



# 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....





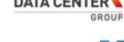






infracomm

































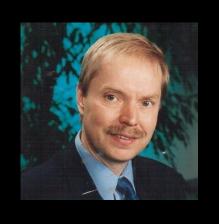






**iSON** 









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Customer Engagement

**Advisory Partner:** 

Rural Connectivity

**Advisory Partner:** 









Caesar Kalekezi

Fred Rwamushaija

Teshome Worku

Suresh Kumar

Extensia Bridge Associate

Uganda, Kenya, Ghana, Nigeria

### Extensia Bridge Associate

Rwanda, Mozambique, Tanzania, Malawi, Zimbabwe

## Extensia Bridge Associate

Ethiopia

# Associate

Angola

**Extensia Bridge** 





#### **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





#### **Recent Projects**

<u>Infobip</u> 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

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

<u>Rasello and Cardno</u> 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:**

<u>eTrade platform</u> 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

<u>National Datacenter Facility</u> 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.

<u>Infrastructure as a service</u> 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

**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.

**<u>Developing an IXP</u>** facility in a West African Country with our partners ERS Connect



