** IP Networks, VPN's

**Mobile Banking:** Mobile Wallet platforms

**Our Extensia Bridge Preferred Solution Providers are trusted solution providers and consultants who complement our in house consulting capabilities and enable us to offer a full, turnkey solution to our clients.**

### **Partner Solutions:**

IoT/M2M (Machine-to-Machine)

Data Centres

Data Strategies

Finance/ Investment

Interim Management

Operational Management/ Turnaround

Impact Marketing

Rural Connectivity

Quality of Service

Network Monitoring

OSS

Mobile – Network Development

Telematics

Switches – Data Security

Hospitality Telecoms & IPTV

Broadcasting – VSAT & Terrestrial

e-Tenders

e-government Solutions

Enterprise Solutions

Mobile Applications

Energy – Generator, Solar & Battery

**Can we help you? contact Adrian Hall [ah@extensia-ltd.com](mailto:ah@extensia-ltd.com) +44(0)1904 622381**