



PROGRESSIVE
BLACKS IN
INFORMATION &
COMMUNICATION
TECHNOLOGY

BLACK ECONOMIC POWER

12 August 2020

#Internet4All
#TVWS



SOUTH AFRICAN BLACK INTERNET SERVICE PROVIDER'S ASSOCIATION

AGENDA

TRUE BLACK POWER

- INTRODUCTION, INTENT & PURPOSE
- SABISPA VALUE PROPOSITION (www.sabispa.org)
- STRATEGIC ALLIANCE - FIRST, LET'S SLOW DOWN & TAKE STOCK
- BUSINESS OF INTERNET & ISP OVERVIEW
- TELECOMS ECONOMY, ISP INDUSTRY & PARTNER ECOSYSTEM
 - **BLACK ISP CASE STUDIES:** COMMUNITY NETWORKS
- ECONOMIC OPPORTUNITIES & PROJECTS OF NATIONAL INTEREST
- CALL TO ACTION
- POINTS OF DEPARTURE (SUCCESS MATRIX)

Zuko Leonard Rabotapi | 12 August 2020 TVWS Webinar

SABISPA – National Executive Committee Member

VOIMAR (TIER 2 ISP & VOICE) – Chief Operating Officer (COO)

PREMISE OF TALK: **CRITICAL MASS THEORY**

When a **Committed Minority** reaches a **Critical Group Size**, the **Socio-Economic (Political)** system crosses a **Tipping Point**, which triggers a cascade of **Behaviour Change** that **Rapidly** increases the **Acceptance** of a **Minority** view.

Sadly - At this Stage – **Black ICT Business Community** is an **Economic Minority** in a **Black Majority Country**!





SOUTH AFRICAN BLACK INTERNET SERVICE PROVIDER'S ASSOCIATION

SOUTH AFRICAN BLACK INTERNET SERVICE PROVIDERS' ASSOCIATION

TRUE BLACK POWER



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TECHNOLOGY**



SABISPA VALUE PROPOSITION

South African Black Internet Service Providers' Association (SABISPA) is a registered non-profit organisation representing the interests of Black ISPs within the telecommunications sector.



**NO INTERNET
WITHOUT US!**

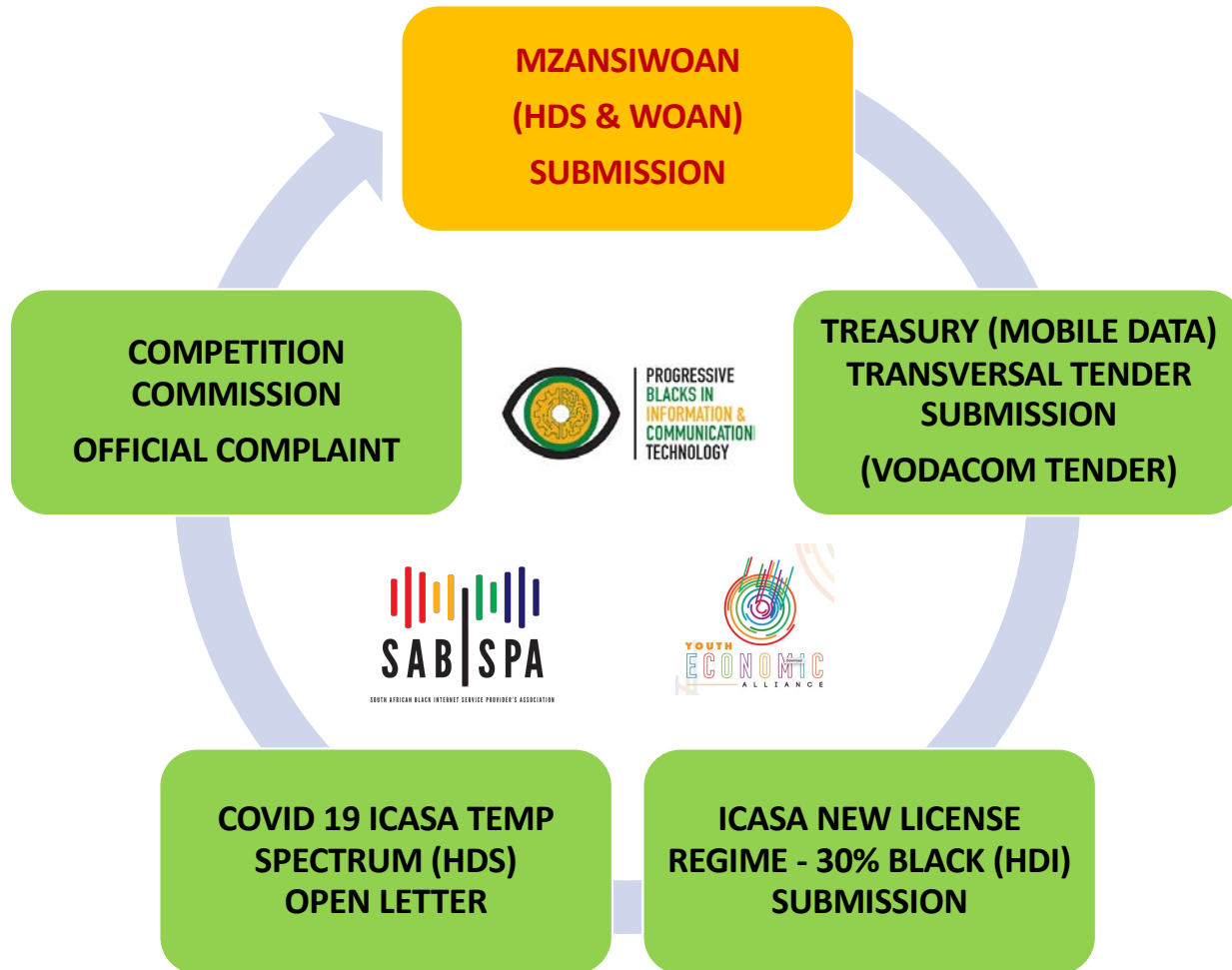
Our Organisational Mandate:

- 1. Unlock Economic Opportunity for Black ISPs (Primary Role)**
- 2. Regulatory Oversight – Fair & Just Policies and Marketplace for Black ISP's**
- 3. Advocate for Black Business Unity and Collaboration (Bigger Economy)**
- 4. Knowledgebase - Education, Enablement and Empowerment for Black ISPs**
- 5. Push for High Standards and Exceptional Quality of Service**

Our membership consists of ISP's, MVNO's, Black Business, ICT & Telecommunications Professionals as well as Tertiary Students. SABISPA is an Internet Economy Interest Organisation.

For more info: <https://www.sabispa.org>

LET'S TAKE STOCK: SOCIO-POLITICAL ECONOMIC PORTFOLIO



KEY STRATEGIC ROLES (POLITICAL & POLICY POWER)

4IR Presidential Committee
Dr. Leon Rolls (Strategy)

B-BBEE ICT Sector Council
Stef Lockman
(Strategy, Governance, Risk Sub-Committee)

William Ledwaba (ICT Business)

All documents available @

<https://www.sabispa.org/library>

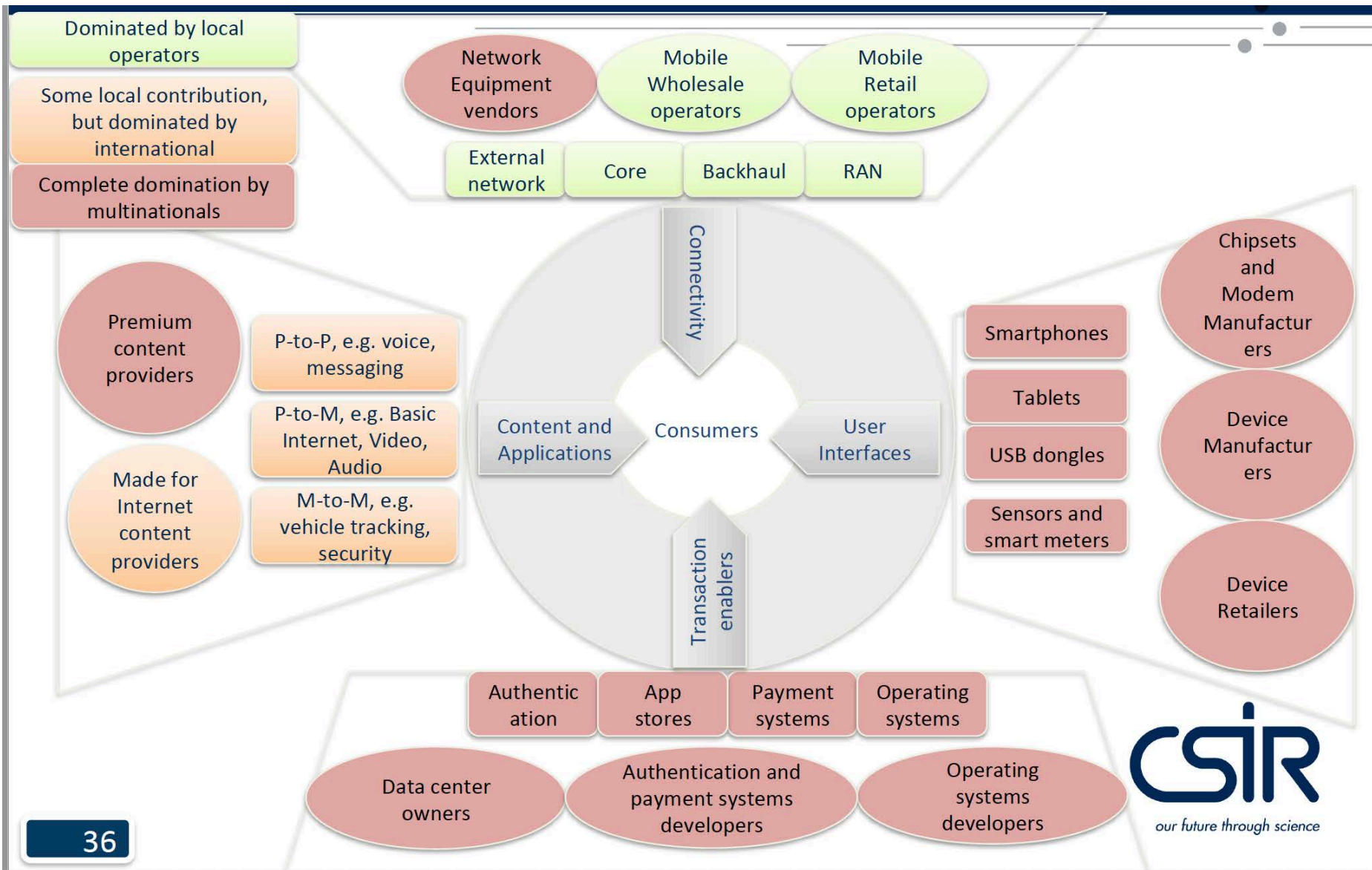
ALLIANCE LEADERSHIP (PRESIDENTS)

PBICT - Dr. Leon Rolls
SABISPA - Motsamai Mokhomolo
YEA - Afrika Mkhangala

THE BUSINESS OF INTERNET (ISP)

CSIR (DR NTLATLAPA):

INTERNET VALUE CHAIN (ECO-SYSTEM)



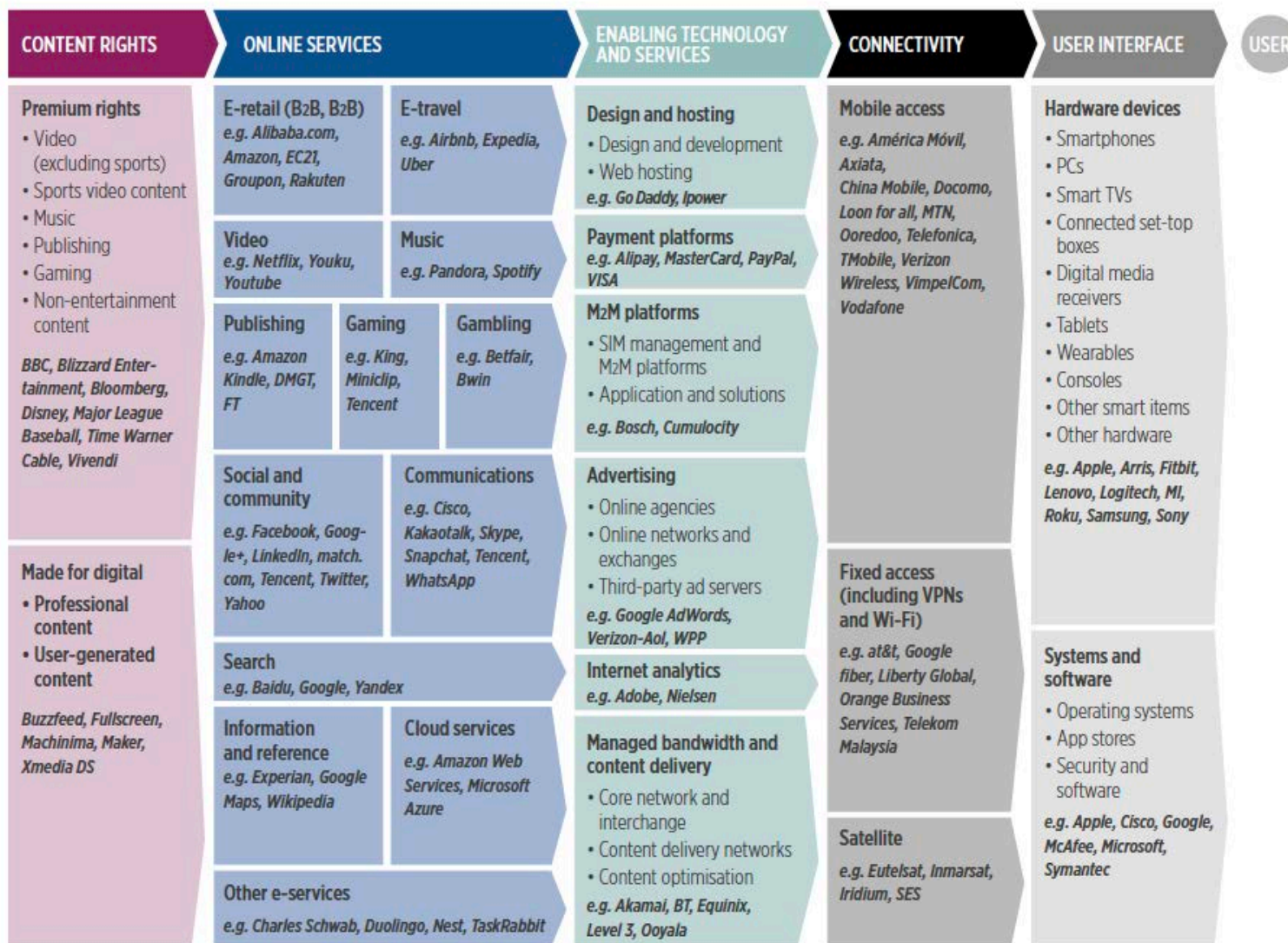
GSMA REPORT: MAY 2016

ECONOMICS OF THE INTERNET

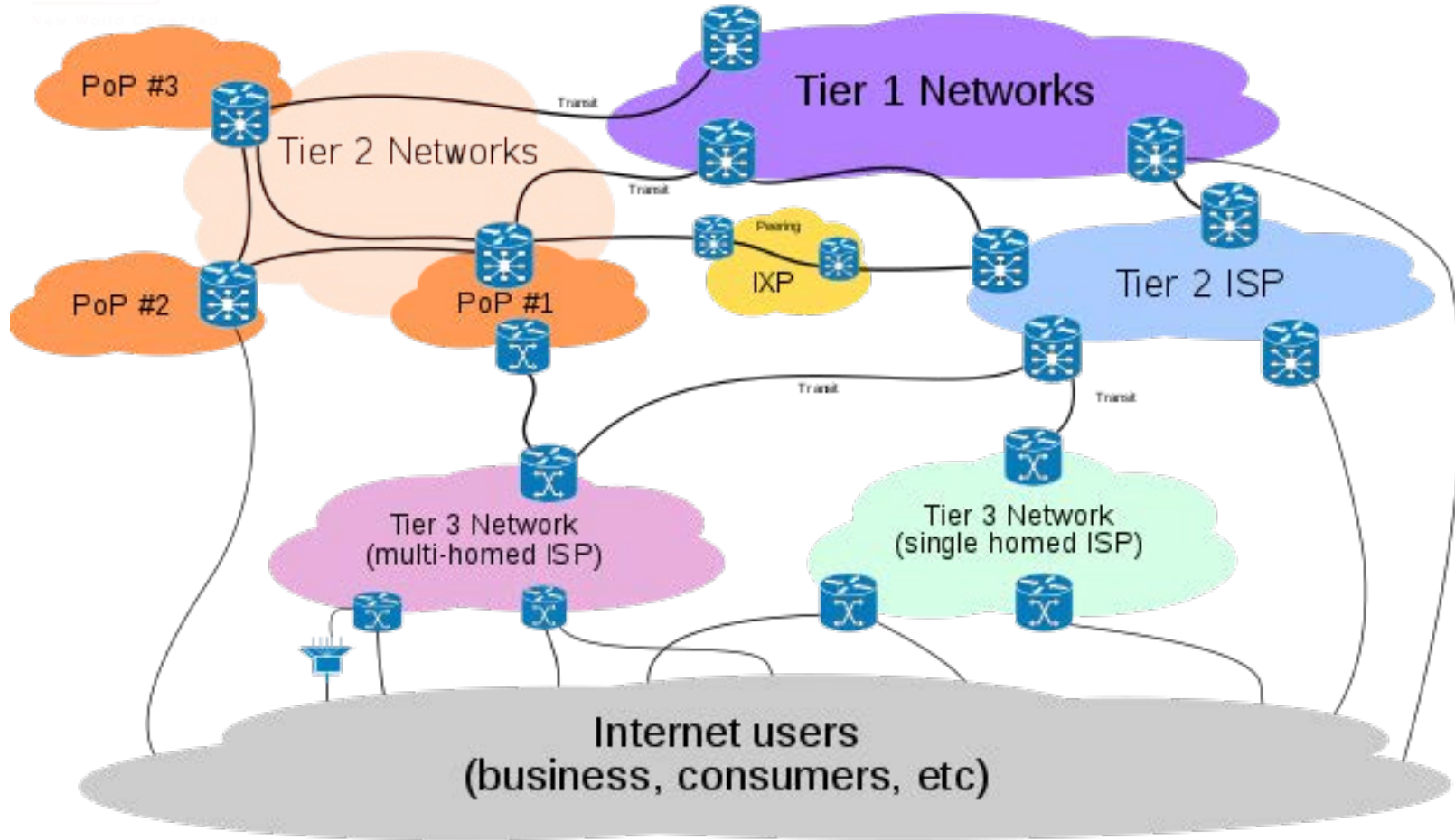
VC
Value Chain

Internet value chain

Illustrative



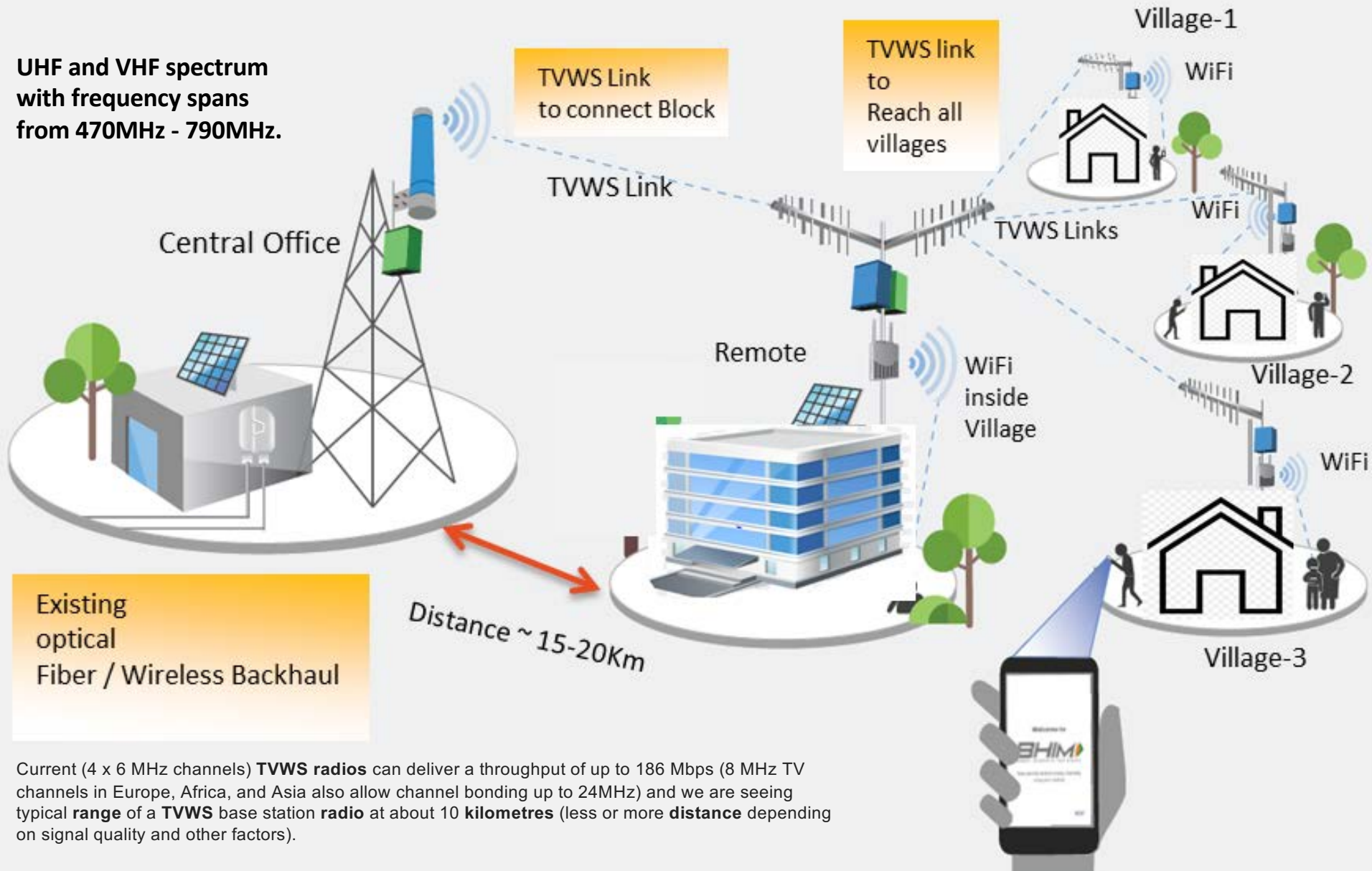
THE INTERNET & ISP: HIGH LEVEL



INTERNET & VOICE RESELLER CHANNEL ECOSYSTEM (SALES & MARKETING PARTNERS)

TVWS (MODE): RURAL CONNECTIVITY

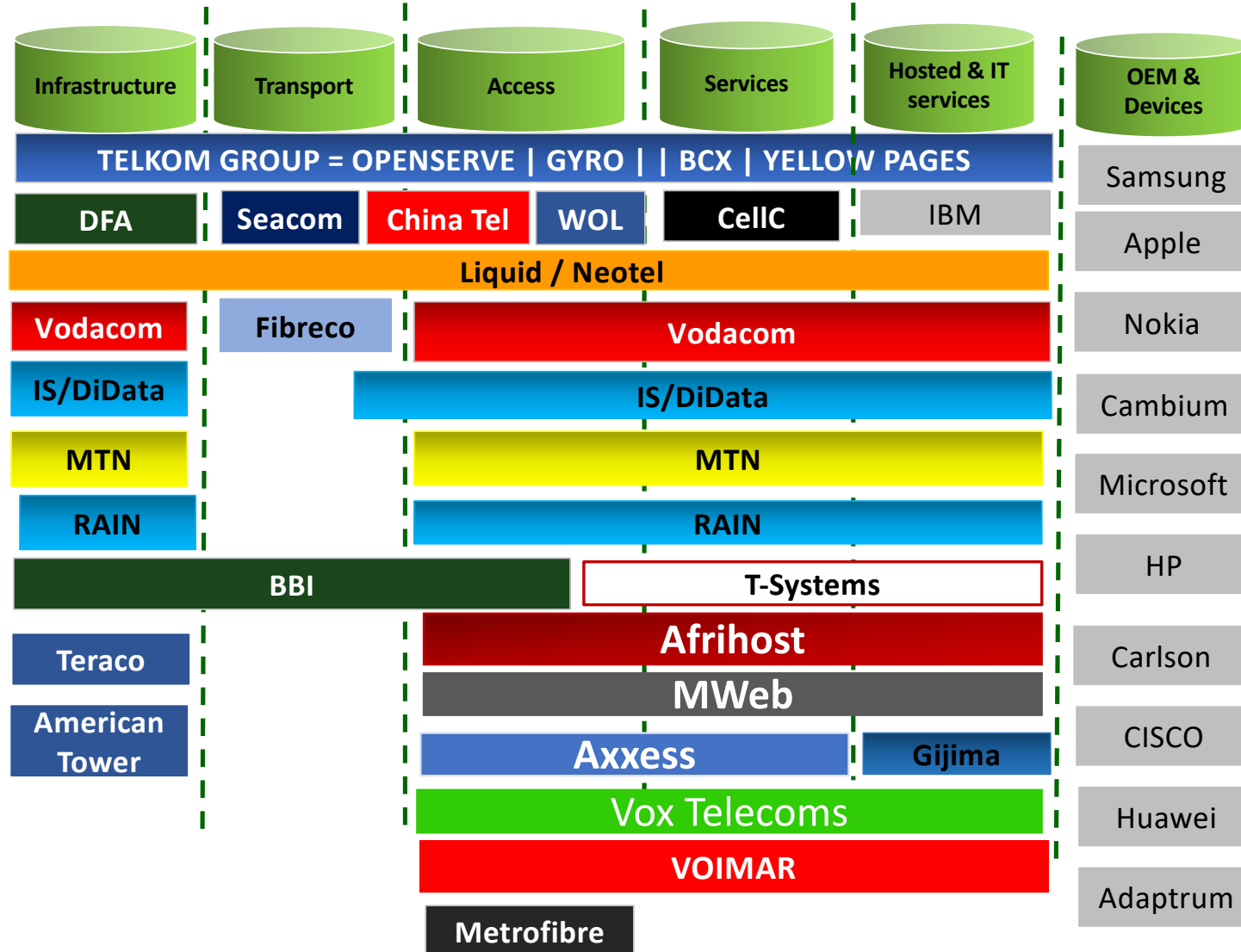
UHF and VHF spectrum
with frequency spans
from 470MHz - 790MHz.



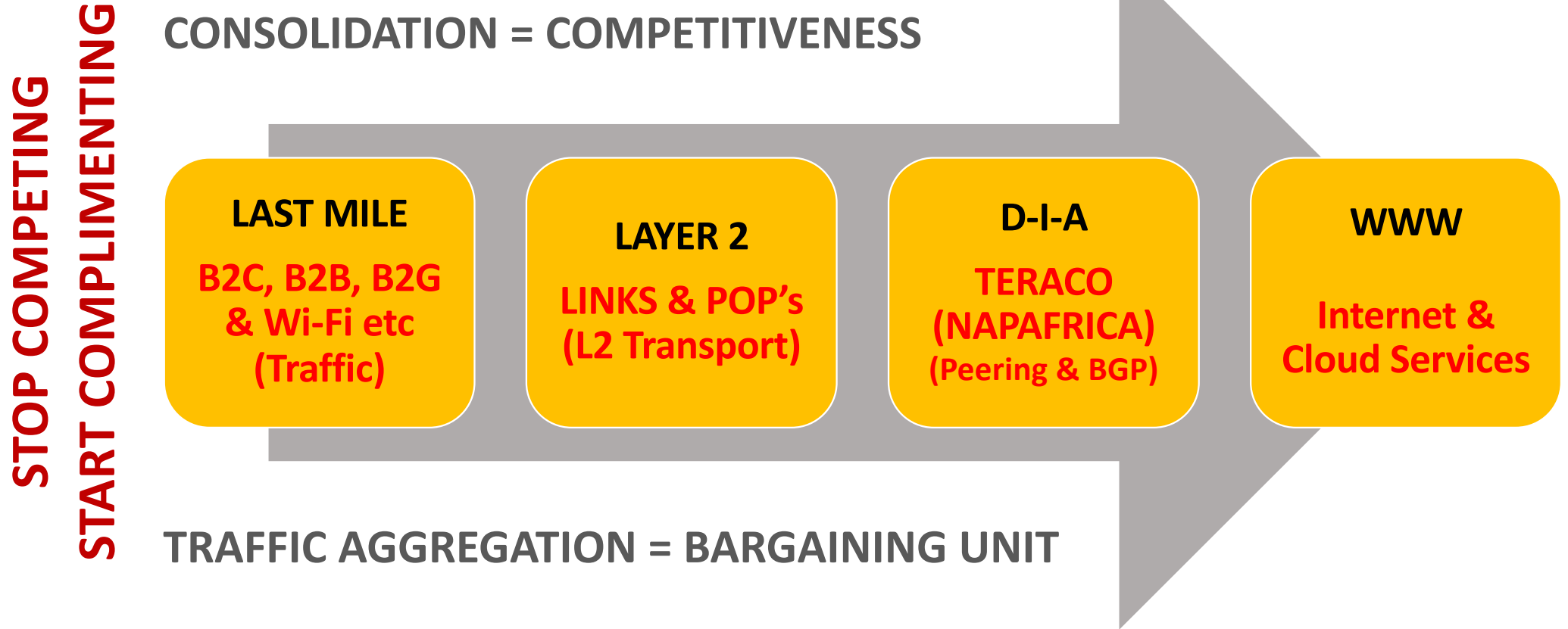
Current (4 x 6 MHz channels) **TVWS radios** can deliver a throughput of up to 186 Mbps (8 MHz TV channels in Europe, Africa, and Asia also allow channel bonding up to 24MHz) and we are seeing typical **range** of a **TVWS** base station **radio** at about 10 **kilometres** (less or more **distance** depending on signal quality and other factors).

TELECOMS ECONOMY, INDUSTRY, & PARTNER ECOSYSTEM

ICT Industry EcoSystem - Providers



BLACK ISP & NETWORKS BARGAINING UNIT



TRUE BLACK POWER IS CONNECTEDNESS & COLLABORATION

TERACO AND NAPAfrICA INTERCONNECTIONS & PEERING

LOCATION

ISANDO CAMPUS - JB1 + JB3 JOHANNESBURG

Strategically located in Ekurhuleni, the greater Johannesburg Metropolis's trade and industry hub, the Isando Campus is strategically positioned to serve the local and African market as the interconnection hub for cloud, content and connectivity. Teraco's Isando Campus provides the cloud onramp for Amazon, Google and Microsoft's Azure.

20,000+

Technical Deployment Space (m²):

80MVA

Municipal Power Supply:



CONNECTIVITY

- Direct access to NAPAfrica Internet Exchange
- 50+ fixed and mobile carriers
- 250+ ISPs and CDNs
- Cloud onramps for Amazon, Google and Microsoft's Azure



COMMUNITY

- Thriving community of SIs, cloud platforms and hosting providers
- Diverse enterprise community ranging from small national companies to large multinationals



LOCATION

- 15 km from the city centre
- 5km from OR Tambo Airport





Wazimap now uses data from the Community Survey 2016 where possible.



Elections

Demographics

Households

Service Delivery

Economics

Education

Children

Child-headed Households

South Africa

Country

55 653 654

Population

1 229 341.5 square kilometres

45.3 people per square kilometre

Community Survey 2016

[Change release](#)

Households

Households

16 923 307

Households

OPPORTUNITY LANDSCAPE

Number of Business Properties - ???

Number of Government Buildings - ???

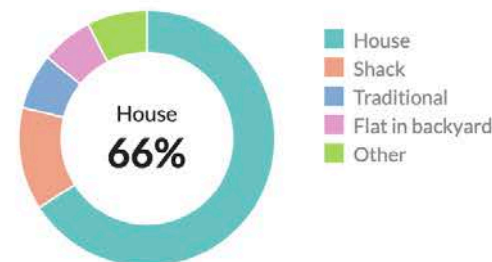
Number of Educational Properties - ???

Churches and Charity Properties - ???

Sports Facilities and Stadium - ???

13%

Households that are informal dwellings (shacks)

Households by type of dwelling [Chart Options](#)

Source: Community Survey 2016

ISP: MARKET INSIGHTS AND TRENDS

Top Ten Countries: Household FTTH Penetration (June 2018)

Source: Africa Analysis research and analysis, TeleGeography, 2019

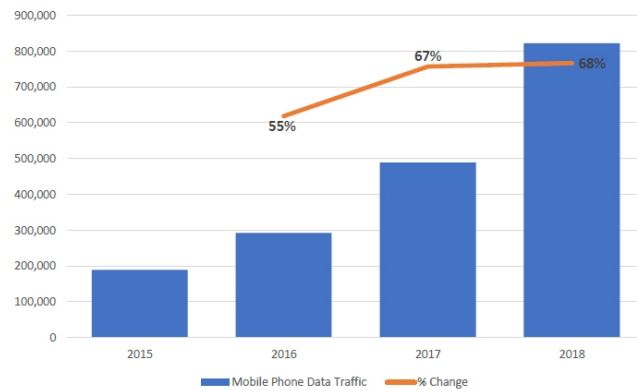
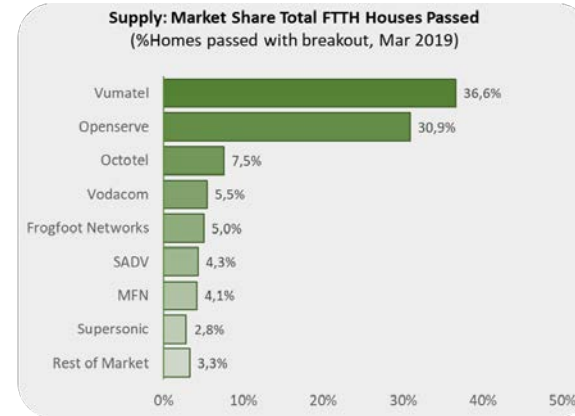
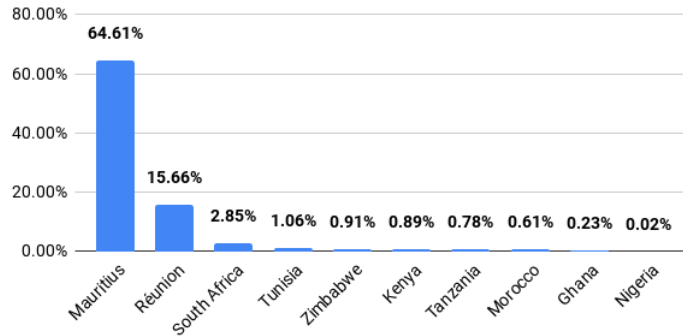
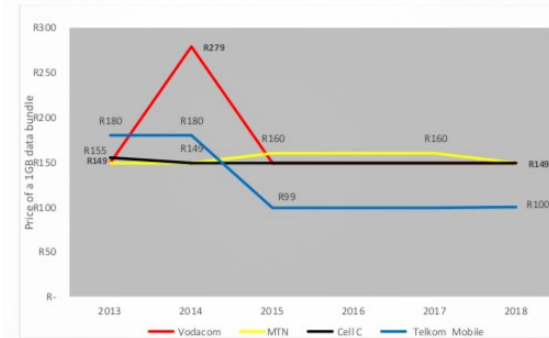


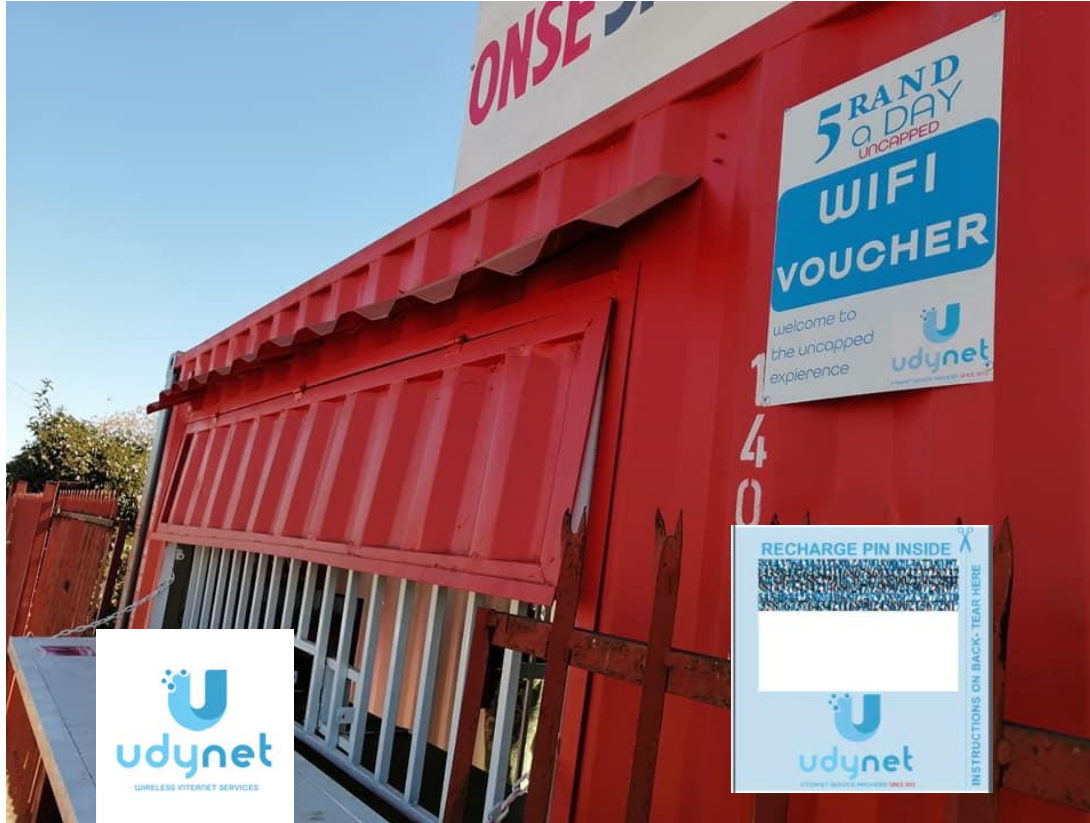
Figure 15: Vodacom, MTN, Cell C and Telkom Mobile's (1GB) data bundle price trends for 5-year period: 2013-2018



Source: ICASA database based on tariff notifications

**CASE STUDIES:
BLACK ISPs CHANGING LIVES
(COMMUNITY NETWORKS)**

INTERNET ACCESS (DATA) AT ONLY R5 – #ACCESS4ALL



< R5 a Day Uncapped Wi-Fi's post



R5 a Day Uncapped Wi-Fi

2 d · 🌐

Yesterday we launched the very first site in Karel Botman Street where the community can get internet access for only R5, for the entire day. Yes, only R5 and it's uncapped (unlimited). Vouchers available at the spaza shop.

This ground breaking initiative is powered by Udy Net...your internet service provider since 2013.

Contact Udy Net office 0878221220 if you are interested in joining this revolution to get your shop connected and share on the revenue.

#DataMustFall
#weleadtheyfollow
#udynet
#R5adayuncapped

👍❤️ 41

20 comments 58 shares

Competitiveness



R16/Day Upfront

Credit: UDY NET (087 822 1220)

Leader: Larry Smith & Team (Udy Net)

Location: Karel Botman Street, Mangaung, Free State Province, Republic of South Africa

Yes, only R5 uncapped (unlimited). Vouchers available at Spaza Shop. True Pay-As-Go, Cash Voucher, No Contracts.

COSMO CITY FIBRE TO THE HOME (FFTH) – #ACCESS4ALL



MAVONI
TELECOMS



Credit: MAVONI TELECOMS

Leader: Tinyiko Valoyi & Team

Location: Cosmo City Gauteng, South Africa

Target: 1 400 Households

Price Point: R529pm - R750pm

Speeds: 20 Mbps - 60 Mbps (unlimited)

TOWNSHIP INTERNET (MICROWAVE) – #ACCESS4ALL



LEGEND
Green Dots = Towers
White Dots = Customers



Business Risk = Vumatel Fibre & RAIN



Credit: MLR WIRELESS

Leader: Rudzani Ndlovu & Team

Location: Vosloorus, East Rand and Vaal Regions

Target: Over 200 Households Connected

Price Point: From R14/day Uncapped

Speeds: From 4mbps (1:4)



Research
Google Search
YouTube
Bursaries
Other Education
Resources
Collaboration



WAN CORE
MPLS / VPN
Firewall
Schools Network

LMS
myPedia
Hosted PBX
Adobe Connect
Open DNS
Sintelligent
Sinefa

Storage
Computing
Processing
Database
Resources



Schools Network
Regional
Points of Presence (POPs)



Free State
Department of
Education
Offices

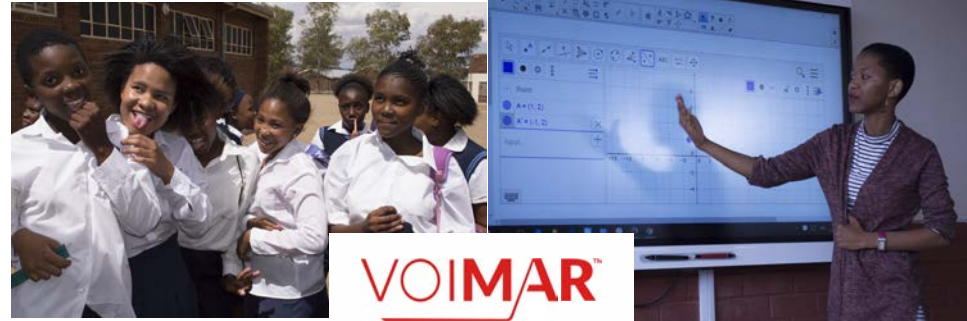


LAYER 2
CONNECTIVITY
LTE, Microwave,
Fibre or Satellite

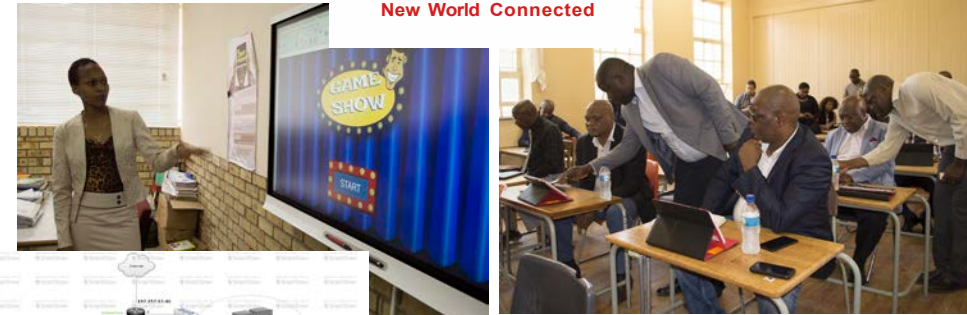


Free State
Education
District
Offices

FS EDU SCHOOLS NETWORK (FIBRE/ MW) – #ACCESS4ALL



VOIMAR
New World Connected



LAYER 3 - School 1

Local Area Network (CAT5e)
Layer 2 Switch | Access Router & Switch
SIP Phone | SmartBoards | Laptops
Wi-Fi Hotspot
Tablets | Laptops

Physical Books - Maths and N. Science



LAYER 3 - School 2

Local Area Network (CAT5e)
Layer 2 Switch | Access Router & Switch
SIP Phone | SmartBoards | Laptops
Wi-Fi Hotspot
Tablets | Laptops

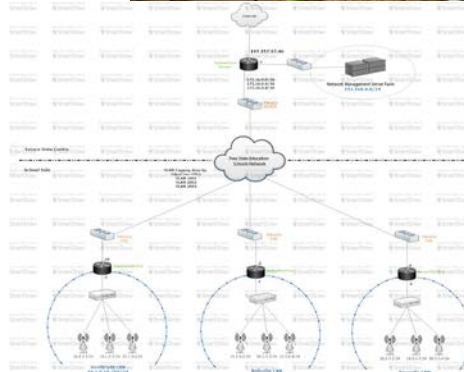
Physical Books - Maths and N. Science



LAYER 3 - School 3

Local Area Network (CAT5e)
Layer 2 Switch | Access Router & Switch
SIP Phone | SmartBoards | Laptops
Wi-Fi Hotspot
Tablets | Laptops

Physical Books - Maths and N. Science



Credit: VOIMAR

Leader: Motsamai Mokhomu & Team

Project: Smart Classroom (POC)

Partners: Pearson, FibreCo & Xhariep District

Location: Smithfield, Rouxville, Bethulie

Xhariep District Free State Province

Speeds: 10 Mbps per School and Breakout

JL DUBE BROADBAND & FREE WI-FI – #ACCESS4ALL



The KwaZulu-Natal provincial government has switched on a JL Dube Broadband Highsite in Vezokuhle Primary School, Edendale, in the Umsunduzi municipality.

<https://www.engineeringnews.co.za/article/jl-dube-broadband-highsite-project-kicks-off-kwazulu-natal-smart-province-ambitions-2020-07-09>

**MZANSI
CONNECT**

Credit: MZANSI COMNET

Leader: Dr Leon Rolls & Team

Partners: KZNEDTEA, BBI, Dube Trade Port, MKIT

Location: Pietermaritzburg & Surrounds

Social Target: 20 000 Hotspots in KZN

Target Period: 5 Years, 2 Million Jobs, 2000 Businesses

WOMEN IN TELECOMS (3H CONSULTING) #ACCESS4ALL



BROADBAND INFRACO RFP: INFTE0219 SA CONNECT
LAST MILE/ACCESS CONNECTIVITY TECHNICAL PROPOSAL



Credit: 3H Consulting Services
Leader: Hlakanihile Hlatshwayo & Team
100% Black Woman Ownership
Project: SA Connect in KZN
Mode: Microwave Radio and Engineering
Location: KwaZulu Natal Province, South Africa

SPECIAL MENTION OF OTHER BLACK NETWORKS*

BLACK NATIONAL FOOTPRINT (COVERAGE)

COMPANY	LEADER	Primary Province
Kote Telecoms	Naledzani Netshikulwe	Limpopo
Jireh Technologies	Welcome Magagula	Mpumalanga
Connect247	Marcel de Klerk	Eastern Cape
Mojaji Telecoms	Sophie Mounakoe	Limpopo
Zora Group	Kgomotso Motshidi	North West
Dominion	Tichaona Mashiri	Eastern Cape
JoxiCraft	Sabata Mereeorthe	Northern Cape
SBL Trading	Stefanie Lockman	Northern Cape

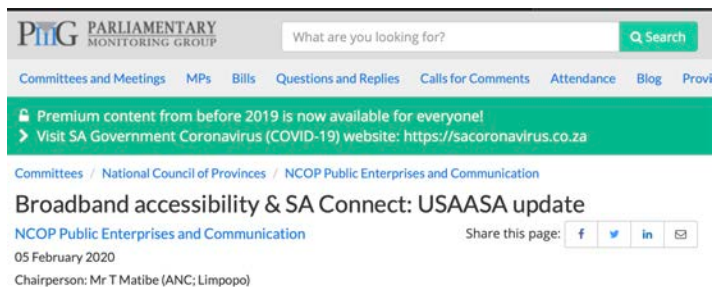
*** List is not Exhaustive. Red Women Ownership in Company.**

**SOCIO-ECONOMIC
OPPORTUNITIES FOR BLACK ISPs
& ICT PROFESSIONALS.**

PROJECTS OF NATIONAL INTEREST

Task	Description	Sponsor	Owner 1	Owner 2
1	SA Connect (National Development Plan (NDP)	DTPS	BBI	Sentech
2	Universal Service Access Obligations (USAO)	DTPS	USAASA (USAF)	ICASA (MNO)
3	TVET Colleges Connection Project (TCCP)	HED	SABEN	TENET
4	National Integrated Cyber Infrastructure System (NICIS)	HED	SANREN	TENET
5	Digital Terrestrial Television Migration (DTT)	DTPS	ICASA	USAASA (SAF)
6	Rural Broadband (TVWS)	ICASA	CSIR	DTPS
7	Wireless Open Access Network (WOAN)	DTPS	ICASA	MZANSIWOAN
8	ICASA Licensing and BEE	ICASA	BEE COMMISSION	COMPETITION COMMISSION
9	eGov Networks	SITA	DTPS	Alliances
10	Community Networks ISP Business	ISP	Black ISP	Alliances

SA CONNECT



SA Connect - Progress Status

Phase 1 progress - The programme is split into two phases: the pilot phase and phase 2. They did an assessment and established that Western Cape and Gauteng have broadband programmes. Therefore they excluded Western Cape and Gauteng as they can run from their provincial government. The approach the Department is taking is that most government facilities are schools. **The principle is that to cover each school, will by default cover every community, as each community has at least one school.** The South Africa Connect policy targets schools, to be achieved at different stages. That is phase1 for SA connect.

Mr Shelembe discussed progress on this by referring to funding. **Phase 1 of connectivity is limited to 970 sites because of lack of funding.** The implementation is carried out by **Broadband Infraco** and State Information Technology Agency (SITA). At 22 January 2020, the number of sites connected is **630**, and the remainder will be connected by the end of the 2019/20 financial year.

SA Connect Phase 2 progress - DCDT requested funding and was told to look at other options, outside of relying on the fiscus. The consumption of this product is going to increase. **They are doing a feasibility study to approach other funding institutions to assist such as the Development Bank of Southern Africa (DBSA). This feasibility study is going to be a national study and they will have the results of the study in 2020/21.** The request for proposals (RFP) to the open market for a service provider to conduct the study, will be issued by this coming weekend.

<https://pmg.org.za/committee-meeting/29677/>

SMME Participation in the SA Connect Rollout – Phase 1

SMME vs BLACK BUSINESS?
(LANGUAGE = MINDSET)

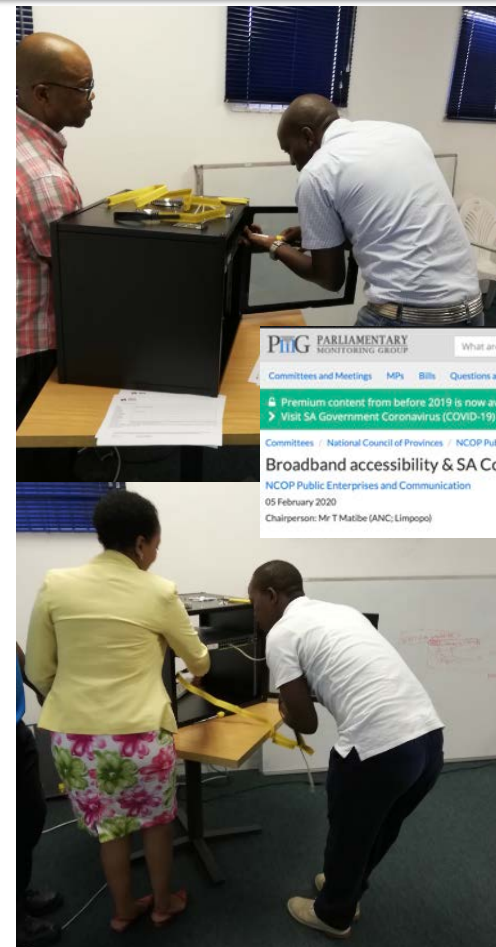
For service activations:

- 140 SMME suppliers are on a database
- 109 SMMEs are technically qualified for SA Connect
- 100 SMMEs have been trained for installations
- 66 SMMEs submitted bids for SA Connect
- 26 SMMEs are participating on SA Connect

Category of SMME	No.	%
At least 51% owned Black women	30	25
At least 51% owned black youth	30	25
At least 51% owned by People with disabilities	2	1,7
At least 51% Military Veterans	1	0,8
At least 51% owned by People living in Rural/underdeveloped area	6	5
At least 51% owned by People living in Township	17	14,2
SMMEs with Less than 51% Black owned	86	71,7

For infrastructure installations:

- 8 SMMEs are participating on SA Connect
- 3 SMMEs are women-owned and 1 SMME is youth-owned



SA Connect Phase 2 - Progress Status

- **R1 billion has been provisionally allocated for SA Connect implementation for 2021/22 financial year subject to the Department business case and the implementation plan prior to allocations being finalised in the 2020 budget process.**
 - To this end, the Department is working with DBSA to develop a business case and an implementation plan in line with National Treasury's requirements.
- The scoping for the feasibility study, for the remainder of Phase 2, has been concluded with the issuing of the request for proposal (RFP) for the study to open market projected for April 2019.
 - The feasibility study and the business case will be delivered in a staggered approach, in line with National Treasury's funding application window period, with the final delivery expected on 31 March 2020.

TVWS & SA Connect Phase 2 Dependencies



ICASA 10/2020: Development of implementation plans for the radio frequency migration plan and implementation of the IMT roadmap

Appointment of a service provider to assist ICASA with the development of implementation plans for the radio frequency migration plan 2013 and 2019 as well as the implementation of the international mobile telecommunication roadmap 2014 and 2019, and the consequential radio frequency spectrum assignment plans for a period of eight (8) months on an 80/20 PPPFA 2000, Preferential Procurement Regulation: 2017

2020-07-24

Icasa 10 2020
Terms Of
Reference
Icasa 10 2020
Tender Document

Icasa 10 2020
General Conditions
Of Contract



REQUEST FOR PROPOSALS

YOU ARE HEREBY INVITED TO SUBMIT A BID TO MEET THE REQUIREMENTS OF THE DEVELOPMENT BANK OF SOUTHERN AFRICA LIMITED

BID NUMBER: RFP023/2020

COMPULSORY BRIEFING SESSION DATE AND VENUE 18th February 2020 @ 11:am o'clock : DBSA Offices 1258 Lever Road Headway Hills

CLOSING DATE: 02 March 2020

CLOSING TIME: 11H00

PERIOD FOR WHICH BIDS ARE REQUIRED TO REMAIN OPEN FOR ACCEPTANCE: 90 days

DESCRIPTION OF BID: Appointment of a service provider for purposes of undertaking a feasibility study for SA Connect (National Broadband Infrastructure) Phase 2.

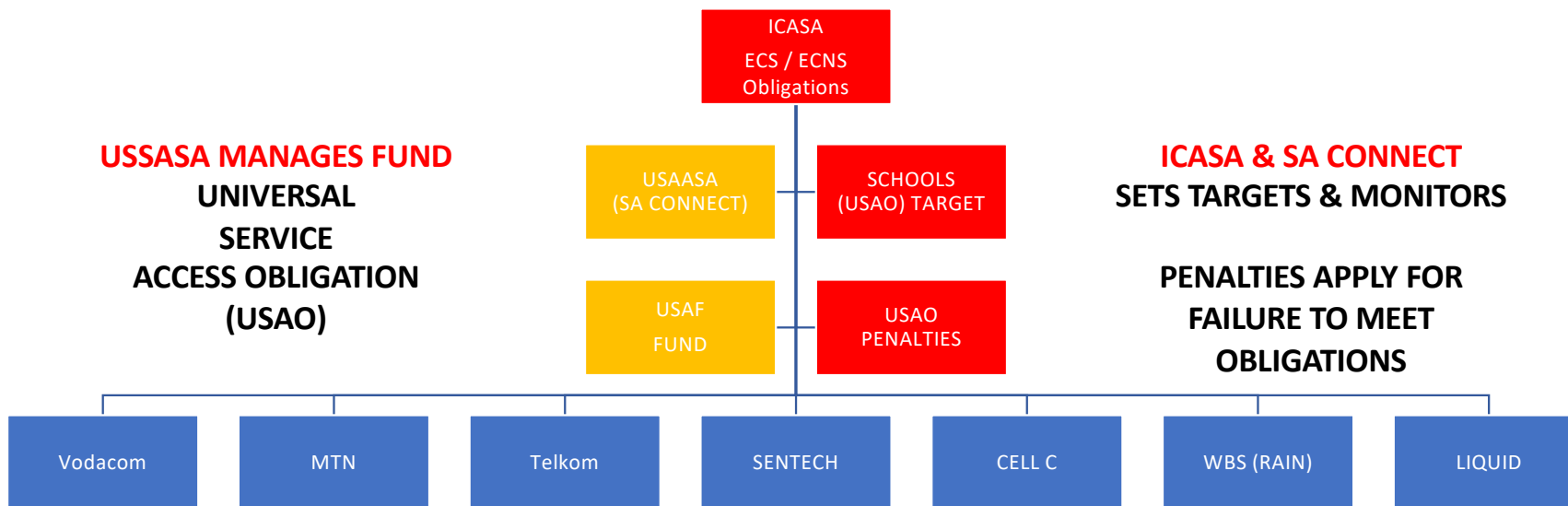
TVWS Needs Spectrum - (470MHz to 790MHz)

TVWS is the inactive space found between channels actively used in UHF and VHF **spectrum** with frequency spans from 470 MHz - 790 MHz.

SA Connect Needs Funding (Capital)

Government is doing a feasibility study to approach other funding institutions to assist such as the Development Bank of Southern Africa (DBSA).

UNIVERSAL SERVICE ACCESS OBLIGATIONS (USAO)

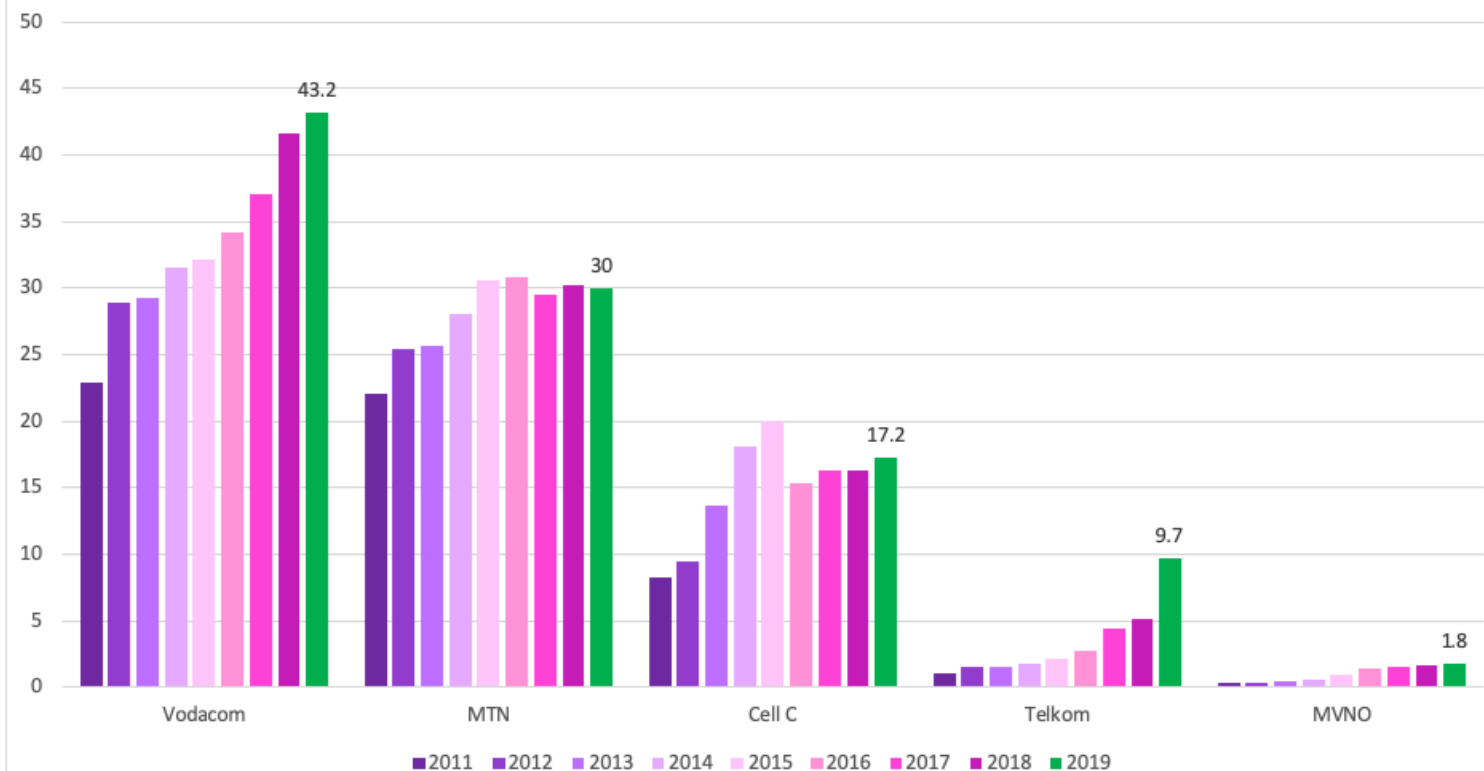


BLACK ISP OPPORTUNITY: INSTALLATIONS & SUPPORT (OUT-SCOURCING)

SA Connect Targets

Target	Penetration Measure	Baseline (2013)	By 2016	By 2020	By 2030
Broadband access in Mbps user experience	% of population	33.7% internet access	50% at 5Mbps	90% at 5Mbps 50% at 100Mbps	100% at 10Mbps 80% at 100Mbps
Schools	% of schools	25% connected	50% at 10 Mbps	100% at 10Mbps 80% at 100Mbps	100% at 1Gbps
Health facilities	% of health facilities	13% connected	50% at 10Mbps	100% at 10Mbps 80% at 100Mbps	100% at 1Gbps
Public sector facilities	% of government office		50% at 5Mbps	100% at 10Mbps	100% at 100Mbps

South African mobile subscribers 2011 - 2019



Discussed in detail in the USAASA Strategic Plan, the policy and strategy mandates informing the focus and operations of the organisation remain as follows:

POLICY	KEY POLICY TARGETS	PROGRESS (2018)
Sustainable Development Goals – Connect 2020 Global Goals and Targets: GOAL 2: Inclusiveness – Bridge the digital divide and provide broadband for all	55% of houses in the developing world should have access to the internet. 50% of individuals in the developing world should be using the internet. 40% affordability gap between developed and developing countries should be reduced by 40%. 5% broadband services should cost no more than 5% of average monthly income in developing countries. 90% of the rural population should be covered by	- National Integrated ICT Policy White Paper gazetted on 3 October 2016¹. - National e-Strategy 2017 to 2030 (Digital Society South Africa) gazetted on 10 November 2018². 11% of households with broadband internet access³. 9.5% of households with access to the internet at home and 59.3% with access to the internet anywhere (home, work, mobile devices, internet cafes or educational facilities)⁴. 99% population coverage for 3G and 77% population
NDP Vision 2030	- Implementation of an integrated e-strategy for the country. 100% broadband penetration by 2020 (>2mbs). - By 2030, deployment for full range of government, educational and informational services.	
NDP Vi		
Medium-term Strategic Framework (MTSF) 2014 to 2019 – Outcome 6	- Invest in a comprehensive plan to expand broadband access throughout the country and substantially reduce the cost of communication. - Connect all schools, public health and other government facilities through broadband by 2020, and at least 90% of communities should have substantial and superfast broadband capacity by 2020. - Support and develop free Wi-Fi areas in cities, towns and rural areas.	
Depart Telecor and Po (DTPS) 2015 to		
Depart Comm Strateg 2020		
to qualifying needy households		

USSASA Status Report 2018/2019

- Number of schools connected to the internet, based on obligations imposed by ICASA, increased from 2 862 in 2016 to 5 268 in 2017¹¹.
- Persons employed in the telecommunications sector trended as follows¹²:
 - 2015: 30 951 (40.3% female);
 - 2016: 26 669 (36% female);
 - 2017: 30 881 (36.7% female).
- Network Readiness Index: South Africa ranked 65 of 139 countries in 2016, a marginal improvement since 2014 (second to Mauritius)¹³.

¹ Government Gazette RSA, No 40325, National Integrated ICT Policy White Paper, 3 October 2016

² Government Gazette RSA, No 41242, National e-Strategy (Digital Society South Africa), 10 November 2017

³ After Access Survey 2017, cited in The State of ICT in South Africa, researchICTAfrica.net, Gillward A et al, July 2018

⁴ After Access Survey 2017, cited in The State of ICT in South Africa, researchICTAfrica.net, Gillward A et al, July 2018

⁵ Stats SA General Household Survey 2016, cited in The State of ICT Sector Report, ICASA, March 2018

¹¹ ITU IDI Report 2017, cited in The State of ICT in South Africa, researchICTAfrica.net, Gillward A et al, July 2018

¹² The State of ICT Sector Report, ICASA, March 2018

¹³ The State of ICT Sector Report, ICASA, March 2018

¹⁴ WEF, 2016, cited in The State of ICT in South Africa, researchICTAfrica.net, Gillward A et al, July 2018

UNIVERSAL SERVICE & ACCESS FUND

The **Universal Service and Access Fund (USAF)** was established under the Electronic Communications Act (ECA) to fund projects and programmes that strive to achieve universal service and access to ICTs by all South African citizens.

In accordance with the ECA, this fund is utilised exclusively for payment of subsidies for:

Assistance of needy persons towards the cost of the provision to or the use by them of broadcasting and electronic communications services, Financing the construction or extension of electronic communications networks in under-serviced areas,

The **procurement of broadcasting and electronic communications network services and access to electronic communications networks for schools** and further education and training institutions, The establishment and operation of broadcasting services and the establishment and operation of, including training of and the payment of allowances to personnel of centres where access to electronic communications networks can be obtained.

Every holder of a license granted or deemed to have been granted in terms of the ECA is mandated to make prescribed contributions to the USAF.

USAO COMPLIANCE AND PENALTIES

5. CONTRAVENTION AND PENALTIES

5.1. Failure by the Licensee to comply with, or to discharge, the USAOs constitutes a breach of the licence terms and conditions and may be subject to a penalty of no less than One Million Rands [R1 000 000] each month until such time the Licensee complies with these USAOs.

MTN assumes that the reduced numbers of schools are allocated as follows:

- 5000 to 1500 within 5 years – MTN, Vodacom, Cell C, Sentech
- 2500 to 750 within 5 years – Neotel
- 1000 to 300 within 3 years - WBS

REQUEST FOR INFORMATION: USAO COMPLIANC^e Report

ML • MZANSIWOAN LEGAL <legal@mzansiwoan.net> Wednesday, 29 July 2020 at 13:08
To: • info@icasa.org.za; • media@icasa.org.za; Cc: • Zuko Leonard Rabotapi

This message is high priority.

Good Day

I hope you are well and in good health. Kindly assist with information or forwarding this request to the relevant authority in ICASA.

We would highly appreciate access to the latest or last Universal Service Access Obligations Report which outlines the following:

- Current and historical USAO Targets set for all IECNS, IECs and MNO (Spectrum holders) for South Africa
- Current and Historical annual broadband connectivity obligations delivered (met) by licensees against targets sets
- Current and Historical Annual Financial Contributions to the universal Access Fund
- Current and Historical Penalties paid by Licensees for not meeting targets

We would appreciate this information as soon as possible. However we will follow up with 5 business days should we not receive a response.

Regards



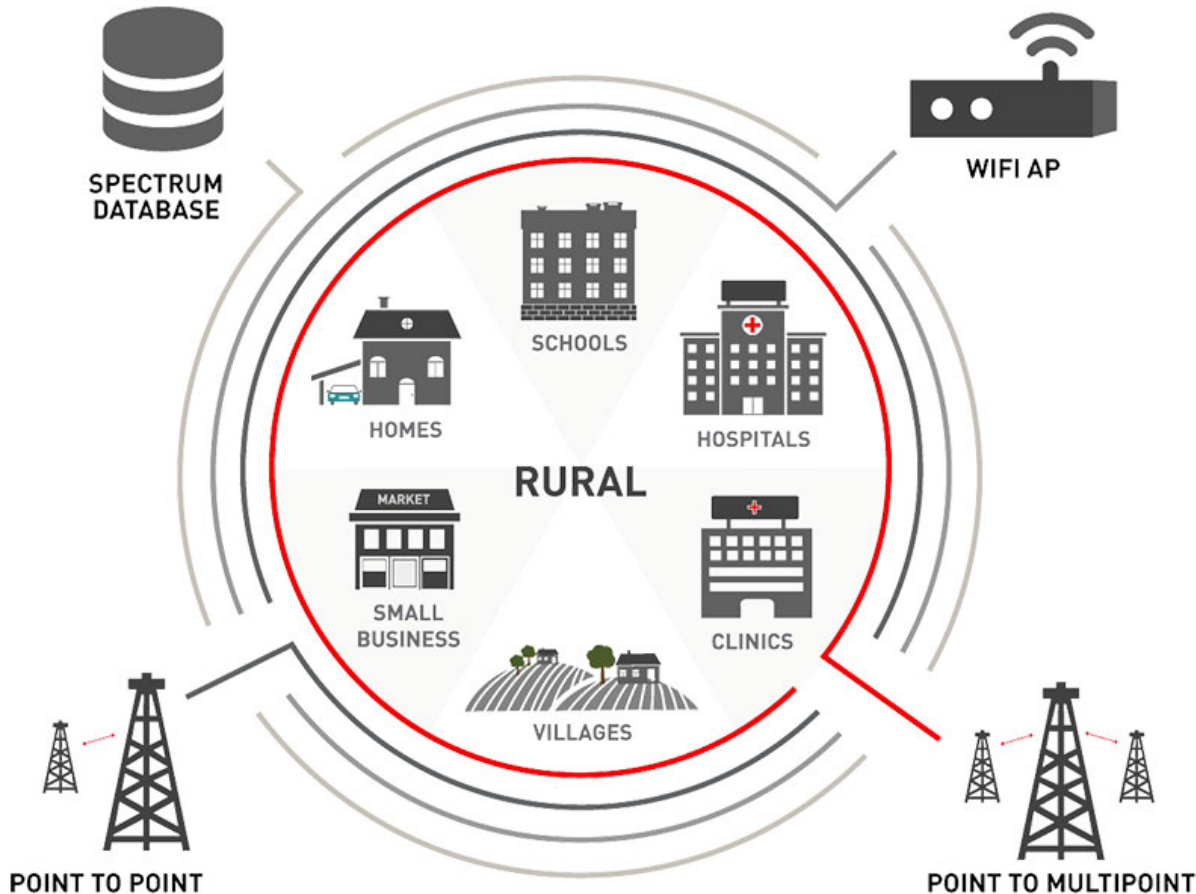
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AMENDMENT TO RAIN NETWORKS UNIVERSAL SERVICE AND ACCESS OBLIGATIONS ('USAO')			
Title	Publish Date	Gazette Number	Download
Draft Amendment: Rain Networks Universal Service and Access Obligations ('USAO')	2020-03-17	43095	
Title	Publish Date	Gazette Number	Download

COMMUNITY NETWORK OBLIGATIONS



Strategic overview

• USAASA Strategic Objectives:

- Optimise organisational efficiency by 2021 to support the project delivery of the Universal Service Fund
- Ensure availability of automated and integrated business processes by 2021 to support the project delivery of the Universal Service and Access Fund
- Ensure availability of responsive IT systems by 2021 to support the project delivery of the Universal Service and Access Fund
- Provide legally sound services to the Agency by 2021 to support the project delivery of the Universal Service and Access Fund
- USAASA established as a centre of excellence for universal access and universal service market information, knowledge and expertise by 2021
- Promotion of good stakeholder relations for purposes of enhancing the USAASA and USAF brands by 2021
- Promotion of legal and regulatory compliance by 2021 to support the project delivery of the Universal Service and Access Fund

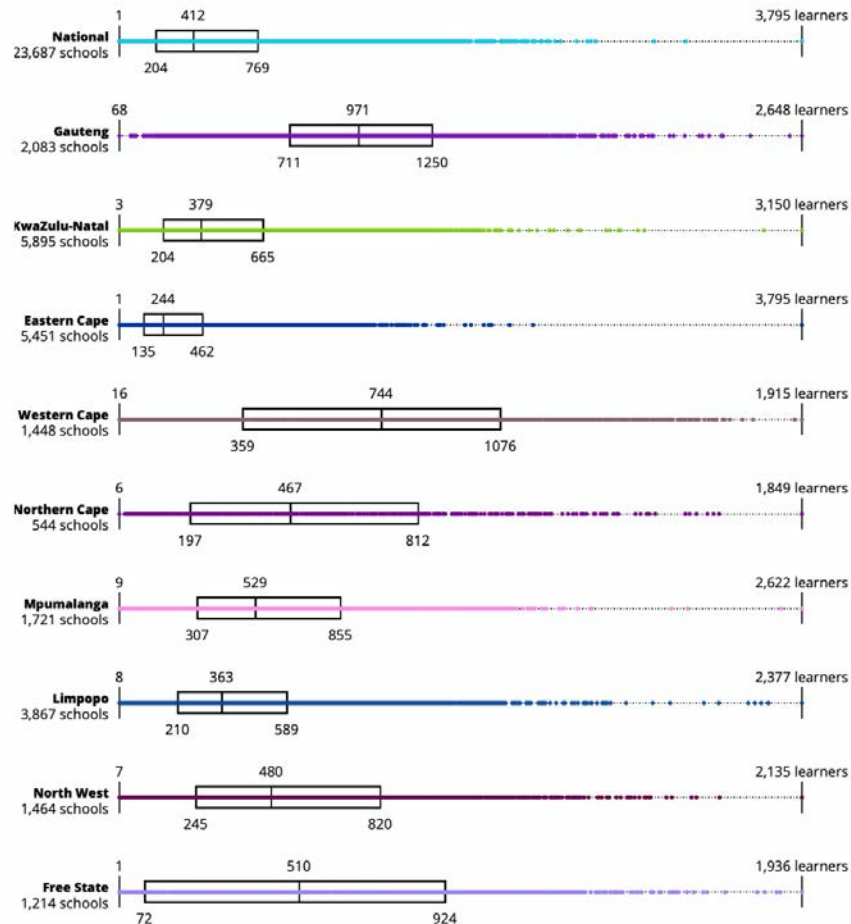
• USAF Strategic Objectives:

- **To provide access to ICT services in 6 identified under-served areas by 2021 as part of implementing the South Africa Connect digital development strategic pillar in support of the National Development Plan.**
- To facilitate the broadband connectivity of educational institutions, primary health care facilities and government institutions by 2021 in compliance with Section 88 of the Electronic Communications Act.
- To procure 1 831 779 Set-Top Boxes & antennas from local manufacturers for provision to qualifying needy TV-owning households in terms of the Scheme of Ownership framework by 2021.

<https://pmg.org.za/committee-meeting/28096/>

CALL TO ACTION

COVID 19 & ONLINE EDUCATION



Opportunity Landscape

South Africa

25 000 Total Schools,
23 000 Public Schools
Less than 2000 Private

COMMUNITY NETWORK OBLIGATIONS

GET ON THE GROUND AND START WORK (LET'S STOP TALKING)

1. GO BACK HOME
2. RESEARCH – THE CONNECTED vs UNCONNECTED (KNOW THYSELF)
3. MAP YOUR TOWN / CITY (SCHOOLS, CLINICS ETC)
4. BUILD A BUSINESS CASE & DOCUMENTATION (NUMBERS CRITICAL IN BUSINESS)
5. DRAFT A PROPOSAL AND GET HELP (FROM ALL PRESENT)

USE OUR POLITICAL LOBBY POWER FOR ACTION (LET'S STOP TALKING)

6. ALLIANCE TO PUSH ICASA & USAASA (OBLIGATIONS vs FUNDING)
7. ALLIANCE TO PUSH MNO'S & USAASA (INSTALLATION OBLIGATIONS & ESD)

COLLECTIVE FORCE – THE BARGAINING UNIT (ENTER THE BLACK ECONOMY)

8. LEVERAGE TECHNICAL EXPERTISE, CONTACTS AND RESOURCES
9. BUILD STABLE & RELIABLE NETWORKS EFFICIENTLY & PROFITABLY

COMMUNITY NETWORK RESEARCH TOOLS

RESEARCH & PLANNING IS MOTHER OF EXECUTION

1. MUNICIPAL DERMACATION DATABASE
http://www.demarcation.org.za/site/?page_id=7808
2. SCHOOLS DATABASE
<https://www.education.gov.za/Programmes/EMIS/EMISDownloads.aspx>
3. CLINICS DATABASE
<https://www.healthsites.org.za>
4. GOVERNMENT ORGANISATIONS DIRECTORY
<https://www.gov.za/about-government/contact-directory>
5. CENSUS MAPPING
<https://wazimap.co.za>
6. SABEN | SANREN | TENET | e-schools Network
<https://www.saben.ac.za/connectivity-rfps/>
7. SA CONNECT SITES
Opportunity to Showcase Black ISP's Projects (Central Portal)

POINTS OF DEPARTURE

BLACK ISP's KEY PAIN POINTS (SUCCESS MATRIX)

1. Access to Individual Licenses (iECNS & iECS)
2. Spectrum (Last Mile & Backhaul)
3. Infrastructure Sharing – Land, Masts (Towers) & High Sites, etc
4. Rapid Deployment Regulations for Wayleaves (Process)
5. BEE Law Loop-Holes (ESD & YES)
6. Market Protection & Ring-Fencing (Townships & Rural)
7. Government eProjects Set Aside (e.g. SA Connect, USAO etc)
8. Black Majority Shareholding of WOAN (Small Players Priority)
9. Tender System (Files) - Costs vs ROI on Submissions
10. Tax Compliance, CSD and Government Payment Terms
11. Deliberate Unapologetic Political Intent – Black ISPs as Priority in Telecoms

POINT OF DEPARTURE: MINISTRY, DTPS, RSA GOVERNMENT

Regulators should have the capability to conduct appropriate analysis of the economic and societal impact of spectrum decisions, in order to give priority to spectrum uses that deliver the greatest benefit to the society and its consumers.

“The release of spectrum should allow an equal opportunity for all to compete for spectrum, under rules that foster competition and innovation”.

SET ASIDE FOR BLACK ISPs IS THE ONLY WAY TO PROTECT SMALL PLAYERS & TRANSFORM TELECOMS in RSA.

Spectrum Sweet Spot for Black ISPs = TVWS, 700Mhz, 3.5GHz, 6GHz, 26GHz, 28GHz & 40GHz

POINT OF DEPARTURE: BLACK BUSINESS ASSOCIATIONS

ALL PRESIDENTS & NEC's

**UNITED WE STAND,
DIVIDED WE FALL!**

THANK YOU

ZUKO LEONARD RABOTAPI

South African Black Internet Service Providers Association

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