

# COMEXT

The Official Newsletter of the Digital Council Africa

January 2022 Edition

**Digital Realty Trust to acquire a majority stake in Teraco Data Environments**

**Rapid Deployment of Broadband: From Policy to Practice**

**Building a Data-Based Sales Engine for Fibre**



**Partnering to make South Africa more Cyber Secure**

**How Aerial Cable Deployment can drive Broadband Expansion**

**Digilink: Proving Digital Training & Mentoring Incubation Models**



**Digital Council**

Issue #006



## WELCOME FROM JUANITA

Dear colleagues,

**I want to extend the warmest wishes to every one of you for a blessed and prosperous 2022!**

It is with great excitement that we bring you the first issue of Conext for 2022. This publication is the official Newsletter of the Digital Council Africa, and its aim is to let our members know what we have been busy with in the organisation, but also and probably more importantly, to provide a platform to our members to let us know what they are up to.

Remember that this belongs to you, our members, and the publication is distributed to more than 10 000 people in sub-Saharan Africa. So we invite you to make use of this platform to share a thought leadership piece with us, an update about your company, or product information that may benefit other members.

2022 was kicked off on a positive note with the country at the lowest of its five-stage Covid-19 alert levels as the Omicron-fuelled fourth Covid wave passed. This more optimistic note, after two years of the global pandemic, was echoed by the head of the World Health Organization, **Tedros Adhanom Ghebreyesus**, who said on LinkedIn: *"After two years, we now know this virus well. We know the proven measures to control transmission: mask use, avoiding crowds, maintaining physical distancing, practising hand and respiratory hygiene, opening windows for ventilation, testing and contact tracing. We know how to treat the disease it causes and improve the chances of survival for people suffering serious*

*illness. With all these learnings and capacities, the opportunity to turn this pandemic around for good is in our grasp."*

The impact of the virus on our economic growth and employment rates has been severe, especially on young people who, according to the new [\*World Bank Analysis of SA\*](#), face acute unemployment rates (with incidence twice as high as among older age groups. Among 15–24-year-olds, 63% are unemployed and looking for work, whereas among 25–34-year-olds, this rate reaches 41%. When discouraged workers are included, unemployment rates are as high as 74% for 15–24-year-olds and 51% for 25–34-year-olds). The analysis has also found that young entrepreneurs are one of the country's best hopes of solving the jobs crisis.

**The Digital Council believes that the digital economy poses an incredible opportunity for the continent to create jobs and we remain committed to the inclusion of the youth in the digital jobs market.** We are excited to be engaged in several projects focusing on youth employment. Our partnership with Harambee Youth Employment Accelerator is helping us quantify opportunities in the 5G sector, and together with other partners we have launched the Digital Work Accelerator (DWA). We are looking forward to continuing to build upon the work we started in 2021 and will work with Haram-

bee to grow [\*Youth.mobi\*](#) to a site where the sector can find skills for digital jobs. If you have not registered on Youth.mobi please do so today – it is a free service.

We do however believe that the foundation of job creation in the sector is to have a stable and enabling environment and a regulatory environment where stakeholders can participate in it. A well governed environment, where the right policies enable investment, is critical to ensure that the digital economy continues to grow. And that really is the core of what the Digital Council stands for. Please take a moment to read about some of the work that we are doing with [\*National Government on the Wayleave Project\*](#), the [\*SAPS Committee\*](#) that has been established to deal with rogue business forums, and the Broadband Access Fund.

**Allow me a moment to thank you, our loyal members for continuing to fund the work that we do. 2022 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.**

Stay safe!

Juanita Clark  
CEO

# CONTENT

## FROM THE OFFICE

What is Conext? | Member Benefits | SAYouth.Mobi  
DCA AGM 2022 | Getting featured in Conext

6

## WHAT WE'VE BEEN UP TO

DCA & Harambee: 5G Market Study  
Welcome to our New Members  
DCA developing a Timeline of Government Policies  
DCA CISPA finalising a collaborative relationship with CISPE  
What is the Digital Work Accelerator (DWA)?

5

6

7

7

9

## THOUGHT LEADERSHIP

Broadband Rapid Deployment: From policy to practice across our cities  
A Future-Ready White Space  
Digilink Proves Digital Training & Mentoring Incubation Model  
Top Technology Trends to watch in 2022  
Building a data-based sales engine for fibre  
Partnering to make South Africa more cyber secure  
How Aerial Cable Deployment can drive Broadband expansion  
Presidential Economic Advisory Council: Consider making  
Fibre a Municipal Service

11

14

16

18

20

25

26

35

## NEWS FROM

AfriFiber is Officially Licenced in Djibouti  
Teraco Data Environments – A Digital Realty Company

30

31

## A CALL TO ACTION

SAPS Task Team to investigate criminal activities in construction sector  
Presidency Establish Wayleave Task Team Through Operation Vulindlela

33

34

## UPCOMING EVENTS

Software AG Webinar: Achieving Business Value with IoT  
FTTH Conference Europe  
Digital Transformation Summit

5

20

20

## CONTACT US, POPI INFO & LOST & FOUND

36

# FROM THE OFFICE

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## 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](#)

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## 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](#).

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SAYouth.mobi is part of the “Presidential Youth Employment Intervention” and is supported by Harambee Youth Employment Accelerator, the Department of Employment and Labour, the Department of Higher Education and Training, the National Youth Development Agency, and the Development Bank of South Africa.

Visit SAYouth website at: <https://sayouth.mobi/>

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## Save the Date - DCA AGM 2022

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

**Date:** 6th April 2022

**Time:** 10:00 to 12:00

More information as well as a link to register will be sent out via email.

## Member Webinar



**Achieving Business Value with IoT**

23 February 2022 | 10 - 11:30am | Register to join us

**EXPERT SPEAKER** Gareth Whitaker  
Director – Solutions & Innovation, Software AG

## DCA &amp; Harambee Embark on 5G Market Study



The Digital Council Africa, with the support of its social partner Harambee, has embarked on a market sounding exercise which seeks to quantify the benefits of the telecom industry to economic development and growth, with a particular focus on the opportunities presented by the 5G market.

The Digital Council Africa believes that technology offers widespread disruption and new opportunities for rapid economic growth, innovation and job creation in Africa. The Digital Council Africa's core focus is on the deployment of telecommunications infrastructure and its stakeholders. The aim of this study is to illustrate the potential impact of the 5G economy on the wider South African economy, as well as the threats of inaction.

The study is expected to be completed by end of February and the results will be used to inform dialogue with government and private sector stakeholders.

**Member companies will receive a copy of the findings.**

## 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)



# Welcome

## A warm welcome to our new Members

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Our experience, capabilities and resources ensure speed to market, making SBA South Africa a preferred partner for wireless service providers. SBA South Africa is a leader in providing wireless communications infrastructure including towers, buildings and rooftops, with more than 1,000 communications sites throughout the country. Since our founding in 2014, we have participated in the development of the shared infrastructure model for carriers to help facilitate the expansion of the country's mobile industry.

Wireless service providers are looking for partners that anticipate their infrastructure needs and can remain flexible with build times and design. SBA South Africa provides comprehensive wireless service solutions that enhance coverage, capacity or both for current and future demand. We offer:

- **Site Leasing** - Leasing antenna space on our multi-tenant towers under long-term lease contracts. Our dedicated team of professionals provides expertise, from application submission through installation, to meet wireless service providers' network deployment requirements.
- **Site Development** - Constructing towers in strategically chosen locations or at the request of wireless carriers under a build-to-suit arrangement. Our highly skilled and experienced staff, based in offices around the country, ensure efficient operations and processes for high-speed tower development.
- **Tower Acquisitions** - The acquisition of existing tower assets is an integral part of our portfolio growth strategy and one of our core business processes.

As South Africa towercos transform from the traditional steel and grass model with power managed as a pass-through, network operators can benefit from the added value offered through our expertise in developing power-as-a-service.



**AfriFiber**  
*Connectez-vous au Futur*  
*Connecting You to the Future*

AfriFiber was established in 2019 and has a National Licence in the Republic of Djibouti to build, operate and maintain a Fibre Optic Network. AfriFiber will be providing secure and high quality fiber optic network infrastructure and the provision of Data and Connectivity services. It will serve customers in both Djibouti and the region through various outlets as well as have a leading, self-service web functionality, and is headquartered in Haramous, Djibouti.

Their deployment of Best In Class systems, infrastructure and solutions ensure sustainable quality of service supported by robust redundant design principles. Their network availability is monitored 24/7 through a Network Operations Centre (NOC) meeting international uptime standards.

AfriFiber's custom connectivity solutions service the Consumer, Small Medium Enterprise and Corporate markets in Djibouti with innovative products that adds value and efficiencies to experience. Customer service and satisfaction is maintained through continuous network monitoring, measurement and service optimisation. AfriFiber customers enjoy personalised service and support through dedicated sales, account management and technical teams. AfriFiber's major shareholder is the iibGroup from Bahrain, with its Chairman being Mr. Sohail Sultan and CEO, Mr. Wiaan Vermaak.

Contact AfriFiber on [info@afrifiber.com](mailto:info@afrifiber.com)

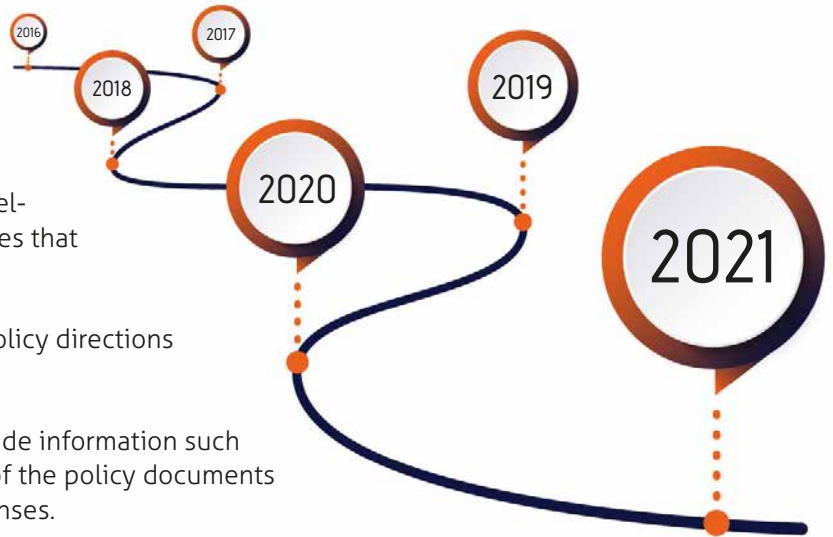
## WHAT WE'VE BEEN UP TO

### Development of a Timeline of Government Policies

The Digital Council Africa is in the process of developing a timeline and library of government policies that affect the DCA membership base.

The library will include an Infographic showing policy directions from 2016 to date.

It will be published on the DCA website and include information such as the actual policy direction, the current status of the policy documents (whether still in draft or finalised) and DCA responses.



### Cloud Infrastructure Service Providers in Africa - CISPA

The Digital Council Africa's Cloud Infrastructure Service Providers in Africa Working Group (DCA CISPA) is finalising a collaborative relationship with CISPE (Cloud Infrastructure Service Providers in Europe) under which both associations will co-operate to educate, raise understanding and clarity over the essential contributions of cloud infrastructure providers in their respective regions.

Key among these aims is to ensure a fair and contestable market for cloud infrastructure services in their regions, as well as commitments to sustainable digital infrastructure, data protection, fair software licensing and portability of data. Specifically, the cooperation will provide a framework for joint activities to promote a clear understanding of the role of cloud infrastructure as distinct from other aspects of cloud computing. This distinction is essential to ensure precise and effective regulation, to foster widespread adoption and to ensure a fair and open market for cloud infrastructure services.

In addition, the collaboration seeks to establish the framework for adherence for members of both associations to key initiatives developed by CISPE including its Code of Conduct for Data Protection, the Climate Neutral Data Centre Pact, and the Ten Principles of Fair Software Licensing.

Initiatives and campaigns to promote awareness of these initiatives among members in both regions will also be planned and executed by the parties.

CISPE has already created an impressive array of initiatives, documents and codes of conduct that will provide firm foundations for our work. The issues and opportunities our members see in African markets are broadly similar to those in Europe and by collaborating we can each learn from the other and provide mutual support. We are looking forward to a very productive cooperation with CISPE.

Initially the two organisations will establish Working Groups to examine five critical themes: Climate Neutral Data Centres; Data Protection; Fair Competition and Freedom of Choice for cloud infrastructure service customers; cloud infrastructure portability and reversibility and Cloud First Public Procurement Policies. Both associations are committed to promote these key concepts to members and their customers through communications, marketing, events and direct stakeholder outreach.

If you would like to join the CISPA Working Group please send your details to [reesha@digitalcouncil.africa](mailto:reesha@digitalcouncil.africa)

# Micos Telcom introduces the Fiber Optic Box MDB M

**NEW**



## A Rock Solid Box (IP65, IK10) Incorporating the FibeRoad™ System

The MDB M is a brand-new durable Fiber Optic Box designed with the highly flexible FibeRoad™ System inside. The box can be configured to address a wide range of fiber optic splice and/or connectivity applications for PON, GPON and 5G networks.

The engineered design provides IP65 protection from water / dust ingress and IK10 impact resistance to keep your critical network connections safe inside. The MDB M provides the ideal splicing solution for multi dwelling unit fiber distribution points or outdoor pole mounted splice applications.

The box has capacity of up to 144 splices or up to 48× SC / 96× LC connector.

Key benefits include:

- ▶ Grommets system for cables with diameters 1.8-13 mm
- ▶ Increased durability, impact protection and water / dust ingress resistance (IP65, IK10)
- ▶ Suitable for all types of networks
- ▶ FibeRoad™ System compatible
- ▶ Ability to mix & match splice trays

According to Petr Kabilka, Product Manager: "We listened to our clients and integrated the features to support their requirements. The new MDB series of fiber optic boxes contain several unique features that we are sure will make the product a success."

Contact our Salesman in South Africa:



## WHAT WE'VE BEEN UP TO



**DIGITAL COUNCIL AFRICA HAS PARTNERED WITH THE DIGITAL WORK ACCELERATOR IN SUPPORT OF SOLVING SOUTH AFRICA'S YOUTH UNEMPLOYMENT CHALLENGE**

### **WHAT IS THE DIGITAL WORK ACCELERATOR (DWA)?**

The DWA is a national collaboration between government, industry and social partners that aims to align sector-wide efforts and resources towards a single priority:

**Unlocking and creating earning opportunities for youth in the digital and ICT sector.**

In making this a reality the Digital Work Accelerator seeks to:

- (i)** drive industry-relevant skilling that will increase a young persons' ability to gain meaningful employment, and;
- (ii)** provide affordable access to digital technology and infrastructure to bridge the digital divide for work seekers.

**On 20 January we held an information session with our partners and The Presidency where we shared more information on the Digital Work Accelerator and how you can get involved.**

**[Click here to watch a recording of the session.](#)**



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## Broadband Rapid Deployment: From policy to practice across our cities

Technology has, undoubtedly, become indispensable to how we live, work and play in a post pandemic world. Even through the global slowdown, the digital economy strengthened and grew with many more people connecting to the internet and accessing more digital services. Part of building resilience for any future shocks that may still come our way, is to ensure that all within our countries in Africa access broadband and the Internet equitably. Everyone must be able to access essential (potentially) lifesaving information, rich content and services that are increasingly available online, on demand. Amongst the burning issues to be resolved with equitable internet access is the availability of high quality broadband connectivity at household level. While countries in Africa boast near universal 2G coverage, 3G and more especially 4G coverage lags. It has become essential that these coverage gaps are addressed as a first priority even as larger African cities begin their 5G rollout. Even within the most built up cities across African countries, connectivity dead spots can be found as one moves away from city centers.

For cities to digitalise, the foundation has to be a high speed broadband networks that reaches all parts of those cities, their roadways, all public and commercial facilities and all households. This means more sites, that are deployed closer together in the era of network densification.

The pace at which broadband networks are expanded and network capacity improvements are made to serve all people residing in urban areas or rurally, depends on a number of factors. This comes down to the ease with which network site applications are processed and feasible sites or facilities for network construction or infrastructure sharing are accessed within cities. Currently, the construction of telecommunications networks involves complex, lengthy and often prohibitively costly planning approvals. Readily available sites for co-deployment that can potentially generate revenue for cities are not available for site build while challenges exist protecting infrastructure already deployed from vandalism and theft.

## There are five main ways in which local governments, supported by national policies and strategies can ensure the environment is readied for rapid deployment of Broadband infrastructure:

- 1. Policy and Regulatory Support:** Rapid deployment policies are a profoundly important tools in raising the profile of an enabling environment in the greater scheme of achieving broadband coverage goals, speed targets for urban and rural areas and connectivity targets for the general population, households and public facilities etc. Whereas the communications acts of various African countries promote rapid deployment and increased infrastructure sharing, administrative burdens persist where site application processes are concerned. Far more effort is needed to operationalise rapid deployment policies at local government levels for meaningful benefits to be realised at the end use level.
- 2. Site Application Processes:** Accelerating the site application process requires the streamlining of the end to end process across the various government departments including roads, energy, water, civil aviation, environment (natural and built) as well as communications. Standardising processes across cities and towns with automated submission and handling of applications is essential to increase the ease of obtaining site approvals in a rapid deployment era. Furthermore, as demand for household connectivity continues to grow with continued work and study from home practices, restrictions for site build in residential and those areas where people congregate must be reconsidered. The environment for site construction must be eased generally to support the rapid deployment of critical broadband communications infrastructure where it is most needed.
- 3. Provision of non-discriminatory and timely access to public infrastructure:** With 5G, small cells deployed closer together over smaller areas, more sites will be needed to ensure continuous coverage of cities. This requires local governments to create and maintain databases of all assets that can be available for the co-deployment communications infrastructure. These include street light poles, the roof tops and façade of buildings, power cables, flag poles, traffic gantries, water and sewage distribution networks and more.
- 4. Pre-provisioning for Fibre deployment:** All new township or property development applications should be required to consider future connectivity needs. Conduits for fibre must be pre-provisioned with other utilities for all homes, offices, estates etc. in building plans submitted to local authorities. Consideration must also be given to applications for aerial fibre deployments utilising the existing power infrastructure in areas likely to benefit from rapid FTTH reach. Pre-provisioning for fibre prevents unnecessary civil work disruptions later on when settlements are already established.
- 5. Protection of (critical) Broadband infrastructure:** The scourge of battery and diesel (fuel) theft from mobile base stations and generators used to power and/or provide back up for network infrastructure during sporadic power failures can only be addressed through intensified cooperation across private sector, government and local communities themselves. The role of local community members in protecting vital infrastructure cannot be overstated. Alerts from community members on sighting suspicious behaviors to local authorities, coupled with protective measures from security companies, rapid response from local police stations and harsh judicial punishment for perpetrators are all essential elements in combating this societal menace.

With broadband having become critical to how we live today, accessing essential information and services online, and how we maintain workforce productivity, the seamless deployment of broadband infrastructure across cities is beyond urgent and important. Implementing rapid deployment policies must begin in earnest now across all cities so that the current, persisting digital divide is tackled more directly and effectively.





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## A FUTURE-READY WHITE SPACE

**The computational demands being placed on data centres is increasing exponentially especially focused in Africa, putting pressure on operators to future-ready their assets. Uncover key and cost-effective strategies to improve data centre fit-outs to meet today's demand and tomorrow's challenges.**

### Key drivers include the following:

- Internet of Things (IoT) convergence: Home, smart building, industry 4.0
- Content delivery: Video conferencing, streaming, social media, cloud apps, gaming
- Disruptive models: Bitcoin, blockchain, vehicle sharing

### What Is White Space?

White space in data centres is the space allocated for IT equipment or the space where IT equipment is placed. White space includes servers, storage, network gear, racks, air conditioning units and power distribution systems.

### White Space Strategy

With the industry growth, data centre owners and operators need

to have a white space strategy to ensure their facilities are future-ready. When developing this strategy, there are key considerations to weigh:

**Migration strategy:** As it's a balance between cost, time and risk, the owner's goals and ultimate purpose of the data centre need to be included in the strategy.

**Scalability:** The white space in a data centre is typically upgraded every 5-10 years, and using a global supply chain will usually ensure more advantageous pricing and payment terms than an individual owner can secure.

**Speed to market:** Having access to a global supply chain and an ability to optimize product lead times will greatly impact the speed to market of the white space and the deployment of the IT equipment and, for the customer, the realisation of economies of scale.

### Fit out strategies focus heavily on three key areas:

**Risk management:** Coordinating with all stakeholders can help account for resiliency, redundancy, service level agreements and site constraint risks.

**Consistency:** Having global vendor connections ensures best pricing, coverage, supply and priority in all of the regions where the owner expects to grow.

**Timing:** Delivering space on time is crucial to keeping up with demand.

### CBRE Global Support

CBRE's global white space and technology infrastructure division supports customers with the mobilisation of new or expansion of existing installations within their data centres across the globe. We offer turnkey delivery service from concept to commissioning; engage at an early stage to solution and design the white space environment. Our global scale combined with local, on-the-ground expertise ensure that end-user ready for service dates are met with minimal capital outlay or operational risk.

*For more information contact:  
Jaco Coetzee, Head of Projects,  
[Jaco.coetzee@cbre.com](mailto:Jaco.coetzee@cbre.com)*



# m4a

OUR PRODUCTS BUILD NETWORKS

**m4a (Pty) Ltd is an Original Equipment Manufacturer (OEM) with the following manufacturing technologies:** extrusion, injection moulding and compression moulding.

Our Outside Plant (OSP) product pillars include: **axsCHAMBERS™**, **cnktCLOSURES™**, **fibreDUCT™** and **fibreCABLE™**.

### axSCHAMBERS™



We have a range of products from small boundary boxes to large manholes, to suit network distribution requirements from the backbone to single client fibre deployment.

### FIBREDUCT™



End to end solutions including microducts, bundled microducts (multiducts), sub ducts, and corrugated pipes for telecommunications networks. Supplied with a full range of accessories.

### CNKT CLOSURES™



A selection of connectivity solutions supplementing our fibreDUCT™ and axSCHAMBER™ range of products. This includes splice enclosures, cable and accessories for cost saving network design.

### FIBRE CABLE™



End to end solutions including heavy duty duct cable, micro blown cable and aerial cable short span for the telecommunications networks, supplementing our fibreDUCT™ and axSCHAMBER™ range of products.

### civilworks



Pre-cast and pre-fabricated municipal and civil engineering solutions. The range includes concrete as well as composite solutions for application in all utility networks.



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## DIGILINK PROVES DIGITAL TRAINING & MENTORING INCUBATION MODEL

First cohort of digitally gifted youth all successfully employed



Cape Town – 23 November 2021 – DigiLink was launched in Cape Town in November 2020 by Harambee Youth Employment Accelerator to bring unemployed and excluded youth into the tech economy and equip them for long-term employment. The programme is based on a proven best practice on-the-job training and mentoring model while working with real clients in real-life work situations. Now the first cohort of software testers has proven the concept. All have graduated and gained full-time employment with Clickatell, the company for which they've been training and working.

Pieter de Villiers, CEO and co-founder of Clickatell, the global leader in chat commerce enablement, says the cohort has provided managed digital services such as software testing and development to his company's clients.

**"These are jobs that employees in the US and Canada have traditionally done. The real beauty of this initiative is that not only does it train and employ young South Africans who had little or no hope of accessing jobs despite being digitally gifted, it also keeps the work – and the associated revenue – in South Africa. So it's a double win."**

Conceived by Harambee, SiMODiSA TechXit, and CapaCiTi Digital Career Accelerator, DigiLink is a not-for-profit organisation that provides managed digital services on a com-

mercial basis to augment and support businesses and also develop the next generation of young digital talent.

According to Evan Jones, group strategy director of Harambee Youth Employment Accelerator, South Africa spends about R10 billion offshore every year on jobs that should be done in South Africa. "Research we conducted in November 2020 showed around 44,000 entry-level digital jobs available in this country. Although we have the raw talent available in South Africa, they just need a leg up to be exposed to work readiness and real work experiences to advance their aspirations into the digital economy. The DigiLink initiative bridges that gap."

Candidates for the programme, who come from marginalised backgrounds, are sourced from university graduates and digital academies. Some are self-skilled or have completed micro-courses, but all have evident technical ability and some tech background.

The 12-month DigiLink programme combines real-world work with technical skills and personal training, giving candidates the essential experience for future employment.

**As Jones says, "None of us can solve South Africa's massive youth unemployment problem alone, but when stakeholders work together to drive a common plan with shared value, they can become engines of inclusive growth."**

Additional cohorts are already well underway, training on the job with multiple partners, and within 12 months, these young people will also be ready for full-time employment.

Jones says that what's needed now is more employers to get on board to scale the work opportunities for young people. "South Africa does not have enough young digital talent entering the job market to meet the current demand for digital skills in our economy, and few businesses have the capacity to coach and mentor inexperienced people for complex jobs. So we must find ways to bridge this gap."

He says that DigiLink takes on this role, giving young people the training, mentorship and supervision needed to fulfill entry-level digital jobs such as software testing and development, desktop support, and data analysis. Traditionally, digital skills training is expensive, lengthy and inflexible, but with DigiLink, trainees gain the skills and experience they need to succeed at work, through hands-on support, in just one year.

As for the now-employed cohort, the initiative has fundamentally changed their lives when considering some of their feedback on the journey they have been on:

- "It helped me realise that I have digital ability in my DNA."
- "I feel very blessed to be permanently employed. I never saw this happening so soon."
- "Being a junior software tester is a stepping stone to great things to come."
- "I'm grateful that I took a leap of faith and believed in the programme and myself."

[Click here to find out more about Digilink Incubator](#)





## TOP TECHNOLOGY TRENDS TO WATCH IN 2022

By Deon Geyser - Chief Executive Officer,  
Liquid Telecom South Africa

The word 'technology' is synonymous with growth, progress, development, and our future. Technology has been a critical enabler for innovation as well as our rapid intellectual growth. Today, the conversation about technology and its impact on our lives is more important than ever before as we recover from the severe disruption caused by the COVID-19 pandemic. It has enhanced many aspects of our lives from health to remote working to engineering and empowering major industries across the globe. As we head into 2022, technology is set to shape our lives even further. Here are the tech trends to keep an eye on.

### 1. EDGE COMPUTING – SPEED OF LIGHT

Simply put, Edge Computing refers to using enterprise applications near the source of data, and it is transforming businesses by reducing latency issues and driving exponential growth in areas such as IoT, AR/VR, robotics, machine learning and telco network functions. In the current age of digital disruption, businesses need to optimise digital platforms and Edge Computing gives them the ability to conduct operations at the speed of light, thus addressing hefty workloads requiring quick processing without any downtime.

### 2. CYBER SECURITY – MAKE IT OR BREAK IT FACTOR

The pandemic revealed the significance of protecting our physical and mental health as well as our digital health. For businesses, it is more crucial than ever before to protect themselves against cyber-attacks. Protecting systems, networks, programs, dataflows, employee information without disrupting the business flow and continuity is one of the most significant needs for organisations worldwide. Even though this aspect of Cyber Security has always played a dominant role in securing companies' future, it is only now, in the post-pandemic world, that Cyber Security is getting the attention it deserves. Going ahead, Cyber Security will prove to be a 'make it or break it' factor, thus escalating the need for companies to turn to managed security services by third party providers.

### 3. MULTI-CLOUD STRATEGY – THE MORE THE MERRIER

A strategy where businesses or organisations implement multiple clouds for storing their data instead of relying on just one cloud vendor. A multi-cloud strategy is beneficial for enterprises with geographical presence in various locations across the globe and for those who wish to avoid issues such as vendor lock-in. It is simple: the more, the merrier as each provider delivers different cloud options, thus enabling firms to take advantage of competitive solutions. They can pick the best supplier to fit the solutions or services they need based on requirements. For example, businesses can easily choose who they partner with for solutions depending on preference.

#### 4. NETWORK AUTOMATION – AGE OF AI

The process of automating various tasks involved in configuring, managing, testing, deploying, and operating physical and virtual devices within a network absolutely cannot be underestimated, given its drastic impact on altering the landscape of how businesses manage everyday tasks and operations. Not only does the automation of these repeated tasks streamline and optimise operations, but it also cuts costs and empowers team members to enhance their efficiency and productivity by saving time.

#### 5. IoT – A CLOSER CONNECT

While IoT (Internet of Things) has played a significant role in data collection thus far, it is predicted that the application of IoT based devices will increase manifold in the coming year. IoT devices will be used in decision-making processes, enhance connectivity, and bring forward another level of personalised experiences. For example, with the help of AI and IoT, retailers will deliver hyper-personalised experiences to their consumers depending on their likes, dislikes, preferences, tracking records and more. According to the report entitled: *State of the IoT 2020: 12 billion IoT connections, surpassing non-IoT for the first time* – it is expected that there will be more than 30 billion IoT connections by 2025, almost four IoT devices per person on average.

#### 6. HUMAN ELEMENT – POWER TO THE PEOPLE

As we speak about technology and its ground-breaking impact on our lives, we must not forget the reason technology exists in the first place, to empower humans. The juxtaposition between technology and the human element remains key to ensuring we progress in the right direction. Companies need to leverage automation and other tools to enhance employee performance instead of making it obsolete. Take, for instance, the evolution in the role of HR in a post-pandemic corporate world, and we will be incorrect if we say that this crucial employee segment is now becoming archaic and redundant. Instead, technology reinvents the wheel for HR processes and their role in an organisational setup. HR managers are now tasked with leveraging technology to their best to adapt to the new normal of hybrid and work-from-home culture. Thus, balancing the two will be crucial for organisations to determine their performance and success overall.

#### 7. 5G – FROM CONSUMER TO CORPORATE

Cast an eye around in the mobile technology space and 5G is arguably one of its most enticing commodities. It's currently deployed mainly for individual consumers, but this looks like it's set to change over the next year. Given the enhancement it can give to different aspects of businesses – improved network speed, better latency, strengthening key aspect of the IoT – this shouldn't come as a shock. While 5G may take some time to implement, its benefits make a safe bet for the private sector to invest in.

#### 8. FINTECH - THE RACE TO ADAPT

Perhaps the technology sector that'll see the most disruption in the coming year is Fintech. Not only are banks and Fintech entities in a race to meet the needs of customers - they're having to both adapt to new technologies and opportunities, while shaping the future of the sector. The growth and technology of high-frequency trading have altered global financial markets and between Machine Learning and Artificial Intelligence – which can process myriad data sets – and the emergence of trends such as Banking-As-A-Service and the rise of digital banks, Fintech is likely to be one of the most exciting sectors to watch in the coming year.



**ABOUT THE AUTHOR:** Deon Geyser is the Chief Executive Officer of Liquid Telecom South Africa and brings over 15 years' experience in the ICT and Telco space, having worked in different countries across the African continent. He is responsible for the leadership, strategy, and operations in the country. Over the years, he has helped organisations succeed by developing and executing targeted strategies that ensure improved stakeholder returns. His passion for building an organisation with a clear vision and goals is repeatedly showcased in the success of all organisations that he led, be it Nokia or Tigo Tanzania, between 2012 – 2014.

## UPCOMING EVENTS

The DCA is an associate partner at the following upcoming events:



**FTTH CONFERENCE 2022**  
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With 20 expert workshops, 19 conference sessions and 6 keynote speeches presented by over 150 leading 'C' level and expert speakers plus two-day exhibition with leading fibre technology vendors, we will provide you with an unrivalled experience, sharing in depth knowledge of FTTH and other end-to-end fibre enabled technologies & solutions.

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# DIGITAL

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Meanwhile, the European Union has deployed various financial instruments to maintain traction in fibre. Key initiatives include the European Fund for Strategic Investments and the Connecting Europe Facility in Telecom (CEF). Both offer funding opportunities for the deployment of digital services, or 'building blocks' designed to meet targets for broadband access.

**Certainly, fibre is lucrative and growing. Subsequently, the arena is becoming more crowded and telecoms providers need to make strategic decisions about infrastructure and marketing investments. This is because a one-size-fits-all plan won't make the grade in the context of such a complex market. Ultimately, it goes without saying that businesses in rural Serbia will require a different approach to residential properties in Paris.**

## Data analytics holds the solution

This granularity is what makes analytics essential to a fibre deployment strategy. First, we'll begin with a brief overview of the importance of data in general and why they are vital to penetration targets. Once this ground is established, we'll look at the tools.

In short, it's because a data-driven, integrated marketing and sales approach will optimise the go-to-market process. In a crowded field, businesses need to have an informed picture of ROI and this is nigh-on impossible without analytics. With this intelligence, companies can predict demand and identify the most lucrative areas. Looking to the future, they can use data to sustain success.

As introduced, the granularity of fibre markets makes this challenging – but data makes the challenge surmountable. With external data, commercial campaign data, client data and historic network deployment data, telecoms companies can analyse the market potential of a given geography. From here, they can compare and contrast projected market penetrations to make strategic choices about network deployment.

Moreover, it's not just about taking the product to market; it's also about running the business in the long term. With the sales engine running, companies can monitor results, facilitate the flow of processes, and optimise the marketing and sales approach according to performance. This will make the operations infinitely more agile and future expansion more strategic still.

## Tracking sales efforts and metrics

Orchestrating the go-to-market is key to the success of customer penetration. This is ultimately facilitated by two arms: the sales effort and the marketing effort. Together, this integrated approach will ensure that the network reaches the optimum number of homes, businesses, or any other property. Here, we're going to examine the sales angle.

The sales effort will be characterised by various traditional and modern techniques. Often, indirect channels will be integral; the potential to sell packages to customers via third party retailers remains an important metric, even in the digital age. Equally, there is still a lot to be said for D2D marketing and telesales in regards to the rollout of new technologies. A human touch is often valuable when explaining the benefits.

**That said, digital is critical, and in many regards, will be the key channel feeding the database. Targeted performance campaigns on social media, SEM marketing, and affiliate campaigns will log interactions giving a perhaps more telling picture of interest. This will give companies an idea of the take-up rate in a given area versus another, and thus, their respective profitability.**

However, the key to a cost-effective marketing plan is identifying the most cost-effective channels. These will vary from area to area, as different media will reach different customer profiles to varying degrees. Via hard data, businesses can identify which channels deliver the maximum impact according to deployment territory.

## Forward and backward analysis

So we have two key areas: geographies and sales channels. Together, sales successes can be tracked according to area and trends, then compared and contrasted within the resulting analytics dashboard. These trends can be observed via artificial intelligence to fully automate the process.

After the initial network deployment, these same principles can be deployed to monitor campaign success and the viability of footprint expansion. Herein lies a crucial feature of a data-based sales engine – the potential for forward and backward analysis.

Via the analysis of historic data, companies can measure the penetration evolution per deployed cohort versus the target. From here, they can go deeper still and monitor penetration evolution per sales channel. Naturally, this analysis gives a strong indication as to which channels the company should invest in.

This leads us to the forward planning utility of the dashboard. Via the incremental analysis of all planned actions, companies can obtain a detailed list of sales activity per territory. These insights can get more granular still, with aggregated views to understand the importance of various metrics. For example, the dashboard enables the comparison between market penetration versus city hall visited.

## CLIENT CASE STUDY:

### Monitoring sales in Königsdorf

To demonstrate the utility of these functions more clearly, we'll look at this Outvise client case study from a network looking to expand in Königsdorf, Germany. As a small village in the northern part of North Rhine-Westphalia, this example demonstrates just how granular these insights can be.

The backward analysis began with a map visualisation of the cohort's footprint, including homes passed, and the proportion of these homes that are marketable. From the outset, this visualisation gives telecoms providers a picture of the profitability of the area versus the investment in infrastructure. By illustrating the necessary last-mile network extensions and potential sales, companies can make more accurate ROI projections.

Sales results are then measured from month one to month 12, capturing data at HP level and linking it with the date-of-service compared to penetration targets. This is quickly constructed via three data sources based on Python. Now, the team is working on re-programming the tool on the basis of BidQuery, Google Sheets, and Confluence for other clients.

This data feeds into the forward planning component. By analysing the planned sales activities per de-

ployment area, telecoms providers can clearly analyse the impact of a given sales action. With a clear visualisation of the importance of a given channel, companies can adjust the budget accordingly and measure ROI according to geographies and demographics.

### How Outvise can help you with your FTTH deployment

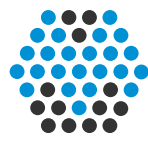
Outvise consultants and data engineers have worked closely with telecoms providers to build data-based solutions for fibre rollout. Via optimised, data-driven marketing and sales design, companies can identify lucrative areas, design bespoke marketing plans according to granular demographics, and ultimately, boost take-up rates.

With a solution like the one designed for the Königsdorf client, telecoms providers can track and monitor granular data, at town, municipality, or any given project coverage level. This allows for detailed tracking of the investment strategy, comparing plans to actual results. This enables companies to review data on an ongoing basis and identify key improvement levers.

With an AI-powered network design, telecoms providers can identify candidate locations for FTTH rollout. Via the assessment of potential take-up rates and RIO per location based on advanced analytics, they can prioritise projects based on financial, network and commercial criteria. The result is a more robust business plan in an increasingly competitive market.

Are you looking for a freelance expert to build a data-driven sales engine for your company? Matching businesses and experts on Outvise is easy. Post your project [here](#).





# METROFIBRE



## MetroFibre Network

MetroFibre Network revolutionised fibre for business in South Africa when it became SA's first globally compliant Carrier Ethernet 2.0 (CE 2.0) open access fibre network, connecting cloud, application, voice and Internet service providers with their customers in 2010.

Today, MetroFibre is a carrier class Ethernet (CE 3.0) infrastructure company, that provides highly managed fibre optic broadband connectivity in South Africa. MetroFibre is a South African ICASA-licensed open access fibre network operator and internet service provider to many of SA's leading blue-chip companies, multinationals, SMEs and thousands of connected residential customers.

As a rapidly growing business, powered by passionate and committed people who are making world-class connectivity possible for businesses

and homes across the country, our investors include AIIM, STOA Infra and Energy, SAHIF, management and others. We are a proud, home grown company where superior quality, customer satisfaction, respect, integrity and teamwork are part of our DNA. MetroFibre is actively involved in and members of our industry bodies - the MEF Forum and the Digital Council Africa.

We take our role seriously when shaping and promoting best practice to provide world class connectivity for our customers. We are immensely proud of the facilitating role we play in making our country and cities more connected and integrated places to work, live, transact, learn and engage. It's a bright and exciting technology-enabled future, and we want to enable all our customers to enjoy the benefits it will bring.

087 151 4000 | [info@metrofibre.co.za](mailto:info@metrofibre.co.za) | [www.metrofibre.co.za](http://www.metrofibre.co.za)



## PARTNERING TO MAKE SOUTH AFRICA MORE CYBER SECURE

Cybersecurity professionals from the public and private sectors as well as academia have joined forces to establish the Cybersecurity Digital Alliance. This is an industry body dedicated to creating a safer digital environment through policy advisory and support, mentorship, education and best practice sharing, and research.

“Addressing cybersecurity in a hyper-connected digital world requires collective commitment and action – and the Cybersecurity Digital Alliance was born from the recognition that we can achieve more if we use a pool of talent and shared experiences to enable a more cyber secure South Africa,” says Kerissa Varma, chairperson of the Cybersecurity Digital Alliance and Managing Executive for Cybersecurity at Vodacom.

The definition and scope of cybersecurity continues to expand as the cyber-risk landscape evolves rapidly, with more sophisticated attack vectors from a greater number of bad actors – intensified by changes to modern workplaces and lifestyles, which have created a wider and deeper security threat landscape than ever before.

“*Research* widely shows that cyber crime has become more prevalent in South Africa since the onset of the pandemic and the widespread move to working, learning and transacting online,” says Mandla Ngcobo, deputy director-general: Chief Information Officer (CIO) at the Department of Public Service and Administration and founding member of the Cybersecurity Digital Alliance. The country, for example, suffers at least 577 malware attacks per hour – and this is only one of a myriad of emerging threats including ransomware, phishing and Denial-of-Service attacks.

“There can be no doubt then that cybersecurity truly sits at the forefront of every organisation and industry in today’s world,” says Ngcobo. This makes it vital for cybersecurity leaders from across sectors to bring their

skills and expertise together to assist with the complex modern digital environment and ensure the safety of public and private sector organisations, as well as South African citizens.

The Cybersecurity Digital Alliance will aim to do this by: supporting policy interventions and innovation around relevant national guidelines, regulations, strategies, legislation and laws surrounding technology use, facilitating best practice sharing from across different backgrounds, skillsets and specialisations, educating and driving research into developing areas, as well as providing mentorship to members.

Providing support and enabling access to critical education and mentorship in this space is central to the ability to drive and adapt policies and cybersecurity controls where it is needed most.

“Being a member, and able to both contribute to and benefit from collaboration and knowledge sharing in cybersecurity education, research and policy support, is essential to meeting the goal of actively shaping the cybersecurity space in South Africa,” says Siya Madyibi, Executive Director of Corporate, External and Legal Affairs (CELA) at Microsoft South Africa.

*“Proactive support and partnerships will ensure that everyone can benefit from digital technology capabilities and the opportunities they present in allowing people to interact, engage, transact, work and learn, and in driving economic growth and prosperity for South Africa as a whole.”*

To find out more and become a member free of charge, visit [Cyber Security Alliance](#) or contact us [here](#).

## How Aerial Cable Deployment can drive broadband expansion

By Tobias Schubert,  
Marketing; Major Accounts;  
EMEA, Carrier Networks



5G is fundamentally changing the telecommunications world on a global scale. The implementation of the new standard has already begun and it is now up to the network operators to ensure the infrastructure is ready for 5G. The demand for faster connections is growing not only in the industry but also among the public.

The reason for the increasing demand for fibre optic connections among the general public is the growing need for bandwidth as more and more devices are connected to the Internet. Consumers expect high quality when streaming movies and music. IoT appliances in households and production facilities are gaining importance and further boosting the growing demand for bandwidth. In order to meet this demand, we require fibre optic connections to the building and into the home or the apartment as they have a technically almost unlimited transmission capacity.

As many mostly rural areas are still lacking fast internet connection and 4G/LTE, governments

across EMEA are rolling out plans and strategies to connect citizens and companies located in these areas to give them access to fast internet connections as well.

At the same time, telecommunications companies are preparing for 5G. As the demand for bandwidth and lower latencies grows, the infrastructure must be adapted. Copper cables are being complemented or replaced by fibre optical cables, because copper will no longer be able to meet these increased requirements in the future.

So the question is: how do you get fibre to people quickly and cost-effectively, no matter where they are?

### WHY WE NEED AERIAL DEPLOYMENT

Rural and remote areas are a challenge for the deployment of fibre optic cables: the distances are long and underground installation to the end customer via Fibre to the Home (FTTH) networks is a major cost factor and very time-consuming. The aerial fibre optic installation offers an alternative installation method for the fast and cost-effective deployment of FTTH connections in the process of [broadband expansion](#). It is considered if underground installation is not possible or very expensive (e.g. in mountainous regions), or if an infrastructure (poles or power towers) already exists. This method is also suitable for temporary applications, e.g. to bridge the time before the next planned road modernization when a cable can be moved underground more economically.

About 80-90% of the total costs to build fibre networks corresponds to underground deployment. As the approval and deployment processes are very time-consuming and complex, many large construction companies consider it to be unprofitable. In addition, the underground fibre-optic construction requires specialists who are increasingly scarce on the labour market. For economic reasons, companies prefer to use their workforce for more profitable work. This leads to a lack of commitment by the telecom operators, with the result that fibre-optic expansion is often falling short of its targets.

Aerial cabling can be a cheaper and easier alternative here as the cables are usually installed on existing infrastructure, such as wooden poles. As one of the biggest telecom providers in Europe Deutsche Telekom, for example, in Germany still uses more than three million of these wooden poles in their network and expands it every year with around 100,000 new poles. This existing and constantly growing infrastructure can be leveraged for the installation of fibre optic cables, thus massively reducing costs compared to underground cabling.

Corning has already deployed aerial cables in Australia, Canada, England, Spain, Germany and the US among other countries. The specially protected OptiTap® and OptiTip® hardened connectors, as well as the new Pushlok™ connectors were developed for use in outdoor installations. This enables us to help our customers worldwide to complete FTTH projects within a shorter time frame and to meet ambitious schedules. The connectors are easy to plug in and eliminate the need for time-consuming splicing on site. All components of the plug-and-play system are resistant to environmental influences and tested for immersion in water, tension, shearing/bending, torsion, vibration, temperature changes and external pressure.



## IT'S ALL ABOUT THE RIGHT CABLE DESIGN

When deciding which type of cable is right for your application, several factors need to be considered: the desired bandwidth for end customers, how easily network expansion or repairs can be carried out, the necessary certification requirements for installers and the ability to expand the network over time.

### We generally choose from two basic network designs:

- Point-to-point deployment on dedicated routes, typically for long distance connections between urban and rural areas with very distant fibre access points
- Point-to-multipoint fibre optic installation in dense urban and suburban environments with multiple fibre access points

It is important to consider all components and the existing infrastructure when planning a network. In practice, we often see mixed forms of aerial and underground networks. For some projects, the operators decide to bury the cables in the backbone area and lay the last mile to the customer aerially. Others install the backbone infrastructure on poles and bridge the last mile underground.

Terminals or street cabinets need to ensure that the cables can be used independently from each other, whether they are aerial or underground cables, to support capacity for future upgrades, additions or changes and make the networks ready for the future.

## THE DIFFERENT CABLE TYPES

There are three types of air cable designs commonly deployed: full-dielectric self-supporting cables (ADSS), Figure 8 aerial cables and standard outside plant cables (OSP). Before deciding which cable best suits your needs, you should take a closer look at their specific designs and characteristics.

### 1. ADSS



ADSS cables, like the Corning SOLO® ADSS, are suitable for point-to-point connections over long distances in rural areas or for inter-city links. The choice depends on various factors: span between poles, sag and environmental influences, such as wind or ice loads on the cable throughout its lifetime.

ADSS cables do not require any additional supporting lines (messengers) and are therefore suitable for installation in the vicinity of high-voltage lines up to 12kV in accordance with IEEE 1222 guidelines. This allows for installation in existing power lines and reduces costs. As the cables are metal-free, they do not require grounding. This makes installation easier and keeps costs down.

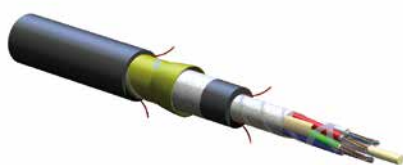
However, not all ADSS cables are the same: for a long service life without negative effects on the optical transmission performance, ADSS cables must be manufactured using aramid yarns. When temperatures rise in summer, plastic components in the cables tend to expand. Aramid yarn, on the other hand, contracts inside the cable construction, reducing cable sag in summer.

2. Figure-8 cables



When installing aerial cables on wooden telecommunication poles without any electrical line nearby, Figure-8 self-supporting cables are an alternative solution to ADSS cables. Figure-8 cables are manufactured by incorporating an additional steel wire into the cable sheath. It then carries the load of the fibre optic cable when it is installed between poles and prevents an increase in attenuation throughout the life of the cable. Figure-8 cables can be installed with a span of up to 80 meters and require fewer accessories for mounting on the poles compared to ADSS cables. This allows installation costs to be reduced if there are no electrical potentials affecting the optical cable. However, the problem of lightning strikes in the steel wire still persists and must be considered.

3. OSP



OSP cables like SST-Ribbon™ cables are perfect for point-to-multipoint applications in an urban or suburban area. OSP cables are available with armoring or full dielectric construction and can be tied to existing cables or steel messengers. This type of installation is generally preferred when a high fibre count connection is required. The steel messenger is used to support the weight of the fibre optic cable and to withstand weather conditions, thus reducing the load on the optical fibres.

However, despite all the advantages, there are also some challenges that must be taken into account when considering an OSP deployment. If an OSP cable cannot simply be attached to existing cables, the need for a new steel messenger could lead to additional costs. It is also necessary to check that the load capacity of the poles is not exceeded by the new cables. Steel messengers and armoured aerial cables also require grounding, which can also lead to additional investments. OSP cables are rarely used as an aerial cable solution in Europe.

CONCLUSION



5G is coming and the broadband roll-out is progressing steadily, but to achieve its ambitious development goals, alternative installation methods must be considered. The deployment of aerial cables will be an essential part of the various cable solutions, especially for remote and rural areas and also for temporary network connections. This way, customers can be provided with fast Internet until the cables can be laid underground at a lower cost, e.g. in the course of road modernizations. Aerial cables are relatively easy to install and the infrastructure already exists in many places. Thus, the use of aerial cables speeds up the expansion process at a fraction of the cost.

Cable types, existing infrastructure and components as well as future requirements and expected costs play a role in the choice of installation method. Aerial cabling can play a major role in building a future-ready network supplying all customers with fibre connections, no matter where they are.



# FTTx / WIRELESS CONNECTIVITY

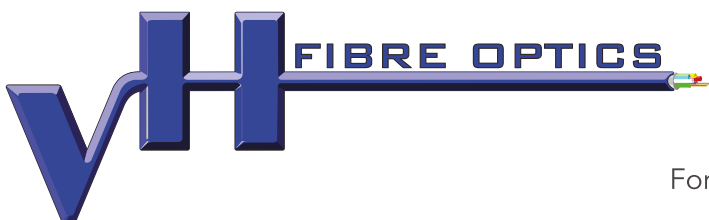
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## AfriFiber is Officially Licenced in Djibouti

In breaking news for East Africa, AfriFiber, a privately-owned fiber network operator, has made history by acquiring a licence in Djibouti, one of the few-remaining African countries where there was a historical monopoly over telecommunication services. AfriFiber plans to bridge the digital divide in support of the Djiboutian Government’s Vision 2035, by democratising access to Broadband Internet and Data Connectivity, introducing a range of new and innovative services with excellent customer service and attractive pricing.

**Mr. Sohail Sultan**, Chairman of AfriFiber and representative of its largest shareholder, Bahrain-based iibGroup, says “As a global investor active in a range of sectors, iibGroup is extremely proud of its ICT initiatives in Djibouti. Our intention is to build a world-class business that will benefit the consumers in Djibouti and the wider East African region. We believe that access to data and the internet is a fundamental right and should be available to all”. AfriFiber forms part of a broader ICT platform being built by iibGroup in Djibouti, comprising connectivity, a large-scale Tier-III-certified data centre and an accompanying technology park (“AfriData”), aimed at maximising the economic impact of Djibouti’s new and existing ICT infrastructure.

Alongside the Chairman, **Mr Wiaan Vermaak** has been appointed as the CEO of AfriFiber. He is a 30-year telecommunications veteran, having held many leadership roles in various companies across Africa. He brings a wealth of experience and know-how to the position and is in the process of assembling a top team that includes reaffirming AfriFiber’s commitment to growing and developing local talent in Djibouti. He states “At AfriFiber, we believe that everyone deserves a future with access to all that the digital world has to offer; whether that’s to allow your child a better education, afford you access to the top medical care, provide you with the ability to run your business in an always-on manner, or just to enjoy some well-deserved downtime with the latest online entertainment; we are here for you”.

Strategically located in the Horn of Africa, Djibouti is one of the most connected places on the African continent, offering outstanding economic and political stability.

By bringing together the best of local and international expertise, AfriFiber is poised to usher in a new digital era offering transformational potential to regional economies. Africa eagerly awaits delivery of its bold promise:

**‘Connecting You to the Future’.**

Email us at [info@afrifiber.com](mailto:info@afrifiber.com)





DIGITAL REALTY



## Teraco Data Environments – A Digital Realty Company

Teraco Data Environments, Africa’s leading carrier-neutral data centre and interconnection solutions provider, announced today that Digital Realty (NYSE: DLR), the largest global provider of cloud and carrier-neutral data centre, colocation and interconnection solutions, has entered into a definitive agreement to acquire a majority stake in Teraco from a consortium of investors, including Berkshire Partners and Permira.

Based in Johannesburg and established in 2008, Teraco is Africa’s largest data centre services provider. The company offers vendor-neutral colocation and other related services in secure and resilient data centres. The company operates seven high-quality facilities with 75 megawatts of critical power load, serving more than 600 clients, including global Internet companies, across six core ecosystems – connectivity providers, managed service providers, cloud, content, enterprise and financial services. With more than 22,000 interconnects, Teraco’s data cen-

tres are the most interconnected facilities in Africa, allowing clients to connect directly to each other, to the onramps of all major cloud providers, as well as to the continent’s largest and fastest-growing Internet Exchange Point, NAPAfrica.

The Digital Realty transaction will result in a powerful combination providing Teraco continued access to capital to grow. The Teraco and NAPAfrica brands, which have a global reputation for exceptional service, quality, and client focus, will continue. Being backed by a global leader will

enable Teraco to access skills and knowledge from the Digital Realty global platform and continue to grow the Teraco ecosystem.

*"We are excited to enter our next chapter by joining forces with Digital Realty to create a truly global, scaled platform serving our customers in Africa and beyond," said Teraco Chief Executive Officer Jan Hnizdo. "Our combined platform will be uniquely positioned to serve the full customer spectrum with the ability to support their growth on a global basis. We look forward to working with the Digital Realty team to extend our state-of-the-art data centre and connectivity solutions to capitalise on the favourable industry trends and tremendous market opportunity."*

Digital Realty Chief Executive Officer A. William Stein added, "This highly strategic transaction immediately cements Digital Realty as the leading data centre and interconnection solutions provider in Africa, a region experiencing rapid digital transformation. Teraco is the industry leader in South Africa and the continent's connectivity hub.

This investment will enhance our global platform by adding significant regional scale with a premier, network-dense portfolio in South Africa's most strategically important metro areas. Teraco will also advance our strategy of increasing exposure to highly connected, network- and carrier-dense facilities to enhance our global coverage and connectivity capabilities."

The Teraco management team will remain in place and maintain day-to-day responsibility for operations in South Africa. The Teraco management team is led by Chief Executive Officer Jan Hnizdo, a long-time team member who has helped drive Teraco's significant growth over the last decade. Hnizdo is supported by an experienced and highly qualified local management team with over 100 years of combined experience. In addition, Teraco's existing investors, including several leading global digital infrastructure investors with significant experience investing in Africa, are rolling forward a significant portion of their equity interests, demonstrating their conviction in Teraco's future

growth prospects. The continuing involvement of management and the existing investors is consistent with Digital Realty's new market entry strategy of partnering with strong local management teams and experienced regional capital partners.

After closing, Digital Realty will own approximately 55% of the total equity interests in Teraco, while the remaining 45% will be held by a consortium of existing shareholders, including management, Berkshire Partners LLC, Permira, van Rooyen Group, Columbia Capital, Stepstone Ventures and the Teraco Connect Trust.

**The transaction is expected to close in the first half of 2022 and is subject to customary closing conditions. Goldman Sachs is acting as financial advisor to Teraco, and Weil, Gotshal & Manges LLP and ENSafrica are serving as legal advisors to Teraco. Solomon Partners is acting as financial advisor, and Latham & Watkins LLP and Bowmans are acting as legal advisors to Digital Realty.**





## SAPS Task Team to investigate criminal activities in the Construction Sector

### Establishment of The National Priority Committee for Extortion and Violence at Economic Sites

The State of Nation Address by President Ramaphosa has highlighted a need for the prevention and combating of ongoing extortion and violence directed at economic sites especially the Construction Sector as one of the Deliverables to the National Development Plan 2030. The JCPS is tasked as an implementing agency in this regard.

The country is experiencing sporadic incidents of violence and extortion at construction (economic) sites. In some cases legitimate requests are made from communities to be included in projects however, certain companies, individuals, (branded and non-branded) gangs are impacting negatively on the economic investment by using mafia-type tactics amongst others, demanding tenders from private sector, as well as contractors and sub-contractors on major infrastructure projects.

The National Priority Committee for Extortion and Violence at Economic Sites has been established in terms of the Governance requirements of the Strategy: Reduce Extortion and Violence at Economic Sites. Key in its ambitions is to strengthen cooperation between Government and the business sectors affected by this crime threat.

**The objective of the Committee is to enable a substantial and sustainable reduction in Extortion and Violence at Economic Sites through:**

- Provision of an oversight and monitoring function;
- Sharing of information including challenges and solutions from the use of the Standard Operating Procedure;
- A common understanding of the risks and threats to victims of the crime type;
- Sharing of resources, which include expertise, processes and technologies;
- Alignment of private sector initiatives against this crime type, with JCPS Cluster initiatives; and
- Approval of drafted public statements for either targeted or general consumption.

**The following Industry Bodies are members:**

- Business Against Crime South Africa;
- Consumer Goods Crime Risk Initiative;
- Digital Council Africa;
- Infrastructure Crime Forum;
- Master Builders Associations;
- Minerals Council South Africa;
- Petroleum Security Initiative
- South African Forum of Civil Engineering Contractors; and
- SABRIC

Committee Meetings are chaired by the Priority Crime Investigations Section Head: Serious and Violent Crime Investigations: Organised Crime Investigations. The Committee meets every two weeks.

**The Digital Council Africa is represented by Juanita Clark. The DCA has an opening for an alternate to serve on the Committee to represent the Telecommunications sector.**

**Any person interested can contact [reesha@digitalcouncil.africa](mailto:reesha@digitalcouncil.africa) Please note participation is pro-bono.**



THE PRESIDENCY  
REPUBLIC OF SOUTH AFRICA

## Presidency Establish Wayleave Task Team Through Operation Vulindlela

Operation Vulindlela is an 'execution/ delivery unit' established by President Cyril Ramaphosa as an approach to support the Cluster, Cabinet, National Economic Recovery Council and Presidency to ensure that approved priority structural reforms are implemented efficiently, effectively and expeditiously.

In line with key structural reforms in the digital communications sector, and to create an enabling environment for rapid deployment of digital communications infrastructure, a Task Team has been established to develop and map out the processes required for obtaining Wayleaves by the digital infrastructure sector. The task team is led by a Project Management Office (PMO) and chaired by Operation Vulindlela representative, Ms Ditshego Tsebe.

The Task Team consist of individuals who have sufficient experience and expertise in regulatory and policy drafting; cooperative governance, local government, agriculture, land reform and rural development, private sector digital infrastructure development

### THE COMMITTEE COMPOSITION:

#### Government:

- Presidency of the Republic of South Africa
- National Treasury (NT)
- Department of Communications and Digital Technologies (DCDT)
- Department of Cooperative Governance and Traditional Affairs (COGTA)
- Department of Agriculture Land Reform and Rural Development (DALRRD)
- South African Local Government Association (SALGA)
- Independent Communications Authority of South Africa (ICASA)
- Department of Agriculture, Land Reform and Rural Development (DALRRAD)
- Department of Transport (DOT)

#### Private sector:

- The Digital Council Africa

The main objective of the working group is to streamline approval of wayleave applications at municipal level and to develop uniform requirements and code of practice through the development of national standard draft by-laws for wayleaves applicable to electronic communications networks and facilities.

**DCA will host a webinar for its members to brief them on the progress.**

## Presidential Economic Advisory Council: Consider making Fibre a Municipal Service

**President Cyril Ramaphosa should consider designating the provision of fibre infrastructure as a municipal service to ensure poorer and more rural parts of the country get access.**

This is a proposal contained in a briefing note to the president by the Presidential Economic Advisory Council and comes ahead of Ramaphosa's state of nation speech on 10 February.

"Go where there is no fibre," the advisory council said. "There is a need to prioritise areas with limited communal and household access to connectivity, which are primarily the poorer municipal areas in many of the country's rural provinces."

By designating fibre as a municipal service, rural district municipalities, in particular, "could, where appropriate, enter into public-private partnerships for the provision of fibre where the private sector doesn't find it profitable".

**"This could also possibly be a revenue source for municipalities," the council said in the briefing note.**

"There is also scope in these areas, within the roll-out and under the auspices of the Presidential Employment Initiative, for the 'design' of municipal-level public

employment programmes to have an embedded digital economy element, such as training work seekers in digital networking, backend Wi-Fi management, and portal and design skills."

The advisory council has proposed other interventions in the ICT space to grow the economy, including completing the licensing of spectrum and encouraging the roll-out of networks using television white-spaces spectrum (TVWS) – utilising the gaps between television broadcasts to offer Internet services.

### AUCTION

"The auction of telecoms spectrum has the potential to raise significant funds for the fiscus, allow for equitable participation by new participants in the sector and expand low-cost access to high-speed connectivity for a wide cross-section of the South African public," the council said in its note.

"Consultative mechanisms should be sought with the objective of heading off the legal challenges to the auction of spectrum which

have emerged in recent weeks. Despite agreement by Nedlac partners (government, labour, business and community organisations) on the urgent need for telecoms reform, litigation initiated by business entities with vested interests in the sector is threatening to delay and derail the process."

*Government should also consider rolling out wireless "hotspots" nationwide to connect more than a million people to the Internet, the advisory council said. This could be achieved by opening up TVWS technology and resolving any remaining regulatory issues that are blocking the commercial deployment of these networks.*

If investments are not made in bringing high-quality Internet to those without access, "the widening digital divide will become a key driver of South African inequality", the council warned.

To read the original article online click [here](#).

# CONTACT US



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## 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@digital-council.africa](mailto:reesha@digital-council.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.



## THE CHALLENGE

South Africa faces a crisis of youth unemployment. Of the 1.2 million young people who enter the labour market each year, approximately two thirds remain outside of employment, education or training

## HOW SA YOUTH ALIGNS WITH THE NATIONAL YOUTH STRATEGY



PRESIDENTIAL YOUTH EMPLOYMENT INTERVENTION

- A strategic national vision and plan announced by President Ramaphosa in his 2020 SONA
- Sets out priority initiatives to address the youth unemployment challenge



NATIONAL PATHWAY MANAGEMENT NETWORK (NPMN)

- The NPMN is one of the initiatives under the Presidential Youth Employment Intervention (PYEI)
- It is a network of partners across government, business and civil society that work together to:
  - Create, stimulate and aggregate income earning and learning opportunities for young work-seekers
  - Match and connect young people to these opportunities
  - Drive systems change to support inclusive hiring

## SA Youth: The enabling platform

Creating opportunities for youth, at scale

Inclusive access to the economy



- PARTNERS REGISTERED ON THE PLATFORM CAN:**
- List their opportunities for youth - jobs, learnerships, apprenticeships, internships, volunteering, entrepreneurial programmes, social programmes
  - Source suitable talent from a large database of entry level work-seekers

- YOUNG WORK-SEEKERS CAN:**
- Access learning and earning opportunities at no cost
  - Receive support via multiple channels – the web, WhatsApp, e-mail, toll free hotline, Facebook, Messenger

## BENEFITS

<p>Access 2 million + engaged youth nationally (60% female) for entry-level roles</p>	<p>Easy to use online platform - reduces admin and streamlines your recruitment process</p>	<p>Matches work-seekers to your vacancies based on geography, education and your customised requirements</p>	<p>List unlimited vacancies, pull reports, track applications</p>	<p>A team of people ready to support you to register and load your vacancies</p>	<p>No cost to access the platform – only require your commitment to provide feedback on who you have hired within 20 days</p>
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Join the growing SA Youth network for your entry-level recruitment needs!  
Contact us on [info@sayouth.org.za](mailto:info@sayouth.org.za) | Register on [partners.sayouth.org.za](http://partners.sayouth.org.za)

