"A member of the IDC group of companies"

INFRATEL
Africa's Reliable Digital Solutions Provider

Accessible Everywhere

Andrew Ngulube – Chief Commercial Officer

Digital Savviness

o Comfortable with digital tools

o Prefer digital communication

o Expect Human Capital to provide them with digital tools.

o Value workplaces embracing digital transformation

Purpose and Meaning

o Driven by a sense of purpose and meaningful work contributions.

o Seek personal development opportunities aligned with values and beliefs.

Work-Life Balance to Work-Life Integration

o They seek blending work with personal life seamlessly.

o They value flexible work arrangements, such as remote work options, flexible hours

o Time Poverty

"Empower Your People, Embrace the Future: Digitize for Modern Minds!"

Integration of Digital Technology is essential for:

• **Efficient Operations**

• **Effective Communication**

• **Automated Business Processes**

• **Reduced Cost to the Business**

• **Better Employee Experience and Satisfaction**

• **Empower employees for agile, flexible and quicker service to the market**

Digital Savviness

Purpose and Meaning

Work-Life Integration

Digital Transformation is a force that cannot be stopped by apathy, join whilst there is still time!

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Human Capital

The Future is Here!

i. **Chatbots and Virtual Assistants:** AI-driven chatbots offer instant HR support and answer employee queries.

ii. **Candidate Matching:** Digital algorithms that match candidates with job roles based on skills and experiences.

iii. **Skills Mapping:** AI helps map employee skills, identify gaps, and recommend personalized training.

iv. **Performance Monitoring:** Digital tools providing real-time performance feedback and suggesting improvements.

v. **Generative AI acumen required**

ICT & Telecoms

Do not be Left Out!

i. 5G Technology
ii. Inter of Things
iii. AI, AR, VR and Big Analytics
iv. Cloud Computing, Software Defined Networks, Converged Core Networks
v. Mobile Virtual Networks
vi. From MNO's to DSP's
vii. Mobile Money to FinTech
viii. Ecosystems Partnerships (Across all industry verticals)

SME's

You Snooze you Lose!

i. Cash is longer king! Online payment solutions will differentiate your business.
ii. Online Presence: You cannot survive without online presence (e-Commerce)
iii. Data & Information are a critical resources.
iv. Cyber Security: The need to secure your data and your customers.
v. CAPEX Down: options for accessing information systems with low Capital expenditure

All Industries

Get Ahead of your Peers!

i. Automation of Workload – workloads will continue being automated to ensure efficiencies and competitive advantage.
ii. Automated Manufacturing:
iii. AI - Artificial Intelligence will be used in all types of businesses, especially those that deal with security.
iv. Chatbots: Chatbots will be handling all day-to-day interactions between businesses and their customers.
v. Cyber Security

At the centre of the future we predict, is **Digital Technology**

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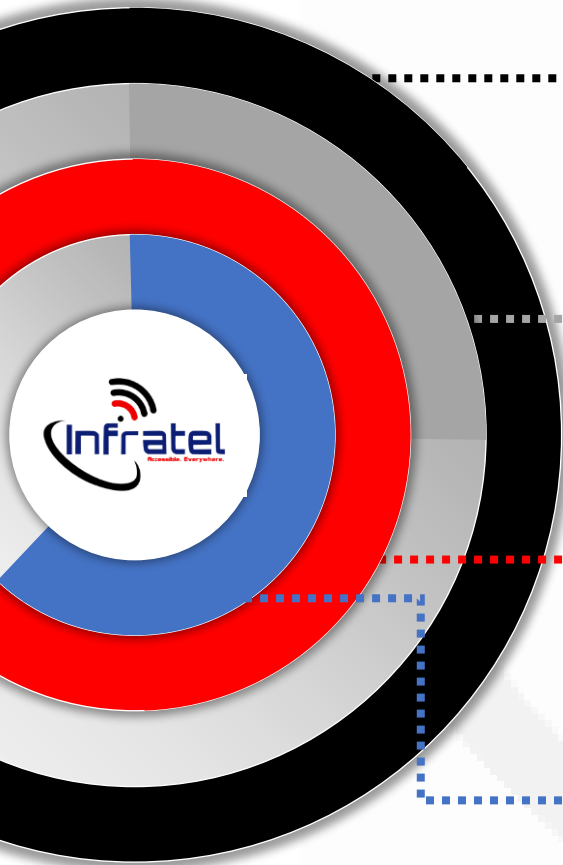
INFRATEL was established by government through IDC.
- The company commenced operations in September 2019
- We are currently 100% owned by IDC.

INFRATEL's STRATEGIC ROLE
To accelerate growth of the Telecom and ICT Industry through provision of shareable Telecom and ICT infrastructure services to public and private customers.

- INTRATEL Owns & Operates three best-in class Tier III Certified Data Centers
- INTRATEL Owns & Operates 1253 Telecom towers distributed countrywide

SOME OF OUR SERVICES
1. Tower colocation 2. Data Centre Colocation 3. Data Storage 4. Server Renting (Physical and Virtual) & 5. Software Development 6. Fibre Transmission
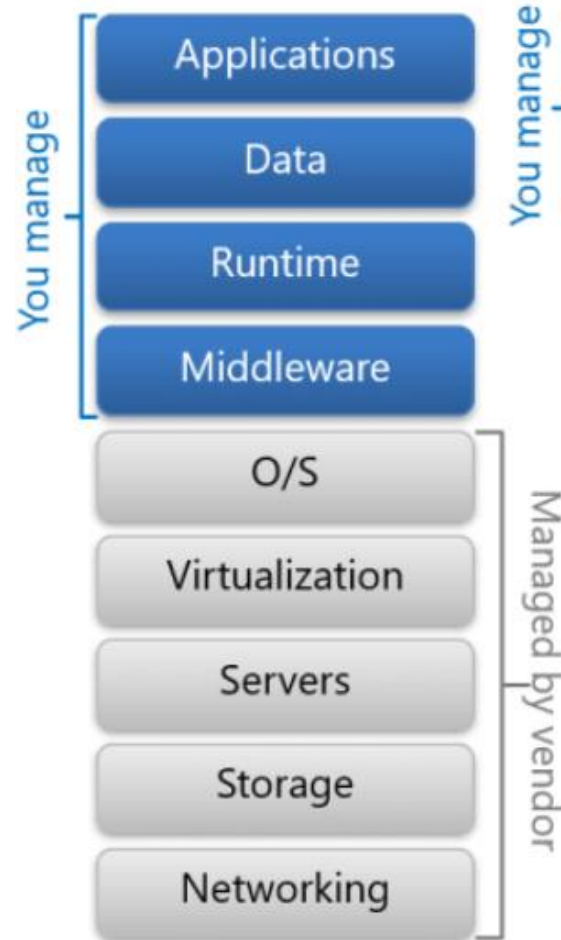
INFRATEL CERTIFICATIONS

TIER III DESIGN
INFRATEL Corporation Limited
INFRATEL Data Centre - Production Site
Expires 5 February 2022
UPTIME INSTITUTE CERTIFIED

PCi DSS COMPLIANT

bsi. ISO/IEC 27001 Information Security Management

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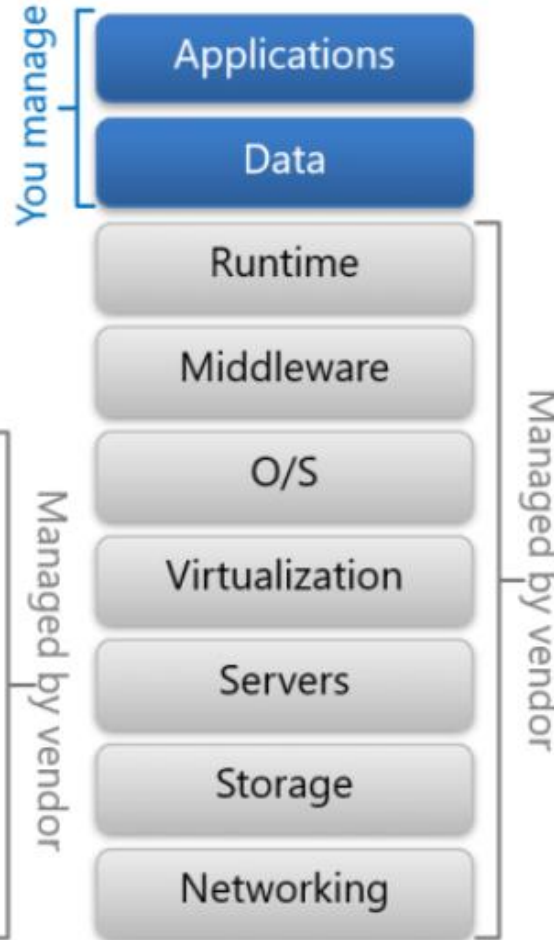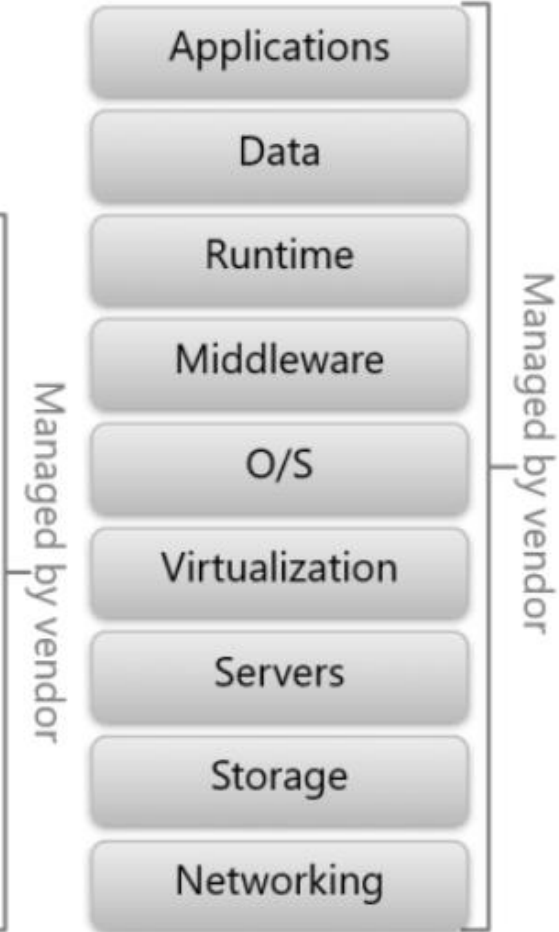
INFRATEL's SPACE

INFRATEL'S Key capabilities

- ❏ Power Capacity – 6 days Power Backup
- ❏ Connectivity Capacity
- ❏ National Coverage presence with over 1,200 tower
- ❏ Presence of all ISPs and Carriers (Carrier Neutral)
- ❏ Cloud Neutral (Fusion Cloud, Azure Stack + Oracle ++)
- ❏ Globally Certified Data Centres
- ❏ Modern Data Centres
- ❏ High Security Standards
- ❏ Geographical Redundancy
- ❏ Scalable Capacity
- ❏ Connectivity to other countries
- ❏ Tried and tested solutions

Bespoke Solutions

Website Design and Development

Web Application Development

Mobile Application Development

Software Application Development

USSD Application Development

Systems Integrations

- ✓ Choose INFRATEL for unparalleled excellence in custom software development.
- ✓ Elevate your digital experience with our cutting-edge solutions designed to seamlessly integrate with your unique vision.
- ✓ Trust INFRATEL to deliver scalable and secure solutions that grow with your business.
- ✓ Embrace agile development methodologies for rapid, transparent, and collaborative progress.
- ✓ Your success is our priority, and with INFRATEL, you're not just choosing a service; you're selecting a partner in your digital journey

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Software as a Service (SaaS) Framework

1. Recruitment and Selection (eNchito Job Portal)

2. Document Management System

3. Performance Management System

4. Visitors Information Management System

5. Contract Management System

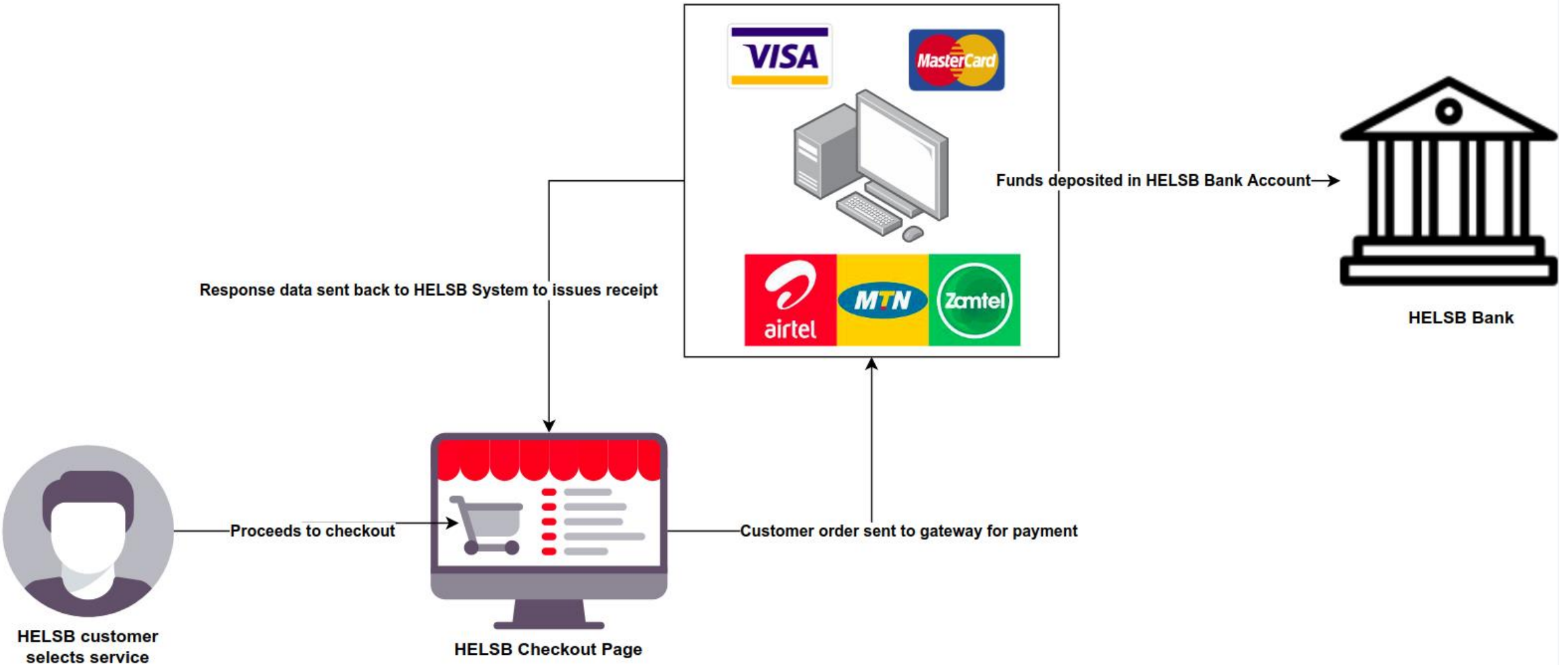6. Event Management Application (Conference App)

What you will gain

- ✓ 24/7 Availability
- ✓ Agility
- ✓ Close process loopholes
- ✓ Increased efficiency

Customer completes payment on INFRAPay

Funds deposited in HELSB Bank Account →

HELSB Bank

Response data sent back to HELSB System to issues receipt

Proceeds to checkout

Customer order sent to gateway for payment

HELSB customer selects service

HELSB Checkout Page

High CAPEX - Data Centre Build is a high capital-intensive project

Shortage of Digital Skills - To develop digital solutions & automate workflows

Cybersecurity Threats – Securing Digital Infrastructure is expensive

High OPEX - High Operational Expenditure to maintain Data Centre Facilities

Innovation Curve is Steep - Businesses need to focus on their core businesses to remain viable

INFRATEL is your Partner of Choice to take away the burden!

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Products & Services

Key Certifications

- ✓ Colocation (Data Centre)
- ✓ Offsite Data Backup Services
- ✓ Server Renting
- ✓ Storage Renting
- ✓ Disaster Recovery Services
- ✓ Corporate Email Service
- ✓ Digital Solutions & Innovations
- ✓ Payment Gateway Integration Services
- ✓ Website Hosting & Domain Registration
- ✓ Tower Colocation Services

PCi DSS COMPLIANT

TIER III DESIGN
Company
Data Center
Expires 30 January 2017
UPTIME INSTITUTE CERTIFIED

bsi. ISO/IEC 27001 Information Security Management

- ✓ Zero Security Breach
- ✓ 100% Availability

From 2016 to date

IDC Industrial Development Corporation

INFRATEL Value Proposition

INFRATEL will help your organisation to:

- Reduce your ICT CAPEX & OPEX Budgets

- Have peace of Mind to focus on your core Business & Innovate Quickly

- Attain Audit, Legal & Regulatory Compliance for your Business

- Support Your Compliance to Data Protection, Privacy & Cybersecurity Legislation

- Actualise Disaster Recovery for your organization

- Offer Excellent Customer Experience for your customers

- Accelerate the Business Digital Transformation for your organization

- Adopt a Cloud Strategy

- Adopt an outsourced business model for all shareable infrastructure

- Enhance your Coverage reach through our Tower Infrastructure

Our Customer Portfolio

Banks & Financial Institutions	**Insurance Companies**	**Academic Institutions**
Ministries, Provinces & Agencies	**Health Care Facilities**	**SMEs & Corporate Enterprises**
MNOs & ISPs	**Mines & Exploration Companies**	**NGOs & UN Agencies**

SPEAK TO US TO SUPPORT YOUR DIGITAL TRANSFORMATION JOURNEY

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