

Job Title	Country	Company Profile
ABS		<p>ABS is one of the fastest growing global satellite operators in the world. ABS offers a complete range of tailored solutions including broadcasting, data and telecommunication services to broadcasters, service providers, enterprises and government organizations.</p> <p>ABS operates a global fleet of 6 satellites including ABS-2, ABS-3A, ABS-4, ABS-6 and ABS-7. ABS-2A was recently launched on 15th June 2016. Its extensive teleport network provides comprehensive coverage to 80% of the world's population across Africa, Asia Pacific, the Americas, Europe and Middle East, CIS and Russia. ABS has strategic alliances and partnerships with state of the art communication hubs, to deliver the best possible satellite solutions.</p> <p>The new satellite, ABS-8 is under procurement for future deployment. ABS plans to add more satellites over the next 2-3 years to its growing fleet.</p> <p>Headquartered in Bermuda, ABS has offices in the United States, Dubai, South Africa, Germany, Philippines, Indonesia and Hong Kong. ABS is majority owned by funds managed by the European Private Equity firm Permira.</p> <p>For more information, visit: www.absatellite.com</p>
Abdurrahman Razak	Senior Sales Director, Africa	South Africa
ACE Consortium		<p>ACE is a consortium of telecom operators from Africa and Europe under the initiative and leadership of France Telecom. The Consortium recently launched segments one, two and three of the ACE submarine cable for commercial service on 19th December, 2012. These segments being the first phase stretched from France to Sao Tome connecting 14 coastal countries and two landlocked countries, namely, Mali and Niger. The second phase, which will complete the 17,000 km cable distance to South Africa, is now launched by ACE for potential investment. This plans to provide landing stations in Democratic Republic of Congo, Angola and Namibia with plans to further connect landlocked countries along the way. Altogether 23 countries will be connected to the ACE submarine system. The ACE system has a design capacity of 5.12 Tbps and supported by the new 40 Gbps wavelength division multiplexing (WDM) technology that would accommodate tomorrow's ultra-broadband networks.</p>
Lamin Jabbi	Chairman RC & SC ACE Consortium	Gambia
Yves Ruggeri	Chairman	France
Samba Khonte Coulibaly	Middle Manager for Commercial Voice and Roaming	Senegal
Avanza Solutions		<p>Avanza Solutions leads the marketplace by developing and delivering specialized IT products, solutions and services to Tier one financial institutions, mid large corporations and government organizations in Middle East, Asia and Africa.</p> <p>Avanza serves 300+ clients in more than 45 countries. We have over 500+ product deployments, processing over 8+ million transactions every day on 9000+ terminals, backed by a team of 300+ expert resources worldwide.</p> <p>Avanza also has long standing partnerships with AVAYA, IBM, NCR, Microsoft, HP, Oracle & Teradata. We have over 16 years' of experience in implementing solutions globally.</p> <p>Avanza is highly regarded specifically for its financial services technology. We continue to contribute a diverse range of innovative products including award-winning solutions for Self-service Banking and Transaction Processing, Customer Service and Experience, and Business Automation and Collaboration.</p>
Captain, Abhay Agarwal	Chairman (SCI)	Uganda
Waqas Mirza	Managing Director	Pakistan
Zeeshan Mazhar	Territory head Africa	Uganda
Avanti		<p>Avanti connects people wherever they are – in their homes, businesses, in government and on mobiles. Through the HYLAS satellite fleet and more than 180 partners in 118 countries, the network provides ubiquitous internet service to a quarter of the world's population. Avanti delivers the level of quality and flexibility that the most demanding telecoms customers in the world seek.</p> <p>Avanti is the first mover in high throughput satellite data communications in EMEA. It has rights to orbital slots and Ka-band spectrum in perpetuity that covers an end market of over 1.7bn people.</p> <p>The Group has invested \$1.2bn in a network that incorporates satellites, ground earth stations, datacentres and a fibre ring.</p> <p>Avanti has a unique Cloud based customer interface that is protected by patented technology. The Group has three satellites in orbit and a further two fully funded satellites under construction.</p>
Erik Childerhouse	Principal Consultant	UK
Srinath Logasubramanian	Senior Manager Government Sales	UK
Moses Hella	Sales Manager	Tanzania
TBA	TBA	
Case on IT		<p>MedUX (Case on IT)</p> <p>MedUX is the next generation specialist in customer's digital experience measurement and improvement, providing cutting-edge tools and innovative solutions for telecom operators, governments, and companies. Our solution enables our clients to outstand from their competitors, increase sales, reduce costs, and enhance their value proposition by keeping their customers happy and satisfied anticipating their problems and avoiding complaints. MedUX is delivered with a zero friction model, with no integration at all, no licenses, quick training, and zero hardware or software costs. MedUX has been deployed in 8 countries worldwide measuring QoS and supporting CEM for companies such as Vodafone, Orange, AT&T, Claro Colombia, and regulators such as the CRC in Colombia.</p> <p>At MedUX we are Live Customer Experience.</p>
Ricardo Bárcena	VP Marketing & Business Development	Spain

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Begoña López Pedra	Marketing and Communications	Spain	<p>About China Telecom South Africa (Pty) Ltd. (CTSA) Established in 2012 and based in Johannesburg, CTSA commits to establish an Information link that connects Africa with Europe and Asia Pacific Area, especially China. Along with our strategic partners, CTSA provides customers throughout the Africa region with proven global business communication solutions and services.</p> <p>CTSA is in an unrivalled position to serve as the gateway for businesses to expand both into and out of Asia. We provide a comprehensive range of quality solutions and services that enable Chinese businesses to expand into the Africa market. At the same time, we empower African businesses to deliver their Asia strategies through our superb connections in China and neighbouring countries, such as Singapore, Japan, and ASEAN etc.</p> <p>Customized and competitively priced, our integrated communication solutions are tailored to fulfil any global communication need.</p> <p>Our solutions include:</p> <ul style="list-style-type: none"> • Global Managed Bandwidth Solution • Global Managed IP Solution • IP Transit Solution • IDC and ICT solutions
	China Telecom (Africa and Middle East) Limited		
Dayong Zhang	CTO	Dubai	
Eric Muhanda	Carrier Business Manager	Kenya	
Qiang Guo	Managing Director of China Telecom Kenya	Kenya	
	DataZuum		<p>Datazuum is a business intelligence & analytics consultancy. Our senior specialists each have an average of 20 years of experience in the field across different sectors – from retail, financial, technology, media & telecoms, government, utilities, e-commerce, postal, leisure and beyond. We work quickly and collaboratively with business and technical stakeholders, and offer practical advice about getting insights from your data.</p> <p>We help assess your current capabilities, develop an analytics strategy and roadmap, provide impartial evaluation of vendor products, design data architectures and models, develop dashboards, implement data governance, execute your analytics strategy, and help build your internal analytics capabilities.</p> <p>We guide you every step of the way, help you avoid all the pitfalls of 'boiling the ocean', make executing data strategies easy for you and take the guesswork out of decision making.</p>
Samir Sharma	CEO	UK	
	Escrow Europe (Pty) Ltd		<p>Many organisations are entirely dependent on third party technology (proprietary/licenced technology, software products etc) for their mission critical business processes and functions. This dependency constitutes Operational Risk. It is crucial for such IP End-Users to mitigate their exposure to such risk. An escrow arrangement is the most cost effective tool for protecting the interests of both parties – the IP End-User as well as the IP Supplier. Constituted in South Africa in 2003, Escrow Europe (Pty) Ltd is South Africa's leading IP escrow service provider and is dedicated to the highly specialised practice of locally and internationally effective escrow solutions, tailored to manage IP dependent operational risk.</p>
Guy Krige	Principal Consultant	South Africa	
	Etix Everywhere		<p>Etix Everywhere finances, designs, builds and operates smart data centres anywhere you need.</p> <p>Colocation - Because when it is about hosting your data, proximity matters, Etix Everywhere is deploying a global network of interconnected local colocation data centres throughout Europe, Middle East, Africa and the Americas. All the data centres of Etix Everywhere's global network have a homogeneous design and offer the same level of services. So you feel at home wherever you locate your IT infrastructure.</p> <p>Turnkey - Because some companies prefer operating their own data centres, Etix Everywhere builds tailor-made, eco-friendly and easy to operate turnkey infrastructures, and helps you find innovative financing solutions for acquiring these top-notch assets.</p> <p>Join Venture- Alternatively, if you are willing to get the benefits of owning a world-class data centre without the struggles of financing, building and operating one, Etix Everywhere offers joint-venture opportunities.</p> <p>Our clients, such as Atos, Société Générale or Les Mousquetaires, have benefited from Etix Everywhere's renown expertise and extreme rapidity to deliver reliable and high quality Data Centres everywhere. Innovative financing solutions, extreme simplicity of operation thanks to a groundbreaking design, and breakthrough AI-technologies developed by Etix Everywhere's R&D lab are amongst the unique selling points revealed by the company's demanding customers.</p>
Mariama Sow	International Business Developer	Luxembourg	
Pierre Patris	Regional Manager Africa	Luxembourg	

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GlobalTT sa/nv		<p>GlobalTT has more than 20 years of experience in the field of satellite internet</p> <p>GlobalTT is a European company based in Brussels, Belgium that provides simple and complex satellite Internet solutions and services around the world, mainly in Africa. Founded in 1994, GlobalTT is constantly developing new solutions to offer the best and most secure services to its customers.</p> <p>We are one of the very few satellite operators and satellite providers on the same site: As a private satellite earth station, GlobalTT performs 100% of its operations and controls on one site (antennas, fiber, bandwidth platform, security, support team, NOC, sales team, logistics, developers Software and hardware, quality control, 24-hour monitoring, stock, management, etc.)</p> <p>GlobalTT has advantages and options that you will not find anywhere else! As an operator, GlobalTT uses and manages the bandwidth of 10 satellites to cover the regions of its customers - in Ku-band and C-band for Africa, in Ku-band for the Middle East and in band -Ka for Europe.</p> <p>This type of configuration and organization gives us the unique advantage of being able to manage all our operations very quickly, in a very efficient and extremely precise way. And so, to offer a service of very high quality to all our subscribers</p>
Jean-Louis Gago-Garcia	Founder & Manager	Belgium
Hughes Network Systems, LLC		<p>Hughes Network Systems, LLC (HUGHES) is the world's leading provider of satellite broadband solutions and services delivering innovative network technologies and managed services to enterprises and governments globally. Hughes maintains approximately 50 percent share of the VSAT market. Hughes owns and operates service businesses in the U.S., Europe, India, and Brazil, delivering continent-wide Hughes broadband satellite and terrestrial connectivity. HughesNet® is the #1 consumer high-speed satellite Internet service in the marketplace with active users now numbering over one million in North America, making Hughes the largest provider of high-speed satellite Internet access. Around the globe, Hughes supplies authorized service providers, government organizations, and businesses with advanced broadband systems and terminals. Hughes JUPITER™ High Throughput System (HTS) is the leading choice to power broadband services by HTS operators around the world. Hughes designs and manufactures products including satellite Network Operations Centers (NOCs) and gateways; broadband satellite terminals; and mobile satellite network infrastructure, handhelds and high-speed IP data terminals. Headquartered outside Washington, D.C., in Germantown, Maryland, USA, Hughes operates sales and support offices worldwide. Hughes is a wholly owned subsidiary of EchoStar Corporation (NASDAQ: SATS).</p>
Dharmendra Singh	Regional Director Africa	India
Inster		<p>Inster Tecnología y Comunicaciones S.A.U. is one of the eight (8) companies of CPS Group. 100% Spanish private shareholders company. Leader in the segments of high speed PmP (Point to Multi-Point) solutions & Critical Satellite Communications, offering help and global solutions worldwide among these are:</p> <p>LAST MILE 20 GIGABIT WIRELESS</p> <p>SistemGOAi PmP technology, Wireless 20Gigabit Last Mile Solutions that helps connectivity for corporate/governmental and residential subscribers. Giving worldwide customers the advantage to support Triple Play Services and benefit with a quickly build-out of an ultra-high capacity network with optimum investment.</p> <p>Full support of new generation triple-play services, VPN services, Backhauling for Wi-Fi and IoT microcells. Pre-5G capabilities. Enabled to support more than 10,000 subscribers multiplexed statistically. Good QoS expectations and total guaranteed of data rate similar to FTTH and latest generation CATV networks.</p> <p>SATELLITE MOBILITY SOLUTION</p> <p>SistemGOSat Stable solution, for military, governmental, railway and airplane applications. High performance connectivity for worldwide customers. Versatility, small form factor design, robust and reliable design are our differentiation. Support of X, Ka, Ku and dual satellite frequency bands. Low profile SOTM (Sat On The Move) system offering high performance based on passive phase array antenna with efficiency higher than 80%, allowing important satellite operative cost savings.</p> <p>About CPS Group, composed of top Technology and Engineering Enterprises. Since 1975 in sectors related with Railway, Intelligent Traffic Systems, Airports and Civil Navigation, Maritime Broadband Satellite Communications, Defence and Security, UAV/UAS technology, Advanced Satellite Communications, Telecommunication, Critical infrastructures and R&D Engineering.</p>
Damaso Evuy	Senior Business Development Manager	Spain
Mavenir		<p>An introduction to Mavenir</p> <p>As a trusted partner, Mavenir accelerates and redefines network transformation for Service Providers. By offering a comprehensive product portfolio across every layer of the network infrastructure stack — from 5G application/service layer to the RAN and packet core — Mavenir leads the way in evolved, cloud-proven networking solutions enabling innovative and secure new experiences for end users. Through its industry first VoLTE, VoWiFi, Advanced Messaging and Cloud RAN solutions, Mavenir's platform enables service providers to successfully deliver tomorrow's vision today and realize new revenue streams.</p>
Mohamed Issa	Regional VP Africa Sales	Dubai

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Midwex		<p>Midwex - Your Technology Partner in Africa</p> <p>Headquartered in Dubai with offices in Africa, the name Midwex has stood for a distinguished System Integrator of Information and Communications Technologies. We pride ourselves to deliver the highest level of satisfaction through a deep-set commitment to our clients and innovative solutions.</p> <p>Success in today's world demands transformative technology. Midwex leverage on proven best practices and strategic alliances with industry leaders, to help customers plan, design, implement, and support ICT solutions that enable mission-critical systems to perform at peak service levels.</p> <p>Midwex has been acting as a trusted partner to effectively assist mobile network operators and regulatory authorities with the following areas:</p> <ul style="list-style-type: none"> ☑ QoS Regulatory Monitoring ☑ Network Synchronization Solutions ☑ Cyber-Security Consultancy ☑ Device and SIM Management ☑ Digital 3D Maps ☑ Fraud and Revenue Assurance ☑ Benchmarking Solutions ☑ Spectrum Management ☑ Protocol Analyzers <p>We also offer Smart City Street Lighting solution which transforms streetlights into revenue-generating assets that extend the value of LED retrofits, enable net zero street lighting and strengthen the economics of Smart City projects.</p> <p>We are people of integrity and commitment; we are your Technology Partner in Africa. For more information, contact us on sales@midwex.com</p>
Abhinav Garg	Technical Sales Manager	Dubai
Khalil Amiroune	General Manager	Dubai
Djamila Duc	Sales Director Africa	Switzerland
Mobile Technologies		<p>Mobile-Technologies provides innovative, customer-centric IT solutions to telecommunications service providers. We empower service providers with highly customizable solutions that can be seamlessly integrated into the existing business processes, and a variety of turnkey solutions that will help optimize business. Mobile-Technologies has regional offices around the world.</p>
Amitabh Bhargava	Regional Sales Director	Dubai
NuRAN Wireless		<p>NuRAN Wireless, with its wholly owned subsidiary Nutaq Innovation, is a leading supplier of mobile and broadband wireless solutions. Its innovative GSM, LTE, and White Space radio access network (RAN) and backhaul products dramatically drop the total cost of ownership, thereby creating new opportunities for mobile network operators and internet service providers. The Company provides a variety of specialist systems for indoor coverage, rural and urban connectivity in emerging markets, connectivity to offshore platforms and ships, and for emergency and crisis communications.</p> <p>NuRAN is a member of the Telecom Infra Project (TIP) initiated by Facebook. The Company is an original equipment manufacturer (OEM) and distributor of Connect-1 SDR, OpenCellular's first open source platform. NuRAN was also retained by Facebook for the development of the front-end section of the LTE version of the Connect-1 base station.</p>
Bradley Shaw	Regional Manager - MEA	South Africa
Redknee		<p>Monetize Services Faster: Redknee gives you the power to monetize services faster to quickly generate profitability and business value. Our experience across the African continent allows us to quickly tailor a solution to meet your business needs.</p> <p>Redknee's business-critical billing and charging software and solutions are capable of supporting one or multiple brands from one central platform to create efficient and fast operations. Our solutions can be scaled up or down to meet your business needs and are delivered on premise, cloud-based or as a Software-as-a-Service.</p>
Dany Rahal	Sales Director Africa	Lebanon
SAP (SAP Mobile Services)		TBA
Francis Osakonor	Regional Account Director Africa	UK
Tejas Networks		<p>Tejas Networks is a global optical transmission equipment company ranked amongst the top 10 MSPP vendors worldwide & a strong emerging competitor in the pure packet domain, being a specialist in carrier Ethernet technology</p> <p>Tejas Networks creates end to end transport solutions built on optical networking technology. Tejas' transport solutions are being successfully deployed today in over 80 countries across the world including 28 countries in Africa. These solutions cover SDH/SONET, Carrier Ethernet, POTP platforms, pure packet MPLS platforms, Long Haul & Metro 10G/100G DWDM platforms and a common Network Management System backed by 24x7 global TAC along with regional support offices dotted across the globe to support critical customer installations</p> <p>With a strong presence in almost all parts of Africa, with local sales & support offices in Nairobi, Johannesburg & Lagos, Tejas is poised to become one of the top 3 optical transmission vendors in Africa & considers the continent as its next home territory.</p>
Dilip Gulati	Head Presales- Africa	South Africa
Yatin Gandhi	Regional Director	South Africa
Thermocool (U) Ltd		<p>Since its inception in Uganda in 1996, Thermocool has grown to employ over 70 employees, and serve such reputable clients as Airtel, MTN, Orange, Total and Bank of Uganda among many others.</p> <p>The company has been ISO 9001 approved since 2006 and were the first Air Conditioning specialists in Uganda to earn this distinction. Our standards have been further developed maintained through a careful exclusive pairing with industry partners such including Daikin Industries, Soler& Palau and Stulz.</p>

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Frank Ssebakijje Jennifer Magambo	Key Accounts Manager Customer Care Manger	Uganda Uganda	
UnoTelos			<p>UnoTelos Solutions, an international company based in Lagos, Nigeria, was established in 2004. UnoTelos has offices in Nigeria, Ghana, Kenya and South Africa. The company has grown steadily and established itself by implementing value-adding solutions to their customers. UnoTelos is dedicated to customer success. This is achieved through matching customer needs with solutions implemented by trained professionals using industry leading technologies.</p> <p>Unotelos has a wealth of experience across a vast spectrum of businesses as well as key alliances with globally recognized partners. These allow us to offer and integrate the best of products and solutions that address the customer needs allowing our customers to focus on growing their core business.</p> <p>Adzingamedia, a sister company to Unotelos, has taken the needs of advertisers to recognise a significantly better return on their marketing budgets, the operator's necessity for a low risk revenue-share model and the end-users requirement for innovative inter-active services, and created a unique service offering based on sustainable growth</p>
Jude Egdokwu	Managing Director	Nigeria	
World Telecom Labs			<p>World Telecom Labs is a leader in the provision of VoIP & SMS switches and Small-Cell solutions with a large installed base in 30+ countries in Africa.</p> <p>Products include:</p> <ul style="list-style-type: none"> • Rural Telephony– GSM coverage, voice & data for remote sites. Includes cloud-based billing • VoIP to TDM E1 and STM-1 backbone switches • High density Multi-Service SBC with integral Pre-Paid, IVR & Billing. • SMS Hub High Performance, Cost Effective SMS Hub platform with SMPP & SS7 • Bandwidth cost saving Instant ROI, cuts IP bandwidth for VoIP traffic by 70% - compatible with satellite or fibre networks <p>As the major STM-1 Switch supplier to the Nigerian IXC market, handling around 5 billion minutes of Nigerian national traffic per annum, WTL has built a well-deserved reputation for providing solutions which are innovative, practical and cost-effective to operators in more than 32 countries across Africa, the Middle East, Asia and South America. In addition to its portfolio for rural connectivity, WTL is a key VoIP player in emerging and established markets. Its award-winning range of VoIP and hybrid VoIP/TDM switches have been specifically designed to replace the huge, expensive, maintenance-heavy switches that have traditionally been used to transfer VoIP traffic onto other networks.</p>
Rubin Rose Satya Mekala	International Account Manager East Africa Director	Belgium Belgium	