

# CONEXT

The Official Newsletter of the Digital Council Africa

October 2021 Edition

## CONEXT CONFERENCE 2021

All the talks - all the links

JOIN THE  
CONVERSATION

Private Equity  
has its sights  
set on Telecom  
Infrastructure  
Investment

Bridging Africa's  
connectivity gap  
with infrastructure  
sharing

CONEXT:  
How 5G will Transform  
Business in Africa

Issue #005



Digital Council

18-22 OCTOBER 2021

# CONEXT

5 DAYS

Monday - Keynote Speakers

Tuesday - Towers & 5G

Wednesday - Cloud & Data

Thursday - Fibre Optic Infrastructure

Friday - IoT & Edge



# Got application integration requirements?

Go with the top rated leading  
platform for Hybrid Integration,  
API Management and B2B  
Integration

**For more insights  
and demo's contact us**

Phone: + 27 11 317 2900

Email: [erik.dutoit@softwareag.com](mailto:erik.dutoit@softwareag.com)

Web: [www.softwareag.com](http://www.softwareag.com)

Software AG South Africa  
178 Montecasino Blvd  
Monte Circle, Building D  
Magaliessig Sandton  
2191, South Africa





## WELCOME FROM JUANITA

Dear Colleagues,

### The DCA team just concluded the 2021 annual Conext Conference.

Many *important conversations* were had during this year's event and ideas and knowledge were shared, and solutions were created as we came together to learn from each other and discuss the issues facing our sector. This is the most important aspect of our work at the Digital Council – to act as an enabler to the sector and to help steer it forward.

This year we discussed many topics such as tower infrastructure, data and cloud matters, fibre optic infrastructure, and IoT and edge to name a few. As always, one of the most popular and sought after presentations is that of our annual research which we publish every year during the conference. We are very proud of this outstanding piece of work that we co-create with Digitalthings – our research partner. If you have not received your copy of the annual research report, please contact Reesha who will send it on.

This publication is our last one for 2021, and what a year it was. Covid continues to change the way we live and work and this sector is playing an increasingly important role in keeping the economy on track. As people try to adjust to all the changes and challenges brought about by the pandemic connectivity has become an ever more essential tool, not only for business but also to keep families connected.

Unfortunately, the digital divide in Africa is hampering much of the population from participating in the opportunities brought about by internet connectivity. This divide is particularly pronounced among our youth, who have been further marginalised by this lack of access. We believe that the digital economy can make a significant contribution to address issues such as youth unemployment, lack of access to education and social exclusion. We are incredibly happy that the next phase of the Presidential Employment Stimulus includes a proof of concept to connect 50 000 homes to the internet. If it works, we know that the project will be scaled and that government will extend this project much wider. This is a very exciting development and I will keep you posted on developments.

However, digital transformation is all our jobs and working to ensure that all people are given an equal chance to leverage the opportunities created by connectivity remains something that we must tackle as a collective. It is a massive undertaking, and it is only through working together and joining our collective knowledge and experience that we can come up with answers to the problems facing us.

Finally, as I conclude I want to extend a special thank you to all our sponsors that made this year's event possible: **Huawei**, our Headline Sponsor, **CBRE** and **Software AG**, **DFA** and **Liquid Intelligent Technologies**, **Outvise**, and **Harambee**, our event partner. And, of course, my team that has worked incredibly long hours to produce this event. Well done. I am very proud of the end result.

Colleagues, as we slowly start seeing the end of the year I want to urge you to keep COVID protocols in place. Now is not the time to relax on wearing our masks, washing hands, sanitising and maintaining social distance. We all need a break this festive season but, to ensure that we do not face another severe lockdown, we must keep up safety procedures.

All indications are that 2022 is going to be an incredible year for this sector and all of us at the DCA are looking forward to tackling it head-on with you!

Take care and stay safe!



# Simplify global calling in Microsoft Teams with OneVoice for Operator Connect

Looking to enhance your Microsoft Teams experience  
for improved enterprise collaboration?

With OneVoice for Operator Connect, say hello to  
uninterrupted global voice calling.

For more information, visit [liquidcloud.africa/onevoice](https://liquidcloud.africa/onevoice)



# CONTENT

## FROM THE OFFICE

6

What is Conext? | Member Benefits | Welcoming our newest Team Member  
Getting featured in Conext | Database Management

## CONEXT CONFERENCE 2021

Speakers	10
Thank You to our Sponsors	11
About our Sponsors	12
Program with video links	14

## WHAT WE'VE BEEN UP TO

NIP 2050 Working Group	7
DCA Annual Research	7
Welcome to our New Members	8
Sustainable Infrastructure Development Symposium South Africa	16
FTTH Council Europe Virtual Conference 2021	22
University of Johannesburg Hosts African Civil Society Conference	22
IEEE Virtual Salon Webinar - Connectivity & Access in the Era of COVID-19	35
Panel Discussion: Do Government Shared Services Infrastructure Really Work?	35
Digital Local Government Annual Symposium	36

## THOUGHT LEADERSHIP

Conext: How 5G will Transform Business in Africa	18
Private Equity has its sights set on Telecom Infrastructure Investment	24
Diverse Hiring in a Job-Rich, Candidate-Short Market	30
Bridging Africa's connectivity gap with infrastructure sharing	32
Lessons to take into the Future of Work	38

## NEWS FROM

The State of Broadband: People-Centred Approaches for Universal Broadband	17
Harambee Youth Employment Accelerator enters its second decade with planned CEO transition	21
DCA launches partnership with Digital Work Accelerator	23
Huawei and DCA enhances its 5G training with IPv6 network course	28
ELIDZ New Data Center Opportunity	31

## CONTACT US, POPI INFO & LOST & FOUND

40

# FROM THE OFFICE

---

## 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 in-

terest 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](#)

---

## A warm welcome to our newest team member



**We are thrilled to welcome Hunadi Phaiphai to the DCA team**

Hunadi is an experienced ICT Consultant who has been in the industry for over 15 years occupying various positions ranging from Business Development, Programme/ Project Management, and ICT Governance. She cut her teeth in different companies holding portfolios in the Auditing, Banking, Consultancy in the three(3) major provinces i.e., Gauteng, KZN and Western Cape, as well as the Security cluster.

Her association with DCA is a good fit as she's passionate about Youth Empowerment Programmes that are aimed at bridging the digital divide while fostering meaningful sustainable development. She is a solution driven person who's an advocate of developing programmes aimed at leading the positioning of Fourth Industrial Revolution (4IR) through women and youth empowerment.

We wish you a warm welcome and look forward to collaborating on many successful projects together.

---

## Member Benefits

By joining the Digital Council Africa members have a competitive advantage because they become informed members of their industry as the council actively engages and represents its members at government level. Council members who lead busy professional lives can depend on the organisation to represent and brief them on important industry trends, new legislative rulings, and advances in technology. The main platform the Digital Council Africa (DCA) uses for this is through its annual conference. This event aims to attract C-level speakers and best of breed OEM's and distributors to keep industry informed and updated on the latest trends in technology and legislation. To find out more visit our [website](#).

---

## Want to feature your company in the upcoming Conext?

This publication belongs to the members of the Digital Council Africa. We welcome and encourage submissions from our members in the form of conversations related to the development of the digital economy as well as thought leadership articles you have written or would like to share, advertorials, adverts and any information that may be of interest to the ICT sector as a whole.

Contributions can be sent to Nadene Reignier at [nadene@digitalcouncil.africa](mailto:nadene@digitalcouncil.africa)



### NIP 2050 WORKING GROUP

The NIP 2050 Working Group under the leadership of Karabo Motlana (AWS), held various meetings to achieve its objectives in providing a consolidated industry response to the Draft National Infrastructure Plan 2050 (NIP 2050) policy document which was published by the Department of Public Works and Infrastructure on 10th August 2021.

The DCA extends its gratitude to the members of the working group who dedicated their time and effort in providing valuable inputs. Read the DCA Submission [here](#)



### Annual Market Research

The DCA annually conducts research into the top African markets, providing its members with a view on global digital infrastructure trends and the current state of digital infrastructure in Sub-Saharan Africa with a deep dive into selected markets.

Due to the ongoing expansion and evolution of the dynamic infrastructure environment, up-to-date market insights are pertinent. A deep understanding of the market will continue to better strategic thinking, effective decision making, gaining new ideas and discovering opportunities such as new data centres, new tower sites required, next wave of mobile and cable technology, gaps from the latest regulations.

We are pleased to advise that the research is now available to members. If you have not yet received your copy, please reach out to [reesha@digitalcouncil.africa](mailto:reesha@digitalcouncil.africa).

Please note that this research is strictly for members only. Any reproduction or distribution of the report without the prior consent of the Digital Council is prohibited.

# Welcome

## A warm welcome to our new Members

---



Access Partnership is the world's leading public policy firm dedicated to opening markets for technology. We shape national, regional and international policies to ensure a fair, long-lasting environment for technology that drives growth.

Our teams in six offices across the globe uniquely mix policy and technical expertise to drive outcomes for clients operating at the intersection of technology, data and connectivity. We've supported company growth, governmental reform and multilateral change for more than 20 years, giving clients a clear view of national regulatory landscapes, laws and policy trends, along with the means to access and influence them.

As a member of the Digital Council Africa, Access Partnership will provide government and industry council members with policy consultation on important industry trends, new legislative rulings, and advances in technology. Additionally, Access Partnership will participate in the annual Digital Council Africa Conference, a key event for all people interested in fibre related activities in Africa.

Melissa Govender, Senior Policy Manager, Africa commented, "In the last eighteen months, Africa is making huge strides in its digital transformation journey. Joining this prestigious council offers us a great way to help businesses and governments in Africa remain competitive in a global market by offering support on policy issues and insights to make the right choices."



As business transforms in the growing digital economy, Teraco's carrier and cloud-neutral colocation data centres provide a future-ready solution to all that today's bandwidth-hungry applications require. Providing business' with access to the digital edge, Teraco takes the enterprise to the on-ramp where clouds, networks, people and devices connect.

Teraco forms a vital part of the African Internet's backbone and is an essential part of the modern enterprise's digital transformation strategy with its world-class data centre infrastructure and network dense ecosystems. Its ever-expanding ecosystems move Teraco beyond colocation and firmly establish it as an open marketplace for digital growth and innovation. Discovering new business partners, making strategic interconnection choices, on-ramping to your choice of cloud, and reaching new markets, Teraco provides a highly secure, flexible and resilient home for digital organisations.

Teraco acknowledges legacy IT architecture can't meet today's digital demands. Tomorrow's success is built around the digital edge and rearchitecting the enterprise network and IT infrastructure. The data centre is purpose-built and operated to global best practice. With an absolute focus on data centre technology and infrastructure, Teraco offers all its clients secure, cost-effective, sustainable, scalable and resilient data centre services through its Johannesburg, Durban and Cape Town facilities.

Teraco is backed by leading international investors Berkshire Partners LLC and Permira. Teraco is a Level for 3 BBBEE contributor (DTI Codes).





Amazon Web Services (AWS) is the world's most comprehensive and broadly adopted cloud platform, offering over 200 fully featured services from data centres globally. Millions of customers—including the fastest-growing startups, largest enterprises, and leading government agencies—are using AWS to lower costs, become more agile, and innovate faster. Whether you need to deploy your application workloads across the globe in a single click, or you want to build and deploy specific applications closer to your end-users with single-digit millisecond latency, AWS provides you the cloud infrastructure where and when you need it.

With millions of active customers and tens of thousands of partners globally, AWS has the largest and most dynamic ecosystem. Customers across virtually every industry and of every size, including start-ups, enterprises, and public sector organizations, are running every imaginable use case on AWS.



The East London Industrial Development Zone (ELIDZ) SOC Ltd, is promulgated under the South African Special Economic Zones Act 16 of 2014 and is positioned for light industry manufacturers investing from R10 million (+/- \$ 670 000) upwards.

The organisation exists to help manufacturers become globally competitive through the development and management of a modern industrial location and a streamlined business environment.

The Zone houses manufacturers that supply products to local and international markets. The ELIDZ is the only purpose-built industrial park that drives high growth on a globally competitive scale whilst delivering a superior, tailored customer experience. The ELIDZ offers complete solutions and streamlined business activity for companies doing business in several sectors. These are Automotive, Information and Communication Technology (ICT) and Electronics, Agro-processing, Pharmaceuticals, Energy and Advanced Manufacturing, Marine Aqua-culture, Business Process Outsourcing and Offshoring.

ELIDZ's offering to industry:

- Optimal purpose-built operating environment
- Innovative industrial solutions
- An incentivised business environment
- Tailored industry assistance and support services.



**Data Center Solutions** - Optimize your data center real estate with worldwide consulting, advisory and transaction, project management and integrated data center operations services for owners, occupiers and investors.

CBRE's lifecycle data center service offering consolidates your data center real estate, facilities and technology systems into a single operational and financial model. Whether you are looking to develop, build, buy, sell or manage and modernize a single data center or an entire portfolio, they are experts in solving complex challenges for one of the industry's most dynamic asset types. By pairing market expertise with local intelligence, they deliver comprehensive solutions that keep you ahead of relevant trends and technologies. As the world's only management-led, fully integrated data center real estate practice, CBRE will unlock maximum value and performance for your data center portfolio through:

- Data Center Operations
- IT Strategy
- Project Management
- Consulting Services
- Leasing & Advisory

## #Conext2021 Virtual Conference Speakers



**ANDILE  
NGCABA**



**DEPUTY MINISTER  
PHILLY MAPULANE**



**EVAN  
JONES**



**DR BHASO  
NDZENDZE**



**KUTLWANO  
CHABA**



**DR BELLO  
MOUSSA**



**JUANITA  
CLARK**



**BORA  
VARLIYAGCI**



**DR MOHAMED  
MADKOUR**



**MELISSA  
GOVENDER**



**MATTHEW  
EDWARDS**



**ABRAHAM  
VAN DER MERWE**



**RUFUS  
ANDREW**



**ANNE  
MCLAREN**



**ANGELA  
WAMOLA**



**HUGO  
VAN ZYL**



**DR CHARLEY  
LEWIS**



**MARIUS  
ENGELBRECHT**



**LEE PERRIN**



**MARK ACTON**



**BRENDAN  
DYSEL**



**WINSTON  
RITSON**



**MICHELE  
MCCANN**



**FRANCISCO  
MINGORANCE**



**MENNO  
PARSONS**



**RANJITH  
CHERICKEL**



**DR AYOTUNDE  
COKER**



**ARTHUR  
CHEN**



**MAY-ANN LIM**



**MICHAEL  
LANGEVELD**



**ARCHIMIDES  
PANAGIOTIDES**



**VINO  
GOVENDER**



**ANDRE  
HOFFMANN**



**ANDREW  
MATSEKE**



**VERONICA  
MOTLOUTSI**



**MALUSI  
NGOMA**



**TIM  
ANDREWS**



**ANDY SEARLE**



**MARK ESSEY**



**LOUISE  
MARTIN**



**SUNIL  
PIYARLALL**



**MALCOLM  
SAMUEL**



**ROWAN LUCK**



**TOMMY  
WANG**



**CLAUDIO  
LUGARI**



**GARETH  
WHITAKER**



**PIETER  
PIENAAR**



**SEAN  
HARDMAN**



**ROGAN  
DAWES**



**PETER REID**



**ROGER  
HISLOP**





Digital Council

18-22 OCTOBER 2021

**CONEXT**

## WE WOULD LIKE TO THANK ALL THE SPONSORS & PARTNERS OF THE CONEXT 2021 CONFERENCE

### 2021 SPONSORS & PARTNERS

#### HEADLINE SPONSOR



#### STREAM PARTNERS



#### GOLD SPONSORS



#### SILVER SPONSOR



#### PARTNERS







# HUAWEI

## MORE ABOUT OUR SPONSORS

HEADLINE SPONSOR

Founded in 1987, Huawei is a leading global provider of information and communications technology (ICT) infrastructure and smart devices. They have more than 194,000 employees, and operate in more than 170 countries and regions, serving more than three billion people around the world.

Huawei is committed to bringing digital to every person, home and organization for a fully connected, intelligent world. To this end, Huawei drives ubiquitous connectivity and promote equal access to networks; Provide the ultimate computing power to deliver ubiquitous cloud and pervasive intelligence; Build digital platforms to help all industries and organizations become more agile, efficient, and dynamic; Redefine user experience with AI, making it more personalized for people across all scenarios, whether they're at home, in the office, or on the go.



STREAM PARTNER: IOT & EDGE

Software AG was established in 1969. Present in 70+ countries, its platform makes a world of living connections possible where millions of lives are connected through hybrid integration and the Industrial Internet of Things. By connecting applications on the ground and in cloud, businesses, governments, and humanity can instantly see opportunities, make decisions and act immediately.

### Partner

Software AG's ecosystem of 400+ partners enhances its software with local expertise, value-added services and innovative solutions that help customers achieve better outcomes.

### Analyst Ratings and Awards

Software AG is a leader in the product and technology segments relevant to its customers. Visit [www.softwareag.com/awards](http://www.softwareag.com/awards)

### Professional Services

Professional Services is a valuable resource when strategizing, planning, building, implementing, and managing your solution

- 1,500+ expert consultants
- Global & regional competency centres
- Prime methodology
- Education Services



SILVER SPONSOR

The default platform for EMEA telecom, media, and technology freelance professionals.

Outvise is the leading marketplace to find the talent you need, when you need it in just 48h.

Their +30K certified consultants have experience working with businesses just like yours.



# CBRE

**STREAM PARTNER: CLOUD & DATA**

## Data Center Solutions

Optimize your data center real estate with worldwide consulting, advisory and transaction, project management and integrated data center operations services for owners, occupiers and investors.

CBRE's lifecycle data center service offering consolidates your data center real estate, facilities and technology systems into a single operational and financial model. Whether you are looking to develop, build, buy, sell or manage and modernize a single data center or an entire portfolio, they are experts in solving complex challenges for one of the industry's most dynamic asset types. By pairing market expertise with local intelligence, they deliver comprehensive solutions that keep you ahead of relevant trends and technologies.

## Services for Data Center Occupiers and Operators

As the world's only management-led, fully integrated data center real estate practice, CBRE will unlock maximum value and performance for your data center portfolio through:

- Data Center Operations
- IT Strategy
- Project Management
- Consulting Services
- Leasing & Advisory

**GOLD SPONSOR**

DFA is the premier open-access fibre infrastructure and connectivity provider in South Africa.

They finance, build, install, manage, and maintain a world-class fibre network to transmit metro and long-haul telecommunications traffic. They started rolling out their fibre network in 2007, and to date, have deployed over 14,000 km of ducting infrastructure in major metros, secondary cities, and smaller towns.

Their network runs with an industry-leading uptime of 99.98%. They lease their secure transmission and backbone fibre infrastructure and provide associated connectivity services to telecommunications operators, Internet service providers, media conglomerates, tertiary education institutions, municipalities, government organizations, and other businesses, large and small, on equal terms.

**GOLD SPONSOR**

Liquid Intelligent Technologies is a pan-African technology group present in more than 20 countries, mainly in sub-Saharan Africa.

Liquid has firmly established itself as the leading provider of pan-African digital infrastructure with an extensive network covering over 100,000 km. Liquid Intelligent Technologies is redefining Network, Cloud and Cyber Security offerings through strategic partnerships with leading global players, innovative business applications, smart cloud services and world-class security on the African continent.

Liquid Intelligent Technologies is now a comprehensive, one-stop technology group that provides customised digital solutions to public and private sector companies across the continent under several business units including Liquid Networks, Liquid Cloud and Cyber Security and Africa Data Centres.



## PROGRAM

Find all the Conext Conference Topics and Speakers below and listen to recordings of their discussions via the video link provided.

SPEAKER/S	TOPIC	VIDEO
<b>DAY 1 - KEYNOTE SPEAKERS</b>		
Deputy Minister Mr Philly Mapulane, Department of Communications & Digital Technologies	Industry Address	▶
Andile Ngcaba, President DCA	Official Opening Speech	▶
Kutlwano Chaba, Chief Digital Officer, SALGA	Key Note Address	▶
Andile Ngcaba, Thinus Mulder	Lifetime Achievement Award: Thinus Mulder	▶
Dr Bhaso Ndzendze, HOD and Senior Lecturer, Department of Politics and International Relations, University of Johannesburg	The International Politics shaping our Digital Future	▶
Dr Bello Moussa, Huawei	Digital • Transformation • Growth - Create new value together for digital economy	▶
Evan Jones, Harambee Youth Employment Accelerator/ Digital Work Accelerator	The Youth Conversation	▶
Juanita Clark, DCA	Day 1 Plenary Closing	
Bora Varliyagci, Digitalthings	State of the Digital Market in Africa	▶
<b>DAY 2 - TOWERS &amp; 5G</b>		
Dr Mohamed Madkour, Huawei	5G, Lighting up the Future	▶
Matthew Edwards, TowerXchange	State of the Tower market in Africa	▶
Melissa Govender, Access Partnership	5G versus 4G – What is feasible for African markets	▶
Abraham van der Merwe, Frogfoot	5G and Fibre, competing or complimentary?	▶
Rufus Andrew, Corning Anne McLaren, ATC Angela Wamola, GSMA Hugo Van Zyl, Telkom	Towers for Africa, challenges and opportunities	▶
Dr Charley Lewis, ICASA	Infrastructure policy and regulation as a critical success factor for 5G	▶
Marius Engelbrecht, Huawei	5G real world applications	▶
<b>DAY 3 - CLOUD &amp; DATA</b>		
Lee Perrin, CBRE	Data Centre Market in Africa	▶
Winston Ritson, Liquid Intelligent Technologies	Simplification of telephony for African businesses	▶
Michele McCann, Teraco	Quantifying the impact of Covid19 on data usage	▶



SPEAKER/S	TOPIC	VIDEO
Francisco Mingorance, CiSPE	GDPR: Lessons from Europe	▶
Lee Perin, CBRE Mark Acton, Future-tech Ranjith Cherickel, iColo Ayotunder Cocker, Rack Centre Brendan Dysel, Teraco Menno Parsons, Master Power	Africa Data Centre Power Infrastructure	▶
May-Ann Lim, Access Partnership	Cloud regulation in Africa: How ready are African regulators?	▶
Michael Langeveld, Huawei	Sovereignty, Support and Security: Delving into the 3 S's of Public Cloud	▶
Archimides Panagiotides, Software AG	7 Market trends driving B2B Integration to the Cloud	▶
<b>DAY 4 - FIBRE OPTIC INFRASTRUCTURE</b>		
Arthur Chen, Huawei	Fibre pre-deployment policy and best practices insight	▶
Vino Govender, DFA	The matter of connecting the underserved	▶
Andre Hoffman, MyTechie Andrew Matseke, BBI Veronica Motloutsi, Smart Digital Malusi Ngoma, SMME Investor	The role of SOEs and SMMEs in infrastructure deployment	▶
Andre Hoffman, MyTechie Tim Andrews, Harambee Andy Searle, BPESA Mark Essey, Capability BPO	Connecting the Township Economy; a Case Study	▶
Louise Martin, Estate Living Sunil Piyarlall, Openserve Rowan Luck, Atec Malcolm Samuel, Simbithi Eco Estate	Infrastructure Ownership: Should everyone be able to own their network?	▶
Tommy Wang, Huawei	Huawei AirPON Solution Build a Cost-Effective Giga Fiber Network	▶
Claudio Lugari, Huawei	Fiber transport technologies and solutions from access to core	▶
<b>DAY 5 - IOT &amp; EDGE</b>		
Gareth Whitaker, Software AG	Data Driven Value with IoT	▶
Pieter Pienaar, IoT Industry Council	The IOT Industry Council's view of the IOT market opportunity in South Africa	▶
Sean Hardman, Macrocomm Fleet Analytics	Case Study: IOT in Fleet and Telematics	▶
Rogan Dawes, Orange Cyberdefence	Cyber-security in the IOT space	▶
Peter Reid, Mint Group	AI in the IOT world	▶
Roger Hislop, Cbi Electric	Case Study: IOT at the Edge in large scale agri	▶
Juanita Clark, DCA	Day 5 Plenary Closing	▶

# WHAT WE'VE BEEN UP TO

## Sustainable Infrastructure Development Symposium South Africa



The DCA was a proud partner of the Sustainable Infrastructure Development Symposium (SIDSSA) 2021.

SIDSSA is a platform that brings together critical role-players in the infrastructure investment space, who are galvanised around a key goal of accelerating an infrastructure-led economic recovery plan.

Infrastructure investment is a critical driver of future growth of the South African economy. The provision of superior quality infrastructure allows an economy to be more efficient, improves productivity, and raises long-term growth and living standards. South Africa requires the right kind of infrastructure investment that will not only contribute to higher long-term growth, but should address spatial disparities, transform the economy and create much needed jobs.

The symposium is also a platform to explore partnerships between the public and private sectors and investment opportunities in infrastructure. Furthermore, the symposium is intended to shape the conversations about regulatory and policy reforms, innovative funding models for infrastructure and investing in infrastructure for a shared prosperity for all.

Juanita's Panel discussed **Investment: Growing the Digital Economy**. This panel considered digital enablement and private sector investments into the digital economy, including digital infrastructure and digitalization all of which will contribute to the narrowing of the digital divide through investment.



REPUBLIC OF SOUTH AFRICA

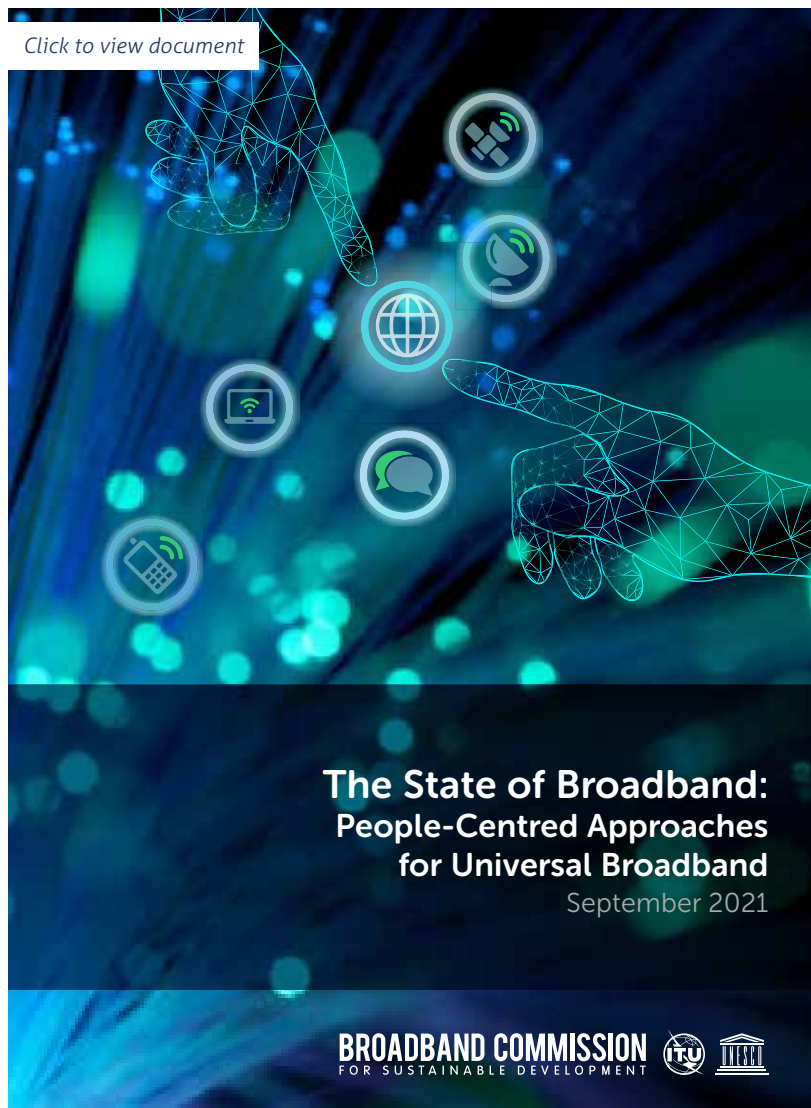


Brought to you by

 **HUAWEI** **SASOL** **Telkom** **AngloAmerican**

 **ATC SOUTH AFRICA** **DFA** **exxaro** **IDC** **Digital Council**

[Click to view document](#)



## The State of Broadband: People-Centred Approaches for Universal Broadband

The ITU together with the Broadband Commission for Sustainable Development and UNESCO have released a “State of Broadband: People Centred Approach to Universal Broadband” report that was released on the 19th of September 2021. Despite progress on Internet access and adoption, more effort is needed to ensure success and concrete movement towards the global 2030 targets. This report details the current state of play, lessons learned from the pandemic, progress on meeting the Broadband Commission’s 2025 targets & the SDGs, and policy recommendations for a people-centered approach to achieving universal connectivity by 2030.

The report highlights the following advocacy targets, which would be an interesting framework from which to measure South Africa’s broadband progress:

- Target 1** Making broadband policy universal: By 2025, all countries should have a funded national broadband plan or strategy or include broadband in their universal access and service definition.
- Target 2** Making broadband affordable: By 2025, entry-level broadband services should be made affordable in developing countries.
- Target 3** Getting people online: By 2025, broadband-Internet user penetration should reach: 75% worldwide; 65% in developing countries; and 35% in least developed countries. South Africa’s current internet penetration rate is 68.2% (World Bank,2019)
- Target 4** Digital skills and literacy: By 2025, 60% of youth and adults should have achieved at least a minimum level of proficiency in sustainable digital skills
- Target 5** Digital financial services: By 2025, 40% of the world’s population should be using digital financial services.
- Target 6** Getting businesses online: By 2025, improve connectedness of MSMEs by 50%.
- Target 7** Achieving gender equality in access to broadband by 2025: By 2025, gender equality should be achieved across all targets.



# CONEXT: How 5G will transform business in Africa



As 5G becomes increasingly ubiquitous, it will dramatically change the way business operates across Africa. While most people are aware of the impact 5G will have on ordinary people's mobile internet speeds, it will also provide and enable new solutions across a vast swathe of industries.

That was the overriding message from day two of the *Digital Council Africa Conext 2021* conference, that took place virtually and which focused on the release of 5G to business and how it will impact Africa. While 5G coverage is still in its infancy across the continent businesses will be much better placed to take advantage of it from the get-go.



"5G is lighting up the future of societies and economies," said **Dr Mohamed Madkour**, VP of Huawei Global Wireless Networks Marketing and Solutions. "Although it might seem like a technical subject, it has a greater purpose and higher stakes. In fact, 5G will play an important role in helping people live happier and safer lives, organisations operating more efficiently, and ensuring that the planet has a greener future."

"When we talk about 5G, we should distance ourselves from speed and killer applications and focus on the purpose to which we're applying it," he added.

That said, he pointed out the high speed and low latency which characterises 5G means that it has the potential to transform industries as diverse as media, mining, ports, utilities, industry, and policing.

**"From top to bottom, there are applications where 5G can be transformative," he said.**



Within the South African context, **Marius Engelbrecht**, Senior Strategy Consultant at Huawei, pointed out that 5G could be beneficial to South Africa's mines, which have extensive underground tunnels. The low latency speeds make it particularly useful for Internet of Things (IoT) sensors, which can help make the whole environment safer.

He also pointed out that 5G has applications in the steel production sector.

***"What's very interesting, is that at Guangxi Iron and Steel in China, a game controller device enables people to operate a crane remotely," he said. "Apart from the obvious safety and efficiency benefits, this also shows how 5G is bringing together different technologies in new and innovative ways."***

***But in order for those benefits to accrue, infrastructure and policy regulation are critical. These are both critical to ensuring that the rollout of 5G is to the benefit of all.***

An example pointed out by **Dr. Charley Lewis**, Councillor, Independent Communications Authority of South Africa (ICASA), is South Africa's digital divide.

"Historically, the divide was a telephony divide but it has remained persistent," he said. "We need to look at ways of deploying 5G that will not exacerbate that digital divide and develop use cases that are specific to our context and that will assist socio-economic and business development in the country."

From an infrastructure perspective, the likelihood (as with other technologies) is that consumers will ultimately drive the pace of adoption. This in turn will have an impact on business.



"I don't think that we've even scratched the surface of the pace of 5G infrastructure rollout," said Angela Wamola, AG Head of Sub-Saharan Africa: GSMA. "If you just look at the demographics of the continent. Today, 40% of our population are under 14 years old. By 2050, 50% of the population will be under the age of 25. Once they come of age and start demanding products and services to suit their lifestyles, we'll be running around trying to meet their needs."

"Young people will be engaging in things we can't even imagine right now," she added. "This will drive connectivity rollout and open up an array of new opportunities."

**There is no doubt then that any businesses hoping to maximise the benefits of 5G shouldn't just see it as something that they'll eventually have to adapt to. Instead, they should actively seek to understand the role 5G could play in their operations as well as in the day-to-day lives of their employees and customers. And, from there, they should look to incorporate it as thoroughly as possible.**

***"Ultimately, 5G success requires a collaborative effort," concluded Dr Madkour. "All stakeholders, including government, operators, vendors, academia, and industries need to come together to ensure that 5G's rollout is inclusive for all."***



SPECIALISED TECHNOLOGY SOLUTIONS

SOLE ACCREDITED DISTRIBUTOR FOR SOUTHERN AFRICAN MARKET

[www.iclogistix.co.za](http://www.iclogistix.co.za)

**SMART MANAGEMENT  
TECHNOLOGY**

**FUJIKURA SPLICE MACHINES - NO.1 IN THE WORLD**



## 90S+ Core Alignment Splicer

### Features

- Most Advanced Splicer in the World - Now with Fujikura's Smart Management Technology
- True Core Alignment *featuring:*
- Active Fusion Control Technology
- Advanced Image Processing Technology
- Active Blade Management Technology
- Faster Automation

## 41S Core Sense Splicer

### Features

- Core Sense Estimation System
- Active Blade Management Technology
- Bluetooth Splicer and Cleaver
- Easy Maintenance
- Made for Portability and Robustness



**ACTIVE BLADE**  
MANAGEMENT TECHNOLOGY



**ACTIVE FUSION**  
CONTROL TECHNOLOGY



Scan Me

PO Box 887, Randpark Ridge, 2156. 345 Main Ave, Ferndale, Randburg, 2194, South Africa  
SALES: Tel +2711 523 2305/2370 Cell +2784 602 0066 Email [iclsales@icl.co.za](mailto:iclsales@icl.co.za)  
LABORATORY: Tel +2711 521 2380 Cell +2778 813 1656 Email [lab@icl.co.za](mailto:lab@icl.co.za)  
RECEPTION: Tel +2711 521 2370 Fax +2786 631 9265 Email [icladmin@icl.co.za](mailto:icladmin@icl.co.za)  
Web [www.icl.co.za](http://www.icl.co.za)

FOUNDING



AFL HYPERSCALE





## Harambee Youth Employment Accelerator enters its second decade with planned CEO transition

15 September 2021 - *Harambee Youth Employment Accelerator*, the not-for-profit social enterprise building African solutions for the global challenge of youth unemployment, has announced the appointment of Group Finance Director Kasthuri Soni as its next Chief Executive Officer. Soni will assume the role in January 2022 from current CEO Maryana Iskander, who is entering her tenth year at Harambee.

**“Harambee’s reach has never been stronger, as we saw in celebrating our 10th anniversary this year with partners across government, the private sector and civil society. This CEO transition is a thoughtful and deliberate succession plan that positions Harambee for even greater impact in the future than it has had in the past,” says Harambee Board Chair Tandi Nzimande.**

Soni was part of the team that incubated the organisation and one of Harambee’s very first employees at its founding in 2011. She is a seasoned executive with deep institutional knowledge of Harambee’s model, operations, and partnerships. Previously, she served as Chief Executive Officer of Soul City and has held several board leadership roles in the social sector.

Consistent with her commitment to increasing access and breaking down barriers, Iskander will become the global Chief Executive Officer of *Wikimedia Foundation* the non-profit that operates the world’s fifth most popular digital platform supporting Wikipedia and other free-knowledge projects.

Harambee Youth Employment Accelerator has built a reputation for its breakthrough model to support unemployed work-seekers in coalition with the private sector, government, and civil society. It is known for its continuous pursuit of innovative solutions at scale and relentless focus on breaking the barriers that keep young women and men locked out of opportunity.

## WHAT WE'VE BEEN UP TO



### FTTH Council Europe Virtual Conference 2021

Juanita Clark was a speaker at the FTTH Council Europe Virtual Conference 2021 which brought together many 'C' level representatives, investors, technical and regulatory experts to discuss and debate all aspects of FTTH, 5G and other fibre related and enabled technologies & services, together with the benefit they bring to society.

Juanita represented the Africa market expansion and joined other leaders from across the globe as they shared knowledge and expertise from their regions.

### University of Johannesburg hosts African Civil Society Conference

**Juanita** was invited to speak at the African Civil Society Conference. She spoke about an important topic that lies close to her heart, Solving the Technology Trilemma: Access to technology, the expansion of the Digital Divide in a post covid world with special focus on education and eLearning.

Civil society occupies an important position in the development dialogue. It allows communities to unite for collective action, mobilising society to articulate demands and voice local, national, regional, and international concerns. It is credited with ensuring that the government is held accountable, and that citizens' rights and freedoms are defended and protected, thus providing a formidable base of citizenship.

As Africans, we are in a critical moment as the role and relevance of civil society as a driver of political change remains contested and not always clear. There is much debate about whether civil society movements can shift regimes and bring about progressive transitions in the interests of those who live on the continent. The importance of civil society has been criticised, with questions such as "should civil society be trusted and presumed to drive state transformation in good governance, participatory democracy, and social justice?" being asked in some form or another.

The conference's focus areas included Good Governance, Quality Democracy, Gender, The Environment, Youth, Human Rights Promotion, Technology, and Active Citizenship.





# DIGITAL WORK ACCELERATOR

## *Digital Council Announces Partnership*

We are excited to launch the Digital Council's partnership with the Digital Work Accelerator (DWA).

The DWA is a collaboration between government, industry and social partners with a common purpose that aims to realise inclusive and sustainable income-earning opportunities for young people in the digital economy - at scale and in the short-medium term.

The DWA is aligned with the national skills strategy on the digital economy, the implementation of the Economic Reconstruction and Recovery Plan (ERRP), and the objectives of the Presidential Youth Employment Intervention (PYEI).

As part of our industry commitment to inclusive hiring, the DWA will offer Digital Council members the opportunity to participate in priority projects that will:

- Accelerate earning opportunities for youth
- Drive industry relevant digital skilling solutions for youth; and
- Widen accessibility to the digital economy for excluded youth

**Stay tuned to hear more about this exciting initiative!**

*We appeal to government, industry and social partners to embrace this strategic imperative and to commit your support to the achievement of the DWA objective.*

*Rudi Dicks,  
Project Management Office,  
The Presidency*





# Private equity has its sights set on telecom infrastructure investment

Telecom infrastructure like towers, fibre networks and data centres are becoming an increasingly attractive addition to private equity portfolios. According to [Preqin](#), telecoms infrastructure investment accounted for 35% of private equity deal value in the United States last year, up a staggering 15% from 2019.

This is due to a combination of factors, some of which are symptomatic of the pandemic, others due to the more predictable condition of exponential digitization. Countless new applications, many of which deploy Internet of Things (IoT) and edge technologies will be added to and running on mobile networks and their infrastructural backbones. Both B2C and B2B market segments are set to fuel further steep increase in wireless data consumption, channelled via the networks' underlying fibre optic cables and data centres.

This exploding demand for data, in combination with historically low-interest rates, is transforming private equity strategy – and telecom infrastructure investment beckons. However, **a constantly evolving market requires a constantly evolving game plan.** Now, private equity trends are shifting from pure infrastructure investment to more business service-related engagements.

### Unprecedented times, unique opportunities

Right now, we find ourselves at the confluence of highly unusual events and policy shifts. In a bid to control inflation in the wake of the pandemic, central banks are maintaining historically low-interest rates. In some instances, they're in negative terrain; this gives private equity a unique opportunity to **take advantage of extremely low borrowing costs.** Any investment expert worth their metal agrees these funds should be directed towards productivity-enhancing projects in preparation for the intense competition that will define the post-pandemic economy (read: connectivity).

This is because whereas other industries suffered, the pandemic super-charged digital. [McKinsey&Co](#) estimate that the pandemic accelerated digital transformation by up to seven years. Private equity should respond; in this economy, many are seeking to pull forward investments in comms and tech that would have occurred over the decade to the next 12 to 24 months.

In light of the negative interest rates, the climate demands that **firms act boldly and decisively.** Alongside government-backed infrastructure investment, these moves make far more long-term sense than they did before. In the past, the notion of borrowing to make money was heresy, but in this unique context, it could be the route to substantial returns. But why telecom infrastructure investment specifically? Moreover, why get involved in its operation as well?

### Why telecom infrastructure investment in particular?

Demand for mobile connectivity has been growing sharply and continuously since the introduction of 2G. With the 3G standard, data growth has created far more bandwidth demand than was ever anticipated at the time. It is expected to further skyrocket with 5G rollout. While it was consumer-driven in the beginning, industry studies forecast billions of new IoT devices will be connected to wireless networks over the coming decade, adding to further data and bandwidth demand.



This increasing cellular internet penetration and exponential growth in data volumes are expected to accelerate the adoption of 5G networks. The nature of 5G – high peak data rates, extremely low latencies, and robust connection density – creates exciting new possibilities in connectivity. This has driven telecom providers to invest in new network technologies to meet the demand for high-speed Internet. 5G could signal the dawn of **next-generation IoT capabilities**, including smart cities, factories, airports and hospitals, to mention but a few generalised examples.

However, this isn't to say the consumer segment is in any way lagging. The telecom industry is expected to experience profound disruption in the coming years as digital content consumption and streaming continue to drive the demand for better and more resilient telecom infrastructure. Another contributing factor is the exponential rise in smartphone ownership, driven largely by developing economies. According to a [2019 report published by the GSM Association](#), over 700 million new cellular subscribers are expected to sign up over the next five years.

Current forecasts from Gartner suggest that the **global revenue of 5G infrastructure is expected to grow 39% to a total of \$19.1 billion this year, up from \$13.7 billion in 2020. Undoubtedly, it's fertile ground, but it's not the only driver. There has also been significant growth created by data-driven applications** in solely fixed-fixed line connections. Consumer media and gaming as well as B2B cloud-centric products and services are powered by simultaneous fixed and mobile connections. Certainly, mobile gets the lion's share, but it's not a stand-alone opportunity.

The bottom line is, **this background and outlook are the ideal foundation for capital investments** into the sector. As of February this year Preqin data showed that KKR & Co. Inc.'s North America-focused arm is the largest private equity fund in the market with telecoms, media and technology interests, with a fundraising target of \$15 billion. The second largest is KKR Asian Fund IV SCSp, which is targeting \$12.5 billion. As of the same date, a total of 528 funds with exposure to these sectors aim to raise combined targeted capital of \$155.1 billion, with plenty of opportunities across geographies.

### The diversification into business and operations

However, the market is gaining complexity. **Private equity trends are transitioning from solely asset acquisition** as ambitions for return become even greater. This is because the average PE return on investment expectation requires a significantly higher yield compared to sole infrastructure funds. These funds were generally fuelled by pension funds and insurance investors over the last decade, as part of a quest for alternatives to the flattening yields on traditional investment instruments, like bonds and treasury notes.

However, in turn, these infrastructure funds have pushed up the price point of pure asset play acquisitions – too high to allow for PEs to achieve their more ambitious yield targets. While private equity yield expectations are typically beyond 20%, infrastructure funds usually only require a low double-digit yield.

Hence, private equity has started moving into the operations/business services area, around infrastructures like macro and

micro sites, fibre networks and data centres. These **assets are becoming particularly lucrative as the market grows**. For instance, data centre management is becoming a profitable business in its own right.

Whereas historically these assets were owned and operated directly by telecoms companies, various high-value mergers and acquisitions have raised the profile of this segment as a solid investment unto itself. Just look at the recent acquisition of various assets in North America by Equinix; their deal with Verizon was worth \$3.6 billion.

Meanwhile, the adaptation of networks to the edge is driving the growth of micro-data centres dotted around cities and towns. This is leading to a cosying up of telecoms and public cloud services, as telecoms provide the expertise about distributed coverage that cloud services crave in our 5G moment. This has already led to some extremely lucrative deals, including collaborations between Google Cloud and AT&T in North America and Telefonica in Spain.

In this context, private equity is significantly increasing its engagement in both greenfield and brownfield telecom infrastructure operations and business services. However, this includes not only an asset investment but also participating in operations, whether it's investing in a new tower, data centre, or acquiring an existing player in that field. Buy-and-build strategies are emerging as a particularly interesting strategy in what's currently a highly fragmented market of sometimes hundreds of small businesses within a region.

## The investment rationale behind the shift

So what's the rationale behind this infrastructure-meets-operations strategy, beyond the squeeze from infrastructure funds? Essentially, it's because private equity has identified hidden optimization potential in four key areas: purchasing power, telecom operations processes, capacity utilisation and the extension of the value chain. We'll take a closer look at these points below.

### 1 - Purchasing power

Private equity has identified that with increasing demand, the price per unit of site equipment like hardware, software and energy supply, usually decreases. This principle also applies for tower procurement items – which are mainly hardware or software – for the passive infrastructure management, construction and maintenance services from third party suppliers and so forth. These reduced prices make the investment in the actual running of the site far more reliable.

### 2 - Telecom operations processes and systems

Private equity can bring a range of expertise to the running of these services and their associated assets. Plus, these **efficiency gains make them solid investments**. For example, greater efficiency can be achieved via harmonized management processes and modernized platforms and systems (OSS and BSS). In turn, robust KPI implementation will encourage efficient use of funds and resources.

This includes written policies and procedures, budgetary controls, supervisory review and monitoring, auditing, and a roll-up process for internal certifications for accuracy

and completeness. In summary, an aligned, structured and continuously updated process and procedure framework based on lessons learned from internal and external benchmarking exercises allow for increasing quality of service.

Big data analytics-driven maintenance – for instance, on-site sensors that deliver real-time status on several mission-critical parameters – is another key contributor to a more targeted operational approach. With this preemptive maintenance, and hence, higher efficiency compared to old-school fix maintenance cycles, PE can be confident their infrastructure investment experiences less downtime.

### 3 - Better capacity utilization with increased scale of operations

Naturally, better and more balanced utilization of infrastructure capacity can be achieved with broader market reach. This directly allows for **better investment cases and return ratio** than in smaller, fractionated provider environments. The assumption that asset and workforce utilization will be more stable with business growth is also indirectly supported by the higher EBITDA multiples that investors will be willing to pay with relatively larger business size.

### 4 - Extension of the value chain

Events like the 5G rollout have a knock on effect throughout the value chain. The need for additional towers begets the demand for fibre optic connectivity, while the exponential growth in data demands more data centres. As already mentioned, the dawn of computing at the edge necessitates mini data centres, which often marry well with existing distributed telecoms infrastructure.

Opportunities in telecoms are expanding, and with a **strong presence in a particular part of the value chain it is easier to reach out to nearby areas**. Potential extensions along the value chain could include:

- Data centers, including colocation services
- Structured cabling
- Distributed antenna systems (DAS)
- Electrical, aerial and underground fibre deployment
- Civil construction
- Small cell/micro cell installations
- Indoor DAS (IDAS)/ outdoor DAS (ODAS) integration

With the market growing at such a pace, claiming an early stake in any of these assets and the associated telecom operations seems like a shrewd move at this stage.

Read original article [here](#).



Are you looking for a  
partner who can bring  
end point visibility to  
your network?

**LOOK NO FURTHER  
THAN OUR NOC  
SOLUTION**





## Huawei and DCA enhances its 5G training with IPv6 network course

**Huawei recently expanded on its partnership with the Digital Council Africa (DCA), through which it hosts a series of 5G training and education sessions, to include new IPv6+ training. The training session was delivered to an audience of DCA members and industry representatives and was conducted by both local and global experts from the global ICT industry leader.**

The introduction of this new training session was driven by the accelerated global migration from IPv4 (Internet Protocol version 4) to IPv6 (Internet Protocol version 6) as increased connectivity has necessitated the need for scalability and IPv6 provides greater IP address space than its predecessor. Essentially, new 4G and 5G devices use IPv6 as their default internet protocol and legacy IPv4 terminals will suffer from inferior user experiences. The unique IP addresses that internet protocols provide are necessary for any internet-enabled devices to communicate, and its enhanced innovation promotes the development of next-generation IP networks.

Topics covered by the training session included the fundamentals of IP Networks; new requirements and trends of IP industry development; IPv6 industrial policy; IPv6+ enhanced innovation; national IP talent development and global best practices.

"The digital economy is an important driver of global GDP growth, which relies on high quality connectivity. 'IPv6+' not only provides a large number of addresses, but also enables end-to-end 5G connectivity, providing continuous computing

power and intelligence for the digital economy," Dr Shucheng (Will) Liu, Vice-Chairman of ETSI ISG IPE at Huawei, said during his keynote address on IP industry policy.

Southern Africa Network Marketing Solution Sales Department Executive, Kgabo Seopa, observed that, "With the large-scale deployment of IPv6, IPv6+ technology will be widely used on networks to form an automated and committed next-generation network and promote the rapid development of 5G and cloud services. But, while IPv6 is introduced to meet the requirements of the 5G and cloud era it is not the whole of the next-generation internet, rather it is the starting point and platform for innovation."

Meanwhile, Liu noted that while developed countries such as the United States and France are currently leading IPv6+ through policy and expanding the advantages of a digital economy, developing countries such as India and Brazil are also promoting IPv6+ to tackle IPv4 address exhaustion in order to catch up their own digital economies. Chief Marketing Expert of Huawei Data Communication Product Line, Daniel Tang, added that Africa should not be left behind in this global IPv6 upgrade.

"As 5G, cloud, and AI pick up the pace among enterprises of all sizes, enterprises — amid their pursuit for digital transformation — are confronted with once-in-a-generation challenges while IP networks are also encountering a wide range of issues typified by insufficient bandwidth, poor service experience, and low efficiency of network O&M and troubleshooting," says Tang. "Intelligent IP networks are the key to conquering such issues."

The IPv6+ training session with the DCA aims to bridge the gap between enterprise demand and supply from schools and forms part of Huawei's continued commitment to equip the ICT industry with more technical skills by educating stakeholders, enterprises, government, SMMEs and learners on advanced technologies. By bridging this gap, Huawei hopes to support innovation and entrepreneurship which will facilitate and support the sustainable development of the ICT industry.

*"In the digital era, ICT — a leading industry in the digital economy — faces great challenges in optimising its industrial structure and accelerating digital transformation," adds Seopa. "As the industry transforms, the key to maintaining rapid development, seizing opportunities, and making progress in the new era is treating talent as the industry's most important resource."*

[Video Link to session](#)

**For additional information please contact:**

**Vanashree Govender**  
[vanashreegovender@huawei.com](mailto:vanashreegovender@huawei.com)







Operating on **OPEN ACCESS FIBRE NETWORKS**  
around South Africa gives you access to become one of our valued  
clients who can also experience  
**FUN.FAST.FIBRE**

MyOwn ISP is a fibre internet service and solutions provider that focuses on  
customer service and allowing flexibility toward our customers' needs.

Our customer service cannot be matched either as we are used to adhering to SLA  
agreements that requires quick action on tickets as well as the resolution thereof.

**GET CONNECTED**



086 11 22 832  
sales@myownisp.co.za | www.myownisp.co.za



## Diverse Hiring in a Job-Rich, Candidate-Short Market

**CBRE** has created a bespoke global assessment and selection tool focused on critical behaviours for success for all technical non-management hiring. This tool has enabled us to create candidate pipelines from alternative sectors and markets, giving us a broader talent pool and ensuring globally consistent recruitment standards. We found a correlation between high scores and high performance—people who perform well on the survey succeed in our *[data centre practice](#)*. We are able to bring in diverse candidates from other sectors or from other types of roles within the data centre industry.

**Current state of the industry:** Despite a year with real challenges—such as getting construction teams and M&E equipment on site—there has been steady growth within the data centre industry.

**Growth:** Looking to 2021 and beyond, a huge amount of new data centre supply will enter the market, which will have a constraint on skills. According to report from *[Xalam Analytics Africa will need 1000MW and 700 data centres](#)*.

**Diverse hiring:** While ethnic and gender diversity can begin to be improved upon with new hires and those transitioning from other industries, further strategies need to be in place to attract and retain diverse talent. Additionally, with over 50% of the workforce due to retire in the next decade, generational diversity is pertinent to upskill talent and to backfill roles.

**Additional talent pressures:** In addition to hiring diverse candidates, there are other hiring challenges. For example, data centre markets are either very mature and saturated—making recruiting very competitive—or in remote locations with limited talent pools.

Without an awareness of the data centre sector, talent may not know that the industry exists. Particularly for entry level or career transition candidates, there is a lack of academic courses that funnel employees to the data centre sector. Poaching employees from one data centre firm to another is not sustainable, as there are not enough people and this will not create a more diverse talent pool.

### Some solutions for diverse hiring

**Long term/big picture thoughts:** As increased global demand in the data centre sector continues to add pressure to this job-rich, candidate-short market, investing in diverse candidates is crucial for the business. The processes described above will help ensure diverse candidates are successfully able to transfer to another sector and utilize their tools, training and work experience in a new way.

For more information click [here](#).





# INTRODUCING THE EAST LONDON IDZ

**The East London Industrial Development Zone (ELIDZ) is in the process of expanding its current data centre footprint.**

The expansion will include large scale capability to land and host multiple submarine fibre optic cables as well as other Information Communication Technology (ICT) services, primarily for clients within the Eastern Cape region.

The East London IDZ has packaged this opportunity as part of its go-to-market strategy and invites potential clients and investors to engage with them on the process which has already been embarked on.

For more information on this opportunity please contact Dr. Chris Ettmayr  
[chris@elidz.co.za](mailto:chris@elidz.co.za)



## Bridging Africa's connectivity gap with infrastructure sharing



**Infrastructure sharing can take many forms. From telecoms service providers partnering to share masts and sites to spectrum-sharing and base sharing. Many innovations support these sharing models and enable operators to work faster and more efficiently while leveraging existing networks.**

**See how Corning and its partners utilised infrastructure sharing in a landmark project to bring fiber and electricity to the remote Ugandan village of Buheesi and help solve Uganda's connectivity challenges.**

[Click here to see the full video.](#)

As our world becomes increasingly more digital, we can expect to see even more approaches to network sharing. With civil works [representing 60-70% of the total cost of deploying new infrastructure](#)<sup>1</sup>, particularly in greenfield projects, lack of collaboration and difficulty of access can be major obstacles that sharing goes a long way to overcome.

For some remote and less developed communities, where infrastructure challenges can prohibit access to both broadband and basic electricity, there's even more to be gained from sharing of infrastructure. In Uganda, electricity demand has been growing at an average of 10% per year, but the supply has not increased proportionally, with a mere 7% of rural Ugandan communities connected to the electricity grid and able to access information and communication technologies (ICT).

Let's take a closer look at a landmark project that took infrastructure sharing to new heights, tapping into the vast opportunities to transform communities with tailor-made solutions for the Ugandan market. It started like many innovations do, with stakeholders sharing objectives, discussing their challenges and agreeing on a solution.

### Bringing electricity and fibre to the village to Uganda

In June 2017, GIZ, a German-based development agency that provides services in the field of international development, led a 'lab of tomorrow' design thinking workshop with the Rural Electrification Agency (REA) and ADVA Optical Networking SE, which explored possible solutions for Uganda's long-standing energy and connectivity access challenges.

Their solution was a shared infrastructure concept, known as Electricity and Fibre to the Village (E-/FTTV). This would combine the rollout of electricity distribution lines and fibre optic cable in rural areas of Uganda, creating a virtuous circle enabled by aerial cabling and employing an ICT ecosystem based on ADVAs network function virtualisation technology.

With support from a number of additional stakeholders from across the energy sector – including the Ugandan Ministry of Energy and Mineral Development (UMEME), The National Information Technology authority Uganda (NITA-U), the Uganda Communications Commission and Corning – their vision could be brought to life.



The pilot site for the proof-of-concept was the remote village of Buheesi in the Bunyangabu District, located in the Western region of Uganda and to the South of Fort Portal, the “tourism city of Uganda”. REA was in the final stages of constructing a middle and low voltage electricity line, which offered an ideal platform for the shared infrastructure model. The area is home to several key local institutions including Buheesi Subcounty HQ and Community Centre, Buheesi Secondary School, Kiyombya Health Centre III and Kiyombya Subcounty HQ.

These institutions have faced many challenges and limitations driven by inadequate connectivity. The school’s IT Lab, for example, runs on solar power which has led to unreliable power in the night, high cost of data bundles for internet access, slow and unreliable internet speed as well as insufficient data volume.

Kiyombya Health Centre III, a solar-powered health centre that serves patients across the district and beyond, has wings dedicated to orthopedics and general illnesses and an additional wing that offers an antiretroviral therapy program to combat AIDS. They had faced a long and cumbersome drug ordering process, as well as challenges managing the monthly reporting across different centres in the region.

The village desperately needed a boost in connectivity but, without an effective business case to support it, this had long been unachievable.

## Overcoming deployment challenges with aerial cabling

Critical to the success of the project was the ability to utilise existing power lines to connect and extend fibre to key locations within Buheesi. Like many shared infrastructure

projects, this helped to build the business case for rural deployment in the area by driving efficiencies in cost and overcoming the logistical challenges of building a separate underground network.

Corning provided 72 fibre aerial cable for the project, as well as inline closures, terminal closures and small wall terminals for termination inside the buildings.

[Aerial fibre optic installation](#) offers an alternative to traditional underground installation methods for the fast and cost-effective deployment of FTTH connections in rural areas. Corning has already deployed aerial cables in Australia, Canada, Spain, the UK, the US and now Africa, among other locations. This provides an attractive solution if underground installation is not possible or very expensive (such as in mountainous regions), or if there is existing infrastructure (poles or power towers) that can be utilised. With the ease of installation and the infrastructure already existing in many places, aerial cabling is speeding up the expansion process at a fraction of the cost and delivering long-term digital transformation for even the most remote of communities. Corning has developed a range of aerial cable solutions, including several self-supporting products,

requiring no separate messenger wire between poles to support the cable’s weight, such as the [All-Dielectric Self-Supporting \(ADSS\) cable](#). With broadband services, enabled by robust fibre networks, instrumental in enabling communities to thrive in the long-term, these solutions can provide internet access in some of the world’s more remote locations. To ensure the smooth running of the project, the team conducted a site survey in the village to map out the exact requirements and planning details as well as conducting training with NITA-U on how best to install and manage the fibre.

The project went live in December 2020 and each of the four sites now has a grid connection and internet connectivity via fibre optic cable. The simultaneous roll out of the aerial fibre and grid saves up to 40% of the deployment costs from civil works and right of way while the ICT ecosystem expands the use of electricity by enabling the use of applications including eGovernment, eHealth, eLearning and digital financial services.

There is going to be a sustained period of monitoring and evaluation to make sure everything continues to run smoothly and that best practice is observed for future projects.





## A connected future for Buheesi

The cost savings, as well as the significant productivity improvements, have contributed to a positive business case for further expansion of rural infrastructure networks across Uganda. Critically, for the Buheesi community that has long been hindered by their lack of infrastructure they are now facing a more connected and productive future:

**Joseph Businge, Teacher, Buheesi Secondary School:** “Ever since we got electricity and these computers, typing work has been easy. Teaching is now lively”.

**Kenneth Bajeenja, Town Clerk, Buheesi Town Council:** “We have been facing a number of challenges before. We were not able to print our work. In case we wanted internet services, we would go to cafes in town. Now that we have computers, whenever we need reports written, they can always be written on time.”

**Julius Ategeka, In-Charge, Kiyombya Health Centre III:** “Kiyombya Health Centre III is known as a hard-to-reach area and it is a high-volume health centre. So, when we get access to electricity, service delivery is likely to rise. Our monthly reports will be compiled at the right time. Life is likely to be simple for us.”

In and beyond Africa, shared infrastructure will play a key role in meeting ambitious rollout targets, with the deployment of aerial cables essential in reaching remote and rural areas and also for temporary network connections. This has huge applications across EMEA as well as developing nations.

**Werner Smit, Senior Sales Manager, Corning concludes:** “Over many years of setbacks, breakthroughs and milestones, it’s safe to say that problem solving is in Corning’s DNA. This project was yet another example of the connectivity challenges that can be overcome through close cooperation and creative thinking and we were proud to play our part.

*“It was a privilege to support the ambitious efforts of our many partners and to hopefully really build the business case for driving connectivity in remote areas through shared infrastructure. With ample opportunities to replicate this model in other locations, it could have a big part to play in democratising the global digital revolution.”*





### IEEE Virtual Salon Webinar - Connectivity and Access in the Era of COVID-19

Discussing equitable Internet access in Africa against the backdrop of COVID-19.

Juanita was a speaker at the IEEE Virtual Salon on Wednesday, October 27th at 10am EST/ 5pm EAT on a panel with experts on connectivity issues. Questions explored included: Has COVID-19 been a deterrent or an incentive to bring broadband to unconnected regions? How can rural areas leapfrog broadband connectivity? What have been some successful responses to a lack of Internet access during the pandemic? And what impact has COVID-19 had on educational outcomes in regions without connectivity vs. regions with connectivity?

### PANEL DISCUSSION: Do Government Shared Services Infrastructure Really Work?



Juanita was a speaker on the CIO Africa eGov Summit.

The discussion focused on shared services which have for a long time been touted for their potential cost savings and operational efficiencies, though the approach has been slow to gain traction in most African governments. The discussion focused on whether the shared services model is practical for governments in Africa?

# WHAT WE'VE BEEN UP TO

---

## Digital Local Government Annual Symposium



SALGA in the Eastern Cape, with the support of its bilateral partner the GIZ, seeks to provide leadership and direction for a new term of local government by reflecting on the possibilities for technology enabled work in local municipalities. In what is anticipated to be an annual event, SALGA Eastern Cape gathered thought leaders, captains of industry, sector specialists, local leaders, senior managers and technical experts to consider how to make the Forth Industrial Revolution a strategic imperative for the province and its municipalities.

Juanita was a speaker at the event where she spoke on the topic of How the Work From Home Trend will help change small town rejuvenation.

### Objectives of the Symposium

The objectives of the inaugural session were to:

- Reflect on the opportunities and barriers to the strategic positioning of a digital approach to local government
- Consider what the market place has to offer local government in support of service delivery
- Review cases where local municipalities have successfully unlocked the potential of ICT's and digitalization.
- Understand the challenges that persist in automation of municipal systems and processes (and lessons learnt from execution).
- Take stock of the experiences of local leaders in working with technology as they close out their term.



# YOUR COMPREHENSIVE TELECOMMUNICATION SUPPLIER

FibreSuburb Networks (FSN), with more than 15 years of experience services the subscribers in residential, commercial and industrial gated communities with offering an end-to-end licensed telecommunication Fibre network operator service.

## CONNECT



**fibresuburb**  
networks

Total integration – the fibresuburb solution connects all of a development's services into one easy to use and effective property management system.

Offerings include a network infrastructure that allow state-of-the-art, high speed connectivity to enable telephony and internet service to all work spaces, communal areas as well as conference facilities within a residential/business developments

FSN build and manage networks that facilitate solutions that are supported by comprehensive service level agreements.

Follow us

012 991 0960 | [info@fibresuburb.co.za](mailto:info@fibresuburb.co.za)



## LESSONS TO TAKE INTO THE FUTURE OF WORK



**John Dewey, an American philosopher, psychologist, and educational reformer once said: we only think when we are confronted with problems. You will agree that the Covid19 era has been one such poignant phase for humanity. It has shaken us as a collective global society and has made us think differently. It has tested us to the core and, suffice to say, there has been a significant shift in the global paradigm. Whether these will be positive or negative lessons in the long term, we will discover as time goes on.**

BBI's Chief Marketing and Sales Officer, Phumza Dyani, with Cisco's Senior Director Africa hosted a Leadership Webinar titled: Workspaces of the Future. The key discussion sought to build insights on how Leaders experienced this period, how it has shaped their approach as well as how it will impact the future.

The sentiments shared were quite similar, giving an indication of what is on the minds of Leaders for the future. I can only list the lessons from the areas of resonance, and these ranged from different viewpoints of both private and public sectors.

### 1. A New Style of Leadership Emerged

There's no "playbook" for leadership when the stakes are high, and there's certainly no playbook for what to do in the face of a 21st Century pandemic... Forbes: Leadership in the time of Covid19

The Leadership unanimously agreed that, in recent times, there has not been a greater test to the collective leadership to this magnitude. As highlighted by Cisco's Charmaine Houvet Senior Director Africa, "we have witnessed employees lead with humanity and show a new level of flexibility, compassion and trust during these unprecedented times." Houvet goes on to explain how in the words of Dean Bill Boulding Dean of Duke University's Fuqua School of Business "that for leaders, decency is just as important as intelligence" and we observed during this pandemic how employers leaned into better support employees with a range of issues they experienced during severe lockdown levels.

Firstly, we were tested on a personal level. We were required to navigate an uncertain minefield with rapid changes on a daily and even an hourly basis. 'Keeping it together' on a personal level was a major achievement. Added to this was a responsibility of supporting

families and subordinates to go through this period with a steady support of leadership. One needs to remember that this did not only affect our professional lives but our health, our families as well as close relations.

Secondly, our people went through the most mentally taxing time in their lifetime. This time completely encouraged us as leaders, to focus our support through closer engagement and build on the employee value-proposition with more support to our most important resource. Linda Sharkley & Morag Barret on the Six Revolutions in the Future of Work refers to a change from a 'command and control' approach to a more engagement and collaboration approach. Leaders have had to learn to be more human-centred and consider many aspects to employees like the mental state of employees and how they were coping with the competing demands for their attention. The Harvard Business Publication's article: Strong Leadership, quotes leaders that won the admiration of others did this through not only swift and decisive response but also qualities like, empathy, honesty, and down-to-earth style qualities. Prime Minister Ardern is such an example and won praise and re-election by a landslide owing to these unique qualities displayed.



## 2. Organisational culture shifts and a 'values' led organisation

Harvard Business Review' article titled "Begin with Trust" states that "Trust is one of the most essential forms of capital a leader has." Equally important is the ability of leaders to trust employees and what leaders do with that hard-earned asset that makes the biggest difference. The Covid era has without a doubt changed the impression that culture is developed from old beliefs and agreed on practices which forms part of the Company strategy documents and walls. Culture moved from purely conformity to a more values-based and meaningful approach. As Leaders, we needed to trust our people more and believe that they would be remotely self-managed and perform the work they were meant to without our physical supervision at every turn. The Leaders around the table were all sharing how positively surprised they were by how employees responded and co-operated with the new normal. Leaders also had to learn to be sensitive of the personal spaces we were threading on as we introduced online meetings into people's private spaces. We also became more understanding of the additional actors to the online meetings like the kids and the pets in the background.

One factor that was echoed by Leaders is how important flexibility, both in decision making as well as organisational response, became crucial and will be an asset for the leader of the future. Ian van Niekerk, CFO of BBI shared that: 'At the beginning of Covid19, flexibility as an organisational attribute, contributed immensely to ensuring accelerated responses and even automation of the manual processes so that work could continue. It is amazing how fast organisations realised that this was a 'do' or 'die', responding with similar urgency to keep customers as well as employees as priority'.

## 3. Relationships are our bread and butter

John Maxwell refers to relational currency as 'the way leaders give/receive value and influence among those they lead'. This time showed the importance of nurturing and cultivating relationships with colleagues and subordinates. The good relationships with customers also paid off in a great way. In the moments of challenges with services through unforeseen circumstances, we engaged earlier and were amazed at the responses from our customers. We were all human after all and going through a human experience. The Leaders on the panel related how amid a tough terrain we had to navigate, one factor remained true, we all trusted in our counterparts to make the right calls. We also trusted in them to support the calls we were making, and a somehow incredible camaraderie kept us going. It was times of great uncertainty and somehow, the positive thing that emerged from this, was a common desire to move forward and make the best calls for the organisations and the people.

Equally, the support of all during the most difficult times left an indelible mark. We went through all seasons from our home offices. We had to attend funerals of colleagues and their families from our remote offices. We received the same outpour of love during these moments of need.

## 4. Technology

Cisco's Houvet reminds us that Covid brought home the stark reality that has always been suggested by technology experts that every organisation every government will have to digitise sooner rather than later. We have globally, without a doubt, accelerated digitisation. This time also brought massive gains for the vaccine and drug development processes. The world was pushed to implement many of the collaboration solutions we had been delaying adopting for years.

According to Regional PR Lead- Sub Saharan Africa · Amazon Web Services (AWS) Sthe Shabangu, we also saw exciting new business models emerge and witnessed SA exceed the eCommerce adoption forecasts by far. We became accustomed to shopping online whilst in virtual meetings and the issues of trust were lowered. Shabangu also goes on to explain how Amazon used this period as an opportunity to recruit South Africans affording them the opportunity to operate locally but gain global skills. Venicia Solomons, a Cloud Expert at Microsoft also that co-creating with customers also became a reality, marking how in the future, we will develop more and more products in collaboration with our stakeholders.

Gift Zowa, CTO of Broadband Infraco added that the realities of cybercrime became clear to us. As more and more people trusted the internet, so too were others trying to find more creative ways to access customer details and accounts. CIOs realised the need for much more stringent measures for protecting company as well as customers data, endpoint security has never been more crucial.

In closing, Phumza Dyani echoed the sentiments of the panelists. What was a common thread across all the leaders is the realisation that we all missed the human contact. We are, after all, social beings and networking is at the core of how we have survived over decades. This is one aspect we need to integrate into our daily practices.



## CONTACT US



**Juanita Clark**

CEO

[juanita@digitalcouncil.africa](mailto:juanita@digitalcouncil.africa)



**Reesha Iyer**

Member Services

[reesha@digitalcouncil.africa](mailto:reesha@digitalcouncil.africa)



**Sipho Makhalema**

Marketing and Events Manager

[sipho@digitalcouncil.africa](mailto:sipho@digitalcouncil.africa)



**Nadene Reignier**

Stakeholder Communications

[nadene@digitalcouncil.africa](mailto:nadene@digitalcouncil.africa)



**Hunadi Phaiphai**

Project Lead

[hunadi@digitalcouncil.africa](mailto:hunadi@digitalcouncil.africa)

## POPI ACT INFO

The Digital Council Africa respects your right to privacy and we aim to ensure that we comply with the POPI Act (Act 4 of 2013), which regulates the manner in which we collect, process, store, share and destroy any personal information which you have provided to us. Your personal information is strictly confidential and we will notify you immediately should we become aware of any unauthorised use, disclosure or processing of your personal information. Kindly note that you may choose to opt out at any time from all marketing and other communications by contacting Reesha Iyer at [reesha@digitalcouncil.africa](mailto:reesha@digitalcouncil.africa).

## LOST AND FOUND

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 Iyer at [reesha@digitalcouncil.africa](mailto:reesha@digitalcouncil.africa)

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.