

## Africa needs high quality solutions

Since its acquisition of iWayAfrica and Africa Online, pan African telecoms operator, Gondwana International Networks has focused on the development of its terrestrial and satellite network products and solutions.



According to CEO, Mathew Welthagen, Africa is in desperate need of high-end, quality communication solutions that are easily accessible: "There are still too many people unable to connect and it is up to companies such as ours to develop first-world solutions that meet these needs."

Welthagen says the company is still set to invest heavily in the connectivity business and has recently made the first of many solution announcements, which will have a positive impact on the communications issues faced by the African continent: "We have selected Avanti Communications to power multiple broadband and VOIP services throughout Kenya, Tanzania, parts of Uganda, Zimbabwe and South Africa."

Gondwana International Networks will deploy both broadband and VOIP services to thousands of consumer and enterprise customers via Avanti's HYLAS 2 satellite under its iWayAfrica and Africa Online brands.

"We are excited to bring Avanti on board to power our VOIP and broadband satellite services. Deployment of Ka-band via small dishes is an exciting and compelling prospect for consumer data communications in Africa. The cost savings - combined with the flexibility and quality of the Avanti proposition - will change this market completely."

According to 2011 market estimates, about 13.5% of African population has internet access. While Africa accounts for 15.0% of the world's population, only 6.2% of the World's Internet subscribers are Africans. Africans who have access to broadband connections are estimated to be 1% of the population or lower.

"These numbers are just too low and if Africa is to become the emerging market so many hope for, Internet connectivity issues have to be resolved," says Welthagen.

He says that Gondwana International Networks, with its years of experience, has the perfect skill set to not only develop solutions aimed at improving connectivity but to ultimately add much needed value to its customers: "Our collective vision as a group is to strive to always add value to our services and solutions. It is not enough to provide services alone, it must add

immense value and shape the industry moving forward."

Gondwana International Networks has a physical presence in nine countries on the continent and operates in 39 countries in Africa, providing both satellite and terrestrial connectivity services across the continent. Welthagen says that iWayAfrica was formed as the result of the amalgamation of MWEB Africa and Africa Online Mauritius in 2007 when MWEB Africa was purchased by Telkom SA: "The brand has found a perfect home with Gondwana International Networks and we are confident it will grow from strength to strength."

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