

Business Connexion gets R420m deal

Business Connexion said on Monday (4 March) that it had been awarded a R420m information and technology outsourcing contract by the Department of Water Affairs.

By [Thabiso Mochiko](#) 5 Mar 2013



Business Connexion said the five-year contract would enable the department to operate "more efficiently and contribute positively towards SA's National Development Plan."

The contract includes desktop support, storage, backup, management, application development and support services.

Business Connexion chief executive Benjamin Mophatlane said the contract was evidence that the company is starting to reap the benefits of its overall plan to grow the business in markets such as the public sector.

He said that great focus lies in creating public sector solutions that will not just support specific government departments, but also contribute to the overall improvement of service delivery in SA.

Business Connexion also announced the launch of its new public cloud services in SA. This comes two weeks after it launched similar services in Nigeria. The cloud services include hosted infrastructure, software as a service, business email and business instant messaging.

It said the type of cloud services it had launched called cloud services brokerage (CSB) was "the first of its kind on the African continent".

"Businesses will now have the opportunity to start enjoying increased flexibility and rapid provisioning of IT services with no capital investment as these services are based on monthly or yearly subscriptions," the company said.

Business Connexion said it would also provide businesses with the flexibility to adapt to challenges such as "unpredictable and rapid changes in the business environment, shorter provisioning cycles and improved self-service."

Jacques Loubser, Business Connexion general manager for cloud infrastructure services, said the demand for hosted services in Africa and SA continued to grow at an "impressive rate". He said that because the majority of businesses in SA required these core IT services at reduced cost, "we foresee exponential growth with this offering".

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