



extensia

BRIDGE

ASSOCIATES

Are You Ready Yet?



Extensia Bridge works with governments, regulators, service providers and major end users across Africa, helping them to identify solutions to support Business Development, Revenue Generation, Business Optimisation and Universal Connectivity.

Sourcing the right solution partner is a big challenge

Leveraging the extensive knowledge of our highly experienced Advisory Partners, we are constantly assessing the international solutions market to bring the most reliable and innovative solutions to our clients. Many of our solutions are unique to Extensia Bridge, in the African Market and whilst the quality of our solutions is of primary importance, we understand that for some of our customers, the business model is equally important and so in many cases we offer solutions in CAPEX, OPEX or Revenue Share formats. Our role is to help our customers to source and buy the solutions that will support their objectives and this relates to individual solutions as well as fully managed projects, combining multiple solutions providers.



Our solution partners include but are not limited to....





Adrian Hall

Managing Partner



Harri Sillanpaa

Advisory Partner:

Network Planning &
Optimisation



Johan Janse van
Vuuren

Advisory Partner:

Network rollout and
Datacenter



Bora Varliyagci

Advisory Partner:

Business Planning and
Digital Transformation



Mortimer Hope

Advisory Partner:

Policy and Regulation



Mouninr Qalam

Advisory Partner:

Digital Transformation &
MVNO



James Williams

Advisory Partner:

Customer Engagement



Bradley Shaw

Advisory Partner:

Rural Connectivity



Caesar Kalekezi

**Extensia Bridge
Associate**

Uganda, Kenya, Ghana,
Nigeria

Fred
Rwamushaija

**Extensia Bridge
Associate**

Rwanda, Mozambique,
Tanzania, Malawi,
Zimbabwe

Teshome Worku

**Extensia Bridge
Associate**

Ethiopia

Suresh Kumar

**Extensia Bridge
Associate**

Angola



Our Business Development Solutions include:

Mobile engagement, know your customer, call centre, easy on-boarding, business intelligence and analytics, strategic planning and disruptive innovation, cloud strategy and services, IoT, digital transformation, tower divestment, fin-tech solutions, revenue management and BSS, market reports and industry intelligence, e-sim enablement

Our Business Process Optimisation Solutions include:

Change management, cyber resilience, technology governance, regulatory and policy frameworks, BPO services, incident detection, cyber security, lease abstraction and administration services, BSS, network security, business administration, ERP, public service delivery, customer experience, project management certification, training




Our Revenue Generation Solutions include:

International A2P messaging, data clearing, financial clearing, enterprise customer engagement solutions, cloud brokerage platform, cloud services, smart city solutions, IoT, AI, WiFi wholesale, virtual network enablement, mobile money, fintech, Communications Platform as a Service, RCS, call routing

Our Universal Connectivity Solutions include:

TV White Space, IoT, energy provision, ipp, esco, solar, satellite, Ku band, Ka band, mobile satellite, nanosat, open-RAN, VoLTE, VoWiFi, rural gsm, urban densification, FTTX, backbone connectivity, datacenters, test and measurement, RAN, microwave and fibre planning, rollout and optimisation, switch planning, IP planning, project management, infrastructure as a service, smart city



Extensia Bridge only connect trusted and reliable parties with legitimate projects. We leverage our experience of organising high level business summits to arrange in-country workshops and roadshows to accelerate national agendas and we are available to accelerate your objectives.....Are you ready yet?



Recent Projects

Infobip on securing an exclusive agreement with Ethio Telecom to provide international A2P messaging services amid very stiff competition from the World's leading messaging aggregators

Infracomm South Africa to secure a maintenance contract for over 3,000 base stations with Ethio Telecom in competition with many international towercos

Rasello and Cardno market entry support for providing a COVID 19 response service to the Ministry of Health in Mozambique and other African countries

Wingu Africa to secure a Datacenter opportunity (client confidential)



We have partnered with ICT Ministries and Regulators across Africa including: Mauritius, Tanzania, South Africa, Ghana, Egypt, The Gambia, Uganda, Burkina Faso, Zimbabwe, Ethiopia, Kenya.

We have facilitated trade deals all over Africa and across the entire spectrum of ICT working with clients including: MTN, Vodacom, Orange, Airtel, Etisalat, Telkom South Africa, Liquid, Ethio Telecom and solution partners including Ericsson, Nokia, Huawei, ZTE, Microsoft, Google, SES, Eutelsat, Yahsat, Intelsat, Airbus, CSG, Infobip, Mavenir, Samsung, Qualcomm, Oracle, SAP, IBM and many more.

Current Projects:

eTrade platform development for a client in South Africa with one of our partners. We are developing an Africanised version of AliBaba/ Amazon along with a suite of cloud and egovernment services, with our partner Active Platform


National Datacenter Facility in a Southern African country with our partners, The Datacenter Group (Germany) and developing the ICT architecture for a major Trade Hub with our partners, MetroTelworks, Gladiator Innovations and Infracomm.

Infrastructure as a service in an East African country, providing fibre and wireless connectivity, sourcing finance and conducting rollout with our partners TechnoLink Consult, Infracomm and Digital Things.

Network expansion and diversification in Angola supporting our ISP client, Startel, in diversifying their product portfolio towards wholesale and IoT services to Oil & Gas, Mining and Agriculture clients

Business Development in The Gambia for our integrator client, Nifty ICT, in developing cloud service and eGovernment service lines as well as developing an ISP operation.

Developing an IXP facility in a West African Country with our partners ERS Connect



We are here to help you to accelerate your objectives.

Contact us: info@extensia-ltd.com



extensia

BRIDGE

ASSOCIATES

Are You Ready Yet?