



extensia

BRIDGE

ASSOCIATES

Are You Ready Yet?



Extensia Bridge works with governments, regulators, service providers and major end users of technology across Africa, helping them to strategise, source, finance and implement solutions, as required, 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....



eutelsat





Tariq Malik

**Co-Founder &
Managing Partner**



Adrian Hall

**Co-Founder &
Managing Partner**



Johan Janse van
Vuuren

Advisory Partner:

Network rollout and
Datacenter



Bora Varliyagci

Advisory Partner:

Business Planning and
Digital Transformation



Oleg Tyagunov

Advisory Partner:

Cloud and eGovernment



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



Harri Sillanpaa

Advisory Partner:
Network Planning & Optimisation



Fred
Rwamushaija

**Extensia Bridge
Associate**

Rwanda, Tanzania,
Malawi, Zimbabwe



Teshome Worku

**Extensia Bridge
Associate**

Ethiopia



Justice William

**Extensia Bridge
Associate**

Botswana



Tatiana Popova

**Extensia Bridge
Associate**

CIS Region



Eduardo
Sebastiao

**Extensia Bridge
Associate**

Angola and Lusophone



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, e-sim enablement, training

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, unified communications platform,


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



Our eGovernment Solutions include strategy and implementation of:

e-Governance, e-Identity, e-Data exchange layer, Integrated Digital Land Management, e-Business and Finance, Mobility services, e-Meters, e-Security, e-Healthcare, e-Education, e-Life, g-Cloud, National datacenter design, build and monetisation, Homeland Security, Tax and VAT Revenue Collection



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 exclusive agreement with Ethio Telecom to provide international A2P messaging services

Infracomm South Africa to secure a maintenance contract for over 3,000 base stations client confidential

Rasello and Cardno market entry support for providing a COVID 19, TB, Malaria response service to the Ministry of Health in Mozambique, Zimbabwe, Tanzania, Zanzibar

Wingu Africa to secure a Datacenter opportunity (client confidential)

Eutelsat market entry for new satellite services across multiple African countries

Teleconsultores consulting on ICT regulation reforms in Mozambique



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:

Company as a Service development of an innovative platform for easing company registration and management. The platform takes care of all of the back end functionality of setting up and running a business allowing entrepreneurs to focus on their business strategy and delivery

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 DIH.

Network expansion and diversification in Angola supporting our ISP client, in diversifying their product portfolio towards wholesale and enterprise services to large enterprises

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



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