

The Official Newsletter of the Digital Council Africa

February 2021 Edition



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Dear Colleagues and Friends,

I want to extend warmest wishes to every one of your for a blessed and prosperous 2021!

WELCOME FROM JUANITA

2020 was a year that no one will forget. Since January 30th, 2020, the day the World Health Organization declared the outbreak of COVID-19 as the sixth public health emergency of international interest, nothing has been the same. Globally countries went into lock-down and we all watched in awe and sorrow as family and friends closed their doors behind them to stay in isolation for what we then thought was going to be weeks.

What lay ahead no one could predict. Globally 2020 was a year of unparalleled and record-breaking unemployment levels, millions of shattered

businesses, the cancellation or postponement of events, coupled with immense uncertainty as the pandemic fastened its grip on society.

And here we are, a year later trying to make sense of the effects of the COVID-19 pandemic that's sweeping across the world.

In a world where 80% of the workforce is in lockdown, 33% of the global population is unemployed, the global supply chain is massively disrupted, physical distancing is mandated, and a food supply panic sweeps the nation as countries plan to feed societies and avoid mass hunger.

This is a recipe for disaster. Yet, thanks to connectivity, many businesses continued operating at some level, and many more embraced digital transformation and adopted technology systems to safe-guarded supply chains.

In many cases our children could adopt remote learning, and some of us have medical doctors, gyms and even yoga instructors turn to online consultations. Customer services, logistics, and entertainment; and essential businesses like commerce, insurance, and finance have continued providing services online. Yes colleagues, the work we have done has not been in vain as it has played a pivotal role in enabling our global economy to survive.

In some ways COVID-19 has made us stronger; older generations have been rapidly embraced technology, remote work has accelerated digital transformation, online commerce has stimulated price competitiveness, and our ability to stay connected and leverage technology for supply chain and business operations has quadrupled.

Remote work has boosted hourly productivity by approximately 40%, with actual work time per day going from 5.23 hours to 9 hours. Meeting attendance has gone from 70% to 90%, and business operations are running leaner.

In many ways social distancing has actually brought us closer. In the good old days you would send an email to a person 2 desks down, now you quickly meet on video to discuss the matter.

Globally email usage is down by a staggering 30% as people adopt online collaboration tools. All of this while we broke down the borders and embraced globalization.

Not to mention them impact on the environment. Lock-downs, quarantines and border closures in the wake of the pandemic have led to reductions in air pollution through use of transport systems and air travel. Globally we are beginning to see corporates adopt permanent work from home strategies that will allow for individuals to move to

small towns and help curb urbanisation while contributing to higher quality of life! Forget about Smart Cities, enter Smart Towns as people search for new homes in small town – with one requirement, good connectivity.

Colleagues, we can all agree that we have entered the 4th Industrial Revolution at pace. What we need to figure out now is how to leave no one behind. The digital divide is a greater threat to humanity than ever before, and we have to hold each other responsible with a collective determination to achieve our mission which is to ensure that every person on the continent is connected to a good and affordable internet connection. This must be top of mind for each one of us as we strive to push connectivity to every corner of the continent, every person and every home. Let's not lose momentum, we need to lock arms and push forward, together we can make all the difference.

Allow me a moment to thank you, our loyal members for continuing to fund the work that we do. 2021 is going to be an incredible year and with your support I believe we can achieve greatness and take everyone on this digital journey with us.

Juanita Clark CEO





Enabling a **high-speed** digital world where **innovation** and **meaningful connections** prosper.

For more information on our state-of-the-art wholesale connectivity, visit www.dfafrica.co.za.

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NOTICES

What is Conext?

"CONEXT: a relationship in which a person or thing is linked or associated with someone or something else."

In a world that is becoming increasingly digital, it is important to ensure that ongoing engagement takes place. The Digital Council Africa strives to remain in contact with its members, and to provide its members with ongoing communication about its activities. Conext is the answer to staying engaged.

Member engagement is encouraged through participation in events and working groups and through the distribution of the Conext Newsletter.

The DCA strives to offer members opportunities to network and collaborate and discuss best practice frameworks that is in the best interest of all, solving complex issues through dialogue and policy recommendations and we encourage dialogue between government and private sector from a platform that is independent and product agnostic.

STAY CONEXTED. Follow us on *LinkedIn, Twitter* and *Facebook*

Member Webinars

The Digital Council Africa invites members to join the first in a series of Webinars which will focus on key topics pertaining to the industry. These webinars will be held on an ad-hoc basis via the collaboration platform and will be communicated via the member mailing list. Please note that members may also request to host a webinar, provided that the content is relevant and informative.

Date: 18th February 2021 **Time:** 14:00 to 15:00

Topic: Best Practice Guidelines for Engaging Local Communities in Deploying Telecommunications Infrastructure

Click here to register





AGM

Members are invited to attend the Annual General Meeting of the Digital Council Africa.

Date: 12th May 2021 **Time:** 10:00 to 12:00

Please click *here* to register. A link for the virtual meeting will be distributed upon registration.

FROM THE OFFICE



Election of Treasurer

Thinus Mulder, Chief Executive Officer at Dark Fibre Africa, was elected as the Treasurer of the Council at the first board meeting for 2021, which took place on 3rd Feb. Thinus obtained a BCom Accounting Honours degree and a Certificate in the Theory of Accounting from the University of Pretoria in 1989. After qualifying as a Chartered Accountant at PricewaterhouseCoopers in 1992, he has held various top positions with SARS, Standard Bank and the JSE-listed AST Group, where he was financial director. We want to thank Thinus for giving his personal time to help drive the financial side of the organisation.

Annual Invoicing

The Council's bookkeepers have issued the annual invoices for the 2021/2022 membership year. If you have not received this by now, kindly reach out to Reesha lyer at <u>reesha@digitalcouncil.africa</u>.

Please take note of the adjustment in fees to the **SMME/Institutional/Individual category**.

Member Certificates

Member Certificates for 2021 will be issued to members whose fees are up to date. Please reach out to Reesha lyer at <u>reesha@digitalcouncil.africa</u> to request a certificate for your organisation.

Database Management

To ensure that the relevant people in your organisation are receiving our communications, continually update the contact details of the individuals that should be added to the Council member database. These details can to sent to Reesha Iyer at reesha@digitalcouncil.africa

Want to feature your company in the upcoming Conext?

Reminders will be sent from the office to submit your feature. All members are encouraged to participate and showcase their company in Conext.

Contributions can be sent to Nadene Reignier at nadene@digitalcouncil.africa



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Navigating Changing **Environments**



FTTX Council Africa rebrands

In July 2020 the FTTx Council Africa rebranded to become the Digital Council Africa.

This change was brought in to address and serve wider audience within the ICT sector

The Digital Council Africa believes that the development and deployment of digital access and adoption will enhance the quality of life for citizens in Africa and will provide African countries with a digital

footprint which will increase their effectiveness and competitiveness within the global marketplace.

It is clear that digital technologies offer widespread disruption, and will unlock great value and economic benefit to citizens over the next few years.

The Conference goes Virtual

In a time of unprecedented change, the Digital Council Africa felt that it was more important than ever to continue dialogue on how to speed up the pace at which we are deploying connectivity. Therefore, the Digital Council seized the opportunity to bring about change and entered an exciting & bold new chapter in the history of the Council famous Fibre Conference.

With not only a new name, logo, look 'n feel but also by hosting on an online platform the DCA delivered its first virtual conference in November 2020.

Not without challenges, the FibreCONEXT2020 conference was hosted on a virtual platform, from the 23rd to 27th Nov 2020.

The 2020 edition of the annual conference was aptly themed "Navigating Changing Environments" and focussed on the fibre and related industries and the expectations in a post COVID world - the impact of COVID on the sector, and how it is expected to continue to drive demand for digitisation. Besides the plenary and technical sessions, attendees were able to visit a virtual exhibition hall where they

had access to technologies in the fibre space and, with the click of a button, could watch videos, download pdf's, see company profiles and engage with sponsors.

The Digital Council Africa would like to again thank its sponsors, DFA, inq. Commscope and MiRO for making the 2020 conference possible.













Farewell to out-going Board members

In terms of the Council's handbook, board member positions need to be rotated. In this regard, we bid farewell to Johan van Dalen and Geoff Blake.

On behalf of the President and CEO, the Council wishes to express its sincere gratitude for their participation on the Board and the invaluable contributions made.

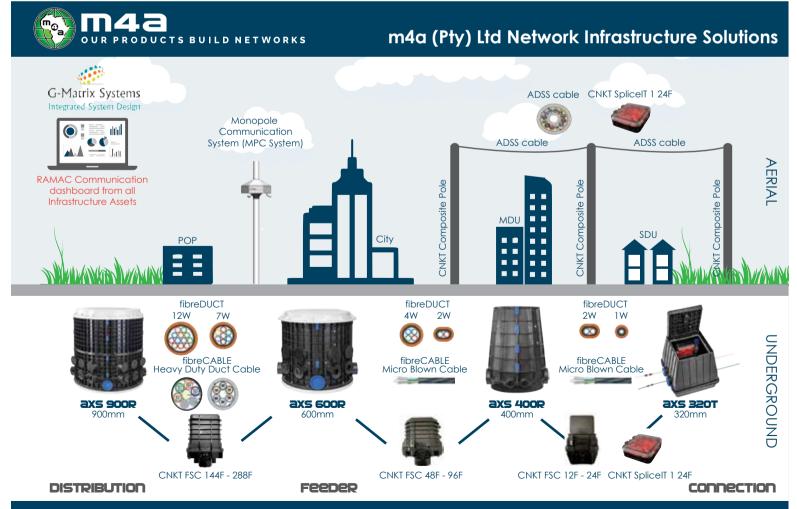


GEOFF BLAKE OUT GOING BOARD MEMBER Senior Manager: Technical Regulation & Mandated Provisioning - MTN





JOHAN VAN DALEN OUT GOING BOARD MEMBER Executive FTTH and NGN -Openserve



A warm welcome to our new Board Members



KHOLIWE MAKHOHLISO

Kholiwe Makhohliso is the VP and Country MD at Software AG South Africa. She made a name for herself as a distinct leader in the ICT sector having led South African operations of global companies, including a Fortune 500 company. From 2018, she has been at the helm of German-headquartered global software company – Software AG as its Vice President and Country MD for South Africa. She boasts a wealth of experience that spans almost 25 years in a career that was meticulously nurtured in both public and private sectors. Her rise to become a revered executive in the ICT industry is owed to her risk-taking nature, resilience and an unwavering belief in offering her clients cutting edge solutions for their needs. An Accountant by training, her career began as an Auditor and CFO, and after few years she changed course and branched into Consulting and Sales in the ICT sector. Some of her most notable career moves include serving as the first Chief Financial Officer of the National Heritage Council, holding leadership positions at Accenture and being appointed to the position of Country MD South Africa at Oracle, a position that made her one of the first women to lead a multinational ICT company in the country.



ALTHON BEUKES

Chief Executive Officer Openserve & Telkom Group Chief Information Officer. Althon Beukes was appointed as Chief Executive Officer Openserve 1 April 2020 in addition to his role as the Group Chief Information Officer for Telkom Group. Althon is a proven technology, digital and commercial leader with vast experience across transformational roles within Telkom Group.

At Openserve, Althon is leading the organisational transformation journey that is adopting its new operating model which pivots around creating a differential experience on Openserve's network. Althon is focused on enhancing client and customer experience across Openserve's current and future market segments and is driving product innovation across its connectivity propositions that further strengths Openserve leadership across fibre and next generation connectivity solutions.

An innovator with a deep grasp of technology and change management principles, Althon is focused on creating a journey that is underpinned by technology and digital enablement that allows for a sustainable transformation. With prudent investments across its technology portfolio, Althon is positioning Openserve to be the principle infrastructure provider that connects everything, consumers, smart cities, 5G cells and business thus enabling it to cater for today's needs as well as for future 5G adoption and consumption requirements.

Althon has held various leadership roles including leading the establishment of Cybernest, Telkom information technology arm. As its Managing Director, he was instrumental in the acquisition of BCX and led its integration into Telkom Group, later assuming the role as Chief Operations Officer at BCX. Prior to his current roles, Althon also had a brief stint as the Chief Commercial officer at Openserve.







Service providers that use our wholesale **fibre infrastructure** and **connectivity services** can give you premium access to a world of digital possibilities where **innovation** and **meaningful connections** prosper.

For more information on our state-of-the-art wholesale connectivity, visit **www.dfafrica.co.za**.



Future Cities Africa

In 2020, the Digital Council Africa, together with Future Cities Africa, partnered up to deliver the Future Cities Africa episodes. The aim of the series of events is to consider the role of broadband in achieving a smarter South Africa, and how this can be achieved.

Future Proofing Africa's Cities

Steve Apps is a Smart City and Industry 4.0 technology expert. He's past CTO of Huawei Southern Africa for government services. He was also executive for ecosystems and solutions at SawidNet, rolling out the SIGFOX IoT network across South Africa. We explore what will stop us from becoming smarter cities, financial models and how future cities can be funded, improving public/ private sector collaboration, current state of IoT in Africa, civilization engineering, role of Blockchain in Africa's future, what Steve would change if he had a magic wand and his vision of future African cities.

Read/Listen/Watch here

Improving Public - Private Sector Collaboration

Nine thought leaders share their insights on how public - private sector collaboration can be improved and how challenges can be overcome.

Read/Listen/Watch here

What is the Definition of a 'Smart City' in Africa?

11 thought leaders share their definitions of what the term 'Smart City' consists of in an African context. Read/Listen/Watch here

Telecommunications Regulation: The One Thing I Would Change With My Magic Wand

Seven thought leaders explain the one thing they would change if magic wands existed.

Read/Listen/Watch here

Digital Council Africa and Why All Local Municipalities Need Good Connectivity

Listen to what Juanita had to say <u>here</u>

FibreUP, a national Level 2 BBBEE SMME, deploys secure and comprehensive fiber network solutions that foster economic growth, development, and innovation.



At FibreUP, we deliver excellence, specializing in turnkey network design-build-maintain services, network asset protection and sustainability to some of largest local and international network owners in South Africa with whom it holds principle partner status. Our highlight achievements during a COVID-19 embattled 2020 were the award of a national infrastructure maintenance contract, and the successful landing of an undersea cable for which we built and commissioned the shoreside landing station and terrestrial node route on the KwaZulu Natal east coast, rated as the highest quality infrastructure build by international adjudicators - both, for the largest independent network owner on the continent.

Our operations and maintenance programme incorporates preventative, routine and emergency maintenance services to keep our client network functioning optimally. We perform regularly scheduled maintenance checks, routinely inspect our client asset, and make necessary repairs/modifications to keep the system functioning at peak performance. And, in the event of service interruption, we are able to dispatch a local certified technician to the scene of the incident to restore service in the most efficient and timely manner.

We offer network monitoring services with around-the-clock coverage, underpinned by a 24/7/365 service operations centre with a dedicated support line. The Service Operations Centre (SOC) is an integrated performance platform supported by state-of-the-art infrastructure, flexible and customizable processes with cloud-based software solutions. The service desk acts as a single point of contact for all customer requests and provides proactive support services to enhance the reliability of customer networks.

Through optimisation of our clear strategy and core focus of empowerment and skills transfer, our Executive uses this narrative and understanding of markets, to develop a unique value proposition to clients. Group leadership ensures that it understands and works within the parameters of local conditions, develops local labour, managing all risks effectively; thus, giving clients peace of mind through quality delivery on time, irrespective of the challenges.

By strategically positioning quality management at the heart of our operations, our Executive and Board have bound together the full value chain of an infrastructure company which is central to, reinforcing sustainability and delivering a quality outcome to all stakeholders.

From the outside plant construction to inside plant configuration, network graphic representations, infrastructure maintenance and smart city design and reticulation models that support the diverse spectrum of IoT tiers, FibreUP is an agile, single source solution provider within the ETTX Services arena.





WOMEN IN LEADERSHIP EVENT

On the 1 September 2020, Digital Council Africa hosted the "Women in Leadership: Taking your seat at the table" webinar.

The conversation was centred around women in leadership and speakers focused on unpacking some of the challenges and obstacles they, as women, have faced in their own careers. As well as looking at some of the mistakes woman make that could potentially sabotage their careers. Practical steps woman can take to promote themselves in a corporate environment where also discussed as was the topic of 'are woman are ready to report into woman?'.

Dr Andile Ngcaba - President Digital Council Africa - gave the welcome and opening of the event

The Speakers were:

- Honourable Minister Stella Ndabeni-Abrahams -Minister of Communications and Digital Technologies was a guest speaker
- Ms Kholiwe Makhohliso -MD Software AG South Africa
- Ms Portia Thokoane -Chief Human Capital Dark Fibre Africa
- Ms Lynette Magasa -CEO and Founder Boniswa Group

- Ms Pumza Dyani Chief Marketing and Sales
 Officer Broadband Infraco
- Dr Moretlo Molefi -Founder and CEO Telemedicine Africa
- Ms Juanita Clark CEO Digital Council Africa and Ms
 Veronica Motloutsi Digital Council Africa Board Member were
 facilitators respectively

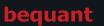


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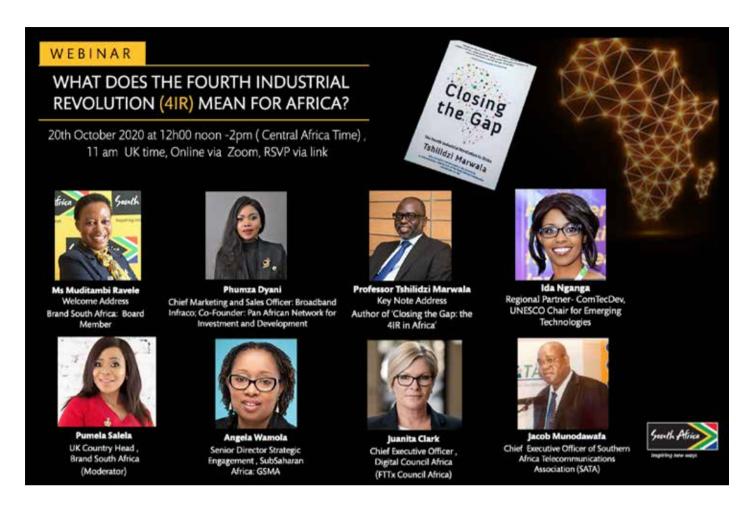












WHAT DOES THE FOURTH INDUSTRIAL REVOLUTION (4IR) MEAN FOR AFRICA?

The conversation at this event, held on 20th October 2020, considered the outlook for Africa and its participation in the Fourth Industrial Revolution as well as insights on the Fourth Industrial Revolution.

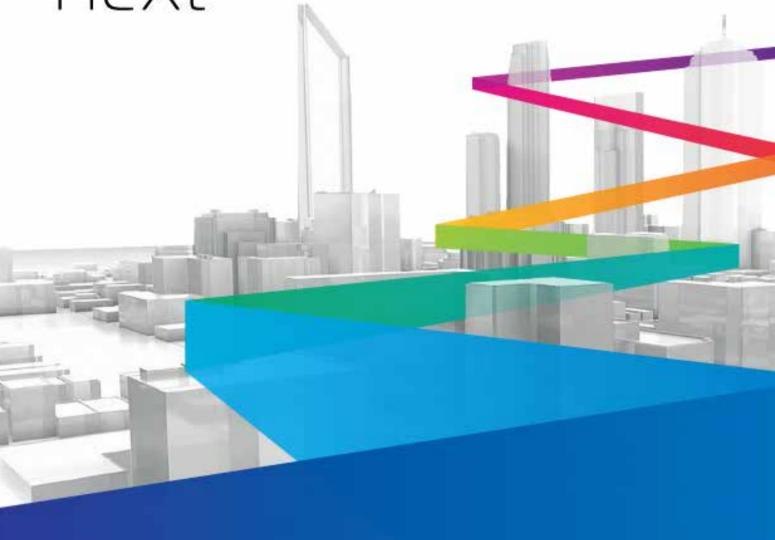
Juanita was a speaker at the event and in her conversation considered the Challenges and Opportunities for Africa's Fourth Industrial Revolution from an African Perspective.

The Speakers were:

- Ms Muditambi Ravele -Brand South Africa Board Member
- Phumza Dyani Chief Marketing and Sales
 Officer: Broadband Infraco;
 Co-Founder: Pan African Network
 for Investment and Development
- Professor Tshilidzi Marwala -Keynote Adsress - Author of 'Closing the Gap: The 4IR in Africa'
- Ida Nganga -Regional Partner - ComTecDev, UNESCO Chair for Emering Technologies
- Pumela Salela -UK Country Head, Brand South Africa (Moderator)
- Angela Wamola -Senior Director Strategic Engagement. SunSaharan Africa: GMSA
- Juanita Clark Chief Executive Officer, Digital
 Coucil Africa (FTTx Council Africa)
- Jacob Munodawafa Chief Executive Officer of Southern Africa Telecommunications

 Association (SATA)

now meets next



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COMMSCOPE°



CIVIL CONSTRUCTION **COMMITTEE REPORT**

Telecoms Infrastructure Deployment Task Team was created after an Industry Microsoft Teams Meeting held on 13 July 2020. The Committee consists of DCA members and other external stakeholders. The main objective is to address the site disruptions experience by our members from business forums or similar groups that have a vast reach with a negative impact on operations.

An Industry Best Practice Guidelines (IBPG) document was developed by the committee to aid our members in how to most effectively connect positively with the communities in which there is any type of telecommunications related work.

The document aims to achieve a high level of acceptance from communities with numerous and diverse challenges. Our partners in this endeavour have expanded to include other industries with a common interest and a strong relationship has been built with the SAPS who has used our IBPG as a preface to their S.O.P. on site disruptions.

GLOBAL 5G COALITIONS NETWORK

Juanita Clark was invited by the World Economic Forum to participate in the Global 5G Coalitions Network.

The Global 5G Coalitions network is a cross-sector initiative that aims at accelerating a sustainable and inclusive transition to the next generation of mobile networks to respond and recover from the Covid-19 crisis and build better connected, more resilient societies.



Objectives

It intends to develop a cross-sector community to define new collaboration models. It aims to co-create actionable knowledge tools that support sustainable 5G deployments and ultimately shape the narrative to help cross-sector actors fully understand the value of 5G

Community

Global 5G Coalitions Network. A first-of-its-kind community of CEOs, Presidents and top leaders from international associations and regional alliances across sectors.

Executive Working Group

A community of over 50 Chief Technology Officers, Strategy Officers, Technology Pioneers and other leaders representing 40 organizations across 12 industries, government and academia. The working group has several meetings annual in which they provide inputs into documents for wider distribution.

JUANITA SPEAKS AT COMMUNICATION AFRICA EVENT

Juanita joined an impressive line-up of speakers on the 28th of January to participate in the 2021 Communication Africa conference, aimed at creating an enabling environment through ubiquitous digital services across Africa. Find more info *here*



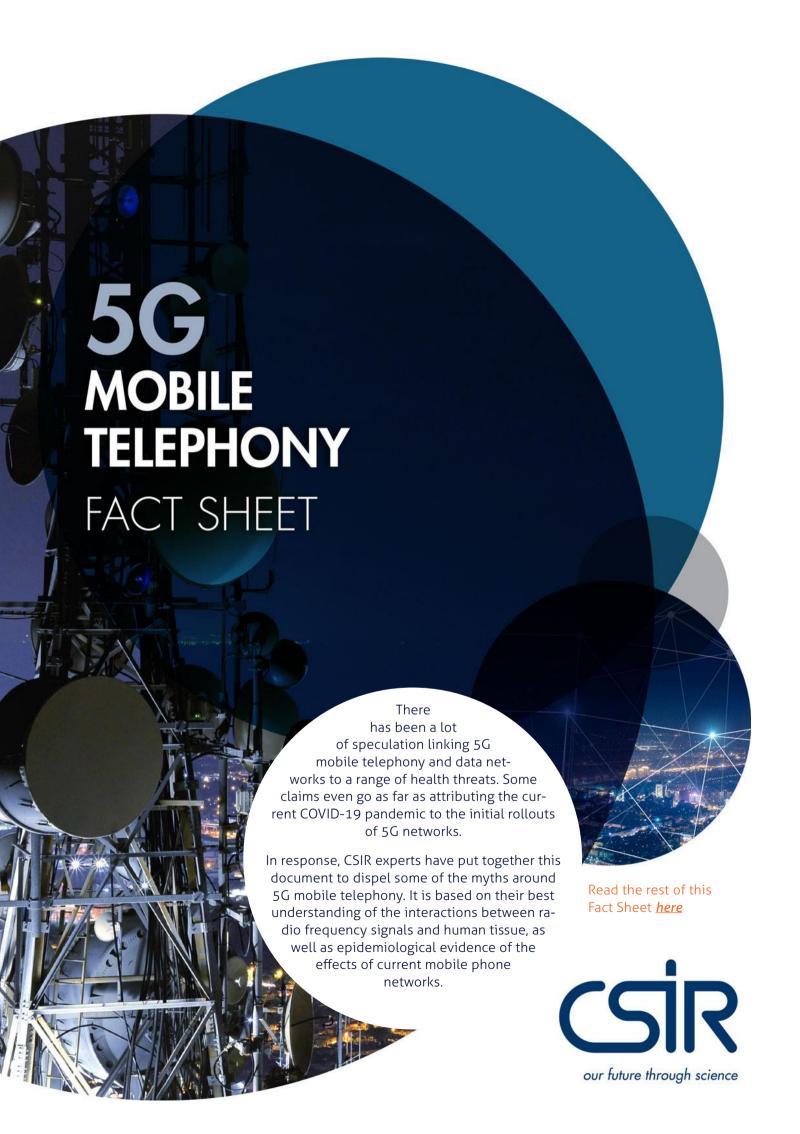


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Technician-as-a-Service (TaaS) - the gig-economy answer to service resilience in a pandemic affected and job-shedding world.

As presented to the South African Institute of Electrical Engineers (SAIEE) Entrepreneurship and Innovation Chapter. 16 November 2020

Author: Andre Hoffmann – A re-purposed telecoms and engineering practitioner, passionate about Making a Diffference #MAD in our world and country specifically.

#technician #TaaS #entreprenure #fibre

The Business

MyTechie is essentially Technician-as-a-Service (TaaS), matching qualified technical service resources and skills available in areas to service providers and consumers in need of accredited and competent technical service skills in those areas at specific times. A new gig-economy digital services trading platform with mobile and geo-location capability.

Acknowledging that we have entered the era where skills and services are traded openly and more directly (peer-to-peer) disrupting the traditional organisational control structures. This brings opportunities and risks but it is coming at us whether we like it or not.

South Africa has a lot of latent talent and skill (un and underemployed) and all we require is to leverage technology effectivly to make it visible to the market it addresses and preferably within a proximity that is viable for both the seller and the customer.

MyTechie aims to close the gap between learning, application, and market demand for skills and capacity within the proximity of local communities and thereby improve the earning capability and economic survivability of our people of all ages.

MyTechie goes beyond 'the fix' by creating job creators. We believe The best way to emancipate workers is to empower them to become their own boss.

Whats different about MyTechie?

Finding work-based experience is a big challenge for graduates today. MyTechie provides a tiered roadmap (incentivised financially) from INTERNSHIP to QUALIFICATION to MASTER of the craft. 'Each one takes the hand of the one below them and lifts them up.'

MyTechie is not just a 'Yellow Pages' for services, we provide an eco-system of support around the candidates that includes such things as financial services. small business loans, medical aid, retirement instruments etc. will be catered for. In the near future we will enable a bartering economy within the eco-suystem via wallet based digital (crypto) tokens.

We leverage buying power of the group and the internal wallet to reduce supply side costs of consumables, tools and other resources, thereby creating some disintermediation to the advantage of the Techtreprenures $_{\text{TM}}$.

We value and inventivse professional affiliations with relevant Volintary Associations like the SAIEE and the IITPSA (Institute of Information Technology Professionals of South Africa) to leverage continued professional development, mentorship and professional ethics. We also value the colaboration with the industry associations like the Digital Council Africa and others to bring some sureity to the service delivery quality and standards, particularly within the fibre based inside plant installations.

MyTechie provides improved revenue earning potential for its independent agents by what we call 'Opportunity Density.' – 'More arrows in their quiver.' Leveraging geo-data of market needs, and matching this to the agent's skills gap, we then give them access to appropriate micro courses from affiliated training providers. This will derive additional economic value in the areas they trade in.

We embrace a systemically viable culture of stakeholder optimisation, creating a value-chain balance, rather than the traditional MBA mantras of 'maximising shareholder value' or 'customer focus,' each of which results in an imbalance and internal or external pain points, and ultimately have been shown to drive unacceptable levels of inequality.

How can South Africa build an innovative culture and motivate creativity in boosting the economy?

Employment is no longer a reasonable expectation for our youth - We need to develop an entrepreneurship culture from school level already. We need to set the expectations of our youth and train them to embrace a resiliant lifestyle that is battle hardened towards coping in austere economic conditions.

Policy should favour tax incentives for innovation or 'maker' hubs in local communities. No need to glorify the elite degrees any more. We don't need so many of those, instead we should be lifting the profile of the vocational trades and skills.

We need to make it 'cool' to participate in activities ike the World Skills Competition. – the Olympic Games of skills.

Why does every town and suburb have a liquor store and sports gambling place, but no libraries, internet hubs or vocational trade schools?



5G MEMBER SUBMISSION TO ICASA

The Council engaged with its members and finalised inputs for the 5G Forum Members Questionnaire which was due for submission to ICASA at the end of January 2021.

The questionnaire was aimed at assisting in establishing the status regarding the deployment of 5G networks in South Africa, and identifying policy, legislative and regulatory approaches to facilitate the implementation 5G technologies as and when required.

The Council's final submission can be accessed here

END OF YEAR EXECUTIVE BREAKFAST

On 9 December 2020 Digital Council Africa hosted a CEO breakfast with The Minister of Communications and Digital Technologies, Honourable Minister Stella Ndabeni-Abrahams as the special guest.

The purpose of the event, which was sponsored by **Dark Fibre Africa** and **inq.**, was to highlight some of the most important work that was carried out by the Industry leaders, Government and Digital Council Africa working together in 2020 to ensure transformation within the industry is realised.

Some of the work Included:

- Establishing the ICT task team to help during the Covid 19 pandemic.
- Digital Council Africa becoming a member of HAPS Alliance.
- Release of temporary spectrum
- Releasing rapid deployment policy
- Releasing 4IR Report
- Digital Council/ Presidency sector infrastructure fund
- Working with SAPS to address the construction mafia.
- Putting POPI act into operation
- Implementing cyber security into law
- Digital Council Africa was instrumental in convening the South African Investment Conference with the Presidency

Speakers:

- Dr Andile Nqcaba President Digital Council Africa
- Special guest Speaker -Honourable Minister Stella Ndabeni-Abrahams - Minister of Communications and Digital Technologies
- Ms Juanita Clark CEO Digital Council Africa
- Mr Thinus Mulder CEO Dark Fibre Africa
- Ms Veronica Motloutsi- Board Member Digital Council Africa
- Ms Kholiwe Makhohliso MD SoftwareAG South Africa
- Motivational Speaker Ms Deshun Deysel CEO GoPeak International (Pty)
 Ltd

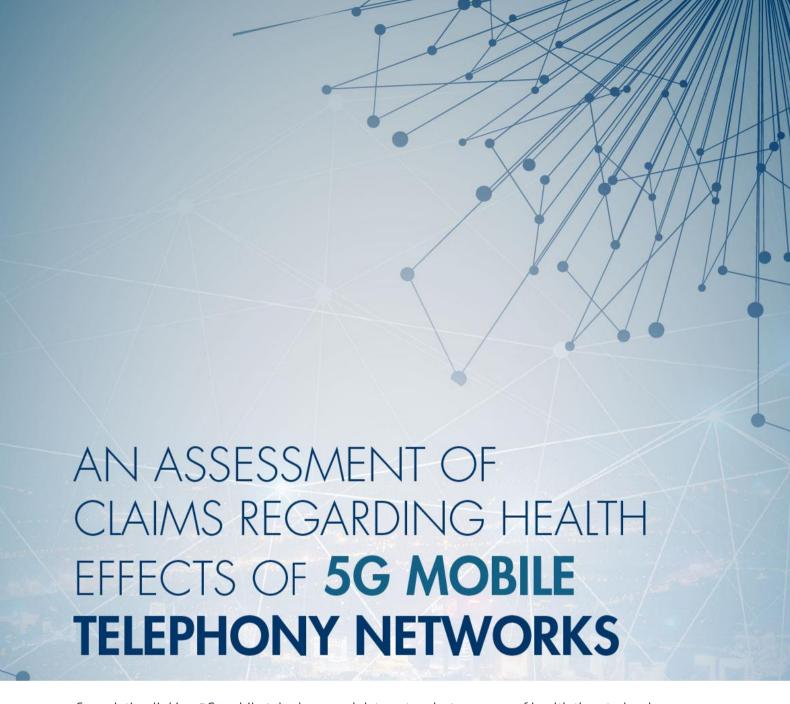


MOTIVATIONAL SPEAKER PROFILE

Deshun Deysel is the CEO of <u>GoPeak International Pty(Ltd)</u> - Key Performance Insights and People Analytics.

Over 2 decades of traversing the slopes of some of the world's great peaks - including 2 attempts at Mt. Everest - gives Deshun a valuable perspective on what high performance means to individuals and teams.

Having worked at more than 1000 conferences in over 15 countries as well as being a certified InnerGame® Coach, she brings practical application to the requirements of High Performance in Organisations.



Speculation linking 5G mobile telephony and data networks to a range of health threats, has been rife. Some claims even go to the extent of attributing the current COVID-19 pandemic to the initial rollouts of 5G networks. Unfortunately, a lot of opinions aired do not come with a high degree of credibility and amount to no more than flights of fancy. Some of them even claim that there is no virus and that all the health effects are caused by 5G.

In a nutshell, as should be evident from the description that follows, 5G networks differ very little from their predecessors. In addition, no large-scale 5G rollouts have taken place, and most areas in which virus victims are found do not even have any 5G rollouts. Every previous introduction of mobile phone technology has been accompanied by similar sensational reactions. Nevertheless, no deterioration in public health associated with these technologies has been scientifically proven.

Read more here



NEWS FROM

FTTX COUNCIL DRC CHAPTER

1. Meet the FTTX DRC Board





Malanda Alain FTTx-DRC position: Elected President FTTx-DRC Current Non-FTTx-DRC position: Non-Executive Director - RAAH



DRC

FTTx-DRC position Head: Advisory Committee FTTx-DRC Current Non-FTTx-DRC position: Managing Director & Project executive – Ingekora Group



Mbelenge Mak FTTx-DRC position: Secretary and Head: Training & Standards Committee- FTTx-DRC Current Non-FTTx-DRC position: Directeur General -Fibre Solutions SARL



Kisisa Muzanda Erick

FTTx-DRC position Head: Technical Committee- FTTx-DRC Current Non-FTTx-DRC position: CTO Standard Telecom Congo SA

2. What we've been up to







- 1. Feb 2020: Adoption of the board @ Hotel Du FLeuve Kinshasa/DRC
- 2. July 2020: First online Board Meeting with Juanita Clark & the board of FTTx DRC Council
- 3. November 2020: Digital Council Africa online Conference – with participant meeting @ hotel du Fleuve Kinshasa DRC



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3. Market conditions of the DRC

In September 2019, the Democratic Republic of Congo

(DRC) adopted a new vision for the digital economy, captured in the *Plan National du Numérique* (PNN) – Horizon 2025. Despite being one of the poorest countries in the world (close to 80% of the population are estimated to live under the poverty line of US\$ 1.90 a day), and facing several structural constraints to basic service delivery, DRC has shown an undeniable enthusiasm in developing its digital economy, accompanied by a number of small-scale successes. However, strong social and economic inequalities as well as poor institutional coordination have limited the operationalization of the propositions included in the PNN.

The recent COVID-19 pandemic has disrupted and accelerated these plans. While social distancing and administration and business shutdown have highlighted the importance of a digital enabling environment, the crisis is also laying bare several facets of the digital divide along income levels, location, age, education and sector of activity.

Large parts of the population remain unconnected, but as needs arise, businesses and Government will rely more than ever on digital infrastructure and services, which may further amplify the digital divide. It is also highlighting the crucial under-investment in digital infrastructure and the services that run off it. Foundational elements

needed to leverage e-applications in government solutions and key sectors like health, education and agriculture are inexistent or weak in DRC. However, following the start of the crisis, the Government reached out to the budding startup ecosystem to devise innovative solutions using distance learning, e-commerce and health technology. De-

Table 1.1: Democratic Republic of Congo at a glance: key top-level figures and map

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Population (2018)	84 M
GDP, Current US\$ (2018)	47.2
GDP per capita, PPP \$ (2018)	1,111
Urban population (2018)	44%
Adult literacy rate (2016)	77%
Access to electricity (2018)	19%
Labor force participation rate (2019)	63.9%
Labor force participation rate, ages 15-24 (2019)	35%
Agriculture jobs in total employment (2019)	65%
Doing Business Index, score 1-100 (2020)	36
Digital Adoption Index, score 1-100 (2016)	21



Source: World Bank World Development Indicators (WDI), World Development Report 2016.

veloping these solutions and others helps to ensure both immediate response and better preparedness for future crises and a faster economic recovery.

Following the 2018 election, the new Government made reforming the digital economy one of its top priorities. The vision stated in the PNN is to make the digital economy a lever for integration, good governance, economic growth and

social progress. To achieve this, the PNN introduces four pillars on infrastructure, content, application uses and governance, which are extended into 68 priority actions, such as revising digital skills curricula, providing universal electricity access, and implementing internet community centers.1 However, developing a vibrant digital economy requires strong collaboration and dialogue within key ministries and relevant stakeholders, including

the private sector and associations. Clear roles need to be attributed and coordinating structures need to be created to implement this vision (Chapter 2). Moreover, the strategy sets ambitious goals that only massive private investments can help achieve. However, potential investors are aware of the lack of regulations, of high levels of taxation, and appear to be waiting for the upcoming Telecommunication Framework Law to be promulgated,

before undertaking large-scale investments in such a fragile environment. The new Law will replace the previous one from 2002, but key regulatory aspects will still be missing, including cybersecurity and data protection standards.

DRC has one of the most under-developed and under-invested broadband markets in Africa with low internet and mobile phone penetration respectively at 9% and 38.7%. Affordability is a major constraint with elevated prices (58th most expensive country out of 61 in Africa) and very low purchasing power. DRC's underperformance in digital infrastructure is a binding constraint to the emergence of a digital economy. The internet market is relatively competitive, although it is concentrated around the top-3 players who follow similar pricing strategies, and roughly equivalent market shares:

- Vodacom (37%),
- Airtel (31%), and
- Orange (29%)

Challenges arise from lack of policy enforcement, outdated Telecoms Framework Law (from 2002), longheld monopolistic positions of the national posts company SCPT, insufficient international connectivity, sparse and narrow national backbone and limited last-mile connectivity (only 65% of the DRC population is covered by 3G service).

The country is marked by an incongruent backbone infrastructure, held back by years of under-investment in all segments of the broadband value chain. The 620km of SCPT fiber optic network between Kinshasa and the WACS landing station in Matadi is poorly maintained. The on-going World Bank-funded CAB5 project is building a new fiber optic infrastructure on the same route to ensure high quality inter-

national connectivity, through a PPP scheme. International connectivity has also recently improved in the main traffic corridors (e.g. through Goma and Lubumbashi), but missing backbones and lastmile access have created regional disparities and poor service quality. The 1700km of fiber optic network along the SNEL high-voltage line between Kinshasa and Kasumbalesa is yet to be operational. However, this new infrastructure crossing the DRC will be privately managed (PPP) by Airtel, Vodacom, and Liguid, and should significantly boost the penetration rate of broadband services. The coming on board of additional fiber infrastructure in the key frontier axes in Western, Eastern and Southern, and recent set-up of a cache system and two internet exchange points (IXP in Kinshasa and Lubumbashi) have increased available bandwidth. There is still a crucial need to accelerate key aspects of the connectivity value chain. If the new Telecom Law is promulgated, investment in some segments by the private sector will happen, but progress and coverage are likely to be slow and largely unequitable. Thus, promoting public-private partnerships and coordinating with other infrastructure works (e.g. roads), would create a positive flywheel much more quickly than otherwise. Designing demand-side policies through the Universal Service Access Fund could help develop the world's largest francophone market in terms of population size, and incentivize new investments from domestic and international actors.

According to a survey of more than 2,000 Micro, Small and Medium-sized Enterprises (MSME) in Kinshasa, Matadi, Lubumbashi, and Goma, the use of technology by MSMEs in their business process and routine remains low. 77% of MSMEs identify the lack of mod-



ern equipment and technology as a constraint to productivity, and only 29% use information and communication technology (ICT) to improve their company's visibility. Websites are used for communication with a broad customer base and to reach out to new clients, 9% of MSMEs use social media for networking and information sharing with their customers and partners, 7% use technology to access training and develop new skills and competencies, and 6% use technology to facilitate their commercial operations (such as sales, purchases, or production). Most entrepreneurs are interested in improving this area: 37% of respondents believe that technology can increase production through automation and economies of scale. Doing so will require a cross-cutting effort to implement the recently adopted National Program for the Development of Entrepreneurship in Congo (PRONADEC), and to foster digital education and trust in digital services among the population.

However DRC present a Golden opportunity for the region. It has a young population fast growing. And it is landmarked to be the shortest point crossing both Oceans. It has a lot of potential and having the appetite for this region will simply mean that you have to be prepared to work with those who are well familiar with the customs and protocols. This is predominantly why FTTX DRC Council was put in place. Admin@ftt-drc.com

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*Source World Bank Digital Economic Assessment 2020.



rable i.e. rey maleators of digital infrastructure			
Indicator	DRC	SSA	
Penetration:			
Internet Usage, % (2017)	8.6	24.1	
Unique Mobile Cellular Subscription, % (2020)	38.7	87.9	
Unique Mobile Broadband Subscriptions, % (2020)	20.9	32.9	
Fixed Broadband Subscriptions, % (2019)	0.04	1.6	
Affordability:			
Price of mobile broadband 1GB, % of GNIPC (2019)	26.2	7.8	
Coverage:			
2G Population Coverage, % (2019)	65	87.3	
3G Population Coverage, % (2019)	64.5	70	
4G Population Coverage, % (2019)	17.9	34	
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Source: ITU, GSMA, A4AI



Table 1.3: Pricing of mobile broadband products

	One-day validity	Seven-day validity	30-day validity
Vodacom	70MB for US\$ 0.11 1GB for US\$ 1.00	1GB for US\$ 6.00	20 GB for US\$ 50 101 GB for US\$ 100
Airtel	1GB for US\$ 1.00	512 MB for US\$ 2 2GB for US\$ 5	300GB for US\$ 60 100GB for US\$ 100
Africell	10MB for US\$ 0.10 1GB for US\$ 1.00	100MB for US\$ 1.00 500MB for US\$ 5	2.5GB for US\$ 10 125GB for US\$ 100
Orange	20MB for US\$ 0.20	1 GB for US\$ 10	16GB for US\$ 50 100GB for US\$ 100

Source: Interviews and review of MNOs' price lists

Strengths	Weaknesses
DRC is one of the most populous countries in Africa with a large market potential Very young population, eager to explore the digital possibilities Presence of large multinational operators	Outdated legal framework High rent seeking behavior Lack of supporting infrastructure Low coverage, access and affordability Huge gaps along the value chain, especially backbone No operational USF
Opportunities	Threats
 Rising demand and arrival of cache system Strong interest from many private investors are lining up to invest, subject to improving environment Additional connectivity from the upcoming CAB5 fiber with reduce wholesale and retail prices and improve service quality. Publication of the National Digital Plan (PNN) is building momentum 	Lack of proven PPP and commercialization structure could threaten new investment arrangements and projects Weak policy coordination and governance Insufficient spectrum causing launch delays and poor network resilience SCPT's de facto monopoly and threat of new monopoly Ad hoc taxes such as those recently announced for mobile phones

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[•] Sud-Africain(e) FTTX-DRC est une affiliation d'un chapitre de FTTx-Africa Council – Membre de FTTH Conseil Globale de la Fibre Optique







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HOUSING & INFRASTRUCTURE

METROFIBRE NETWORX COMPLETES NEW CAPITAL INCREASE WITH SUPPORT OF AIIM AND STOA

The investment signals African Infrastructure Investment Manager's (AIIM) expansion in the digital infrastructure sector, through newly created Digital Infrastructure Investment Holdings platform as well as the renewed support of the French investment vehicle STOA to MFN in the African telecommunication sector.

Cape Town/Johannesburg/Paris, 17 November, 2020: African Infrastructure Investment Managers (AIIM), one of Africa's largest infrastructure-focused private equity fund managers, has acquired a minority equity stake in MetroFibre Networx (Pty) Ltd, a South African open access fibre network operator, through the newly incorporated Digital Infrastructure Investment Holdings platform. AIIM's investment forms part of a ZAR1.5 billion equity funding round to support Metrofibre's capital expansion plan which exceeds ZAR 3 billion over the coming three years and will further enhance the company's empowerment positioning. Existing shareholder STOA, a foreign investment vehicle based in France, is providing incremental funding as part of the transaction together with new investment by the founders of the South African Housing & Infrastructure Fund (SAHIF), Rali Mampeule and Kameel Keshav. The transaction sees AIIM, STOA and SA-HIF partner with remaining shareholders of MetroFibre, including Sanlam Private Equity and African Rainbow Capital.

MetroFibre, which was launched in 2010, is a high-growth player in South Africa's Fibre-To-The-Home ("FTTH") and Fibre-To-The-Business ("FTTB") markets. Over the last 10 years, MetroFibre has expanded its service offering to both residential and corporate customers in line with its strategic objective of being a diversified operator. MetroFibre owns and manages its core network which is a globally compliant Carrier Ethernet 2.0 open access network.

Commenting on the transaction, Marie-Laure Mazaud, Deputy CEO of STOA, noted: "This transaction materializes the company's efforts combined with the active support and expertise of STOA investment team in managing, alongside the management, the fund-raising process to ensure qualitative, fruitful and solution-oriented interactions between all the parties involved. STOA's further equity investment in MetroFibre as part of this new funding round confirms our long-term commitment to the deployment of affordable, reliable and fast connectivity in Africa. Charles-Henri Malecot, STOA's CEO, added: "The successful closing of this capital raise signals our full confidence in the company and its management in the midst of the COVID-19 crisis and demonstrates the strong resilience of the fibre sub-sector and the growing market momentum in both the FTTH and FTTB segments in the African continent."

Commenting on the transaction, **Ed Stumpf, AllM's Investment Director, noted:** "This investment provides AIIM with an attractive foothold in the digital infrastructure market in South Africa. Despite material investment in recent years, AIIM continues to see a significant deficit in last-mile fibre connectivity across many parts of the country. Fibre networks underpin the growing demand for high speed,

low latency home internet and are crucial to facilitate the accelerating digital migration caused by recent global lockdowns."

"Through this investment, AIIM has additionally prioritised the strengthening of MetroFibre's empowerment credentials. Rali Mampeule and Kameel Keshav – CEO and CFO of the South African Housing & Infrastructure Fund – both of whom bring vears of experience in the affordable housing sector – have been introduced as strategic empowerment partners through the newly incorporated Digital Infrastructure Consortium Proprietary Limited platform and share our growth agenda and excitement in enhancing connectivity for all South Africans."

SAHIF CEO, Rali Mampeule, noted:

"Our key investment focus is to support synergistic opportunities in property sector-related impact development. As a business we recognise the long-term impact that technological advancement can have for households and businesses. Diminishing the barriers to technological advancement adoption for households is key to local development impact in the property sector".

AIIM is a member of Old Mutual Alternative Investments (OMAI) and has been investing in the African infrastructure sector since 2000, with a track record extending across seven African infrastructure funds. AllM's investment, through its IDEAS Managed and AIIF3 Funds,



NEWS FROM

will support MetroFibre's plans to densify its network in existing areas and expand its offering to an additional 300.000 residential homes across cities and towns nationwide over the next three years.

Existing shareholder STOA, a French investment holding with a capital base of EUR600 million backed by Caisse des Dépôts (CDC) and the Agence Française de Développement (AFD), earmarked for investments in equity and quasi equity in emerging countries in the telecommunications, power and transportation sectors, also followed its equity rights and participated to this new capital raise in MetroFibre.

MetroFibre CEO, Steve Booysen, added: "The successful capital raise will enable MetroFibre to continue with its growth strategy and explore acquisition opportunities, connecting customers with the global economy through a reliable and fast connection. In addition to our organic growth plan, the successful capital raise ensures that MetroFibre is well placed to play a leading role in the sector's consolidation process, given our strong leadership and operational teams, as well as significant shareholders of reference.

Contact:

AIIM team, Gong Communications AIIM@gongcommunications.com +44 (0) 7794 988752

STOA, Marie-Laure Mazaud stoa.secretary@stoainfraenergy.com +33 1 58 50 53 08



9 software №

The Extreme Competitiveness of a Truly Connected Enterprise



Disruption is driving a tectonic shift in business models. Businesses are entering the "third era of IT," according to Gartner, where they're no longer just considering digital transformation but are implementing it and scaling it.

Today marks the passing of an inflection point. Yesterday, you focused on products and services to offer quality, consistency, and reliability to increase customerperceived value. Now, value is driven by customer experience – your customers' experience with your products and services. This is not an afterthought; it is a matter of survival. Every aspect of your products and service offerings must become smarter.

What if you could increase your flexibility and agility? It would mean being able to consistently meet your customers' demands in this ever evolving, truly connected world. This is not as easy as it may sound.w

Successfully transforming to deliver a superior, connected customer experience requires nothing less than a corporate metamorphosis.

This requires the investment iwnto eight new capabilities:

 To become truly connected, you need to understand the organisational readiness and maturity of your current capabilities as well as your limitations.

- You need hybrid and cloud-agnostic capabilities for both the transition period and the architectural targetstate. 48% of Medium and 59% of large organisations surveyed in South Africa by BMIT were following a Hybrid cloud strategy with Cost optimisation being a top priority.
- Your technology infrastructure needs to be extended to many new touchpoints with customers and across a heterogeneous range of systems, devices, sensors and machines.
 Secure Device management is essential.
- Generating and collecting customer data becomes increasingly important, as your customers are demanding subscription-based offerings. An accurate view of your customers' usage can be continuously maintained and refined.
- Your enterprise must understand how to manage this data in compliance with data privacy regulations like POPIA, King IV and GDPR, especially as the 12-month POPIA grace period comes to an end. This is a radical shift for organisations that will require review of terms and conditions, warranties and SLAs to reflect the nature of the evolved offering.

- If you want to establish multiple communications channels directly with your end customers, you must be prepared to efficiently manage an increased number of customer queries in an omni-channel world.
- With so much additional data, the lifeblood of your company turns into a trifecta of data management, analytics, and machine learning. Securely collecting and sharing the data between domains is essential, and you must fully use analytics and machine learning to detect both abnormalities and opportunities. Over 40% of large organisations surveyed locally by BMIT were currently using analytics in their organisations, with another 45% planning to do so; 19% are using Al with 59% planning to do so.
- You will have to monetize your data
 to create some previously unimagined
 products. Some could relate to your
 current business and provide additional
 revenue streams in the
 current market. Others could open new
 revenue streams in completely new
 markets.

Ultimately, turning your organization into a truly connected enterprise requires adopting an Everything-as-a-Service mindset. You must prepare to compete - to disrupt your competition and find new revenue streams while delighting new and old customers. Only then can a truly connected enterprise be best placed to deliver extreme competitiveness and leading-edge customer experience.

Transforming into a truly connected enterprise is a journey and we at Software AG are honoured to help over 10.000 customers, 50% Fortune 100 and over 400 partners worldwide on their journey.

"We have a truly remarkable footprint in South Africa working with some of the major banks, retailers, media companies and government."

- Kholiwe Makhohliso | Software AG's VP & Country Managing Director



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- Cloud and internet of things (IoT) solutions
- Data strategy and analytics
- Broadband networks and services

WE WORK WITH A LARGE VARIETY OF CLIENTS WITH INTEREST IN ICT ACROSS THE BUSINESS LIFECYCLE

- Early stage investment assessment to transaction support
- Strategy and business plan development to hands on programme management and interim management services

WE VALUE ADD THROUGH

- Our network of extensive network of industry stakeholders and best in class experts, to pioneer strategic partnerships
- Development of pragmatic solutions to complex business challenges
- Our recognition as a trusted partner of investors, governments, operators and service providers in facilitating the digitization of the World



Investment Analysis

- Our Due Diligence engagements aim to identify and mitigate project risks associated with equity or project finance investments. We specialise on Commercial, Technical, and Operational Due Diligences.
- Post Financial Close acting as Lender's Technical Adviser (LTA), we focus on the operational and technical issues that may impact cost, schedule and performance both from Lender's and Borrower's perspectives. We recognize that the Lender's exposure to risk is reduced by reducing the Borrover's

Strategy

Strategic Support

- A solid strategy requires a holistic approach that clearly defines the business objectives, investigates the opportunity, structures the organization, outlines the technology requirements and aligns the processes and tools in support of the business objectives. We help our clients in developing and implementing strategies that lead them to success
- Our business plan development services turns strategies into structured, detailed and well documented plans.

Operational Support

- Start-up and established players alike, require substantial support for capacitating their early stage operations in new territories or introducing new products and services. Given our well-established network in the industry, we are able to support early stage operations with experienced teams, combining our team members with other industry experts. Our operational support services include but not
 - Operational structuring and process
 - Project and Interim Management
 - Procurement Hanagement

Policy & Regulation

- We help local, regional and national governments to develop sustainable broadband projects through our strategy and business plan development services. We also provide regulatory advice in
- policy development, competition and market analysis, and cost modelling.

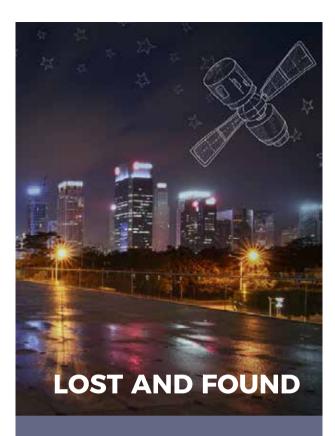
Data Strategy & Analytics

Regulation

- Data diagnostic to quickly assess and improve current data capabilities of our clients with the aim of understanding if they need to adjust existing capabilities or change their strategies and what underlying technologies they may need.
 - Analytics strategy to understand what our clients would like to achieve with their data through which we assist by creating and developing Analytics Strategy and Roadmap
- Data governance to ensure our clients' data are protected and properly organised across the organisation while ensuring regulatory compliance. We draft policies, consumed by the



Analytics



The Digital Council Africa has an *Equipment Monitoring page* on its website. The aim is to curb theft of equipment.

To view a list of stolen equipment, you can access the list *here*.

We encourage members to regularly send through the serial numbers of stolen equipment, and inform us when equipment is recovered to ensure that the information remains up to date and accurate.

Information can be sent to Reesha lyer at <u>reesha@digitalcouncil.africa</u>

In addition, it remains the responsibility of the industry to regularly do spot checks against the serial numbers of contractor equipment to ensure that stolen equipment is identified and that culprits are eradicated from the industry. Companies wishing to purchase second hand equipment should compare the equipment serial numbers against those listed on the website.





As one of Africa's largest manufacturers of optical fibre cable solutions for the telecommunications market, CBi Telecom Cables has remained at the forefront of optical fibre and cable technology developments.

Micro blown cables in conjunction with micro ducts are used where future network expansion is expected as is ideal for new installation methods, giving customers the flexibility to add fibre cable as and when needed.

CBi Telecom Cables also manufactures a range of bundled micro ducts for both in-duct and direct buried access and FTTH applications.

By installing micro duct systems into a company's networks, customers are given the power to use their duct system efficiently to its fullest potential, with the added benefit of being able to easily expand as needed. The process is fast and easy and importantly saves on future construction costs.



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A modern day optical fibre network, capable of virtually infinite data transmission capacity, has become an essential platform to satisfy the high demand for large volumes of data transmission.

RF Video Overlay technology enables the addition of Television and Radio signal distribution over FTTx networks, allowing end-users to enjoy both analogue and digital television broadcasts without the need for the installation of external satellite and terrestrial antennas.

The capacity of optic networks combined with RF Video Overlay technology allows for the addition of a large range of Radio and Television services providing a competitive edge in any development.

RF Video Overlay is based on a mature technology and provides reliable and highquality linear television distribution platform that can be adapted to any size of network deployment.

Utilizing an existing / shared services fibre optic network, allows for a cost-effective deployment and low capital layout to developers and property owners.



Our range of SF-EDFA fibre amplifiers offer either 1, 2, 4, 8, 16 or 32 ports.



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