



# Open. Together.



**OCP**  
REGIONAL  
SUMMIT

# Atlancis Technologies Limited



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**HARDWARE | SOFTWARE | SERVICES |  
LABS**



**Open. Together.**



# Company Overview



# Our Journey



## KPLC

- Major E African Utility
- DR Site



## Carlsberg

- Global brewer
- Data Centre modernization



## Safaricom

- Leading MNO in Africa
- Core Network



## Gulf Bank

- Pan-African bank
- Virtualisation



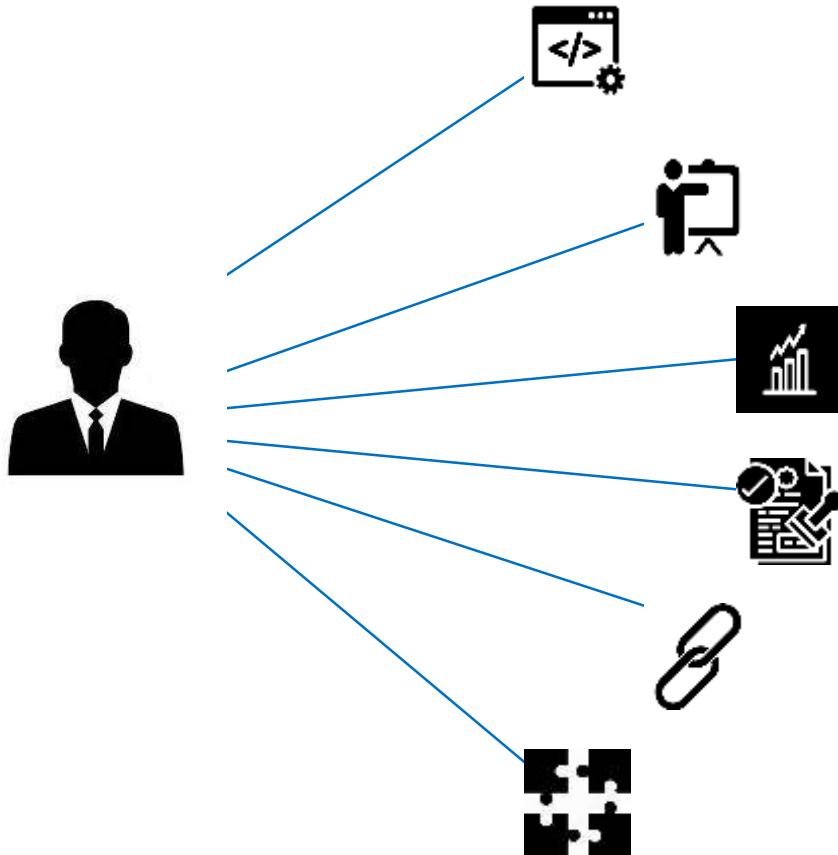
## KENTRADE

- Pan-governmental
- Single Sign On system





# Voice of the customer



## Development

- Limited resource pool, high cost
- Low local talent investment

## Training

- Expensive and hard to consume
- Vendor lock-in

## TCO

- High CAPEX and OPEX
- Lack of budgetary control

## Licensing

- Bill shock
- Complex models

## Vendor lock-in

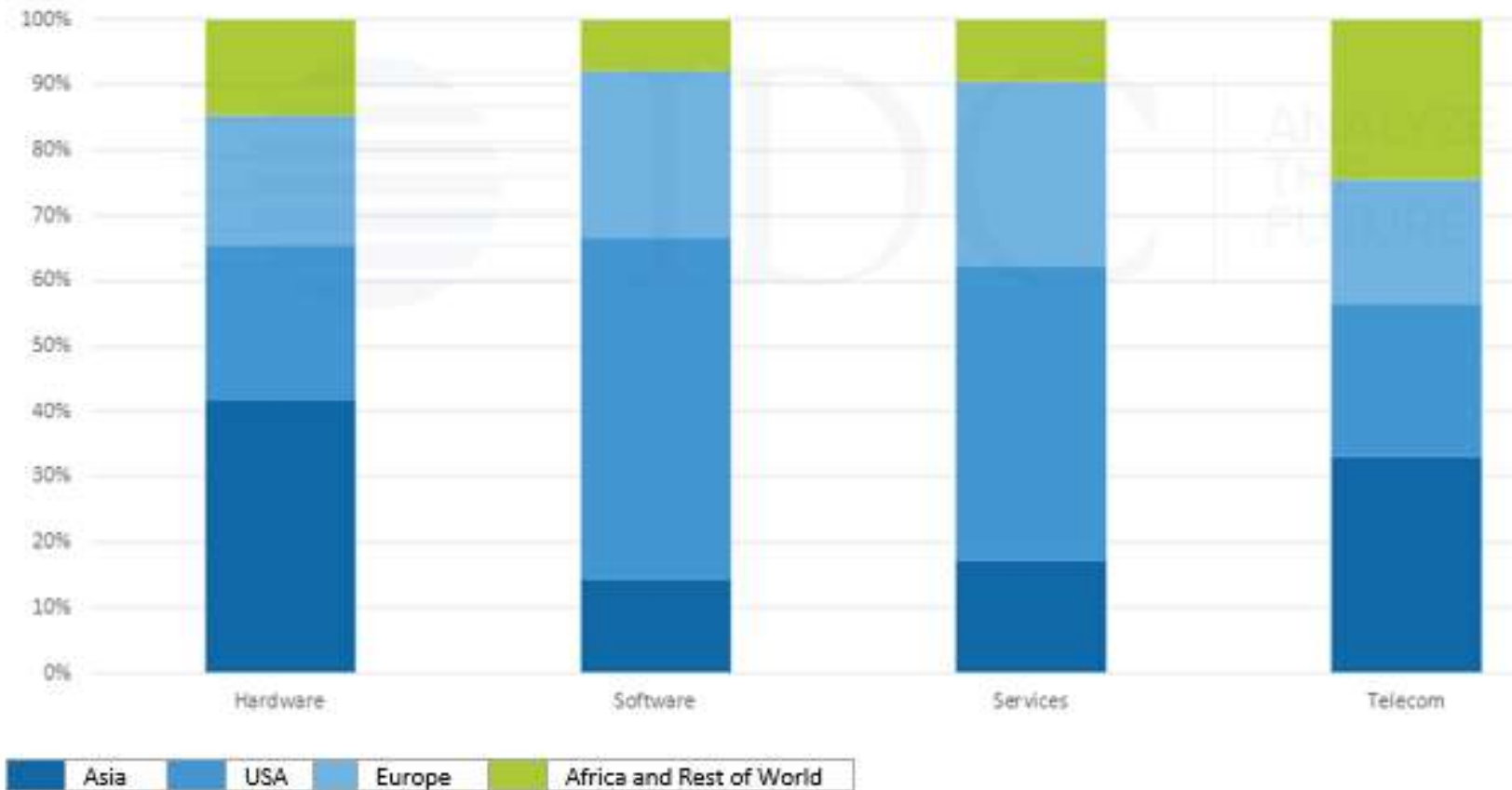
- Over-investing in legacy systems
- Low power of negotiation

## Lack of interoperability

- Unable to provide services to the business
- Project failures

# ICT penetration in Africa vs World

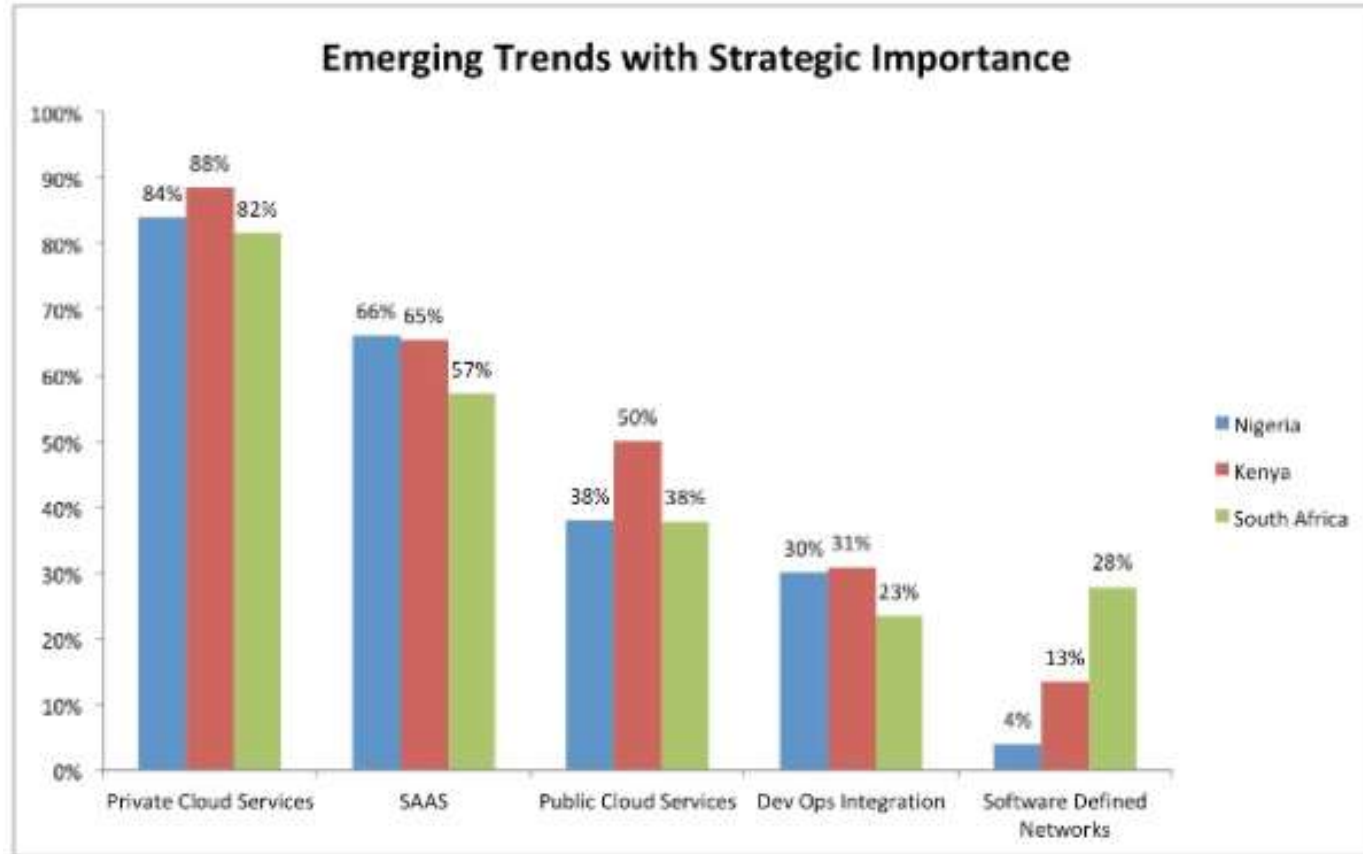
Regional Share of Traditional ICT Markets 2017 (%)



- The hardware, software and ICT services are still low compared in Africa compared to other continents

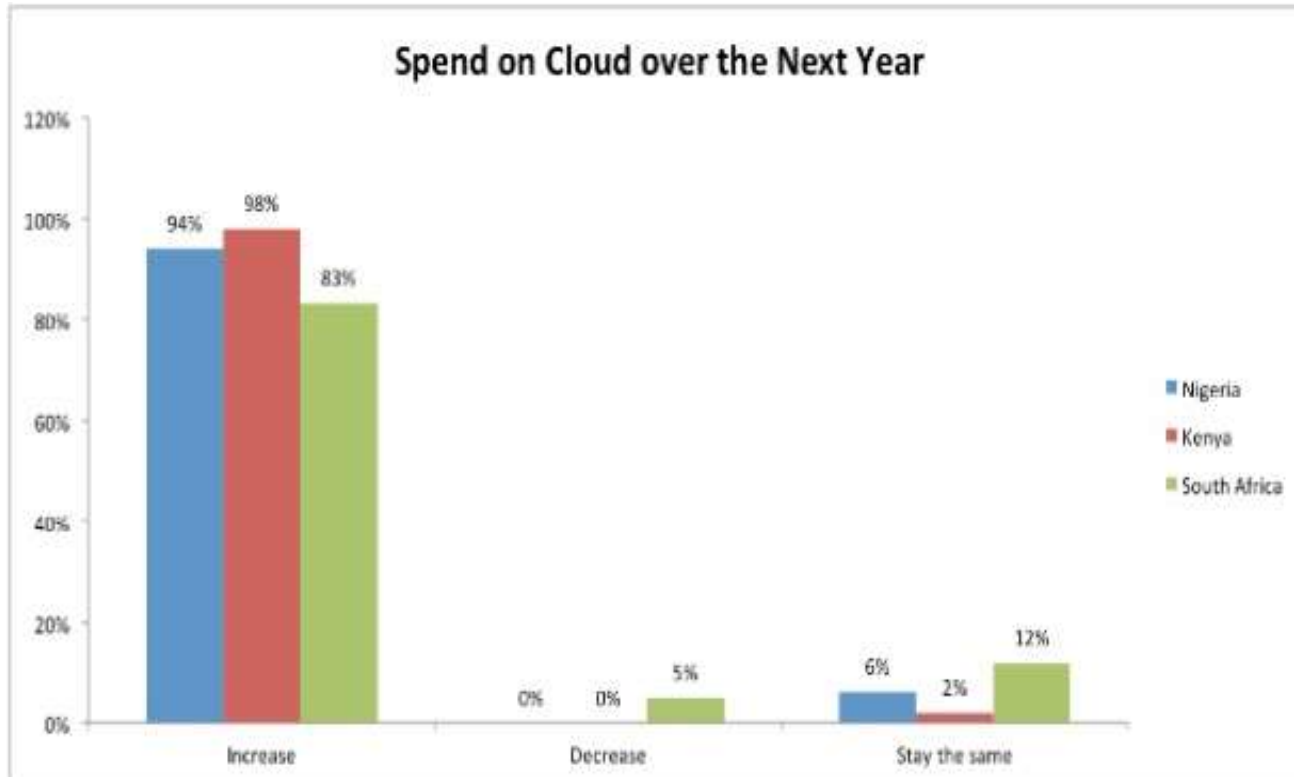


# Customer voice



- Kenya leads in demand for cloud services
- Generally, there is an increase in demand across sampled countries

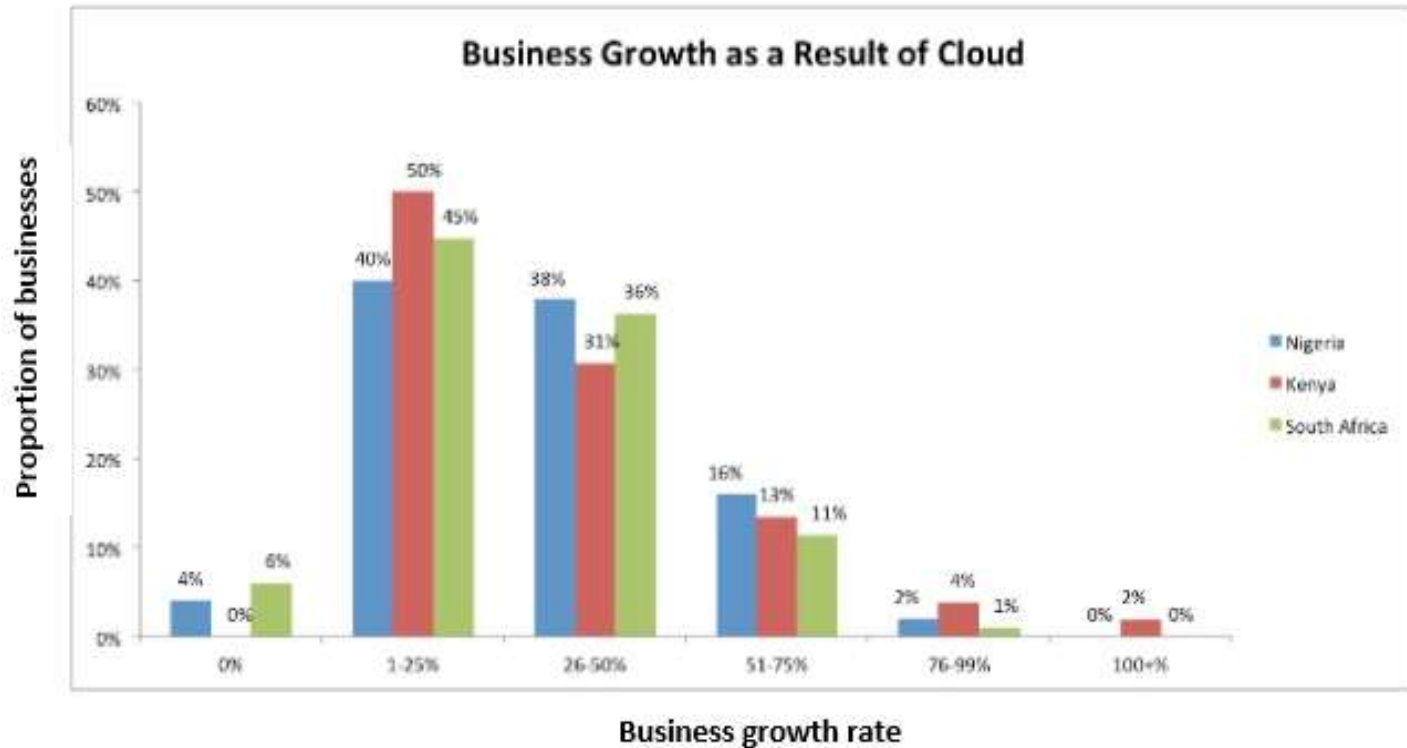
# Cloud services demand



- 94% of Nigerian businesses and 98% of Kenyan companies will invest in cloud infrastructure.
- Nigeria and Kenya are expected to overtake South Africa regarding cloud infrastructure adoption by the end of the year.

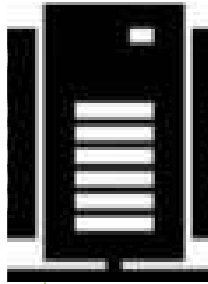


# ICT investment impact



- Most businesses reported growth of between 1-50 per cent.
- South Africa and Kenya expect 26 per cent to 50 per cent of applications to be cloud native by 2021, from around 1 per cent to 25 per cent today.

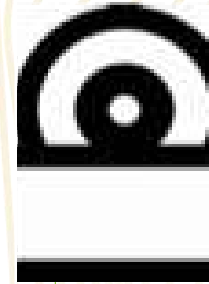
# Atlancis' OCP decision



- Shorter lead times
- Higher interoperability
- Local design
- Lower failure rates



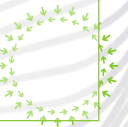
- Bespoke service design
- Lower TCO passed on to customers
- Innovation and operational stability
- Improved, reliability support and resolution times
- Direct and local customer support



- Little to no licensing fees
- No vendor lock-in
- Increased negotiating power
- Global and local development talent pool



- Crowd-sourcing
- Quicker time to market
- Local talent development
- Platform for Solution development



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### News Tech

## Atlancis Technologies First In Africa To Use Open Source Computers To Build Cloud For Kenyan HR System

5 days ago | Business Times



[IMAGE COURTESY]  
Atlancis Technologies of Kenya has been lauded by US-based Open Compute Project Foundation (OCP) for its adoption of non-proprietary open-source computing and cloud infrastructure to provide cloud services in Kenya, beginning with a pay-as-you-go HR

### Technology

## Atlancis Technologies first in Africa to use open source computers, to build cloud for system

By News Ghana - Sep 5, 2019

Like (1)



open source computers

Open Compute Project (OCP) hails Kenyan company as global innovator in developing state-of-the-art cloud infrastructure at



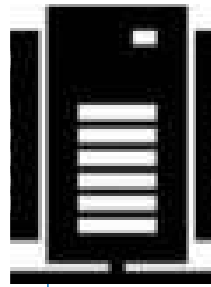
Atlancis Technologies to use open-source computers to build cloud for Kenyan HR system

# Africa is Open



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# OCP benefits



70-95% lower CAPEX  
Small deployments and scale up  
Halved the EADC space  
Payback period of 10 months



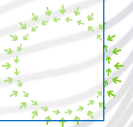
Support costs reduced by 58%  
Localised support increases NPS by 1 point  
40% reduction in OPEX  
60% less system management time



95% reduction in licensing fees  
80% reduction in implementation costs  
Created 100 + African jobs  
Reduced timelines to deliver by 75%



Lower CAPEX and OPEX  
Crowd-sourced resource pool  
Natively scalable architecture  
Market disruptive inputs



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# Atlancis strategic direction

COMPETENCY

R&D

NGSI

INDUSTRY SOLUTIONS

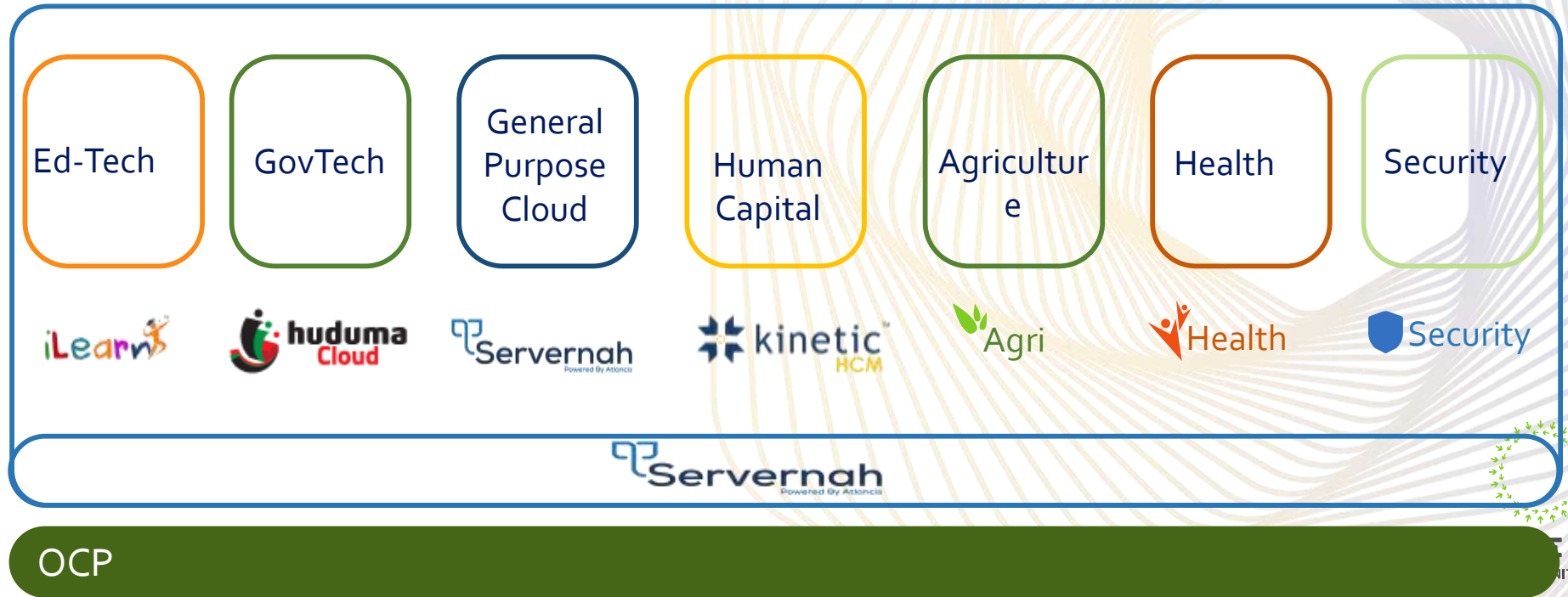
Enterprise



Enterprise Partner Logos:

- Symantec, NetApp
- ORACLE Platinum Partner, IBM
- redhat, VEEAM
- vmware, IBM Registered Business Partner
- DELL EMC, CISCO
- HUAWEI, SAP Silver Partner

OCP



Industry Solutions Grid:

- Ed-Tech (iLearn)
- GovTech (huduma Cloud)
- General Purpose Cloud (Servernah)
- Human Capital (kinetic HCM)
- Agriculture (Agri)
- Health (Health)
- Security (Security)

Servernah Powered by Atlancis

OCP

A decorative graphic on the left side of the slide, consisting of numerous thin, wavy, golden-yellow lines that create a sense of depth and movement, resembling a tunnel or a series of overlapping waves.

Questions

