For communications professionals in north, west, east & central Africa

# NORTHERN AFRICAN MALELESS COMMUNICATIONS

**APRIL/MAY/JUNE 2022** 

Volume 20 Number 6





antenna solutions

# STAY CONNECTED

with Advanced 5G
Antenna Solutions for
Autonomous Vehicles,
Public Transportation,
Precision Agriculture,
Medical IoT,Robotics,
and More!



# <u>NORTHERN AFRICAN</u> OMMUNICATION

**APRIL/MAY/JUNE** 2022 Volume 20 Number 6

While you can't predict the future, you can certainly help shape it. At **Altron Nexus** the intersections of business and technology are characterised by the need for innovative fit-forpurpose digital solutions, empowering organisations to do what they do better and faster.

To navigate these needs, Altron Nexus has developed a suite of worldclass solutions ranging from nextgeneration enterprise network services to Smart Industry platforms and Safe City ecosystems including critical communications. These are delivered as managed services or as turnkey plan, build, and operate (PBO) deliveries.

We provide end-to-end broadband and mission-critical implementation services, enterprise and businesscritical telecommunication services and distribution of mobile radio products and systems.

With over 52 years of industry experience, Altron Nexus strives to consistently deliver to specification, on time, and within budget.

Altron Nexus is a Level 1 B-BBEE, ISO 9001 and ISO 45001 accredited company.

www.altronnexus.com

ALTRON **NEXUS** 





# 17 FEATU







### **NEWS**

- Ethio Telecom launches 5G
- Growing number of cables connecting Africa
- Sparkle partners with Nigeria's Ciudad
- IoT helps curb motorcycle crime in Uganda
- Senegal's HYLAS 4 satellite gateway

#### 12 **WIRELESS BUSINESS**

- Airtel Uganda applies for extension
- MTN to invest more in Ghana
- Lesotho operators begin SIM registration
- Orange appoints new leaders

#### **17 FEATURE** Critical comms in Africa

#### 22 **INDUSTRY VIEW**

Interview with Ericsson's Nicola Blixell

#### 25 **COUNTRY BY COUNTRY:**

Mauritania

#### 30 WIRELESS SOLUTIONS

- Motorola's bluetooth earbud
  - The Curvalux antenna
  - Kenwood's emergency solution
  - Mobile Mark upgrades LTM series

#### **33 WORLD NEWS**

- Orange France, Ericsson partner for 5G converged charging solution
- Deutsche Telekom turns to nature for 5G site
- Bezeg posts solid Q1 figures
- Canada bans Huawei

### **SUBSCRIPTIONS:**

Northern African Wireless Communications is a controlled circulation bi-monthly magazine. Register now for your free subscription at www.kadiumpublishing.com Readers who do not qualify under the terms of control can purchase an annual subscription at the cost of £110. For more information and general enquiries please contact Karen Bailey at karenb@kadiumpublishing.com or call +44 (0) 1932 886 537.

### **EDITORIAL:**

Editor: **Robert Shepherd** Designer: **Ian Curtis** Sub editor: **Gerry Moynihan** Contributors: Tero Pesonen, Martin Jarrold, Mladen Vratonjić, Josep Jonch,

Paul Ward, Terence Ledger, Kennedy Chinganya, Theunis Botha, Nicolas Blixell, Sébastien de Rosbo and Richard Jacklin

### **Editorial enquiries:**

roberts@kadiumpublishing.com Tel: +44 (0) 1932 481729

### **ADVERTISEMENT SALES:**

Sales: Kathy Moynihan kathym@kadiumpublishing.com +44 (0) 1932 481731

Production & circulation: Karen Bailey karenb@kadiumpublishing.com Tel: +44 (0) 1932 481728

Publishing director: Kathy Moynihan kathym@kadiumpublishing.com +44 (0) 1932 481730

ISSN No: 1751-8296 © 2022 Kadium Limited. All rights reserved. The content of this publication may not be reproduced in part or in whole, including photocopying, scanning and/or recording, or transmitted in any other form by any means including electronic, digital or mechanical, or stored in any form of data storage, archival or retrieval system, without the prior written permission of the publisher and copyright holders All enquiries should be sent to Kadium Limited, Image Court, IC113, 328/334 Molesey Road, Hersham, Surrey, KT12 3LT, UNITED KINGDOM. The views expressed in this publication are not necessarily those shared by the publisher or the editor. E&OE

# Ethio Telecom launches 5G services in the capital

Ethiopia's state-owned telecom company Ethio Telecom (ET) launched a 5G mobile network in the capital Addis Ababa, after it was granted temporary approval for the use of the spectrum by the Ethiopian Communications Authority (ECA).

For this launch, the incumbent operator benefited from the technical expertise of China's Huawei and said the service will be expanded to other parts of the country in the coming months.

ET described the service, available from just six base stations, as pre-commercial

"In the next 12 months, we will have 150 5G sites in Addis Ababa and outside Addis Ababa." Frehiwot Tamru, executive, Ethio Telecom.

The operator's 5G launch is part of the incumbent's efforts to strengthen its telecom infrastructure and service quality in response to the upcoming commercial war with the launch of a second player in the domestic telecom market.

ET's introduction of 5G is expected to enable the state-owned

company to bring ultra-broadband to the people of Ethiopia and build customer loyalty. "We will continue to deploy 5G sites in other areas based on feasible commercial demands," the company said. "However, our full commercialization of the service depends on the readiness and demand of the ecosystem players: the readiness of customers to use the service, the availability of 5G-enabled devices and smartphones, the need and readiness of businesses to use the service "



# MTN and Mafab Communications to roll out 5G from August

Following the auction by the Nigerian Telecom regulator in December last year of high speed telecoms spectrum, roll out by operators of 5G is now set to commence in August.

Nigeria will soon join Kenya, South Africa and Lesotho in the limited number of countries that have deployed the nextgeneration technology.

MTN Nigeria Plc and Mafab Communications Itd, which emerged as winners of the latest telecoms spectrum auction, are expected to begin the rollout of 5G services from August 24. This was stated by the Nigerian Communications Commission (NCC) May 4, when it handed over the final letters of award for the 5G spectrum licenses to the two operators.

According to the regulator, the award of the final letters to the two operators is expected to accelerate the rollout of the 5G network that will take Nigeria into a more robust fourth industrial revolution (4IR) and a more digitised economy. The operators are required to adhere to the planned deployment schedule. However, the NCC notes that this will require the collective efforts and support of the private sector and government.

The auction of telecom frequency spectrum in the 3.5 GHz band for 5G took place on December 13, 2021. The result of two years of preparation, it saw the participation of MTN Nigeria, Airtel Nigeria and Mafab Communications. On February 22, the National Frequency Council Management (NFMC) officially launched the federal government-approved National 5G Policy at the NCC. Two days later, the latter confirmed the full payment of \$273.6 million by each of the



Nigeria is braced for 5G

two spectrum winners, in addition the spectrum assignment fee paid by MTN.

"The 5G network, once deployed, will bring many benefits and opportunities that will generate accelerated growth and a "smart" way of life in the country," the NCC said in a statement. "The technology is also expected to bring substantial improvements to the network, including higher connection speeds, mobility and capacity, as well as low latency capabilities."

# Number of new cables connecting Africa growing massively, says report

Africa gained new undersea cables with a combined construction cost of U\$12bn from 2016- 2021, with the continent continuing to benefit from new investment for years to come, according to a report.

TeleGeography, global telecommunications market research and consulting firm, has published its new Submarine Cable Map and Africa Telecom Map for 2022 and projects that subsea cable spending will strengthen as hyperscalers shift their position from generating demand

generating supply.

"Our research has shown constant advancement year-on-year, pressure for bandwidth continues to grow," says Alan Mauldin, research director at TeleGeography. "Content providers' international bandwidth growth has accelerated as of late. Companies like Meta, Microsoft, and Netflix have millions of users who are driving up demand every day."

TeleGeography's regional Africa Telecom Map highlights 71 cable systems connected to Africa that are currently active or

construction. The map used bandwidth, internet capacity, pricing trends, and content provider investment in both cable systems and cloud data centres. Broadband and mobile penetration rates for each of the 54 countries in Africa are also included in the main projection.

Notable cables featured in the new design include the African submarine cable consortium project 2Africa, which will extend 45,000 kilometres and link 33 countries in Africa, the Middle East, and Europe. This new cable could enter service



as soon as 2023. Also included is Google's private cable Equiano initially linking Portugal, Nigeria, Namibia, South Africa, Togo and St. Helena, but could expand to many other countries.

# Cameroon, CAR to finalise fibre optic interconnection before 2023

Cameroon and the Central African Republic (CAR) have committed to finalising the interconnection of their fibre optic communications networks under the Central Africa Backbone (CAB) project before the end of the year.

Cameroon's minister of posts and telecommunications Minette Libom Li Likeng and her CAR counterpart Justin Gourna Zacko signed a memorandum of understanding (MoU) May 4 in Yaoundé.

This agreement sets the general framework for cooperation between Cameroon and CAR in terms of interconnection electronic communications networks. said cooperation will focus on the technical, economic and legal aspects of the physical interconnection of electronic communications networks of the two central African countries. It will also cover the coordination capacities for the routing of traffic between the networks, the mutual provision of restoration channels for the security of network communications, as well as the



reduction of costs and tariffs for electronic communications services.

The CAB project aims to connect the countries of the Economic Community of Central African States (ECCAS) via high-speed telecom infrastructure. As part of this project, CAR was to interconnect with Cameroon and Congo. Cameroon is to interconnect with Congo, Gabon, Chad and the Central African Republic.

"Soon, specific agreements will be signed between the government of Cameroon through Camtel and the government of CAR through the infrastructure management company. I dare to hope that before the closing date of our two CAB projects scheduled respectively June 30, 2022 for Cameroon and December 31, 2022 for CAR, we will have benefited from this noble cooperation," said Zacko.

Once completed, the interconnection will contribute to greater digital inclusion in CAR and Cameroon. It should also reduce the digital divide between the border areas of the two countries. This will allow the population to access quality telecom services at more affordable costs. In addition, the interconnection will allow ECCAS countries to be autonomous in terms of telecom infrastructure.

# OneWeb, Benya pen MoU for MENA service

OneWeb has partnered with Benya Group, a digital solutions and ICT infrastructure provider in Egypt and the MENA region, to provide fully integrated telecom networks to the network infrastructure of the latter's clients.

Benya provides a wide range of products, services, and digital solutions through its subsidiaries that operate in several ICT sectors, including telecommunication services, cloud and security solutions, hyperscale data centres, manufacturing technology-based solutions, and systems integration.

"We are thrilled with this collaboration as OneWeb is considered the leader in satellite projects across the Middle East and Africa," Ahmed Mekky, chairman and chief executive officer (CEO), Benya Group, said in a statement.

The signing of the MoU took place during CABSAT in Dubai on May 19 and marks Benya Group's first satellite project.

# Azercosmos and Signalhorn to provide satellite services in Africa

Azerbaijan's satellite operator Azercosmos OJSC, has signed a cooperation agreement with the Swiss company Signalhorn to provide uninterrupted, secure and high-quality satellite services throughout Africa via the C Band capacity on the Azerspace-1 satellite.

Moreover, Azercosmos and Signalhorn will provide broadband satellite services and a wide range of satellite applications for humanitarian projects in Africa using the iDirect satellite communications platform.

"Our cooperation with Signalhorn will further strengthen our position in the African region, and our advanced, reliable and flexible solutions will lead to new projects," said Mark Guthrie, chief commercial officer (CCO), Azercosmos.

In turn, Signalhorn's CCO Nigel

Gibson said that the new agreement will ensure continued cooperation between the two companies and increase the number of Azerspace-1 satellite users in Africa.

"We are confident in the reliability of our service with our partner Azercosmos." Gibson added.

Azercosmos along with Azerspace-1, Azerspace-2, and Azersky satellites, facilitates the reception of signals from satellites of other satellite operators and via a fibre-optic network.

In 2021, Azercosmos exported services worth around \$45.3 million to 41 countries. The company's revenues from the export of services accounted for 89 percent of its total revenues. The top five countries to which Azercosmos exported services last year were France, Malaysia, the UK, the US and the UAE.

# IoT helps curb motorbike theft in Uganda

Ugandan fintech Boda Boda Banja, which provides un-or underbanked people with the opportunity to buy or lease a motorbike or 'boda boda', has hired mobile operator Telecom26 to deploy IoT to help track down stolen motorcycles in the east African country.

Motorbike theft is a big problem across Uganda with solo drivers seen as easy targets for thieves, both companies said. They added that in 2021 more than 170 motorcycles were stolen from members of the Gulu West and Gulu East Boda-Boda Associations in Northern Uganda.

In a bid to keep the motorbikes that it finances more secure, and to locate them if they are stolen, Boda Boda Banja is now installing a tracker on each motorbike.

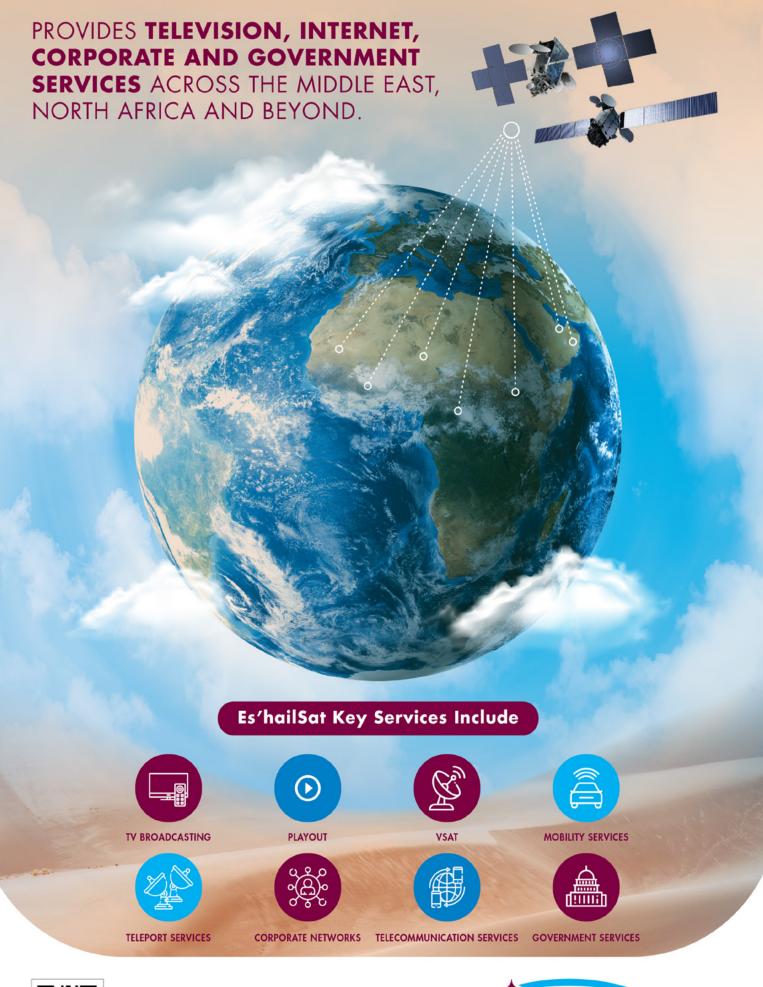
Telecom26's Global SIM cards are embedded within the trackers providing always-on connectivity. In the event, that a bike is stolen the location of the tracker can be immediately identified, the police

alerted and the bike recovered.

Boda Boda Banja evaluated a number of different connectivity options before choosing Telecom26's Global SIMs, according to the press release.

"We don't want our customers to risk their own safety and defend their bikes, but we do want them to be able to find them. Telecom26's Global SIM cards are absolutely perfect," Saurabh Jain, general manager at Boda Boda Banja. "They are easy to install within a tracker and can jump between the different mobile networks both within Uganda, and on our borders where networks overlap".

Telecom26's Global SIM cards were developed with the specific goal of improving connectivity in remote and rural areas. They enable devices to automatically access and switch between multiple cellular networks both in-country and across borders to ensure that they are using the best performing service at any one time.

















# LIT introduces additional 800Gbps fibre capacity in Kenya

Pan-African Intelligent provider Liquid **Technologies** (LIT), formerly Liquid Telecom, has entered into an agreement with PEACE Cable Company to introduce 800 gigabytes of additional subsea capacity in Mombasa.

The former will use its 100.000 kilometres of terrestrial fibre to improve the availability and quality of high-speed Internet connectivity across Africa.

"While acting as a new global internet route between Asia, Europe, and the USA, the additional capacity will help increase the proliferation of faster and more affordable internet, cloud, and cyber security services to the African people and businesses," LIT said in a statement.

This additional capacity means there will be an improved offering for redundancy and low latency (102 ms between Mombasa and Marseille, France).

"We are delighted to provide subsea capacity between



Mombasa, Karachi, and Marseille. with extensions planned towards Singapore and Asia," said David Eurin, chief executive, Liquid Dataport (a division of LIT). "This creates a cost-effective, latency, and diverse route that our customers can leverage to serve their business-critical connectivity needs. The submarine cable will be

ready in 2022."

The partnership comes some two months after Kenva was connected to PEACE, its sixth submarine fibre cable system. Furthermore, the introduction of additional capacity on the new cable is part of LIT's strategic moves to capture the African and global broadband connectivity market.

# Asia-Africa-Europe-1 Consortium picks Infinera's ICE6 solution

Asia-Africa-Europe-1 Consortium, which owns one of the world's largest consortium cable systems, has selected Infinera's coherent 800G Infinera to boost connectivity across European, Asian, African and Middle Eastern markets.

Optical networking business Infinera says AAE-1's submarine upgrade will double the current capacity, providing in excess of 100 Tb/s and making it the largest-scale submarine upgrade in history.

AAE-1's cable system spans 25,000 kilometres of submarine terrestrial networks. connecting 19 countries led by a consortium of 19 leading operators. Infinera has been charged with increasing its submarine network capacity and provide diverse, resilient connectivity across the three continents.

Unlike other cable systems, AAE-1 terminates at two points presence in Singapore enhanced route diversity and is the only next-generation cable that extends farther into Asia via diverse terrestrial routes across Thailand to provide connectivity to Vietnam, Cambodia and Hong Kong.

This unique routing enables AAE-1 to deliver one of the lowestlatency routes between Kong, India, the Middle East, Africa, and Europe.

Infinera further adds that by upgrading with its fifth-generation ICE6 technology on the GX Series Compact Modular Platform, AAE-1 can leverage a submarine optical network solution that features the highest level of spectral efficiency, long-codeword probabilistic constellation shaping (LC-PCS), Nyquist subcarriers, ability to seamlessly upgrade its line system to enable L-band transponders on some of terrestrial network segments.

# Sparkle partners with Nigeria's Ciudad for high-Speed international connectivity

Sparkle, the first international service provider in Italy, has been selected by Nigerian operator of Africa's fastest telecommunication companies, to provide high-speed international IP connectivity.

Operating as OneData Nigeria, Ciudad is an alternative internet service provider with a market presence in six cities.

global IP Sparkle's Transit backbone Seabone - the Tier-1 in Africa and among the top five worldwide - at its point of presence in Lagos, helps Ciudad gain low latency and high-speed access to the global Internet.

"Partnering with Sparkle enables us to get high-speed access to global and regional contents, and thus improve the navigation experience of our residential and enterprise customers raising the current



speed by a whopping 900%", said Kehinde Alphonso, Divisional Head wholesale and Enterprise business of Ciudad Infrastructure Limited.

"We are happy to contribute to the growth of the digital ecosystem in Nigeria providing the best-inclass IP transit service to local and regional players" said Leonardo Cerciello, VP Sales Africa & Asia region of Sparkle.

With a presence in Lagos since

2019 and a plan to extend coverage in the country and in the Africa continent, Sparkle sets itself as the reference partner for network service providers, Enterprises, ISPs, OTT's, Content and Application Providers seeking for low latency and top performing connectivity.

Ciudad harbours ambitions to become one of the top 10 broadband service providers in the country by 2025.

# InterSAT selects ST Engineering iDirect for tech upgrade

Satellite communications specialist ST Engineering iDirect will provide internet service provider InterSAT Communication Services FZCO with a technology upgrade to deliver enhanced services to its customers across the African continent.

The upgrade to its existing Evolution platform will allow the latter to leverage new technologies and efficiencies to remain competitive in an increasingly challenging market.

One of the largest internet solutions providers, InterSAT serves a portfolio different verticals, providing essential satellite-based connectivity across the entire African continent to NGOs, SMEs, governments, oil and gas companies, and the broadcast sector. The company is focused on offering connectivity and investing heavily in state-of-the-art technology delivery that makes service better and faster.

platform enhancements include the upgrade to powerful very small aperture terminal (VSAT) hub technology with universal line cards (ULC) and high-performance and scalable processing technologies with the iGateway. These features allow InterSAT to remain competitive in the African market by pursuing new opportunities whilst benefiting from powerful performance and efficiencies driven by DVB-S2X and Adaptive TDMA, the company says.

InterSAT has partnered with antenna manufacturer and ST Engineering iDirect partner Kymeta and will start to deliver mobile connectivity services to the rail and maritime sectors to connect users on the move. The company is also breaking into the Outside Broadcast (OB) market, offering contribution links to media houses and has kitted out its OB demonstration truck.



"We have utilised ST Engineering iDirect technology for the last 15 years, since the company's inception," said Subrata Roy, chief technology officer, InterSAT. "We have continued to upgrade the system as the technology evolves. We like the

intuitive interface of the Evolution platform. It's straightforward to operate, and the technology enables us to get the very most out of the available capacity, making us more efficient, flexible and cost-effective for our customers.'

## Avanti and Free in Senegal agreement to build and host new HYLAS 4 satellite gateway

Avanti Communications and Free in Senegal signed a five-year partnership agreement under which the latter will build and host a new satellite gateway in Senegal for Avanti's HYLAS 4 Ka-band satellite.

The new gateway will extend the coverage of Avanti's latest satellite, HYLAS 4, to Senegal and the neighbouring west African countries of Guinea, Sierra Leone, Guinea Bissau, Gambia, and Liberia, as well as completing Avanti's coverage of Côte d'Ivoire. The expanded coverage will significantly increase access to high-speed satellite internet for the countries' schools, hospitals and communities

Furthermore, the new gateway will also provide satellite backhaul services to Avanti's carrier customers, extending their reach to rural areas and other semi-urban locations where terrestrial networks are currently limited or unreliable.

Free Senegal will build and operate the new gateway from its Tier III data centre facility in Diamniadio outside the capital Dakar, adding Avanti as a strategic customer to its growing enterprise business in Senegal and supporting the Government's Digital Senegal 2025 strategy.

"This strategic partnership with Free in Senegal demonstrates our commitment to working with local partners in Africa such as Free in order to increase the coverage of our satellite fleet - benefitting countries and territories that are often overlooked when it comes to high-speed broadband," said Kyle Whitehill, chief executive officer Avanti Communications. "We are looking forward to working with the Free team to make this vision a reality."

Mamadou Mbengue, CEO, Free in Senegal, added: "We are delighted that Avanti has chosen Free to be their gateway partner in Senegal, recognising the capabilities offered by the Free team and our data centre facility in Diamniadio. This agreement between Avanti and Free to build the gateway and provide Ka-band satellite coverage across Senegal and the neighbouring countries is a major milestone in our digital transformation agenda."

The partnership is due to make a big impact on education, enabling e-learning services for schools across the region. Pending approval from the Senegalese authorities, the gateway is planned to go live in December 2022.

### MTN entrusts Tecnotree with the digital transformation of Ghana activities



South African telecom giant MTN announced it has entrusted Tecnotree with the digital transformation of operations in Ghana.

Finnish company, which specialises in providing support systems telecommunications companies. will provide MTN with the tools necessary to successfully complete its "journey to the new era of digital services"

As part of the project, Tecnotree will use its "Digital Transformation Suite 5" suite of solutions. Padma Ravichander (pictured), managing director of Tecnotree Corporation, said these innovative solutions will need to enable MTN to effectively respond to the changing needs of consumers, by rapidly developing new service offerings to meet the demands of 5G and the Internet of Things (IoT).

The award of the contract to Tecnotree to digitally transform MTN Ghana's business is in line with MTN Group's Ambition 2025 strategy. Having recently transitioned from a telecommunications company to a technology company, the company aims to become a "leading provider of digital solutions for Africa's progress."

The agreement comes months after the company signed a similar agreement with Tecnotree its operations in Benin, Eswatini, Zambia, South Sudan and Côte d'Ivoire.

Meanwhile, the company has also embarked on the deployment of Open Radio Access Networks (OpenRAN) technology across its telecom network in Africa.

This is expected to enable MTN Ghana to increase the agility and operational efficiency its IT systems to accelerate its business growth.

"MTN Ghana is striving to provide a positive and seamless customer experience through faster service delivery in line with the rising demand and digital adoption in the Ghanaian telecom market through the implementation of Tecnotree Digital Suite 5," said Bernard Acquah, CIO of MTN Ghana.



# POWERING THE NETWORKS THAT CONNECT PEOPLE EVERYWHERE

**LEARN MORE AT HUGHES.COM** 

©2022 Hughes Network Systems, LLC. All Rights Reserved.

# TinSky and OneWeb complete first west African LEO satellite gateway

TinSky Connect has successfully completed the installation of 15 Satellite Access Portal (SAP) OneWeb antenna systems, and customer provided equipment at a Satellite Network Portal (SNP) or gateway facility in Accra, Ghana.

OneWeb is global communications network powered through space, enabling connectivity for governments, businesses and communities. Tinsky Connect was selected as OneWeb's technical engineering partner for its first west African SNP. The gateway is located

in Tema on the outskirts of the capital on a site of six hectares. The site is owned and run by ComSys who will continue to host the gateway on behalf of OneWeb.

Geldenhuys, Alan executive director, TinSky Connect Group said the two companies worked closely together in all aspects of bringing the installation of the antenna network to completion in just six weeks. "The site is now commissioned and will be ready for service later in 2022," he added. "Tinsky understood the complexity

of the multiple satellite 'hand offs' each gateway has to achieve per second and deployed a highly experienced team of field engineers that provided advanced system engineering and technical services, addressing OneWeb's critical SNP gateway needs, at low risk and within budget."

OneWeb's first SNP gateway in Africa, located in Hartebeesthoek, South Afica is also completion with Senegal and Mauritius currently under development.



### NileSat to launch fourth satellite

satellite Egypt's commercial communications operator NileSat will launch its fourth, NileSat-301, in May 2022.

According to European satellite manufacturer Thales Alenia Space, Nilesat-301 has recently been placed inside its Cannes transport and will be transported west along the Cote d'Azur to Fos-Sur-Mer before heading to the US for launch.

NileSat signed the contract with Thales Alenia Space in December 2019 and the project had a development timeline of 25 months. However, the project timeline has been extended four more months from January 2022, which was the previous deadline. NileSat also signed a launch contract with SpaceX for the in-orbit delivery of the satellite.

The satellite will have a minimum lifespan of 15 years in orbit and will deliver communications and satellite broadband services

Egypt and neighbouring countries in north Africa.

Nilesat-301 will also help extend the company's provision of Kuband communications and direct digital broadcasting services in two new large regions of Africa, while also providing broadband Kaband across Egypt.

The satellite is based on the Spacebus 4000-B2 platform and will weigh about four metric tons at launch. Following Nilesat-201, Nilesat-301 the second geostationary communications satellite built by Thales Alenia Space for Nilesat. Egypt's 10th and Africa's 48th satellite is also fourth payload developed by Thales Alenia Space for the Egyptian operator.

Once delivered SpaceX, NileSat-301 will be fitted on to a Falcon 9 satellite launch vehicle before being launched from Cape Canaveral in Florida, US.



### Airtel, MTN launch mobile banking in Nigeria

Airtel Africa and MTN Nigeria have launched their respective mobile banking services in Nigeria, both companies said.

The former made announcement via a stock market filing and said its services are currently available via selected retail locations but will be extended across the country over the next few months

Airtel Africa chief executive officer (CEO) Segun Ogunsanya said that the licence would allow the operator to deliver a full suite of mobile money services. He added they would improve the lives of "millions of Nigerians who do not currently have access to financial services by delivering current and savings accounts, payment and remittance services, debit and prepayment cards and more sophisticated services".

Ogunsanya concluded: "This is the beginning of our journey to revolutionise the financial services landscape in the country."

Meanwhile. MTN launched its financial services subsidiary and platform MoMo Payment Bank Service PSB) May 19. "This important milestone for MTN Nigeria in our mission to support the government's drive towards financial inclusion in Nigeria," said Karl Toriola, CEO, MTN Nigeria.



## Safaricom and Ethio to share tower power in Ethiopia

Kenya's Safaricom will share mobile telecommunication towers and relevant power with state-controlled rival Ethio Telecom in Ethiopia, after the companies reached consensus on interconnection and capacity lease agreements in the Horn of Africa nation.

The Ethiopia Communications Authority (ECA) held a joint mediation meeting with both operators and said that "agreement had been reached on all pending issues" such as sharing of tower infrastructure.

"The ongoing negotiations on tower and power sharing, transmission capacity lease and interconnection Ethio Telecom between and Safaricom Telecommunications Ethiopia Plc has been concluded in good faith," the regulator said.

Ethio Telecom said it had "conducted a productive meeting with Safaricom Ethiopia" and adding that "the two companies will sign the agreements" soon.

Ethiopian prime minister Abbey Ahmed is prioritising privatisation of the telecommunications industry through licensing of new players such as Safaricom and partial privatisation of state-controlled operators.

Ethiopia would like to issue a second private operator licence but has delayed the process due to concern over social unrest and volatility in the country's Tigray which is understood be of growing concern to international investors.

Together with its "investment and deploying of Safaricom Ethiopia's network" the agreements Ethio Telecom "will be important foundations for our commercial launch" this year.

It is understood that Safaricom will build on the success it has achieved with mobile money in Kenya by rolling out operations in Ethiopia. The latter's digital payments sector has been described by some industry luminaries as poorly developed and in need of major improvement.

Safaricom Ethiopia is backed by a consortium that includes regional and international telecommunication groups Vodacom and Vodafone.

# - Talking critical

Tero Pesonen, chair of TCCA's Critical Communications Broadband Group and TCCA Board Vice-Chair

## Managing the deployment of mission critical broadband applications

Around the world, the emergency services and other first responders increasingly using broadband applications to augment existing mission critical voice and narrowband data services. This is catalysing a focus on the quality of 'mission critical' applications. Unlike consumer apps, mission critical apps may be supporting users in life or death situations, and there can be no weak link in the ecosystem. This means that the successful implementation of mission critical applications will be a complex task. TCCA, the global representative organisation for the critical communications ecosystem, has published an advisory white paper that looks at the key considerations that need to be taken into account when developing and deploying true mission critical applications.

Critical Authored TCCA's by Broadband Group Communications (CCBG), the white paper provides quidance for Public Protection and Disaster Relief (PPDR) operators and users as they define their strategies for deploying and managing mission critical applications utilising broadband systems. In parallel, the paper aims inform application developers on the specific requirements for delivering mission critical solutions over broadband systems.

Operators of public safety networks need to clearly understand users' requirements and the risks they are prepared to accept when deploying mission critical applications. Different user groups have different requirements - it is important that these are well understood and addressed by the operator's application strategy.

### **Absolute trust**

The paper emphasises the importance of the user experience. Users must absolutely trust their communications services, whether the network, the device or the application. Broadband technologies will enable a wide array of new applications to greatly enhance the effectiveness, productivity and

safety of public safety users and other critical organisations. However, the introduction and management of these new applications on to mission critical networks will require careful planning.

For users to gain trust and confidence in using mission critical applications on broadband networks, users first need to understand where they can expect the applications to be available. In the UK, for example, the Emergency Mobile Communication Programme (ESMCP) has the 'ESN (Emergency Services Network) Assure' application that provides cumulative understanding of the broadband radio network coverage. This is an important step forward and helps the emergency services to measure and report on ESN coverage in their area, and report where improvements need to be made.

#### **End-to-end assurance**

To be truly mission critical, apps need to achieve end-to-end mission critical Quality of Service (QoS) levels in terms of priority, pre-emption, availability, security and resilience to ensure user trust. From secure hosting environments for the application servers, through the transport and cellular networks to the devices and their associated operating systems, each needs to be mission critical in its own right.

TCCA also highlights that to do their job effectively, first responders will typically require both mission critical and non-mission critical applications to be used on the same device. The white paper considers the use and potential misuse of device resources and how they are shared between the applications running on the device. As mission critical applications may depend upon services provided by third parties, the whole chain of device and application support must be carefully managed to avoid degraded operation.

Mobile application development moves very quickly compared to traditional government projects. Many applications provide new functionality every month, of which the users will want to take advantage. The validation and testing process should support this speed of development by, for example, having a lightweight process for minor updates of existing applications, or accepting validation or certification done by selected similar organisations.

Security and bug fix updates for the mobile operating systems (OS) are important and should be deployed without extra delay. Minor updates 05 mobile to

also common, major updates with large changes typically take place yearly. Validating applications for each user or agency separately would be cost prohibitive for many applications. Work under way by TCCA and the Global Certification Forum to establish common interoperability testing for Mission Critical Services (MCX) protocols will enable a vibrant competitive interoperable market, as has been achieved through TCCA's TETRA IOP process.

Although targeted primarily at the PPDR sector, the white paper will also be of interest to any organisation requiring or dealing with mission critical broadband applications. The full paper, 'Mission Critical Broadband Applications: A guide for deploying and developing mission critical applications using broadband technologies' can be read at www.tcca.info/about-tcca/tccaresources/whitepapers/

"The African telecommunications market shows a clear path towards digitalization. Omdia predicts that 95% of the LMR installed base in the region will be digitalized by 2025." savs Ildefonso de la Cruz. a principal analyst in the public safety & critical communications group at OMDIA.

show growth potential in mobile and fixed broadband that will exploring innovative partnerships providers and vendors.

LMR with slow adoption of LTE critical voice networks. However, OMDIA forecasts the broadband and service revenue to double up from 2021 to 2025."

# Seacom negotiates US\$260m in IFC financing for expansion project

Fibre optic specialist Seacom is negotiating up to US\$260m in financing from the International Finance Corporation (IFC) to expand its footprint to at least 12 countries in Africa.

The proposed investment from the World Bank's private sector financing arm for emerging markets, includes US\$100m from its own funds and US\$160m raised from other commercial banks and shadow lenders.

It is estimated the total project cost is US\$563m.

Through the project, IFC will help Seacom expand its business services capabilities for SMEs, medium-sized and large companies in South Africa, as well as east and west Africa.

The company will leverage its 21,000 km fibre network and its strategic alliances on the 2Africa and Equiano cables. Seacom's growth strategy will be achieved through strategic acquisitions and organic growth initiatives in its markets.

If approved, the funding support will add to Seacom's financing operations to expand its geographic footprint across

business services. Back in 2019, the company conducted a study on the market potential for fibre optic services in Tanzania, Uganda, Kenya and Rwanda with funding from the US Trade and Development Agency (USTDA). According to IFC, Seacom's successful expansion of submarine or terrestrial cable

the continent and diversify into the provision of

capacity is expected to lower the wholesale price and level the playing field among retail operators, thereby improving the competitiveness of retail markets with improved accessibility and quality of connectivity in the target countries concerned.



Airtel Uganda applies for extension to listing deadline

Airtel Uganda has applied to the Uganda to at least 90% of the geographical Communications Commission (UCC) for a location of Uganda extension to the December 15, one-vear 2022 deadline to list on the Uganda Stock Exchange (USE).

Under the country's National Telecom Operator (NTO) licence, the operator is obliged to comply with the sector policy, regulations and guidelines requiring the listing of part of its shares on the USE.

It is also a requirement of the Capital Market Authority (CMA) that all foreignowned telecommunications companies to list 20% of their shares on USE according to its 2021-2025 realigned Strategic Development Plan.

Under new licencing rules, service providers must guarantee the listing of shares on USE as well as network coverage

within five years from the effective date of the licence.

"The current Uganda Communications Regulations 2020, creates a public listing obligations for all NTOs licencees and specifies that 20% of the shares of the operator must be listed within two years of the date of the effective date of the licence," said Airtel Uganda. "We have applied to the UCC for an extension on the deadline."

The operator made the official application April 5 this year, according to its financial report for the period ended March 31, 2022, but gave no reasons for the request.

Airtel Uganda is the country's second largest operator with 10 million subscribers.

# Maroc Telecom customer base hits 76 million

Maroc Telecom Group (MTG) said its IAM customer base grew to 76 million in the first quarter of 2022, with the company opening new bases in sub-Saharan Africa.

IAM is Morocco's largest internet provider with premises across the continent in countries such as Burkina Faso, Côte d'Ivoire and Mauritania.

The customer base increased by 3.6% from the same period last year, while MTG gained north of 2.8% Moroccan customers and 4.4% more from its African subsidiaries.

The number of customers signing up to the company also increased by nearly 2% in 2021 compared to 2020, according to its latest annual report.

Meanwhile, MTG mobile clients in Morocco grew by 2.8% to 19.86 million in the first quarter of 2022 year-on-year.

However, mobile revenues in the country fell by 5.1% over the same period. The average revenue per mobile customer in the first quarter of 2022, totalled DH 44.9 per month (US\$4.59), which is a decline of 7.9% from the first quarter of 2021.

> The mobile customer base in sub-Saharan Africa increased by 4.4%, from 49.6 million people in last year's first quarter, to 51.78 million in this year's first quarter. The biggest increase came from a 13.7% rise in mobile customers in Mauritania, from 2.66 million to 3.03 million.

# Egypt's NTRA removes illegal networks in Giza

The National Telecom Regulatory Authority (NTRA) in Egypt has removed unlicensed wireless networks in major areas in Giza governorate, the watchdog said. Unlicensed networks had a negative impact on the quality of telecom services in Haram, Faisal, Kirdasa and the surrounding areas. This resulted in quality issues in terms of voice and data transfer services. Service levels were consequently boosted at such areas, according to the measurements conducted by NTRA post removal. In fact, this step comes in line with the NTRA's role to govern and regulate the telecom market as well as improve the levels of service provided for users. Many users living in Haram, Faisal, and Kirdasa complained about poor service quality in these areas.



# NCC opposes operators' proposed 40% tariff hike

Communications Commission (NCC) acknowledged the receipt of a letter from the Association of Licensed Telecommunication Operators of Nigeria (ALTON) requesting a 40% increase in the tariffs of certain telecoms services.

According to the regulator, this proposal cannot be implemented at this time, as the issue requires a rigorous cost-based study and due process.

"In line with international best practices and established regulatory procedures, the NCC ensures that its regulatory activities are guided by regular empirical cost-based studies to determine the appropriate costs (top price and floor price) within which service providers are allowed to charge their subscribers for the services provided," a statement said.

Angola: Africell claims two million new subscribers in one month

Africell, the US business and first wholly foreignowned operator licensed to provide mobile services in Angola, has signed up two million subscribers just one month after launching its operations in the country.

The company officially started commercial operations in Angola April 7, joining Angola Telecom, Unitel and Movicel. The commercial launch comes 14 months after the US group was awarded Angola's fourth unified telecommunications licence. It was granted as part of a national reform initiative to welcome more competition and innovation in key sectors of the economy, including telecommunications.

In February 2021, Africell settled the financial obligations related to its telecom licence. Since then, the company has invested more than U\$150m in the market to build a high-quality 5G-capable network with an initial capacity of more than 6 million subscribers.

These various investments by the company have been made possible by the new investment-friendly climate that president João Lourenço has put in place.

With the introduction of new products and services, Africell plans to bring more competition to the Angolan telecom market. The company also aims to stimulate economic growth and social development by creating more than a thousand jobs, mostly for Angolans.

Since mid-March, operators mooted possible increase in telecom service rates due to higher operating prices. In early May, the Association of Licensed Telecoms Operators of Nigeria sent a letter to the NCC in which it proposed a 40 percent increase in the cost of calls, SMS and data.

Subscribers objected, claiming it was inappropriate, especially given the economic difficulties they are currently facing.

The NCC issued a reminder to telecom operators that any proposals to increase tarriffs, must be refered to the NCC first, even if such proposals might be justified.



Airtel Africa has proposed to raise US\$194 million through debt from the International Finance Corporation (IFC), the company said.

The subsidiary of Indian giant Bharti Airtel said it will use the funds to support network investment plans across seven subsidiaries as well as refinancing the existing loans.

"IFC will support the project with a debt package of up to USD 150 million from its own account and up to USD 44 million in mobilisation from MCPP (Managed Co-Lending Portfolio Program) funds," IFC said in a disclosure on its website.

The funds will be used to support the telco's operations and investments across Chad. Democratic Republic of Congo, Kenya, Madagascar, Niger, Republic Congo and Zambia.

Airtel Africa is an integrated mobile network operator in 14 countries across sub-Saharan Africa.

# MTN committed to investing more in Ghana, says CEO

MTN is committed to investing more in Ghana despite the current economic environment, said visiting group executive Ralph Mupita.

Speaking at a media engagement in Accra, he said his company has taken the decision because of Ghana's role in the group and return on investments.

"We want to have a sustained investment programme so that in a market like Ghana, every Ghanaian has the capacity to enjoy the benefits of a modern connected life," Mupita said. "And we are not changing view. So, if we are true to that vision, then we must sustain the CAPEX [Capital Expenditure]; and therefore we are not going to review that commitment when it comes to investment in Ghana."

Mupita's comments come on the back of fears that due to the current challenges facing the economy which has resulted in inflation hitting 23.6% in April 2022 as well as rising taxes on the company's operations, MTN might have reviewed its capital expenditure.

> However, Mupita said the company is committed to aligning itself to a programme like the Ghana Cares initiative by the Ghanaian government.

Airtel Kenya secures 10-year telecoms licence

Airtel Kenya has forked out US\$5m (Sh581m) to the Communications Authority of Kenya (CA) as part payment for its operating and spectrum licence running from 2015-2025.

The operator now has a balance of US\$15m (Sh1.7bn), which it is expected to settle over the next three years. The latest tranche adds to a recent US\$10m (Sh1.1bn) for a separate spectrum increase and which it will be allowed to use for a decade.

Cumulative pay outs to the regulator stand at US\$15m (Sh1.7bn).

"Under this agreement, Airtel Kenya agreed to pay a total of \$20 million (Sh2.3bn) in four instalments over the next three years," the telco's parent firm Airtel Africa said in a statement. "The first instalment of US\$5m (Sh581m) has been paid and for the balance amount, a deferred payment liability has been recognised in the consolidated financial statements."

The payments are the outcome of an out-of-court settlement with the Kenyan government.

# Licence renewal hits MTN Rwanda's posttax profits

MTN's decision to pay off its US\$91m licence renewal fees under a 10-year amortisation agreement in its Rwanda arm has had a 39.6% "negative" impact on its profits after tax for the quarter period, the mobile operator said.

Following a renewal of its licence last year, the firm will make the second instalment payment in July this year. Payment for the fees for the licence, valid for a period of 10 years, follows renewal of the permit by the Rwandan government last year.

"Following the renewal of our operating license in 2021, we are well on track to complete the second instalment of the Licence Fee payment by July 2022," said Mitwa Ng'ambi, chief executive officer, MTN Rwanda.

Amortisation of the licence has "resulted in a negative impact on profit after tax stronger, contributing to a 24.5% uplifting

added. MTN Rwanda posted an after-tax profit of about US\$6.6m in the previous contrasting period.

MTN has 6.5 million mobile subscribers in Rwanda, with data users accounting for 2.2 million of these and 3.8 million making up its mobile money user base in the country.

Data service revenue "maintained its positive momentum, rising by 13.8%" solidified hv "increased subscribers and usage and supported by increased network capacity".

The number of homes connected to the telco's fixed wireless and fibre-to-thehome has now surpassed 4300, boosting its active data user acquisition for the quarter by 453 000.

Mobile money users were also 12% which closed at US\$3.9m", the company in overall service revenues to US\$48.8m.

# **CIVH** merges Vumatel, DFA into one large fibre firm

South Africa's Community Investment Ventures Holdings (CIVH), the Remgro and New GX-controlled parent company of Dark Fibre Africa (DFA) and Vumatel, said its two fibre network assets will be managed under a new infrastructure company.

In a statement, the company says this decision is a strategic step to meet ongoing customer and business requirements increase open-access across the networks.

The move comes as competition in the South African fibre market continues to heat up in what has now been termed the "fibre land grab".

However, CIVH says the infrastructure entity's name has not yet been announced.

Although its two most significant operating subsidiaries (DFA Vumatel) will be incorporated into this new infrastructure entity, CIVH says each business will initially continue to operate separately.

Dietlof Mare and Byron Billett, current executives of Vumatel, have been appointed chief executive officer and chief financial officer, respectively, of the new infrastructure business.

> Andries Delport will continue as chief executive officer of DFA and will be an integral part of the infrastructure company management committee.

"The fibre-to-the-home market

constantly evolving,

especially in the openenvironment, fibre operators have to be able to evolve at the same pace," said Raymond Ndlovu, chief officer, CIVH. "The establishment of this

holding company will enable both Vumatel and DFA to expand their open-access network infrastructures to meet customer requirements, with the ultimate goal of connecting more of South Africa to highcapacity fixed-line infrastructure," he said.

Vumatel pioneered fibre-to-the-home in South Africa and has since connected thousands to the internet in Cape Town, Durban and Johannesburg. The company, which has a footprint in excess of 600,000 homes, anticipates there are at least a further 700,000 homes in emerging markets.

# Lesotho: telecom operators to begin SIM card registration

Cell phone operators in Lesotho will have to start registering their subscribers' SIM cards from June 24, in a process that will take place over a period of twelve months.

Vodacom Lesotho and Econet Lesotho, the country's two main telecommunications companies, said they were ready to begin the operation on the scheduled date. "We have contributed to what has now been enacted as law and we would like to inform our customers that we are ready to start registration on the date indicated," said Mohale Ralebitso, managing director, Vodacom Lesotho. "We will start with the piloting process of ensuring that the processes and devices we have purchased are effective to start rolling out registration across the country.'

will operators use national identification and civil registration to identify customers during the operation. For corporate SIM cards, one proxy will be selected per company for registration. SIM cards that are not registered at the end of the process will be removed from the network service provider's system and decommissioned.

In December 2021, both houses of parliament approved the Citizens' SIM Registration Bill in Lesotho, after first rejecting it in order to conduct further "consultations with various stakeholders. Since then, network operators have stepped up investments to ensure that the process

runs smoothly. Vodacom says it has already invested US\$8.1 million to prepare for the launch. These funds have been used

to recruit new staff and purchase devices.

Lesotho will several African countries Kenya Nigeria, which developed implemented telecom subscriber registration policies. Africa currently preparing a similar process. These initiatives reflect ambition of governments to combat the rise of cybercrime across the continent.

SIM card registration is of strategic importance to operators and the nation because it will allow them to know "that a certain phone number belongs to a certain individual and that he or she is certainly the only owner" in order to avoid cases of sim boxing, financial scams, kidnapping, terrorism and related crimes.

Registration is provided for in the Communications (Subscriber Identity Module Registration) Regulations 2021.



### Orange names new leaders for Africa

Orange Group has named "new leaders" across its B2B Africa and Middle East units in order to refocus and capitalise on the regions.

The region is currently one of Orange's "major growth engines" having produced positive results in back-to-back quarters over recent years. It contributed a year-onyear growth of 8.7% which equates to a cold US\$142m, maintaining the group's overall revenue at a flat rate of 0.7% to U\$11.3bn.

Furthermore, the Africa and Middle-East arm continues to be one of the largest telecoms in the entire continent in terms of both revenue and customer spread.

"Africa and the Middle East continue to be our main growth driver. again delivering remarkable performance, most African countries producing double-digit growth thanks to new telecoms services that are offsetting the heightened competition for Orange Money," said Orange Group chief executive officer (CEO) Christel Heydemann.

Aliette Mousnier-Lompré has been appointed CEO. Orange Business Services following an interim period after previous CEO Helmut Reisinger departed in January this year. Mousnier-Lompré joins group's executive committee.

Orange Middle East and Africa will welcome Jerome Henique as its new CEO from July 1. Henique is currently serving as director of operations and deputy CEO of the group's regional subsidiary which serves 18 countries across Africa and the Middle East.

"The changes announced today reflect the priorities for the next few months on which we must now accelerate," said Heydemann. "The B2B sector, as well as the Africa and Middle East segment, are two key markets for Orange. The successful transformation and development of our operations in these sectors will enable us ensure sustainable growth going forward."



### Talking satellite

Martin Jarrold, Vice President International Programme Development, GVF

### **Getting** space business qualified

GVF, through its training division -SatProf, Inc. - has for 21 years been engaged in the provision of satellite earth station/terminal installer training and certification. This year, GVF's Silver Anniversary, we have added to our training/education portfolio, taking an additional direction with the satellite industry's first comprehensive online non-technical education programme and curriculum to offer individual courses. full modules and a "Space Business Qualified" (SBQ) certification path.

With the SBQ, GVF is once again working with SatProf. Our other partner is Space & Satellite Professionals International (SSPI). The three satellite industry trade groups have a combined 80-years of experience in space industry education and in launching this new online learning programme we will satisfy the need of new and established businesses and employees in the commercial space industry to learn about all aspects of the business, enabling industry professionals to become "space business qualified."

The 21-years of GVF's work in installer training and certification - having the objective of building a global force of qualified VSAT installation technicians available in local areas to support expansion of VSAT networks everywhere - resulted from the industry's increasing recognition that training is a first line of defence against satellite radio frequency interference (RFI).

The industry has long agreed that improved training reduces uplink errors and improves equipment maintenance and installation practices. The World Broadcasting Unions-International Satellite Operations Group (WBU-ISOG) since 2015 the World Broadcasting Unions-International Media Connectivity Group (WBU-IMCG) - has formally adopted a resolution supporting industry initiatives for training. Today, GVF training has reached over 20,000 students globally, pursuing some 30+ courses across, for example, VSAT installation, marine terminal operation & installation, teleport & news gathering up-linking, mobile terminal operation, numerous general theory topics & equipmentspecific training.

The space and satellite industry has grown far beyond the dreams of its pioneers and the handful of

governments that initiated it. The commercial space industry is today a mature, fast-expanding, complex business. With a total size estimated at well over US\$1 trillion dollars, it reaches deeply into dozens of vertical markets and other industry sectors. It is essential in the provisioning of communications, data and the digital transformation of much of the global economy and has become an invisible but indispensable part of everyday economic activity. Its growth is being fuelled by the financial community's involvement as massive numbers of startups and new business models form within it. However, no industry course has offered a comprehensive learning experience to teach this, until now, and it was at the Satellite 2022 show in Washington DC on 21 March 2022 that the launch of SBO was announced.

SBQ courses fill this gap, adding to the industry's online training toolbox a body of non-technical education designed to improve the knowledge and performance of existing employees, increase the marketability of those seeking a job in the industry, and provide employers with an inexpensive way to both increase productivity and enhance employee retention in a hypercompetitive labour market.

The courses are taught through a mix of self-paced, interactive tutorials, videos, illustrations, and testing to validate understanding and reinforce learning, with fundamentals courses leading to more specialised courses in satellite communications, observation, spacecraft and launch. The programme will enable learners to focus on specific topics or to work through the course series to achieve their choice of certifications. A Free "Welcome to the Business of Space" course is offered as an incentive for individuals and companies to examine the courses being offered.

A full description of the SBQ courses can be found at www.SpaceBQ.org. You can also email info@SpaceBQ.org for information, and stay informed on current and future developments by joining the growing community on LinkedIn and Twitter and following #SpaceBQ.

After more than two years prevented from undertaking international travel I will shortly be resuming my travels to satellite industry events. First on my agenda is an event which takes place in Dubai in the UAE, but which additionally addresses much of Africa

and south Asia. At CABSAT 2022 GVF presented and moderated three Summit sessions, which were held on 17 & 18 May:

- **'Stakes** and Solutions Responsibly Managing Sustainability is a global priority across all industries and organisations, and should extend beyond our planet too. This panel addressed multiple facets of sustainability with discussion points covering why we should care about our impact on space, whose responsibility it is to keep space clean, the risks of not responsibly managing our impact, and the tracking of orbital objects, including other solutions and best practices, to help us responsibly manage our use of space.
- 'Disruptive **Evolution** Satellite Ground Segment' Satellite's ground segment, antennas in particular, is undergoing gamechanging innovation. With the rapid growth of satellite networks in nongeostationary satellite orbits (NGSOs), and applications including machine-tomachine and people communications this part of the satellite industry is evolving to deliver, the panel addressed developments in the use of metamaterials, in power efficiency and in interference prevention, examine how satellite will reach full potential in delivering services across business, government, and consumer, together with discussing the benefits and challenges to adoption of flat panel alternatives to traditional parabolic antennas.
- 'Driving a New Space Innovation Paradiam with Intelligence and Machine Learning' Al and ML are being increasingly applied to foster innovation in the satellite and wider space industries. Impacting multiple areas of space operations, the panel explored how the satellite industry is leveraging AI and ML to revolutionise business. The panel will touched upon areas including optimisation in satellite autonomous control, in-orbit servicing/refuelling, and spacecraft decommissioning, datagathering, analytics and management, and advances in software-defined networks and the design of new satellite terminals.



### Your mandate. Our commitment.

Partner with a technology provider that supports your digital transformation ambitions. As specialists in developing and deploying mission critical Smart and Safe City solutions, we support government and enterprise in their digital evolution journey to better fulfill their delivery mandates.

Talk to us about our innovative turnkey solutions and services.

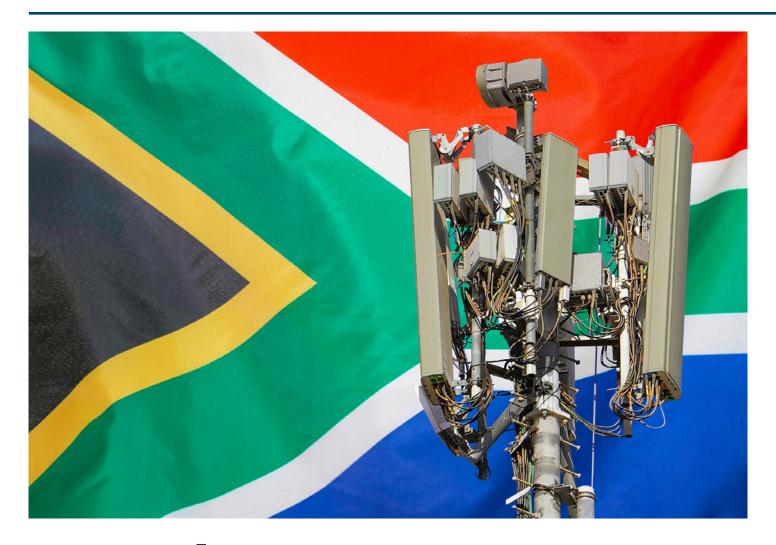
Altron Nexus (PTY) Ltd Block D, Woodlands Office Park, 20 Woodlands Drive, Woodmead, 2191, Gauteng, South Africa Tel: +27 11 235-7640/+27 87 821 4500

Email: info@altronnexus.com www.altronnexus.com









# Critical communications: dealing with disaster

Recent floods in parts of South Africa have caused widespread devastation – putting critical communications under the spotlight. Robert Shepherd speaks to those keeping the continent connected

he tragedy of the recent floods in South critical communications to their employees. Africa's KwaZulu-Natal province brought critical communications to the fore - but not necessarily for the right reasons. Devastating landslides and gushing water damaged or completely destroyed north of 900 base stations for MTN and Vodacom alone. Not only did the 'act of God' and the resultant impact on the province's infrastructure highlight the immediate benefits of a flexible internet telephony network, but many businesses were also left without

As one can imagine, this made search and rescue missions even more difficult to conduct. In this most recent scenario, help was at hand courtesy of an unlikely and unorthodox hero -South African VOIP wholesaler, Wanatel, which highlights how voice over IP (VOIP) has risen to the challenge in these devastating scenarios. A cloud-based VOIP PBX (private branch exchange) system uses the internet to make calls, so it doesn't require nearly as much physical

infrastructure or hardware as a traditional phone system. Furthermore, it also allows businesses to make or take calls from anywhere on any internetenabled device, regardless of location.

"We teamed up to assist our network of resellers in KZN in diverting calls, facilitating rerouting to other branches or mobile contact numbers," Evan Damon, wholesale channel manager for Wanatel said at the time. "Usually our resellers run their own customer networks, using the functionality behind the scenes to manage customer VOIP

### FEATURE: CRITICAL COMMS



"It has been proven time and time again, all around the world, that having robust and reliable communications systems is essential when managing major events, whether planned or unplanned"

accounts. This week, though, it was all hands on deck, to support and help every reseller to get their customers connected as quickly as possible." Damon points out that the flexibility of a cloud-based VOIP system is the key. By redirecting calls, changing top-ups to accounts and ensuring communications are essentially rerouted to avoid outage, communication can

be reinstated and diverted from damaged or the next, but when it comes to natural disasters, destroyed infrastructure.

Of course, when it comes to mission critical situations, nothing is more important than the emergency services because we're talking about life and death situations. So, when it comes to the response to disasters, it's only natural that questions will be asked about the state of mission-critical networks the length and breadth of Africa

Mobile network operator Vodacom won plaudits back in 2017 when the Midrand-headquartered telco Vodacom successfully demonstrated the first broadband multimedia trunking solution on a commercial LTE network in Africa. The solution makes it easier and faster for public safety industry to communicate and it incorporates latest multimedia functions which makes it quick to avert disaster situations.

Vodacom partnered with Chinese tech giant Huawei for the demonstration to use Huawei's LTE integrated Trunked Radio (LiTRA) application to demonstrate a broadband multimedia trunking solution which runs on the operator's commercial, nationwide LTE network.

That said, it was five-years-ago and things have moved on since - not to mention a number of disasters.

No country or continent is more important than

countries with inferior infrastructure will be hit hardest by natural disasters. Africa houses most of these nations. In other words, one could argue that some countries need robust critical comms more than others. Time for some facts.

The World Bank Group, Africa's Pulse, October 2021 edition reveals that, overall, when it comes to climate-related natural disasters, droughts have affected the most people. What's more, it's primarily those living in the Horn, Sahel, and southern regions on the continent.

After droughts, flooding incidents affect the most people across the continent, even if they are concentrated in a few countries: Kenva. South Africa, and Mozambique experienced 75% of the region's floods and storms. Notably, Kenya and South Africa individually were most affected by drought.

Somalia experienced the highest death toll from natural disasters, due to its 2010 drought. Mozambique had the second-highest death toll, largely caused by Cyclone Idai that battered the country in 2019.

"It has been proven time and time again, all around the world, that having robust and reliable communications systems is essential when managing major events, whether planned or unplanned," says Mladen Vratonjić, board chair





of TCCA, the global representation organisation for the critical communications ecosystem. "TCCA is a strong advocate of open standards technology. This encourages competition, helping to keep quality levels up and costs down, ensuring a wide choice of suppliers, catalysing innovation and preventing the emergence of expensive proprietary products. We would urge governments of all African countries to ensure they are implementing the best possible services for their first responders and emergency services - the quality of the communications can be the difference between effectively managing a crisis situation, or seeing a disaster turn into a tragedy."

Paul Ward, director of international commercial and marketing activity for ETELM, a manufacturer of TETRA infrastructure technology based in Paris, France, says his company has a rich history on the continent.

"ETELM has supplied many mission-critical communications infrastructure solutions to the Africa region for over 30 years," he explains. "We supply essential communications for a variety of sectors in the region including transportation, oil & gas and security applications. We recently supplied a complete mission critical system to Kenya Wildlife for protection of endangered animals against poaching etc. This is a critical application in providing communications to support antipoaching operations to optimise the task of preventing poaching of all endangered wildlife in the area."

Another key supplier in Africa is Sepura, which operates in the transport and utilities sector, providing tough radios in hazardous, heavy use environments.

To give you an idea as to Sepura's pedigree in Africa; in 2010 kitted out South African police when the country hosted the FIFA World Cup.

Three years later, Sepura has won a contract to provide mobile radios to the South African Police Service (SAPS) throughout the Gauteng province.

In 2020, Sepura partner Consort Digital deployed a complete communications solution to the island of Mauritius, providing voice and data communications via Sepura TETRA radios to the new Mauritius Metro Express.

"Our mobile and hand-held radios are used by rail, metro and bus organisations to ensure their staff are kept safe and in contact with the control rooms during operations. Sepura also operates within public



safety," says Terence Ledger, worldwide sales director, Sepura.

You'd be forgiven for thinking mainly foreign companies are responsible for the inner workings of Africa's mission critical delivery and

"In Africa, the problem we have encountered in our not so extensive experience is that investments often depend on subsidies or require the participation of a wide range of actors, which tends to slow down projects a lot"

### interSeptor Pro-XP

No-Nonsense Monitoring & Alerting

interSeptor Pro-XP delivers the flexibility and expandability of wireless sensor systems in a wired solution package, helping to minimise sensor maintenance and maximise reliability.

Pro-XP is small enough to be din rail mounted to save rack space but over 100 sensors can still be supported when it is fully populated. This makes the Pro-XP solution perfect for both small and large IT/Telecoms implementations, and everything in between!

### Flexible, Scalable Monitoring

- Supports up to 32 x Temperature/Humidity Sensors
- Supports up to 68 x Jacarta Go-Probe Sensors (water, smoke, security, power, etc.)
- 6 x Analogue Sensor Ports
- 4 x Digital Input Ports
- 2 x Digital Output Ports
- Web Interface
- **Email Alerts** 
  - **SNMP Monitoring & Alerts**
- SMS Alerts (optional)
- Wired sensors for reliability and minimal (or zero) maintenance
- Din rail mounting

### **Learn More About interSeptor Pro-XP Here**

### Jacarta

SENSORS FOR THE DATA CENTRE & BEYOND ™ info@jacarta.com | www.jacarta.com +44 (0) 1672 511125

### FEATURE: CRITICAL COMMS



"Our technology has played an integral part in the emergency responders' ability to operate - for example the rapid response to the recent Parliament Building fire in Cape Town was due to our systems operating within the City of Cape Town's Emergency Response Centre"

infrastructure. Enter Altron Nexus of Sandton. South Africa, which delivers resilient and featurerich solutions to various critical sectors of the economy, including the public safety sector, rail

and road transportation services, mining and energy industries and commercial and retail groups. In terms of critical comms networks and devices, the company builds and operate a wide variety of network technologies including TETRA, digital mobile radio (DMR), GSM-R Rail Mission Critical network, and push-to-talk/video over cellular (PoC).

Kennedy Chinganya, managing director, Altron Nexus says his company offers "the full stack of critical comms applications" including command and control platforms such as computer aided dispatch, intelligent video surveillance, biometric access control, remote control centres and integration with other customer specific systems.

"We provide a holistic offering taking into consideration the full spectrum of our customers' typical needs, these are then tailored toward clients' specific requirements through our professional services and managed services capabilities," he adds.

Chinganya cites examples of where Altron Nexus has deployed several networks within the safety and security sector. "Our technology has played an integral part in the emergency responders' ability to operate - for example the rapid response to the recent Parliament Building fire in Cape Town was due to our systems

operating within the City of Cape Town's Emergency Response Centre," he says. "During the riots and the recent flooding disasters in KZN our DMR networks showed incredible resilience allowing the users to maintain operations. Looking further back, Altron Nexus assisted with deployment of equipment for the Knysna fires during June 2017. Assistance was provided to a number of municipal governments with our Push-to-Talk Over Cellular (PoC) and DMR solutions during the Covid-19 pandemic."

Ledger says that although "we can't quote or reference any specific occasions as we do not have the customer permission to do this", he does talk generically about Sepura radios being used in a couple of general situations. "The (Sepura's) radios are used by police/fire/ ambulance teams to aid operations as they occur, which can be civil disobedience, natural disasters, etc." he adds.

Still, that's not to say deployment isn't without its problems. After all, Africa's terrain doesn't always lend itself well to technology, signals etc.

"Availability of frequency can be problematic especially in Africa the availability of UHF frequency can be an issue," Ledger adds. "Other than that, the main issues are the same as anywhere - budget, experience and environmental issues to consider, ensuring that





the most appropriate solution is understood and deployed by the customer."

Kennedy explains how "the prospects to deploy mission critical communications and infrastructure is in high demand across Africa" when looking at various countries and their requirements and dependencies. He adds that to take advantage of this, an effective enabling environment is essential. "The critical communications sector is a particularly important contributor to modern economies as it enhances resilience, productivity and sustainability within these critical verticals we've mentioned," Kennedy continues. "Africa is a region with extremely high potential, but there are still certain social and infrastructural deficits that hamper the growth prospects. The overall impression is of progress but, as mentioned above and highlighted through the challenges, Africa lags behind most other regions there's work to do."

When it comes to the main cultural, social and political issues encountered when trying to deploy critical comms kit and networks in Africa, Kennedy says that further to those he has already mentioned, it's important to emphasise two issues.

"Firstly, due to relatively low per capita GDP and low economic growth rates on average, public sector agencies struggle to access sufficient funding for these projects.," Kennedy continues. "At Altron Nexus we are always available to assist in consulting and assisting with business and operating models that make these more feasible. Secondly, such critical comms networks tend to be much needed in areas of political and social upheaval and this makes the deployment and operation of these networks especially challenging - issues such as theft, vandalism and violence in certain areas, for example one of our projects in northern Mozambique."

Kennedy says One of the biggest challenges involves a limited base of skilled resources to deploy and operate these solutions - we continue to build up a skilled workforce and make efforts towards enhancing education and training levels to mitigate this while enhancing livelihoods.

Another challenge is relatively poor infrastructure. Road and rail infrastructure is not always in good condition, which makes transporting goods and skilled staff difficult for certain deployments. This also creates challenges with regards to the lack of access to electricity in certain areas in Africa, where alternative solutions need to be developed which in turn increases deployment costs and timelines.

Ward says "As we have supplied systems for railways and oil and gas, the technology is often deployed in remote un-manned stations," adds Ward. "Due to the vastness of the region many sites are some distance away from personnel, security of equipment can be a particular issue - so remote/security monitoring and CCTV transmission are requirements essential to ensure the integrity of the system."

Theunis Botha, who works on the sales & IT



teams at Africa Radio Distributors, a distributor and reseller of various RF related technologies and products, says there are three main issues.

The first is cost. "Although it is a definite contributor to the struggles of deploying critical communications systems, it is not the only deterrent," he says. "Some projects would have funding made available, and usually it is from an international source. The products available are trusted, tested and tried in many environments in other non-African countries and has become the benchmark for solutions deployed locally. There would be a lot more of these deployments if we had locally developed solutions and products to match the benchmark solutions at an 'African' cost. Purchasing in our currencies at United States dollar rates will keep Africa from delivering critical communication where needed most."

Another issue is stock and product availability - or lack thereof. "It is well known that Africa doesn't get first pick with a lot of things," Botha adds. "When there are stock shortages like the one experienced currently, one feels that we would be the last to receive deliveries. Decreased supply/manufacturing capabilities of most OEM that we distribute is not nearly meeting the demand experienced from almost all industry verticals. Back orders and resultant lead times are at an all-time high, and risk of cancellation of existing projects is an inevitable end to some projects. Lacking availability of best-in-class solutions and products, puts Africa further behind in terms of what we can deploy as a solution.

Last but by no means least, Botha cites education/expertise. He argues that not enough skilled people in the areas where deployment takes place. "If the knowledge of solutions was available to more semi-skilled workers, the solutions delivered would be so much better." Botha says. "A lot of training is available online but once again the internationalisation of the cost makes it difficult for your average African service provider to obtain the skills necessary to supply, deploy and even propose the best suited solutions. This does not consider the difficulty in deploying a scoped solution effectively and accurately. This might even cause a disparity between the engineered and delivered solution, which will result in distrust of the technologies and/or OEM involved with the failed solution."

Another seasoned vendor in this space is ST Engineering iDirect, a provider of VSAT ground infrastructure and technology innovations to the world's satellite operators and service providers. It prides itself on providing solutions

"Purchasing in our currencies at United States dollar rates will keep Africa from delivering critical communication where needed most"

to enable end users to quickly deploy satellite communications anywhere in the world.

"Satellite connectivity is critical for first response efforts, especially when terrestrial networks are destroyed or are unavailable." savs Pieter-Paul Mooiiman, regional vice president, Africa, ST Engineering iDirect. "First response teams may use satellite connectivity on-the-move to build situational awareness, at a disaster site to coordinate lifesaving efforts, and after a disaster to assist recovery operations. As emerging technologies are introduced to disaster response—such as drones and IoT devices-greater bandwidth is needed."

ST Engineering iDirect and its broader partners (VSAT ecosystem network operators/service providers and integrators) actively participate in emergency response situations globally.

"The ST Engineering iDirect platform is designed for network operators to meet a broad range of customer requirements from narrowband to demanding high-bandwidth applications across all markets," the spokesman.

Teltronic is a Spanish company with almost 50 years of experience in the design, development and manufacture of integral communication solutions has had more opportunities in the transport sector than in public safety and emergency attention.

"In Africa, some of our references are the Algiers Metro, or the tramways of Oran and Constantine (all of them in Algeria) as well as the Moatize-Nacala line, a mining train with more than 900 kilometres of track along the jungle of Mozambique and Malawi, which was a real challenge for us," says Josep Jonch, sales director, at Teltronic. "In public safety, we have some references in Mozambique, Botswana and South Africa.

Jonch also talks about challenges faced by mainly foreign companies.

"We think that the great challenges come from the cultural differences that exist; it is not something that happens only to Teltronic, but also to many Spanish and European companies," he adds. "In Africa, the problem we have encountered in our not so extensive experience is that investments often depend on subsidies or require the participation of a wide range of actors, which tends to slow down projects a lot."

While Africa does continue to face challenges in the critical comms space - be they cultural, financial, political or something else, the will is there. Like many things, progress takes time. ■



# On the road to 5G to support Africa's digital agenda

Robert Shepherd sat down with Nicolas Blixell, vice president of Ericsson Middle East and Africa to talk all things 5G



### Is the progress Africa has made with 5G so far good enough?

Africa is home to over a billion people, and it is also a continent with the most growing economies. ICT is essential for the region's development, and adequate ICT service deployment and digital connectivity will play a crucial role in achieving economic sustainability in the continent. We believe that ICT is the catalyst for digital transformation, with mobile networks being the crucial ingredient in increasing Africa's economic competitiveness in the global arena.

As digital infrastructure and transaction become increasingly impactful to the development of the African societies and economies, affordable broadband access will need to be extended to over a billion individuals to bridge the digital divide and enable them to reap the benefits of the digital economy. Prospects of 5G in Africa will accelerate the regional digital agenda.

The Ericsson Mobility Report shows us that more than 340 million people will be connected to mobile broadband across sub-Saharan



Africa and by 2025 and mobile data traffic in Africa will rise by more than 50% year-on-year - by far the highest growth rate worldwide. Connectivity will power Africa's digital future and in achieving a positive impact on people's lives. However, smarter, Al fueled networks will accelerate Africa's digital agenda, and drive the progress and prospects of 5G in Africa.

Ericsson works with key service providers across the continent, helping them create new services, explore untapped customer bases and capitalize on digital ecosystems.

### It has been claimed that 5G currently offers limited and uneven coverage, is only available in specific locations, with highly populated areas as the key focus. Meanwhile, 5G is on the horizon. How would you answer that?

With the advent of 5G, the criticality of networks has become as significant as their capacity. Ericsson works closely with network providers to implement the best building practices and design methodology to equip the modern 5G Site with mission critical support systems and future-proof hardware - while keeping sustainability and safety top of mind. Ericsson has addressed the 5G mid-band and high-band coverage limitations by developing a flexible 5G Carrier Aggregation solution.

5G Carrier Aggregation is a game-changer for delivering extended coverage and increased network capacity and higher data speeds. It supports control and data traffic on the uplink using a lower frequency band which increases coverage, and on the downlink with a mid or high-frequency band which increases capacity and data throughput.

### The close proximity 5G masts have to each other have led to concerns about health aesthetics. Are the concerns valid?

Over the past 50 years a large amount of research on radio waves and health has been conducted. More than 30 independent expert groups and health agencies, including the World Health Organization, have reviewed the available scientific data and have all come to the same conclusion: there are no established health effects from radio waves emitted from mobile phones and base stations complying with international limits. Ericsson's radio products are tested for compliance with relevant regulations and standards on electromagnetic fields before they are delivered to the market.

### Why are 5G upload speeds not very fast?

Today, as demand for cloud gaming, immersive media, and video streaming services grow at a faster rate than ever, 5G enables faster mobile broadband speeds and greater network capacity. We are aware that the key to building a better 5G is to achieve high network performance. Ericsson Uplink Booster

efficiently extends 5G mid-band coverage by a considerable margin. Uplink Booster is an innovative software solution which relies on a superior architecture and sophisticated software algorithms for 5G massive MIMO mid-band. The key benefits of Uplink Booster are extended coverage, improved uplink throughput and higher spectral efficiency. We remain committed to pushing the boundaries and ensuring our customers have access to the best mobile connectivity possible.

### 5G is a battery thirsty technology. What is Ericsson doing to navigate this?

Reducing the level of energy consumption associated with cellular network operations is a strong focus area for Ericsson, and a key sustainability improvement goal. We look at a lot of things in R&D and one of the most important things is energy consumption and reducing our carbon footprint. We have improved our energy usage by 40% on new technology versus our older releases and so operators are able to deliver the same 40% reduction. Typically, 40% of an operator's operational expenditure is on power, which means that if they can reduce consumption. they will improve their carbon footprint and give more competitive rates to the end users.

### Are the fears around cybersecurity valid?

Every business is now a digital business, and a weak security can result in companies facing significant loss and risk to business continuity. Cybersecurity is a critical element in all forms of telecommunications. The good news is 5G has the best security you can get. That's because it's embedded in the product so it can be used for the most important aspects of business. Ericsson is uniquely positioned as we understand telecom and IT environments,

offering decades of talent, practices and tools to manage the cyber security business process. Our services offer significant total cost of ownership optimization backed with telecom grade reliability when it comes to managing the cyber security business process.

### How do you accommodate the less rich nations when it comes to 5G roll out?

Ericsson has been connecting Africa for over 100 years and has built the wireless networks for every generation - from the early 1G networks to the first advanced 5G networks.

The African continent has very high potential for a new era of socio-economic prosperity which could be achieved by leveraging new technologies that make it easier to conduct business, raise productivity and efficiency while encouraging an inclusive society.

Ericsson is working with key service providers across the continent, helping them create new services, new customer bases and new digital ecosystems:

Our promise and commitment towards Africa are to always support a world where digitalization is transforming the ecosystem, enabling sustainable growth, economic development and creating opportunities for all.

Subsequently, Africa in Motion is Ericsson's mission to empower a sustainable and connected Africa. We are proud to play an active role in not just providing network excellence but also ensuring the nation is equipped to address digital opportunities with the right talent by fast-tracking and training potential leaders and innovators to engage with the most exciting technology on the planet.





# SAVE THE DATE

21 – 23 JUNE 2022

MESSE WIEN EXHIBITION CONGRESS CENTER, AUSTRIA

**SCAN THE** OR CODE TO



WWW.CRITICAL-COMMUNICATIONS-WORLD.COM/VIENNA









# Mauritania completes national broadband backbone network



Sébastien de Rosbo, research manager, BuddeComm

auritania's small population and low economic output has limited the country's ability to develop sustained growth in the telecom sector. Relatively low disposable income has restricted growth in the use of services, and thus of revenue which telcos can hope to gain from subscribers. In turn, this has impacted on their ability to invest in network upgrades and improvements to service of-

ferings. This has been reflected in the repeated fines imposed against them by the regulator for failing to ensure a good quality of service. There are also practical challenges relating to transparency and tax burdens which have hindered foreign investment.

However, financial support has been forthcoming from the government as well as the World Bank and European Investment Bank. Their efforts have focussed on implementing appropriate regulatory measures and promoting the further penetration of fixed-line broadband services by improving the national backbone network, ensuring connectivity to international telecom cables, and facilitating operator access to infrastructure. Much progress has been made to improve internet bandwidth capacity, including the completion of a cable link at the border with Algeria, and the connection to

### **FEATURE: COUNTRY BY COUNTRY**

Chart 1 – Growth in the number of mobile subscribers and penetration – 2012 – 2027

Year	Subscribers (million)	Penetration
2012	4.025	120%
2013	3.988	115%
2014	3.753	103%
2015	3.643	101%
2016	3.614	95%
2017	4.074	104%
2018	4.567	117%
2019	4.711	121%
2020	4.933	117%
2021 (e)	5.180	122%
2022 (e)	5.440	125%
2023 (f)	5.650	128%
2024 (f)	5.825	130%
2025 (f)	5.940	132%
2026 (f)	6.000	133%
2027 (f)	6.060	134%

Source: BuddeComm based on regulator data

the EllaLink submarine cable. In addition, the final stage of the national backbone network was completed in December 2021, which now runs to some 4,000km.

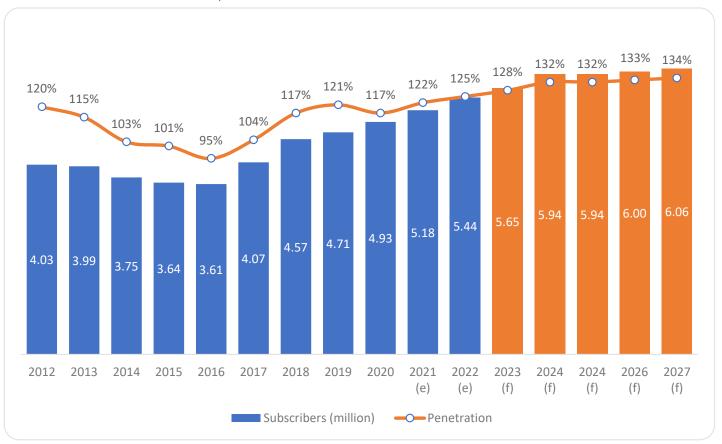
Mauritel maintains a virtual monopoly in the fixed-line sector, and there is little stimulus for new market entrants. Penetration of fixed telephony and broadband penetration is very low and is expected to remain so in coming years, though growth is anticipated following improvements to backbone infrastructure and the reduction in access pricing.

Most voice and data services are carried over the mobile networks maintained by the recently rebranded Moov Mauritel, Mattel, and Chinguitel.

### **Key developments:**

- · Last section of Mauritania's 4,000km fibre backbone network is completed;
- · Mauritania improves international bandwidth through connecting to the EllaLink submarine cable system;
- · Regulator awards LTE licenses to Moov Mauritel, Chinguitel, and Mattel;
- MNOs again fined for poor QoS;
- · Mattel secures satellite backhaul connectivity for remote areas.

Growth in the number of mobile subscribers and penetration -2012-2027



Source: BuddeComm based on regulator data



# Satellite broadband speeds up mining operations

YahClick, the satellite broadband service of UAE-based global satellite operator Yahsat, digs deep to help the mining sector of Sudan

he mining sector plays a significant role in the Sudanese economy with the country emerging as one of the largest gold producers in the world. In an increasingly competitive environment, mining corporations need to make decisions quickly to minimize risks to their business. These decisions can be made only after assessments

of operational information from multiple sites. To gain competitive advantage, companies urgently require internet-based communication systems, which can facilitate transfer of data in real time.

Mining is concentrated in areas that are generally inaccessible, and outside the range of terrestrial telecom networks. As a result, data

transmission can become quite challenging underground areas are difficult to access with traditional radio waves weakening and unable to penetrate obstacles and mine surfaces. Besides, there is a high probability of wired communication systems getting damaged in landslides or explosions.

Satellite networks have enabled mining

"After installing YahClick's satellite internet solution, we could successfully introduce modern systems for greater operational safety and secure data exchange at our mine that had previously been isolated from the world, as the nearest cellular network is 150 km away"

### YahClick customer, Nizar El Tijani

companies to overcome all technological barriers and provide high-speed broadband to remotely based work teams. Satellite communications systems ensure that users are able to exchange real-time information regardless of location, thus accelerating the decision-making process.

YahClick's customer required satellite broadband, public Wi-Fi and Point-to-Point services to link multiple work sites and crew on project commenced in February 2021. By June 2021, YahClick's satellite broadband service was activated at 40 sites across Sudan. Due to the remoteness of locations, transportation of terminals and other hardware proved to be difficult. Fuel shortage, vehicle malfunctions and non-availability of spare parts further complicated the deployment process. To expedite work, YahClick's support personnel switched to travelling in convoys, instead of

solitary vehicles. Moreover, they ensured that the equipment had a stable power source in off-grid areas, working closely with the client's IT department to set up the internal network and identify locations to install the terminals. YahClick's' ecosystem consists of Ka-band links, Mikrotik routers, Mesh access points, network controllers, Point-to-Point access points and IP phones.

Connecting the unconnected remains a the move. Covering 180 remote locations, the challenge in Sudan, because of major coverage and usage gaps in terrestrial broadband and mobile internet. With mining activity concentrated in areas unserved by cellular networks, companies have no options, other than satellite broadband, to connect remote sites and manage operations.

> In early 2021, a gold prospecting company approached YahClick for high-speed satellite broadband to link its multiple work sites, monitor onsite operations and dormitories.

It also needed public Wi-Fi and Point-to-Point services to supplement communications among workgroups on the move. Since maintenance of terrestrial systems is difficult in remote environments, the customer expected a robust and scalable solution capable of withstanding extreme conditions, while delivering uninterrupted communications.

Uniformly available across North Africa and highly affordable, YahClick's high-speed satellite broadband service can simultaneously serve multiple sites and workgroups. For the project, YahClick created an ecosystem consisting of Ka-band satellite links. Mikrotik routers, Mesh access points (AP), network controllers, Point-to-Point access points (AP) and IP phones

High-speed broadband is now available at locations, where internet was previously nonexistent. Efficiency has improved significantly, and mobile workforces are able to survey remote belts and expand operations without having to worry about gaps in connectivity.

YahClick has been commissioned to provide its services for five years. Post installation, internet is readily available in areas, where it was previously non-existent. The customer is able to survey isolated belts and expand operations without worrying about lack of broadband connections. Satellite internet has considerably reduced the time and effort spent in exchanging information from remote camps to the headquarters.

Moreover, YahClick could successfully create a highly responsive system that is contributing to the expansion of the client's business, and the advancement of local communities. Internet usage has increased exponentially within the neighbouring communities, as satellite broadband is universally available. They now rely on YahClick to learn and reach out to the world through e-classrooms and other online platforms.

"The availability of YahClick internet has greatly improved the lives of workers in the mining industry by boosting social communications with their families, enabling electronic banking services and helping overcome distances"

YahClick customer, Mohamed Sheikh El Din





obile Mark is a leading supplier of innovative, high performance antennas to wireless companies across the globe. We've been in the wireless industry for over 30 years and have our roots in the early Cellular trials. Today, we benefit from enhanced design capabilities and expanded production capacity – along with a greater understanding of new and emerging markets such as mining and exploration. Modern mining operations rely on a battalion of vehicles, ranging from massive extraction vehicles to modest-sized material transport trucks. These vehicles operate in tough environments where high vibration is a frequent wear and tear challenge. Mining companies throughout Africa have relied on our rugged, foam-filled mobile antennas for consistent connections. Mobile Mark's infrastructure antennas have been used for rapid deployment and redundancy coverage for effective wireless coverage in isolated settings.

www.mobilemark.com | enquiries@mobilemarkeurope.co.uk | (+44) 1543 459 555



SEE US AT ELECTRA MINING AFRICA 2022 JOHANNESBURG, 5 - 9 SEPTEMBER, HALL 9, STAND E14

## Curvalux antenna

Curvalux is a UKcompany, based which is rapidly making inroads into the African fixed wireless access (FWA) space. The Curvalux Edge Node 2.0 antenna system operates on



a 160MHz channel at a 60° sector in Wi-Fi 6 and includes 16 narrow beams working simultaneously using dual polarization enabling frequency re-use of limited available spectrum and high-capacity MIMO technology. The low side lobe level narrow multiple beams with high isolation offers good interference mitigation this results in improved C/I ratio hence more availability of capacity in 5GHz. curvalux.com

# Motorola's wireless bluetooth earbud

Motorola says this wireless earbud "has a simple, discreet design for business users wearing professional attire or for public safety users working undercover". This earbud has an inline microphone designed for transmissions in loud environments and comes with three sizes of eartips for optimal comfort. It comes with a long cord to offer flexibility in where you clip the PTT on your belt or shirt pocket. Note: this earbud must be connected to the appropriate push-to-talk pod. Police officers and other first responders wanting a secure solution with fast pairing will need to order the (NTN2571), while professional users wanting a costeffective wireless solution must order (NNTN8127). motorolasolutions.com



# 'A fast and versatile solution'

D-Link reckons the DAP-1665 wireless AC1200 dual band access point is a fast and versatile solution for bringing wireless AC to an existing wired network or extending a current wireless network. The latest draft 802.11ac technology, the company says, delivers combined speeds of up to 1200 Mbps, "so you can create a high-speed wireless link between networks, or quickly transfer large files wirelessly between computers on the same network". What's more, the DAP-1665 features the latest 802.11ac wireless technology, capable of delivering combined speeds of up to 1200 Mbps over two bands. Use the 2.4 GHz band's 300 Mbps for web surfing, email and chat, while simultaneously using the

lower-interference 5 GHz band for network bridging, downloading, and file transfers. The DAP-1665 can be configured to operate in several modes, allowing you to customize it to your networking needs. Access Point mode allows the device to act as a central hub for wireless users, giving them access to your existing wired network. Wireless client mode. is available to enable the DAP-1665 to connect to another access point and provide network and internet access to a remote wired device such as a gaming console or media centre. Bridge mode allows you to create a high-speed wireless link between two wired networks (LANs), alleviating the need to install additional network cabling. Bridge mode with AP adds



the functionality of a wireless access point to your bridged network, so wireless clients can access resources on both networks. Repeater mode extends wireless coverage of your existing wireless network to cover "dead" spots and reach farther into your home or office. dlink.com

# GL's validation and regression testing for emergency services mobile networks

GL Communications has introduced automated testing of voice quality and coverage for emergency services in wide-area mobile networks. Validation and regression tests can run continuously to generate thousands of measurements per day in various spaces.

Emergency services mobile networks include land mobile radio systems and often interface with the Public Switched Telephone Network (PSTN). These networks are used by police officers, firefighters, and other first responders and must reliably transmit audio between endpoint devices.

In responding to emergencies, communication between personnel is mandatory. Poor voice quality and long latency can lead to miscommunication resulting in catastrophic consequences such as



loss of life and damage to critical infrastructure. Clear voice quality is needed not just outdoors but in vehicles, aircraft, buildings, and underground as well.

"Objectively measuring end-toend voice quality in a wide range of scenarios spanning different locations can be challenging but is essential," said Robert Bichefsky, director of engineering, GL Communications.

"GL recently released a whitepaper proposing a systematic way to test voice quality over emergency services mobile networks. The resulting testing will identify gaps in coverage, potential sources of interference, and other obstructions. This will allow the users to identify and eliminate vulnerabilities in their emergency services mobile networks and better protect their citizens." gl.com

# 'Ultra-fast' mesh radio

Doodle Labs says this solution is designed for the field workers to use "the ultra-fast" private wireless mesh networks for team collaboration. The Wearable Smart Radio connects distributed teams to improve productivity and collaborate. The Wearable is cost effective and enables large scale deployments for disaster response, public safety and first responder teams. This solution is sleek and smaller than a smartphone, making it easy to carry. Builtin mobile Wi-Fi hotspot allows use of any standard device like smartphone, tablet and computer with apps for video, voice calls, and IMs. Use your company's productivity enhancing workflows from the remote jobsites on a fast, private wireless mesh network. Use cases include: off-grid communication, construction

sites, connecting workers, private wireless connectivity in healthcare, smart warehouses and 4K video streaming. doodlelabs.com



# Good for emergencies

All Kenwood's NEXEDGE NXDN and NEXEDGE DMR models feature Emergency Key and Emergency Call features as standard, while more advanced models additionally offer built-in or optional GPS modules, Lone Worker and Emergency Advanced Motion Detection Function. These are designed to be incorporated within a robust health and

safety and lone worker policy. In addition to its ITU recognised NEXEDGE NXDN fully scalable digital systems, Kenwood says it can offer ETSI compliant dPMR and DMR Tier 2, Tier 3 Trunked and Simulcast solutions. For more localised operations requiring a simple turnkey communication solution Kenwood offers its ProTalk digital license-free PMR446 and



kenwoodcommunications.co.uk

# ProTalk DECT fully duplex digital wireless intercom systems.

# New from Peplink

With 9.3dBi gain, the Maritime 10 10 is designed for Marine is a single-cellular antenna that can keep you connected even farther away from the shore, according to Pelink. Small and 5G ready, this antenna is a future-proof choice for any maritime applications. As the name suggests, the Maritime

Applications IP68 rated, durable omnidirectional antenna, with UV-stable housing, providing the best signal reception. It's also designed for 5G and offers wide bandwith - Wide frequency range (600-4200MHz) supporting LTE



and 5G connectivity. Peplink also says installation is easy as the solution supports standard marine 1" 14 TPI thread mount and also has an L-shape non-standard mount for installations. peplink.com

# 'The perfect wireless enterprise solution'

Allied Telesis brings to market the TQ6702 GEN2 Wi-Fi 6 (8x8) wireless Access Point. The company reckons the eight spatial streams on the solution enhance performance, "placing the device at the top of the class for bandwidth". What's more, the firm says support for real-time applications like streaming video makes the TO6702 GEN2 ideal for education, healthcare, manufacturing and busy commercial environments. Allied Telesis also says the highthroughput TQ6702 GEN2 maximises the benefit of Channel Blanket technology without compromising on overall performance. It joins

other "hybrid" access points in the Allied Telesis range that offer compatibility with legacy wireless clients and interference-free highdensity AP installations. "We've combined the power of Wi-Fi 6 and 8 spatial streams with our Autonomous Wave Control (AWC) wireless management platform," says Chris Dyke, sales director UK & Ireland at Allied Telesis. "AWC enables a self-tuning wireless network that automatically reconfigures itself for the best possible performance. With our Channel Blanket (AWC-CB) technology, a high-capacity single wireless blanket can connect all



devices in a building without worrying about interference or limited capacity. truly 'seamless roaming'." new TQ6702 GEN2 Wi-Fi 6 access point joins Allied Telesis' existing range of enterprise, small business, and outdoor access points. alliedtelesis.com

# Mobile Mark upgrades LTM series antennas

Mobile Mark's new LTMWG946 is an upgraded version of the LTM 900 series. It combines 11-antenna elements: 4x 5G Sub-6, 6x Wi-Fi 6E and a GNSS element in one antenna housing. The company claims this solution provides extensive MIMO coverage on both 5G Sub-6 and WiFi 6E. The LTM Series antennas now can be configured with Up to 6 Wi-Fi elements. The cellular elements for the LTMWG 900 Series are optimized to cover up to 7.2 GHz.

The LTMWG946 is designed for 5G Sub-6 fixed networks such as CBRS

& C-band private networks with supplemental Wi-Fi 6E coverage. This upgraded LTM series antenna is compatible with advanced multiband routers that are designed for high speed, large data transfers using 5G or Wi-Fi 6E, but is also backwards compatible for 4G LTE & Wi-Fi 2.4/5 GHz networks. In addition, it is customizable with fewer Wi-Fi elements. Typical antenna applications include vehicle fleet management and public transportation.

This compact antenna measures

only 5 1/2 inches in diameter and less than 2 ½ inches in height. The antenna is lightweight but according to Mobile Mark, which makes it easier to install. mobilemark.com



### O Look out for...

### BT trials new quantum radios for 5G & loT networks

BT in the UK announced a pioneering trial of a new hyper-sensitive auantum antenna technology using excited atomic states that could boost the capability of next generation 5G and IoT networks.

Atomic Radio Frequency (RF) receiver technology represents a revolutionary new way of detecting radio waves that could find much weaker signals than conventional receivers. The receiver works by using a quantum effect called "electromagnetically induced transparency" to form a highly sensitive electric field detector. BT's trial represents the first time a digitally-encoded message has been received on a 3.6GHz (5G) carrier frequency. Previously, simple audio has been received using much higher frequencies but this trial is the first industrial demonstration using digital modulation within one of EE's main commercial 5G frequency ranges.

This new type of receiver may reduce mobile network energy consumption, enable Internet of Things (IoT) devices to become more cost efficient and longer lasting and support lower-cost smart cities and smart agriculture. The new technology could in future form the basis of ultra-sensitive 5G receivers for use in very low power passive mobile networks.

"Our programme has huge potential to boost the performance of our next generation EE network and deliver an even better service to our customers," says Howard Watson, chief technology officer, BT. "Although it's early days for the technology, we're proud to be playing an instrumental role in developing cutting edge science".

Researchers at BT Labs in Martlesham are now working to miniaturise the equipment and find the optimum RF modulation and signal processing for potential use in future generations of radio networks.

# AFRICAN WIRELESS COMMS.COM



for African wireless communications, as it happens

www.africanwirelesscomms.com



# Orange France, Ericsson partner for 5G converged charging solution

Ericsson have signed a five-year agreement which will make Ericsson Charging the strategic monetisation platform for operator's 5G subscribers.

The standards-based, cloud-native Ericsson Charging solution will serve the nearly 28 million Orange France Customers, roamers in and private mobile radio users and 20 million IoT devices based on a container based deployment using Ericsson Cloud Native Infrastructure Solution



(CNIS). Ericsson Charging will be integrated with legacy business-toconsumer (B2C) and business-tobusiness (B2B) billing platforms, resulting in optimized cost and agility across Orange operations.

Highly configurable network services are expected to play a major role in the digital transformation of industries in the 5G era. These will also drive new requirements for charging operations.

"Ericsson Charging solution will provide us with advanced technology and the ability to accelerate our time to market for new products and services, delivering optimised operational costs, and improving our overall customer experience with real-time information," said: Emmanuel Lugagne Delpon, chief

technology officer, Orange France.

Bouétard, head of Ericsson France, added: "Orange France wants to drive its evolution to a full converged charging system for their 5G network. The Ericsson Charging solution enables them to realise, create, and capitalise on new digital

This agreement builds on the longterm Ericsson-Orange partnership. 2019, Ericsson was selected by Orange

opportunities".

France as its business support systems (BSS) provider for real-time online charging system to modernise and standardise charging systems for prepaid and hybrid users.



# Russia's MTS starts selling used and discounted smartphones

Russia's biggest mobile operator MTS has started discounted and used smartphones, offering consumers cheaper alternatives as inflation bites and Western brands suspend shipments against the backdrop of the country's invasion of Ukraine.

Smartphones from Chinese brands Huawei, Honor and Xiaomi, as well as South Korean manufacturer Samsung are now available for up to 50% less than new devices at stores and online. MTS said the brands offered and locations where they are sold would be expanded.

"This is a good opportunity for our company to offer consumers an additional way to save on purchases of quality gadgets," said Pavel Sukhovarov, head of retail network development, MTS

US tech giant Apple paused all product sales in Russia in early March, one of many Western companies to distance itself from Moscow since it sent tens of thousands of troops into Ukraine in February in what Russian president Vladimir Putin calls a special military operation.

Meanwhile, MTS has indefinitely postponed the planned sale of its tower assets.

The operator initially said that it was considering a sale back in November 2021 and was tipped to finalise an agreement in the first half of 2022. However, sanctions and the collapse of the rouble potential impacted negotiations. MTS owns circa 23,000 towers.

"We are continuing to look at different scenarios, we see interest in the asset and are in contact with potential investors," the operator said.

# Israel: Bezeq Telecom Q1 profit rises



Telecom reported a rise in first-quarter net profit after Pelephone

mobile phone service and Yes satellite TV unit attracted more subscribers.

The country's largest telecom group said it made 322m shekels (US\$96m) in the first quarter excluding onetime items, versus 299m shekels a year earlier. Revenue rose 1.5% to 2.26bn shekels.

Mobile unit Pelephone - Israel's third largest mobile operator - recorded quarterly net profit of 56m shekels, up from 8m shekels a year earlier.

The operator said revenue grew 11.5% to 437 million shekels driven by recovery in roaming revenues, growth in 5G plans and total subscribers.

Elsewhere, Pelephone's subscriber base rose to 2.583 million - 624,000 of them connected to its 5G network - from 2.492 million a year ago.

The company said its new fibre network now reaches 1.25 million households and it has 143,000 subscribers.

Meanwhile, Bezeq's satellite TV unit Yes posted a net profit of 10m shekels compared to breaking even a year earlier, as it added new subscribers while transitioning Internetbased broadcasts.

# Deutsche Telekom, Ericsson turn to wind, solar for 5G site

Deutsche Telekom Ericsson conducted a trial in which they transformed a live radio site using a management solution efficiently harness solar and wind energy while optimising power supply and demand.

The companies noted that the main aim of the partnership is to identify and validate energy efficiency and energy cost cutting solutions based on optimised energy consumption and control and increased usage of renewable energy sources.

Located in the Bayarian municipality of Dittenheim, the site has been partlypowered by energy from solar panels since the initiative began more than a year ago. Now, the Swedish gear-maker and German operator have added a wind turbine, capable of providing up to five kilowatts of additional power, as a second renewable energy power source.

"At Ericsson, we are committed to working with our customers to support them in cutting their carbon emissions," said Heather Johnson, vice president for sustainability and corporate responsibility, Ericsson. "This partnership is a great example of how we're achieving this through our bestin-class energy efficient equipment, which can be operated entirely with renewable energy."

The simultaneous integration of the two renewable energy sources was made possible by the Ericsson Power System, a new Ericsson energy management product. This integration means the site can theoretically be operated on a standalone basis without utilising its cable connection to the electrical power grid.

# **UAE state-controlled telco becomes** | Paraguay largest shareholder in Vodafone

Emirates Telecommunications Group has acquired a 9.8% stake in British carrier Vodafone for US\$4.4bn, making the largest shareholder in the company.

The state-controlled UAE group, formerly known as Etisalat and now rebranded e&. said the investment allowed it to "gain significant exposure to a world leader in connectivity and digital services". Furthermore, the investor said the transaction provided a "compelling

and attractive valuation".

The Abu Dhabi-listed group said it planned to be a long-term shareholder in Vodafone and that there were currently no plans to make an offer to purchase the mobile network operator outright.

"We are looking forward to building a mutually beneficial strategic partnership Vodafone with the goal of driving value creation for both businesses. exploring

developing global telecom market and supporting the adoption of next-generation technologies," Hatem Dowidar, chief executive, said in a statement

For its part, Vodafone said it looked forward to building a longterm relationship with its new major shareholder.

The purchase pushes e&'s stake in Vodafone ahead of BlackRock Inc., the Vanguard Group and HSBC Holdings, according to Bloomberg data.

# regulator launches mobile coverage tender

Paraguayan regulator Conatel

launched a coverage tender. funded with resources from the universal service fund

The latest tender is aimed at expanding network infrastructure mobile telephony services internet access data transmission

Conatel set a maximum subsidy of 5bn guaraníes (US\$700,000) and the bidder requesting the lowest amount will win.

Coverage areas include the Yacacvash indigenous community, a basic school in San Roque González de Santa Cruz, the Margariños community and parts of the Ramal Oeste 193 road.

Offers may be submitted between May 30 and June 20 and envelopes will be opened that same day, Conatel said.

Three previous Conatel tenders in 2020 and 2021 were related to the expansion of the emergency system.

Earlier this year, the regulator approved the telecommunications development plan that aims to increase broadband coverage to 80% of the population by 2030.

## Canada: banning Huawei and ZTE is the 'right decision'

Canada is banning two of China's Telecoms, Huawei and ZTE from working on its 5G phone networks, calling the move "the right decision".

The ban means Canadian telecoms firms will no longer be allowed to use equipment made by the two telecom equipment giants and comes after a review of Huawei equipment back in September 2018 by the Canadian authorities.

Minister of innovation, science industry Francois-Philippe Champagne said the move would "protect the safety and security of Canadians"

Huawei has come under increased pressure in recent years as the US cracks down on Chinese companies that it believes are enabling or undertaking activities that could threaten its national security.

The UK, US, Australia New Zealand have all banned or restricted the companies on their high-speed networks.

"Let me be very clear: We will always protect the safety and security of Canadians and will take any actions necessary to safeguard our telecommunication infrastructure," Champagne told reporters. "In a 5G world, at a time where we rely more and more in our daily lives [on] our network, this is the right decision."

A spokesperson for Huawei Canada said the Chinese firm met the news with huge disappointment.

"This is an unfortunate political

decision that has nothing to do with cyber security or any of the technologies in question," spokesperson added. "Over past 13 years. Huawei Canada has devoted itself to helping Canadian carriers build out their wireless networks and provide quality services for the Canadian people. Huawei equipment, including both hardware and software, has been routinely and closely scrutinized by the government and its security agencies according to stringent quality standards. There have been zero security incidents caused by Huawei equipment throughout this entire period."

spokesperson The Huawei is "proud" of its security

# Brazil hosts 5G backhaul demo via LEO satellite

Telesat and Telefónica completed the first 5G Low Earth Orbit (LEO) satellite backhaul demonstration in Brazil and Latin America.

testing campaign was managed with Telefónica Global Solutions (TGS), the Telefónica Group's satellite service provider, with the help of its engineering teams together with those of Telesat. The Telesat Phase 1 LEO satellite layer 2 backhaul link was connected to TGS's 5G test environment.

An 85cm Intellian gyro-stabilized Ka-band terminal with a 10 Watt BUC connected Telefónica Global Solutions' data streams to the

Phase 1 LEO, validating that a small, carrier-grade terminal can achieve the desired performance to properly support a 5G backhaul network.

"Building on our successful LEO test with Telesat in Europe, we were eager to evaluate the performance of the Phase 1 LEO integration with a 5G network," said Eloy Rodríguez Villa, SVP global wholesale customers, Telefónica "With Solutions. performance results achieved being close to fibre connectivity, Telesat Lightspeed provides a compelling value proposition for our 5G network rollouts across the globe."

Numerous applications

tested across the satellite backhaul link, including upload and download speed, as well as video streaming. Network measurements of latency, jitter and bitrate were recorded throughout the testing campaign - they all met the functional requirements for integration with a 5G core network.

Wajnberg, manager, Telesat Brasil, described satellite backhaul as a perfect application for Telesat Lightspeed, "with the ability to deliver multiple Gbps into remote communities with transformative performance and economics".





# A&Q

### Richard Jacklin director of sales ViaLite -

### What was your big career break?

When I became a ghostbuster and I don't really believe in ghosts! My career was going along quite nicely; apprenticeship, degree, graduate engineering, engineering manager etc., probably similar path to many folks. One night I was watching television and a programme called "Most Haunted", an entertainment show where ghost hunters scare themselves stupid in a spooky house, and they showed these bright white sparks being captured on video. At that time I was working on a project for a very large US automobile company and I'd invented a simple device that measured negative ion fields from electric discharge - a spark. The available negative ion detector units on the market at the time were priced at approximately \$1,000, but I could produce and sell a unit for \$50. I phoned up a few ghost clubs and bingo, I had the start of my own business. I ran this business for about 3 years and covered all aspects of marketing, sales, production, new product development, logistics, shipping basically everything. The business was totally bonkers and I became the number one supplier in the UK, supplying all the paranormal investigative clubs, presenting at conferences, appearing on ghost TV programmes. I then finished the business and licenced the products to a couple of contacts in the wireless business - one of them being a senior Director in T-Mobile. Anyway it taught me so much about what it takes to run a real business at grass roots level and it gave me the knowledge and confidence to leap across fully into the commercial side. I then took business development and sales management roles in companies including UL, Keysight and my current role heading up Vialite Communications. If you're serious about business, doing an MBA is perhaps one useful way, another way is to just start a business.

### Who was your hero when you were growing up?

As a nerd and amateur inventor

growing up in the early eighties, I was a Sinclair computer fan. Christmas 1981 I came down with chicken pox so I spent the holiday in bed with my brand new Sinclair ZX-81 complete with pressure sensitive keyboard trying to work out what a program was for the first time: best Christmas as a child ever. Sir Clive Sinclair was the man of the time with his ZX-81 and then Spectrum computers, but I never got my hands on the Sinclair C5 electric trike. He was so far ahead of the time as proven now by the proliferation of electric vehicles. If only we kept the faith in what he was

### Which law would you most like to change?

doing: just look at Tesla!

In the late nineties I was involved in radio equipment test and approval. In 1999, the Radio equipment and Telecommunications Terminal Equipment (R&TTE) directive was introduced across the European Union, basically ending national Harmonising approval. approvals across nations is no bad thing, but the implementation dropped many performance and protocol requirements effectively lowering the bar to cheaper, more poorly designed and manufactured imports. In my opinion it massively harmed the technical manufacturing capability of Europe and we ended up with lower performing wireless products as a result. So I would support raising the bar again. Anyway, just after this regulatory change happened in 1999 we had the UK 3G mobile phone spectrum auctions, where the government raised over £20 billion from five licences. Then a little bit later Motorola closed their West Lothian flagship mobile phone factory; shame the auction monies couldn't have been used to support the UK wireless industry; just saying!

### What's the strangest question vou've ever been asked?

I was stood in front of a group of executives from AT&T in an office in Seattle and one of them asked "Do you realise what you've presented is possibly a career limiting move?" It was one of those bottom clenching moments that only happen fortunately a few times in your career. Basically this was in the

early days of the development of 4G cellular At that time Verizon had released its infrastructure rollout plan and the frequency bands it was going to occupy: AT&T had not released their plan yet. My presentation showed support for the Verizon frequency plan, and no frequency plan for AT&T. Perhaps the AT&T executive thought I was a mind reader about what they were planning to do, but it taught me an important lesson about how competitive information should be presented on product roadmaps!

### What's the best piece of advice you've been given?

During your career you meet some absolute gems and few years ago I was working with a Global Sales Director called Mr Pax Andersson. Pax was a loud, brightly dressed, gregarious, Swedish, demanding, funny gentleman who made a big impression on anyone he met. When he joined the company I had the job of training him about our product line up and how we go to market. Before I wheeled out my standard presentation spiel he just said to me "Look Richard, don't bulls\*\*t me with a long slide-deck, I just want to know three things; (1) Why does the customer buy this type of product? (2) Why should the customer buy the product from this company? (3) Why should the customer buy it now?" He wanted these three simple questions covered off in every piece of communication to the customer, whether in a presentation, chat, exhibition stand, press release, basically everything that is communicated. It's a simple mantra, but crikey it really focusses your messaging. Sadly Pax passed away just as he retired, and he is missed a lot. Pax also had another interesting mantra, one given to him from his Swedish grandmother about eating fruit; "When you get a piece of fruit, wash it. Then wash it again. Then wash it again. Then wash one more time. Then put the

fruit in the bin."

### What would you do with US\$1m?

Well obviously this starts with buying the Mrs Jacklin something nice, probably a cruise somewhere when the pandemic has been overcome. I suppose I would also put some money down for house deposits for the daughters. Getting your first property in the UK is becoming increasingly hard for first-timebuyers, so bank of mum and dad will probably be needed. Then I have a list of guilty pleasure purchases based mainly around my love of analogue synthesisers; Sequential Circuits Pro-One, Roland TR-707, Oberheim Matrix 12. Oh, and I almost forgot, a Sinclair C5 electric trike. Can't say at this stage in my career I would necessarily invest it or start a new business, I think I would rather enjoy spending it more frivolously.

### If you could live anywhere, where would you choose?

I've been lucky to see a lot of places around the globe through work travel, and some of my favourite places include Austin Texas. Oulu Finland, actually most of Scandinavia is great. But really this is a weird question for me, I'm quite happy living where I am which is a modest sized village in Hampshire, England. One thing I've learnt is that it is not all about the buildings. history or how pretty a place can look; it's about the community in it. Friends that you can share good times with, and help each other out through good and bad times. It also helps to have some good pubs too!

### Where must you visit before it's too late?

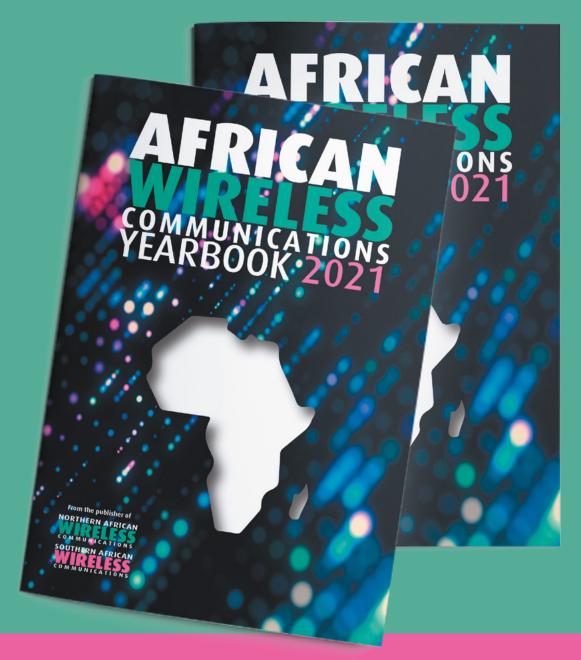
Although I've been close to the Arctic Circle many times, I still haven't seen the Northern Lights.

### If you had to work in a different industry, which one would you choose?

Well it's getting a lot of attention now, but space launch vehicles and the aerospace industry still excites me. The physics of getting these huge pieces of metal into the air and also into space is fascinating. I still can't get my head around how a Boeing 747 can actually fly. Anyway I'm not quite ready for putting out to pasture yet, so there may still be time for me to get into it.

# Do you want to be involved with the 2022 edition of the African Wireless Communications Yearbook?

We're looking for the usual quality of comment and opinion from thought leaders, industry influencers and technological experts within the African marketplace. For all editorial enquiries contact Robert Shepherd – roberts@kadiumpublishing.com



We have key sponsorship options within specific technology chapters and on primary positions.

For all advertising enquiries contact Kathy Moynihan – Kathym@kadiumpublishing.com

See the latest edition on www.africanwirelesscomms.com