



HUAWEI



AFRE

## Our Partnership Journey

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Working together in  
building a fully  
Connected,  
Intelligent World ...





# DOING MORE TOGETHER

Ascending to new heights with Huawei. AFRO has been working closely with Huawei and its carrier partners from around the world to build cost efficient, innovative, and intelligent Telecom and ICT infrastructure. Our goal is to accelerate digital transformation, drive innovation, and make Huawei's vision for building early success in 5G a reality.

We carried out our work for Huawei with a permanent focus on security, value and performance.

Our combined global leadership in mobile and fixed network infrastructure with the software, services and advanced technologies to serve customers around the world.



**YOUR  
PARTNERS  
IN INNOVATION**



AFRO Engineering Company Ltd. was founded in **2004**. We possess a wealth of experience in the **ICT** marketplace for providing reliable and quality services to a variety of customers. With steady growth in our client base all over **Africa** and **Middle East**; AFRO has established local offices to respond to the demands of all Huawei clients Specially.

Huawei develop over 20 years as one of fastest in Telecom sector. with the best products and we're very happy to be part of this success. Today, one of the key trends is the fourth industrial revolution, and Huawei is one of the pioneers making this revolution a reality with its large variety of equipment and solutions that today is offered to all citizens across the globe.

At AFRO we have been investing in our workforce to support Huawei by becoming the most adaptable and ready to use emerging technologies, because of the importance these technologies for Huawei to sustain its market leadership.



# OUR HISTORY

The world has made it through digital revolution. We lived, learned, worked and socialized online. It has been a vast change, which happened quickly with global impacts on societies and cultures. Our customers were put under immense pressure. But with our help, they delivered. This reminds us that connectivity is not a 'nice to have'. It is a fundamental part of modern society, one that AFRO has a responsibility to provide. And we are doing so.

## COMPANY STATISTIC

 **2.5K+** Global Employees

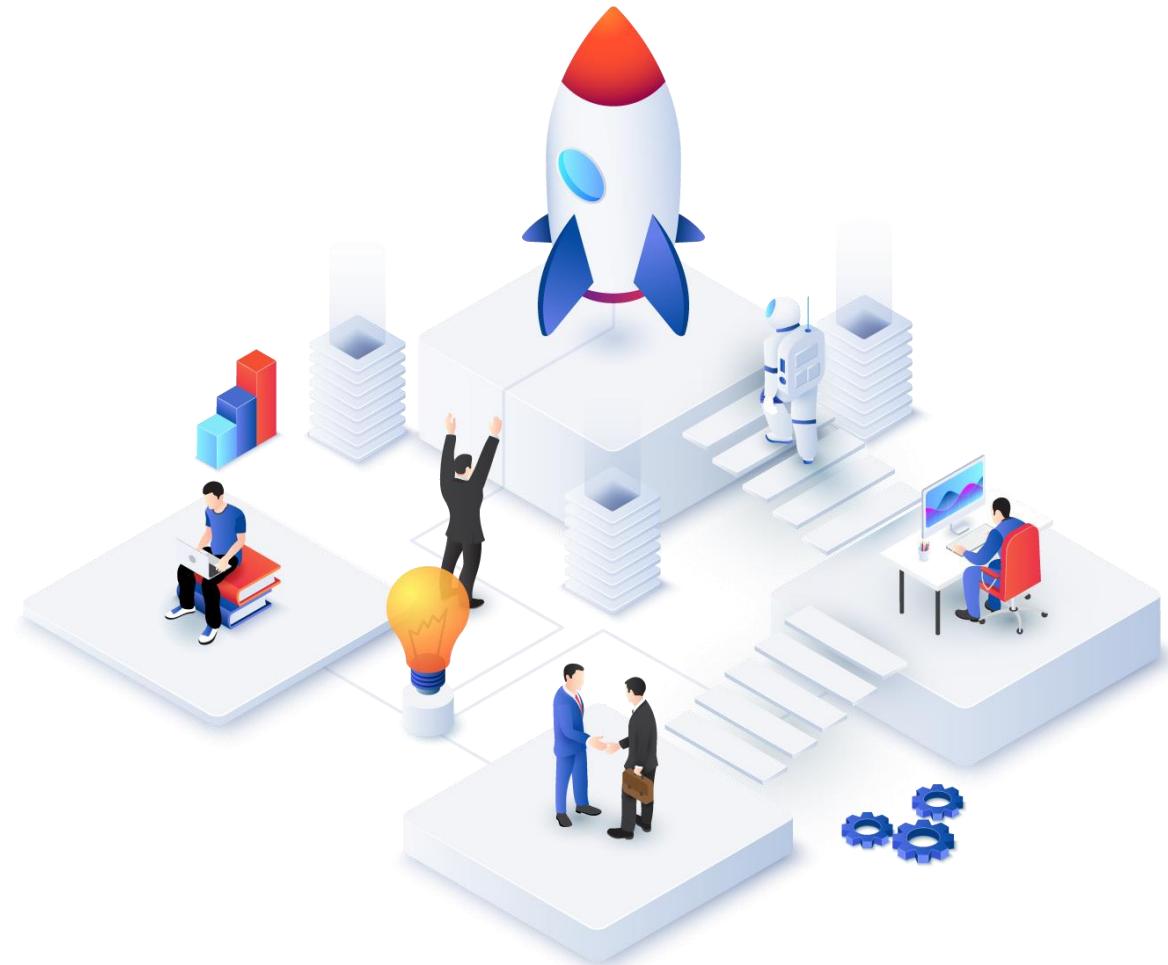
 **700+** Industry specific Specialist Engineers

 **30K+** Technical & Specialist Training Hours

 **50+** Countries & Global Footprint

 **100+** Direct Customers & Operators

 **50M+** Telecom Towers & Fiber Cables served





**"AFRO Vision 2030 is a plan to usher in Wireless Networks into the Intelligent and Autonomous Era in partnership with Huawei..."**

Mohamed Nasr Mahmoud Abdrabou  
Chairman, AFRO Group

## FORGING FORWARD STRONGER

AFRO remains committed to openness and collaboration for shared success. We work with various industry and ecosystem partners to shape new mindsets, and new models for cooperation and building trust. Our most trusted partner has been Huawei and Together, we will build a harmonious and healthy global industry ecosystem.

The vast continent of Africa is one of the most exciting places for telecommunications growth in the world, underpinned by strong macroeconomic tailwinds. Over the next five years, the continent is expected to see some of the fastest growth globally, with the region forecast to deliver five of the top ten fastest-growing economies and nine of the top ten fastest-growing cities. Africa's population will almost double during this period. More than 67% of Africa's population is under 30 and it is the young who drive the demand for mobile. And yet, mobile penetration in Africa is still low: less than half the population uses mobile. And of all mobile users, only 20% are experiencing 4G, but excitingly, demand is growing rapidly. The Middle East mirrors many of Africa's attractive characteristics. It has a rapidly growing population, forecast to see 39% growth from its current 257 million to 357 million by 2050. Mobile penetration, although higher than Africa at 66%, remains below developed markets, such as the US at 85%. Additionally, data usage is expected to grow substantially with 4G and 5G subscriptions expected to increase by 80% between 2021-26.

## Carrier Cloud Transformation

At AFRO, we are excited to support Huawei in these transformations by helping increase network value, accelerate service innovation, and optimize telecom operations to unleash the benefits of connectivity. Cloud is becoming a crucial part of industrial digital transformation, and is now considered a key economic factor because of its ability to reshape the economic structure and market landscape of individual industries. The telecom industry has already entered in a critical stage of its own cloud transformation, resulting in many new opportunities and challenges. 15% of operators are expected to develop and fully implement a comprehensive cloud strategy by the end of 2023, resulting in a telecommunications cloud market worth hundreds of billions of dollars. To support this expansion and take advantage of the new markets these technologies are creating, AFRO has prioritized the expansion of our solutions to support Huawei enterprise services through the establishment of AFRO Academy and R&D "Innovation Hub".

We would like to thank all the leadership, management and teams in Huawei our special relationship and the celebration of our partnership and future success together.



# Carrier Products & Solutions

Facing the future, promoting the "All Cloud" strategy to enable digital transformation

Wireless Network



Cloud Core Network



Digital Power



+IT, New Growth



Fixed Network



ICT Services



ADN





# Our Telecom Services



AFRO Group is a multi-national supplier that has significant end-to-end capability across acquisition, design, project management, project-support and field operations functions. AFRO offer high quality project management with experienced personnel to ensure timely project delivery.

AFRO has an enviable track record of resolving issues rapidly and effectively, which is down to the quality and experience of the people it employs.

We have an extensive team with a broad range of expertise who are empowered to take whatever action is required to resolve an issue. To date, AFRO has project managed over 30,000 site works or upgrade activities.



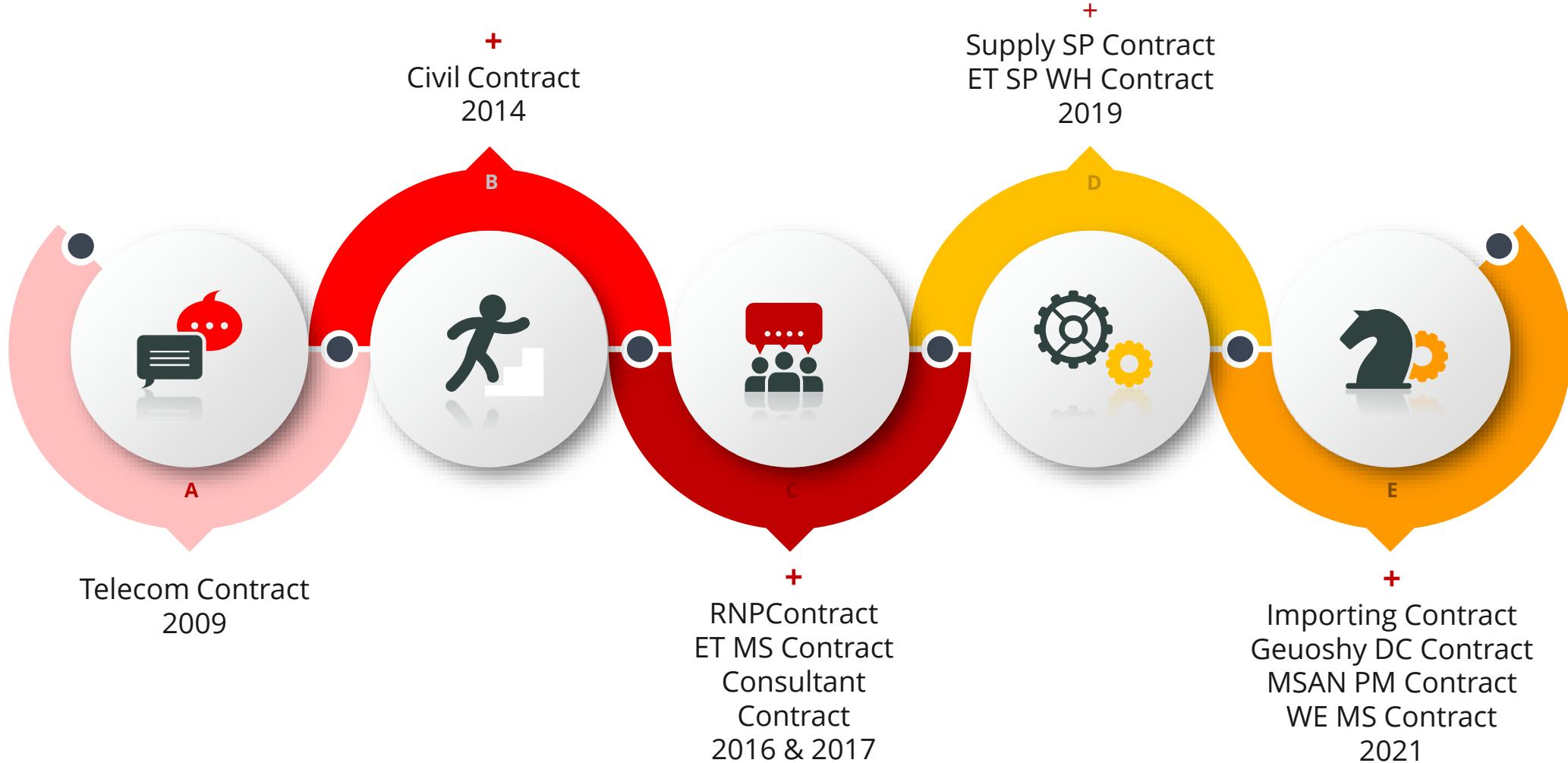
- Site Acquisition,
- Planning &
- Design
- Civil Construction
- Microwave
- I,C&I
- Temporary Sites
- Special Events
- In Building Solutions
- Maintenance
- RF Network Planning
- RF Optimization
- Outsource & Consultancy Services
- Telecom Sites installation
- Telecom Sites Commissioning
- Solar Power
- Fiber
- DTH
- EV Charging
- Battery Technology

In world of Telecommunications where challenges are permanently rising, We 've been emerged as a reliable partner for operators and the most reliable equipment suppliers rendering

added value services and developing a strong, skilled and cost -effective partnership to meet the targets and face the challenges of today's market.

in terms of complexity, time constraints and high competitiveness. AFRO is a partner of choice for global Vendors & Operators.

# Partnership Evolution over the years...



# Achievements with Huawei



# AFRO's Success Road Map

We covered 15 African, 4 GCC countries with well established local offices and global footprint over 30 countries and over 2500 employee within 15 years of delivering operational and management excellence.

## Operational Capabilities, Partnerships & Investments

We're expecting great potentials for expansion and growth. We Plan for steady growth of accumulated 75% in our group for the next three years within existing traditional accounts. Nearly to 50% growth is planned within 2022 due to new markets Just launched last quarter. In Parallel route another plan to explore new markets territories and industries like, Libya and Renewable Energy industry in West Africa and Libya.



**Head  
Office**



**Operating  
Office**



**Business  
Footprint**



**Planned  
Expansion**

# Financial Excellence

+37%

Average Annual Growth Rate

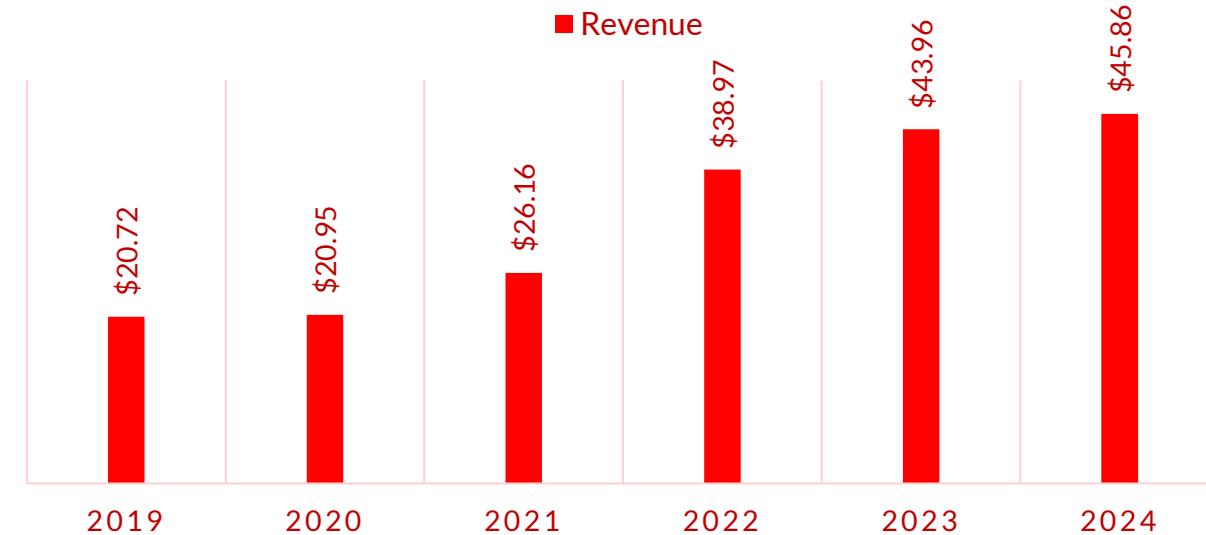
+213.5  
Million \$

Revenue Accumulative 2004-2020

- One of our major success keys is our Golden Resources, where we have a team of 1,600 head.
- Planned to exceed 1,250 head in Cairo office only and over 2,500 across the content before end of 2023.

Everyone at AFRO should be proud of the Company's progress in 2021-2022. That progress was reflected in the improved cash generation that strengthened our balance sheet to the extent that we can look to reinvest the capital into developing R&D, AFRO Academy and other CSR programs.

## GROUP ROAD MAP 2019-2024



# Future Projects & Partnership

Facing the future, AFRO has the capabilities and seeking to develop services for Huawei in these potentials areas of cooperation.

New NFM Area



NOC Services



Renewable Energy



Outsourcing Services



Enterprise Services



Software & Apps



VAS Services



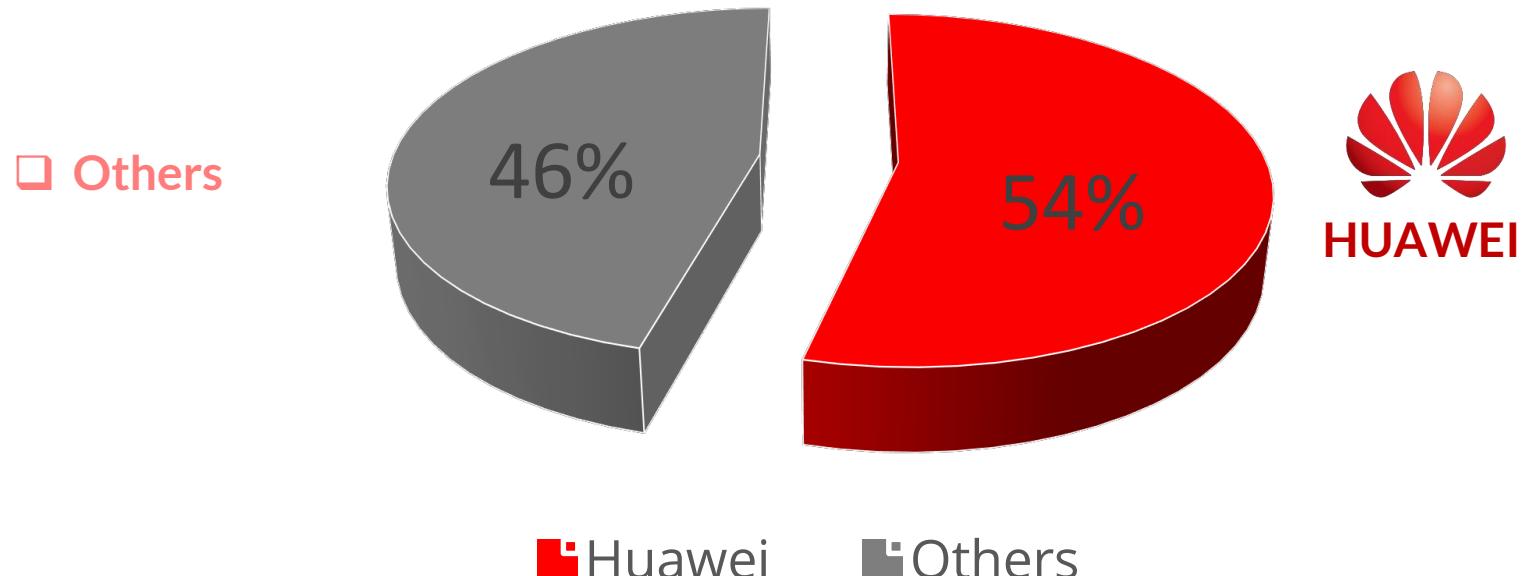
Mega Solar Projects



# Partnership Revenue

Since the beginning of AFRO's partnership with Huawei, we have demonstrated our commitment to serving Huawei, with fully trained, dedicated and staffed office that employs high skilled local staff with management oversight from our AFRO's Head Office. This close proximity to customers allows extremely efficient support and service delivery. By investing in the skills and capabilities of our local employees, and by establishing offices throughout the continent, AFRO has built a good market reputation, while enterprises are confident in Huawei's technology on their path to digital transformation through AFRO's dedication and commitment to Huawei.

AFRO have established AFRO Academy to provide Huawei's training materials, to become the strategic partner with the highest number of Huawei-certified professionals in Africa. When an enterprise decides to undergo digital transformation — a process that is becoming increasingly critical — having such a solid team behind them is imperative and so we have also developed the R&D Department to interface with Huawei as Innovation Hub.



# Group Market Share

As Africa expands its Information and Communications Technology (ICT) infrastructure to become a major player in the global market, digital transformation has unlimited potential to drive development in the region, boost economic growth and improve the quality of peoples' lives.

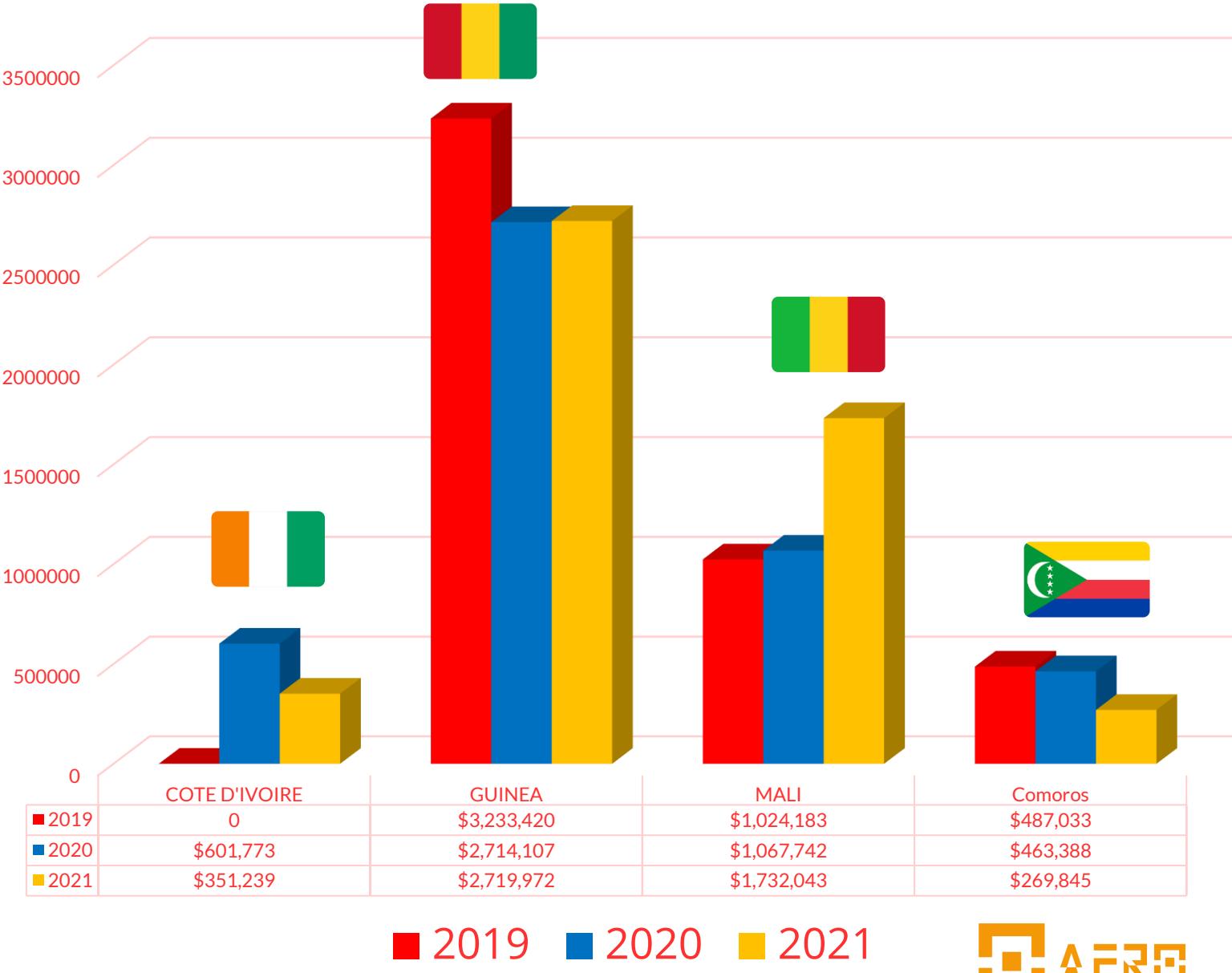
But merely getting people online is not enough. If Africa is to truly compete on a global scale, ICT penetration across the entire continent is essential. In short, deploying advanced ICT to drive digital transformation throughout Africa is of critical importance. Choosing to partner with Huawei was an easy decision. Huawei is constantly innovating, and it is at the forefront of solutions that drive digital transformation. From storage to wireless products, Huawei offers it all. AFRO partnership with Huawei will ensure we continue to grow our Africa market share together whilst delivering value and excellence for businesses and communities.



# In West Africa with Huawei

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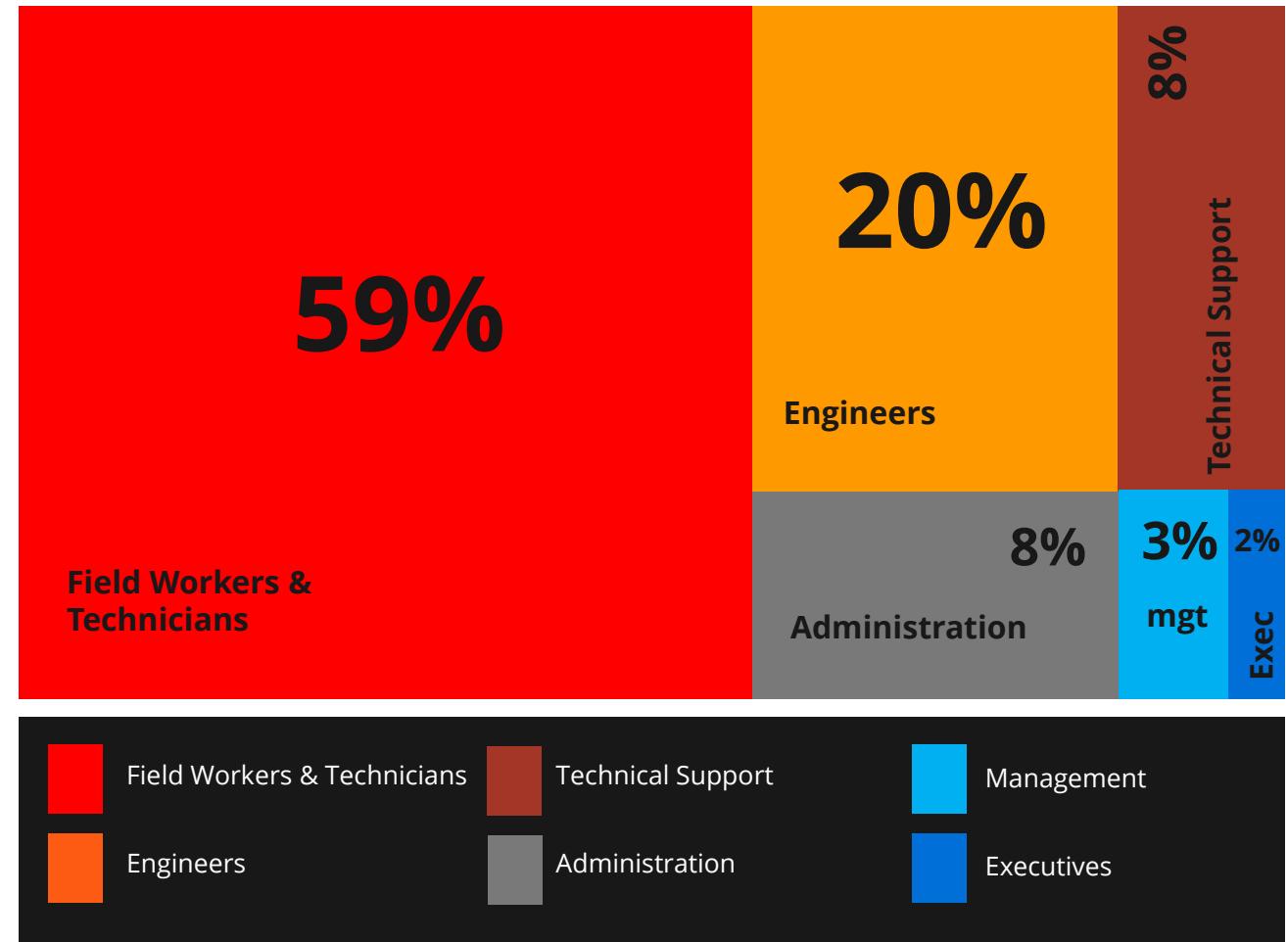
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# Financial Excellence

**Our culture – respecting people:**  
We believe our people are our greatest asset and we aim to enable a culture that encourages high-performance, integrity, and inclusion. The market for skilled employees in our business is extremely competitive. Our workforce has fluctuated over recent years as we have introduced changes in our strategy to respond to our business targets and our activities. These changes may in the future cause disruption and fatigue among employees. It is imperative that we work to create and sustain a corporate culture that is motivational, inclusive, and encourages creativity and continuous learning to meet challenges. We believe that a diverse workforce is our platform for greater innovation.

Group Headcount - 2,500+



# Global Services Strategy

A key focus area in Global Services is empowering CSPs to transform to digital service providers, supported by a digital architecture for the full lifecycle of network design, deployment, operations and technical support – for both legacy and cloud-based networks. The AFRO AVA cognitive use cases provide advanced AI and analytics as well as a common data lake to help boost network performance, operational efficiency and customer experience. We also help digital service providers to seize the possibilities of Internet of Things (IoT) and enter new markets using AFRO Worldwide IoT Network Grid (WING), which provides seamless connectivity across geographical borders and technologies. We enable our customers to enter new markets rapidly and with low risk through pay-as-you-grow or revenue share models.

## SERVING CRITICAL NETWORKS

Networks are playing an increasingly important role in society. This is allowing us to extend our focus to serving critical networks beyond CSPs.

## TOTAL COST OF OWNERSHIP

Critical networks are built based on a best-of-breed approach with network elements selected on a best performance per Total Cost of Ownership (TCO) basis.

## FINANCIAL RETURNS

Technology leadership underpins momentum and financial returns in critical networks.



## TECHNOLOGY LEADERSHIP

Invest in the next technology window – where there is no path, we will reassess segment participation.

## BUSINESS DIVERSITY

Value in critical networks is migrating away from monolithic systems towards silicon, software and service, and will be captured through different business models.

## INVEST IN INNOVATION

Sustained investment in long-term innovation provides us with a platform to take the long view.

# Human Resources Services

- HR Development: Technical Training, Custom Workshops and On-Job Training (OJT).
- HR Sourcing & Personnel Recruitment.



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- Recruitment Process Outsourcing (RPO).



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# Service Provider

As industries' digitalization unfolds, we see 5G, cloud, and IoT picking up speed and disrupting how enterprises work, think, and serve their customers – all driving fundamental change in what networks need to deliver – representing a perfect opportunity for service providers. AFRO partners with service providers to provide new positions of strength through our Global Partner Program, providing them with a broad set of solutions and deep experience in delivering mission-critical infrastructure across a wide range of industries. We help them bring the right value to their enterprise customers to achieve a sustainable competitive advantage.

# Supplier Partners

## Why is it important to engage?

To develop our supplier relationships into true partnerships takes time and effort by both parties to bring about successful collaborations. We streamline our supplier base so that we can focus on, and invest in, a select few, developing true partnerships that create mutual value. Cultivating sustainable long-term relationships is essential in order to build and maintain assets that need to last for decades.

## How we engage with our supplier Partners?

- Regular business reviews
- Industry training activities
- Industry symposiums

**“Our ambition is to build an engaged, happy, creative and productive workforce by fostering an inclusive and collaborative environment that reflects our vision and our values.”**





## Awards & Accolades

We've received recognition for our achievements in a variety of areas from a range of different sources from product design to sustainability.

***Every day at AFRO, we try to be the best we can be***

– as an innovator, as a company, as a brand, and as an employer. And we're pleased to say that our efforts don't go unnoticed.

From Service Delivery to Business Excellence, we've received recognition for our achievements in a variety of areas from a range of different sources. Here are just a few examples:



# Health, Safety & Labor Policy:



AFRO creates innovative solutions aiming to unite communities and help billions of people live more connected lives, whilst at the same time recognizing our health and safety responsibilities and our wider commitment to sustainability and corporate responsibility.

The protection and improvement of the health and safety of everyone who works for or with AFRO, is a guiding principle in all our operations worldwide. This occupational health, safety and labor conditions policy is based on AFRO Code of Conduct and employment policies and practices, the key principles of which are that AFRO will:

1. Provide healthy and safe working conditions and promote well-being and fair treatment at work.
2. Ensure compliance with all applicable occupational health and safety and labor legislation along with other requirements to which we subscribe (including customer specific requirements as well as industry best practices)
3. Integrate occupational health and safety management into our business and processes including design, production, distribution, installation and support of our product and systems.
4. Emphasize the accountability and responsibility of management and employees for healthy, safe working conditions and fair treatment for all who work for or on behalf of AFRO.
5. Strive to continuously improve our health and safety performance through risk management, consultation and participation to prevent work-related accidents, ill health, diseases and incidents and by developing and implementing new working practices and technologies, which enhance our employees' health and safety.
6. Ensure that our products are safe, and work with our suppliers and customers to promote responsible use throughout their life cycle.
7. Promote a healthy life-style and support voluntary activities that enhance health, wellbeing and work-life balance.
8. Promote occupational health, safety and labor conditions awareness through effective communication and training, sharing best practices, both internally and externally and encourage reporting of incidents, hazards, risks and opportunities.
9. Take immediate action to remedy situations where incidents, audits and feedback identify areas for improvement in our health, safety and labor conditions management.
10. Ensure our suppliers, contractors and other business partners follow the same standards and place equally high priority on health, safety and labor conditions in their operations



# Total Quality Policy

At AFRO, we are customer centric, and this shapes how we conceptualize and practice quality. We are committed to creating value for our customers today and into the connected future by:

1. Delivering differentiated products, services and solutions reliably and securely - first time, every time, on time, as promised.
2. Relentlessly pursuing continuous improvement of business processes and quality management to enable superior performance.
3. Constantly renewing our knowledge, skills and techniques to innovate new ways to serve customers and enable the human possibilities of technology.
4. Valuing each other, our customers and stakeholders while honoring ethical, legal and statutory obligations



# EGYPT WORK PORTFOLIO



<b>Contract Name:</b>	<b>Telecom Frame</b>		
<b>Client Name:</b>		Delivery Date:	Since 2009
<b>Location:</b>	<ul style="list-style-type: none"> <li>• Egypt</li> </ul>	Industry Category:	<ul style="list-style-type: none"> <li>• Telecom</li> <li>• MSAN</li> <li>• Core</li> <li>• IBS</li> <li>• Logistic</li> </ul>
<b>Project Description:</b>	<ul style="list-style-type: none"> <li>• TSS &amp; LOS Survey, Planning &amp; Dimensioning.</li> <li>• New-Build, Migration, Reconstruction, Upgrade and Expansion.</li> <li>• Hardware Installation, Dismounting, Commissioning and Acceptance.</li> <li>• Infrastructure Deployment and Enhancement.</li> </ul>		
<b>Key Achievements:</b>	<ul style="list-style-type: none"> <li>• Deliver &amp; Implementing End-To-End +500 New Rollout Site 2G,3G,4G for Etisalat Misr.</li> <li>• Deliver &amp; Implementing End-To-End +800 Site Swap V To V for Etisalat Misr.</li> <li>• Deliver &amp; Implementing End-To-End +1000 Site Expansion for Etisalat Misr.</li> <li>• Deliver &amp; Implementing End-To-End +400 Site L2600 for Etisalat Misr</li> <li>• Deliver &amp; Implementing End-To-End +100 MW Swap for Etisalat Misr.</li> <li>• Deliver &amp; Implementing End-To-End +300 New MW for Etisalat Misr.</li> <li>• Deliver &amp; Implementing End-To-End +50 Core Site for Etisalat Misr.</li> <li>• Deliver &amp; Implementing End-To-End +300 Site Swap V To V for Vodafone Egypt.</li> <li>• Deliver &amp; Implementing End-To-End +200 Site L2600 for Vodafone Egypt.</li> <li>• Deliver &amp; Implementing End-To-End +75 MW Swap for Vodafone Egypt.</li> <li>• Deliver &amp; Implementing End-To-End +60 PTN site Vodafone Egypt.</li> <li>• Deliver &amp; Implementing End-To-End +300 New Rollout Site 2G,3G,4G for Orange.</li> <li>• Deliver &amp; Implementing End-To-End +2000 Site Expansion for Orange.</li> <li>• Deliver &amp; Implementing End-To-End +1000 New Rollout Site 4G,5G for WE.</li> <li>• Deliver &amp; Implementing End-To-End +500 Site Expansion for WE.</li> <li>• Deliver &amp; Implementing End-To-End +300 Core site for WE.</li> <li>• Deliver &amp; Implementing End-To-End +6000 MSAN Cabinet for WE.</li> <li>• Deliver &amp; Implementing End-To-End +3 IBS for WE.</li> <li>• Deliver &amp; Implementing End-To-End +700 New Rollout Site for MOD.</li> <li>• Deliver &amp; Implementing End-To-End +2 IBS for MOD.</li> </ul>		

# Egypt



<b>Contract Name:</b>	<b>CW Frame</b>		
<b>Client Name:</b>	 HUAWEI	<b>Delivery Date:</b>	Since 2014
<b>Location:</b>	<ul style="list-style-type: none"><li>• Egypt</li></ul>	<b>Industry Category:</b>	<ul style="list-style-type: none"><li>• Acquisition</li><li>• Foundation</li><li>• Steel Structure</li><li>• Tower</li><li>• Supply</li></ul>
<b>Project Description:</b>	<ul style="list-style-type: none"><li>• Tower Concrete foundations.</li><li>• Shelter Concrete Bases.</li><li>• Tower Erection all Types of towers RT/GF/Poles/Masts.</li><li>• Fences / gates.</li><li>• Sites acquisitions.</li><li>• Sites permits.</li></ul>		
<b>Key Achievements:</b>	<ul style="list-style-type: none"><li>• Deliver &amp; Implementing +50 turn key for ET.</li><li>• Deliver &amp; Implementing +500 Turn key for We.</li><li>• Deliver +700 Site Acquisition For We.</li><li>• Supply +10000 M of PVC.</li><li>• Supply +100,000 M of Power Cables.</li><li>• Supply +40000 M Cable Try.</li></ul>		

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<b>Contract Name:</b>	<b>RNO RNP Frame</b>		
<b>Client Name:</b>	 HUAWEI	Delivery Date:	Since 2016
<b>Location:</b>	• Egypt	Industry Category:	<ul style="list-style-type: none"><li>• Drive Test.</li><li>• Networking Planning.</li><li>• Networking Optimization.</li></ul>
<b>Project Description:</b>	<ul style="list-style-type: none"><li>• Network Benchmarking.</li><li>• Single Site Verifications (SSV).</li><li>• Stand Alone and Cluster Drive Testing.</li><li>• Post-Processing &amp; KPIs Analysis.</li><li>• Networking Planning &amp; Optimization.</li><li>• ION support.</li><li>• Remote Support.</li></ul>		
<b>Key Achievements:</b>	<ul style="list-style-type: none"><li>• Drive test for (ET, Orang, VF &amp; WE) +18000 Site.</li><li>• Optimizer employee +50 Employer.</li></ul>		

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<b>Contract Name:</b>	<b>ET MS Frame</b>		
<b>Client Name:</b>	 HUAWEI	Delivery Date:	Since 2016
<b>Location:</b>	• Egypt	Industry Category:	• Maintenance
<b>Project Description:</b>	<ul style="list-style-type: none"> <li>• Day-to-day Operation and Management (OAM) of the entire network infrastructure.</li> <li>• Multivendor Support.</li> <li>• Corrective and Preventive Field Maintenance.</li> <li>• KPI Enhancement.</li> <li>• Sites Audit and Acceptance.</li> <li>• Spare Part Management.</li> <li>• EM Handling (Maintenance – Offers – Spare Parts Handling) for more than 300 Sites</li> <li>• Handling All Planned Actions (Batteries installation – ACs Installation – Quality TTS – RF TTS – PM)</li> <li>• Handling All Retention issues ( Guards – Cheques – Renewal – New contracts – follow up all access problems – Guards Audit )</li> <li>• EHS and all requirements needed by saving all tools and courses and training needed</li> </ul>		
<b>Key Achievements:</b>	<ul style="list-style-type: none"> <li>• Serving and maintenance west and East Delta with 9 Offices.</li> <li>• Serving +1450 Site for Etisalat Misr.</li> <li>• Serving Area with +240 Employer.</li> <li>• Managing +100 Car working all over Delta</li> <li>• Dealing with all Offices and warehouses owners to serve 9 Offices and accommodations and warehouses to all our teams</li> </ul>		

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<b>Contract Name:</b>	<b>WE MS Frame</b>		
<b>Client Name:</b>		Delivery Date:	Since 2021
<b>Location:</b>	• Egypt	Industry Category:	• Maintenance
<b>Project Description:</b>	<ul style="list-style-type: none"> <li>• Day-to-day Operation and Management (OAM) of the entire network infrastructure.</li> <li>• Corrective and Preventive Field Maintenance.</li> <li>• KPI Enhancement.</li> <li>• Sites Audit and Acceptance.</li> <li>• Spare Part Management.</li> <li>• EM Handling (Maintenance – Offers – Spare Parts Handling)</li> <li>• Handling All Planned Actions (Batteries installation – ACs Installation – Quality TTS – RF TTS – PM)</li> <li>• Follow up with Retention teams all access problems</li> <li>• EHS and all requirements needed by saving all tools and courses and training needed</li> </ul>		
<b>Key Achievements:</b>	<ul style="list-style-type: none"> <li>• Serving and maintenance west and East Delta with 9 Offices.</li> <li>• Serving 450 Site for WE Network all over delta .</li> <li>• Serving Area with 40 Employer.</li> <li>• Managing +10 Car working all over Delta</li> </ul>		

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Contract Name:	WE MSAN Preventive Maintenance Frame		
Client Name:	 HUAWEI	Delivery Date:	Since 2021
Location:	• Egypt	Industry Category:	• Preventive Maintenance.
Project Description:	<ul style="list-style-type: none"><li>• Performed periodically via on-site activities.</li><li>• Routine inspections.</li><li>• Adjustments, painting and internal and external cleaning, and surveys.</li></ul>		
Key Achievements:	<ul style="list-style-type: none"><li>• Preventive Maintenance for +2500 Cabinet.</li><li>• Achieving SQI 99.98%.</li><li>• Achieving 100% of Target .</li></ul>		

EGYPT

Egypt

<b>Contract Name:</b>	<b>Consulting Frame</b>		
<b>Client Name:</b>	 HUAWEI	Delivery Date:	Since 2017
<b>Location:</b>	• Egypt	Industry Category:	• Consulting Services
<b>Project Description:</b>	<ul style="list-style-type: none"> <li>• Project Management &amp; Supervision Service.</li> <li>• Network &amp; Technology Consulting.</li> <li>• Operational Consulting.</li> <li>• Customer Support.</li> </ul>		
<b>Key Achievements:</b>	<ul style="list-style-type: none"> <li>• Consulting employer +40.</li> <li>• Independent Consulting Services with +8 Consulting persons.</li> </ul>		
<b>Contract Name:</b>	<b>IT help Disk Frame</b>		
<b>Client Name:</b>	 HUAWEI	Delivery Date:	Since 2021
<b>Location:</b>	• Egypt	Industry Category:	• IT services and Solutions.
<b>Project Description:</b>	<ul style="list-style-type: none"> <li>• Customer Support.</li> <li>• Operational IT</li> </ul>		
<b>Key Achievements:</b>	<ul style="list-style-type: none"> <li>• IT employer +12.</li> </ul>		



Egypt

AFRICA

<b>Contract Name:</b>	<b>ITO Frame</b>		
<b>Client Name:</b>	 HUAWEI	Delivery Date:	Since 2022
<b>Location:</b>	• Egypt	Industry Category:	• IT Managed Services Outsourcing.
<b>Project Description:</b>	<ul style="list-style-type: none"><li>IT Managed Service.</li><li>Operation Service outsourcing.</li><li>Sp1, Sp2, Sp3 services providing.</li></ul>		
<b>Key Achievements:</b>	<ul style="list-style-type: none"><li>ITO employer +18.</li></ul>		
<b>Contract Name:</b>	<b>Supply Passive Spare Parts Frame</b>		
<b>Client Name:</b>	 HUAWEI	Delivery Date:	Since 2020
<b>Location:</b>	• Egypt	Industry Category:	• Supply Passive Element.
<b>Project Description:</b>	<ul style="list-style-type: none"><li>Supply and Deliver All maintenance Material.</li></ul>		
<b>Key Achievements:</b>	<ul style="list-style-type: none"><li>Supply Material +20M EGP.</li><li>Supply +1000 Item.</li><li>Fast response with Best Quality.</li></ul>		



<b>Contract Name:</b>	<b>ET Ware House for Active SP Frame</b>		
<b>Client Name:</b>	 <b>HUAWEI</b>	Delivery Date:	Since 2019
<b>Location:</b>	• Egypt	Industry Category:	• WH of Active Elements.
<b>Project Description:</b>	<ul style="list-style-type: none"><li>Managing and storing for ET Active SP.</li><li>Inbounding and Out Bounding Material according to System of material Handling</li></ul>		
<b>Key Achievements:</b>	<ul style="list-style-type: none"><li>Managing +15 Ware House All Over Egypt.</li><li>Serving SP +6000 Site of ET All over Egypt.</li></ul>		

<b>Contract Name:</b>	<b>Importing Frame</b>		
<b>Client Name:</b>	 <b>HUAWEI</b>	Delivery Date:	Since 2021
<b>Location:</b>	• Egypt	Industry Category:	• Huawei Equipment Importing.
<b>Project Description:</b>	<ul style="list-style-type: none"><li>Material Importing</li><li>Customs Clearance Services.</li><li>Local Transportation and Delivery Services.</li></ul>		
<b>Key Achievements:</b>	<ul style="list-style-type: none"><li>Fast Response And Time reduce for Importing Material.</li><li>Door-to-Door Delivery Of Shipped Equipment.</li></ul>		

Egypt



Contract Name:	SP1 DC Elgyoushy Frame		
Client Name:	The Huawei logo, featuring a red stylized flower icon followed by the word "HUAWEI" in a bold, sans-serif font.	Delivery Date:	Since 2021
Location:	• Egypt	Industry Category:	• Huawei DC.
Project Description:	<ul style="list-style-type: none"><li>• Civil work</li><li>• Electrical.</li><li>• Mechanical.</li><li>• Fire system.</li><li>• Plumbing.</li><li>• Huawei product.</li><li>• Consultant</li></ul>		
Key Achievements:	<ul style="list-style-type: none"><li>• Implementing 1<sup>st</sup> MOD DC prefabricated.</li><li>• Containers Lifting Plan successful Achievement.</li></ul>		

EGYPT

# AFRICA WORK PORTFOLIO





Project Name:	HUAWEI Manage Service (Orange MALI) First Line Maintenance		
Client Name:	 HUAWEI	Delivery Date:	Since 1 <sup>st</sup> October 2021
Location:	<ul style="list-style-type: none"><li>Kayes</li><li>Koulikoro</li></ul>	Industry Category:	<ul style="list-style-type: none"><li>Active Maintenance</li><li>Supply materials</li></ul>
Project Description:	<ul style="list-style-type: none"><li>Preventive and Corrective Maintenance for 760 Sites</li><li>SOR Implementation</li><li>Network Element Acceptance Activity</li><li>Special Events Maintenance</li><li>Inventory Management</li><li>Spare Part Management &amp; Logistics</li><li>Sites Audit and Acceptance</li><li>KPI Enhancement</li></ul>		
Key Achievements:	<ul style="list-style-type: none"><li>AFRO Delivered in a fast, efficient, accurate, and sustainable way.</li><li>AFRO teams all times Achieve the service levels specified (SLA's) and continuous performance improvement.</li><li>maintain for Operator network an emergency service 24 hours a day, 7 days a week, 365 days a year. The services carried out by the Provider shall cover all Orange MALI Sites in the Country...</li></ul>		

MALI



Project Name:	HUAWEI Manage Service (Orange MALI) First Line Maintenance		
Client Name:	 HUAWEI	Delivery Date: End Date:	1 <sup>st</sup> January 2019 30 <sup>th</sup> September 2021
Location:	<ul style="list-style-type: none"><li>Bamako</li></ul>	Industry Category:	<ul style="list-style-type: none"><li>Maintenance</li><li>Electromechanical</li><li>Supply materials</li><li>Active and Passive</li><li>DG's Overhauling</li></ul>
Project Description:	<ul style="list-style-type: none"><li>Preventive and Corrective Maintenance for 170 Sites</li><li>SOR Implementation</li><li>Network Element Acceptance Activity</li><li>Special Events Maintenance</li><li>Inventory Management</li><li>Spare Part Management &amp; Logistics</li><li>DG PM &amp; CM (92 generators)</li><li>Sites Audit and Acceptance</li><li>KPI Enhancement</li><li>Bamako region since 1<sup>st</sup> January 2019 till 30<sup>th</sup> September 2021</li><li>All Electromechanical SOW</li></ul>		
Key Achievements:	<ul style="list-style-type: none"><li>AFRO Delivered in a fast, efficient, accurate, and sustainable way, allowing the service provider to capitalize on the opportunities created by 5G.</li><li>AFRO teams all times Achieve the service levels specified (SLA's) and continuous performance improvement.</li><li>maintain for Operator network an emergency service 24 hours a day, 7 days a week, 365 days a year. The services carried out by the Provider shall cover all Orange MALI Sites in the Country...</li></ul>		

MALI



Project Name:	MALI		
Client Name:	 HUAWEI		
Location:	• MALI	Delivery Date:	1 <sup>st</sup> November 2018
Project Description:	<ul style="list-style-type: none"><li>• Service outsourcing from 1-November-2018 till 31-November-2022</li><li>• FO team supporting and providing consultancy, managerial, technical and site inspection remote service for all orange MALI network</li><li>• Operating service outsourcing.</li></ul>		
Key Achievements:	<ul style="list-style-type: none"><li>• AFRO Delivered in a fast, efficient, accurate, and sustainable way, all the qualified staff to manage Orange MALI network (Around 2200 site).</li><li>• AFRO Delivered and performed the provision of the service with the specification of the engineering documents.</li><li>• FO employee +16.</li></ul>		

MALI



Project Name:	MALI		
<b>Telecom Frame</b>			
Client Name:	MALI	Delivery Date:	Since 1 <sup>st</sup> November 2018
Location:	 HUAWEI	Industry Category:	<ul style="list-style-type: none"><li>• Telecom</li><li>• Core</li><li>• IBS</li><li>• Optical</li><li>• Energy</li><li>• Civil.</li></ul>
Project Description:	<ul style="list-style-type: none"><li>• Working with all Mali operators Moov Africa, Orange &amp; Airtel</li><li>• TSS &amp; LOS Survey, Planning &amp; Dimensioning.</li><li>• New-Build, Migration, Reconstruction, Upgrade and Expansion.</li><li>• Hardware Installation, Dismounting, Commissioning and Acceptance.</li><li>• Infrastructure Deployment and Enhancement.</li></ul>		
Key Achievements:	<ul style="list-style-type: none"><li>• Deliver &amp; Implementing End-To-End +300 New Rollout sites (2G, 3G &amp; 4G) for Orange MALI.</li><li>• Deliver &amp; Implementing End-To-End +500 SWAP sites (2G, 3G &amp; 4G) for Orange MALI.</li><li>• Deliver &amp; Implementing End-To-End +600 Site Expansion for Orange MALI.</li><li>• Deliver &amp; Implementing End-To-End +100 MW Swap for Orange MALI.</li><li>• Deliver &amp; Implementing End-To-End +100 MW New for Orange MALI.</li><li>• Deliver &amp; Implementing End-To-End +400 Sites L1800, U900 for Orange MALI.</li><li>• Deliver &amp; Implementing End-To-End +100 Energy SWAP Sites Orange MALI.</li><li>• Deliver &amp; Implementing End-To-End +400 Sites Solar &amp; Cabinets foundations (Civil) for Orange MALI.</li><li>• Deliver &amp; Implementing End-To-End +3 Lamp sites (Indoor sites) for Orange MALI.</li><li>• Deliver &amp; Implementing End-To-End +1 Data center for Orange MALI.</li><li>• Deliver &amp; Implementing End-To-End +4 Expansion for Data centers for Orange MALI.</li><li>• Deliver &amp; Implementing End-To-End +300 New Solar sites for Orange MALI.</li><li>• Deliver &amp; Implementing End-To-End +50 SWAP Solar sites for Orange MALI.</li><li>• Deliver &amp; Implementing End-To-End +500 NetEco Telecom Energy Management System for Orange MALI.</li><li>• Deliver &amp; Implementing End-To-End +50 New Rollout sites (2G, 3G &amp; 4G) for Moov Africa.</li><li>• Deliver &amp; Implementing End-To-End +50 MW New for Moov Africa.</li></ul>		

MALI

Project Name:	MALI		
HUAWEI DT Frame			
Client Name:	 HUAWEI	Delivery Date:	1 <sup>st</sup> November 2018
Location:	• MALI	Industry Category:	<ul style="list-style-type: none"> <li>• Drive Test.</li> <li>• Networking Planning.</li> <li>• Networking Optimization</li> </ul>
Project Description:	<ul style="list-style-type: none"> <li>• Network Benchmarking.</li> <li>• Single Site Verifications (SSV).</li> <li>• Stand Alone and Cluster Drive Testing.</li> </ul>		
Key Achievements:	<ul style="list-style-type: none"> <li>• Drive test for (Orange, Moov Africa &amp; Airtel) +2000 Site.</li> <li>• Handling customer complains on time by expert DT engineer.</li> <li>• Cluster drive test for (Orange, Moov Africa) + 100 Cluster.</li> </ul>		

MALI



Project Name:	Benin		
Client Name:	HUAWEI		
Location:	<ul style="list-style-type: none"><li>• Benin</li></ul>	Delivery Date:	1 <sup>st</sup> January 2022
Project Description:	<ul style="list-style-type: none"><li>• New site installation.</li><li>• Solar sites installation.</li><li>• Power and DG installation</li><li>• Modernization for all Network</li><li>• ATN implementation</li><li>• Surveying</li><li>• Rectification, and Acceptance.</li><li>• Microwave link installation and upgrade.</li><li>• New roof top tower built and installation</li><li>• Site facilities and acquisition</li><li>• Logistics, and materials supply</li><li>• Structure building analysis</li></ul>	Industry Category:	<ul style="list-style-type: none"><li>• Telecom</li><li>• Civil Works</li><li>• Supply</li><li>• Logistic</li></ul>
Key Achievements:	<p>AFRO's project management, site engineering, civil works, installation, product configuration and integration capabilities cover end-to-end deployments from site acquisition to customer acceptance.</p> <ul style="list-style-type: none"><li>• Deliver &amp; Implementation Rollout Site for SBIN Phase-1 (46 Site)</li><li>• Deliver &amp; Implementation Rollout Site for SBIN Phase-2 (33 Site)</li><li>• new Rooftop Tower built for SBIN including all site facilities and concrete materials supply (18 site)</li><li>• Moov Microwave link Modernization (11 Hops)</li><li>• Supply Project installation Materials (+115K USD)</li></ul>		

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Project Name:	Benin Huawei-SBIN RNO		
Client Name:	The logo for Huawei, featuring a red stylized flower icon followed by the word "HUAWEI" in a bold, sans-serif font.	Delivery Date:	1 <sup>st</sup> January 2022
Location:	<ul style="list-style-type: none"><li>• Benin</li></ul>	Industry Category:	<ul style="list-style-type: none"><li>• Survey</li><li>• Drive Test</li><li>• Optimization</li></ul>
Project Description:	<ul style="list-style-type: none"><li>• RF Drive testing for new Sbin network In Benin</li><li>• Surveying</li><li>• SBIN Radio Network Optimization and Planning, the team is responsible for network measurements and testing to maintain the mobile service is working with the best efficiency...</li></ul>		
Key Achievements:	<ul style="list-style-type: none"><li>• Stand Alone &amp; Cluster Drive test</li><li>• Single Site verifications (21 SSV)</li><li>• Provide Outsource DT team in rent Module (2 teams)</li></ul>		

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Project Name:	Benin		
Client Name:	 HUAWEI	Delivery Date:	1 <sup>st</sup> June 2022
Location:	<ul style="list-style-type: none"><li>• Benin</li></ul>	Industry Category:	<ul style="list-style-type: none"><li>• Fiber</li><li>• FTTH</li><li>• DWDM</li></ul>
Project Description:	<ul style="list-style-type: none"><li>• Installation and integration for All fiber solution</li><li>• Survey and Design</li><li>• Logistics, and materials supply</li><li>• Civil Work including Poles, cabinet concreate base and underground excavation</li><li>• Power connection and earth adjustment.</li><li>• Power Upgrade if needed</li><li>• Testing and troubleshooting</li></ul>		
Key Achievements:	<p>AFRO teams all times Achieve the service levels specified (SLA's) and continuous performance improvement and Accepted sites from 1<sup>st</sup> visit.</p> <ul style="list-style-type: none"><li>• 0.6KM Excavation and Backfilling normal soil (depth 120cm, width 30cm) and New 113 Steel Pole Installation</li></ul>		

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Project Name:	Huawei Manage Service (Orange)		
Client Name:	 HUAWEI		
Location:	<ul style="list-style-type: none"><li>Conakry</li><li>Kamsar</li><li>Mamou</li></ul>	Delivery Date:	<ul style="list-style-type: none"><li>-Active (1<sup>st</sup> Sep-2017 up to today)</li><li>-Passive (1<sup>st</sup> Sep -2017 -30<sup>th</sup> Sept-2018)</li></ul>
Project Description:	<ul style="list-style-type: none"><li>Day-to-day Operation and Management (OAM)</li><li>Preventive and Corrective Maintenance for 1600 Sites</li><li>SOR Implementation</li><li>Network Element Acceptance Activity</li><li>Special Events Maintenance</li><li>Inventory Management</li><li>Spare Part Management &amp; Logistics</li><li>DG Fueling &amp; DG PM &amp; CM (350 generators)</li><li>Sites Audit and Acceptance</li><li>KPI Enhancement</li><li>Conakry, Kamsar and Mamou since 2017</li><li>All Electromechanical SOW</li><li>EHS and all requirements needed by saving all tools and courses and training needed</li></ul>		
Key Achievements:	<ul style="list-style-type: none"><li>Achieve the service levels specified (SLA's) and continuous performance improvement.</li><li>Achieve Quality and EHS requirement</li><li>Achieve the Planned activity according to customer requirement</li><li>maintain for Operator network an emergency service 24 hours a day, 7 days a week, 365 days a year. The services carried out by the Provider shall cover 1600 sites</li></ul>		

GUINEA



<b>Project Name:</b>	<b>Guinea</b>		
	<b>Huawei NPM (Orange)</b>		
<b>Client Name:</b>		<b>Delivery Date:</b>	1 <sup>st</sup> September 2017
<b>Location:</b>	<ul style="list-style-type: none"> <li>• Conakry</li> <li>• Kamsar</li> <li>• Mamou</li> </ul>	<b>Industry Category:</b>	<ul style="list-style-type: none"> <li>• Drive Test</li> <li>• Networking Planning</li> <li>• Networking Optimization</li> </ul>
<b>Project Description:</b>	<ul style="list-style-type: none"> <li>• Network Benchmarking.</li> <li>• Single Site Verifications (SSV).</li> <li>• Stand Alone and Cluster Drive Testing.</li> <li>• Post-Processing &amp; KPIs Analysis.</li> <li>• Networking Planning &amp; Optimization.</li> </ul>		
<b>Key Achievements:</b>	<ul style="list-style-type: none"> <li>• Drive test for (Orange) +1500 Site.</li> </ul>		

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Project Name:	Guinea		
Client Name:	HUAWEI		
Location:	<ul style="list-style-type: none"><li>Conakry</li><li>Kamsar</li><li>Mamou</li></ul>	Delivery Date:	1 <sup>st</sup> September 2017
Project Description:	<ul style="list-style-type: none"><li>New site installation 500 Sites.</li><li>Hybrid sites installation</li><li>Fiber extending, splicing.</li><li>Modernization the Network 2G,3G, LTE (800,2600, TDD)</li><li>Surveying</li><li>Rectification, and Acceptance.</li><li>Microwave link installation.</li><li>LH BB 980L more than 100 Links</li><li>Data center installation (CWR, VEPC, IP NE-Series, DWDM, OSN)</li><li>Civil work (Rural tower, Tube star towers, Easy Micro towers)</li></ul>		
Key Achievements:	<ul style="list-style-type: none"><li>Deliver &amp; Implementing End-To-End +300 New Rollout Sites</li><li>Deliver &amp; Implementing End-To-End +400 LTE (800,2600, TDD)</li><li>Deliver &amp; Implementing End-To-End +300 3G sites</li><li>Deliver &amp; Implementing End-To-End + 9 data center (CWR, VEPC, IP NE-Series, DWDM, OSN)</li><li>Deliver &amp; Implementing End-To-End Rural tower + 120 sites</li><li>Deliver &amp; Implementing End-To-End LH BB 980L + 100 Links</li><li>Deliver &amp; Implementing Easy Micro towers + 35 sites</li></ul>		

GUINEA





Project Name:	Huawei Fiber Manage Service (Guinea National Backbone)		
First Line Maintenance			
Client Name:	 HUAWEI	Delivery Date:	1 <sup>st</sup> May 2020
Location:	<ul style="list-style-type: none"><li>Conakry</li><li>Kamsar</li><li>Mamou</li></ul>	Industry Category:	<ul style="list-style-type: none"><li>Maintenance</li><li>Supply materials</li><li>Active and Passive</li><li>DG's Overhauling</li></ul>
Project Description:	<ul style="list-style-type: none"><li>Preventive and Corrective Maintenance for fiber optic 1920 KM</li><li>Fiber Testing, Splicing, monitoring, interconnection to another clients</li><li>SOR Implementation</li><li>Network Element Acceptance Activity</li><li>Special Events Maintenance</li><li>Inventory Management</li><li>DG PM &amp; CM&amp; Solar for (35 Sites)</li><li>Sites Audit</li><li>KPI Enhancement</li><li>Conakry, Kamsar and Mamou since 2020</li><li>All Electromechanical SOW</li></ul>		
Key Achievements:	<ul style="list-style-type: none"><li>Achieve the service levels specified (SLA's) and continuous performance improvement.</li><li>Achieve Quality and EHS requirement</li><li>Achieve the Planned activity according to customer requirement</li><li>maintain for Operator network an emergency service 24 hours a day, 7 days a week, 365 days a year. The services carried out by the Provider shall cover 1920 KM</li></ul>		



Project Name:	Côte D'Ivoire		
Telecom Frame			
Client Name:	 HUAWEI	Delivery Date:	1st April 2020
Location:	• Côte D'Ivoire	Industry Category:	• Telecom • Logistic
Project Description:	<ul style="list-style-type: none"><li>• TSS &amp; LOS Survey, Planning &amp; Dimensioning.</li><li>• New-Build, Migration, Reconstruction, Upgrade and Expansion.</li><li>• Hardware Installation, Dismounting, Commissioning and Acceptance.</li><li>• Infrastructure Deployment and Enhancement.</li></ul>		
Key Achievements:	<ul style="list-style-type: none"><li>• Deliver &amp; Implementing End-To-End +100 New Rollout Site 2G,3G,4G for MOOV &amp; MTN CI.</li><li>• Deliver &amp; Implementing End-To-End +200 Site Swap for MOOV &amp; MTN CI.</li><li>• Deliver &amp; Implementing End-To-End +200 Site Expansion for MOOV &amp; MTN CI.</li><li>• Deliver &amp; Implementing End-To-End +50 New MW for MOOV &amp; MTN &amp; Orange CI.</li><li>• </li></ul>		

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Project Name:	Cote D'Ivoire		
Client Name:	The Huawei logo, featuring a red stylized flower icon followed by the word "HUAWEI" in a bold, sans-serif font.	Delivery Date:	1st January 2021
Location:	<ul style="list-style-type: none"><li>Cote D'Ivoire</li></ul>	Industry Category:	<ul style="list-style-type: none"><li>Foundation</li><li>CCTV &amp; LAPT Smart Solutions</li><li>Tower</li><li>Construction</li></ul>
Project Description:	<ul style="list-style-type: none"><li>Tower Concrete foundations.</li><li>CCTV 6m Poles with Cameras inside Cities and along the Roads</li><li>LAPI 12m/15m/18m Poles with Camera and Traffic Signs inside Cities and along the Roads</li><li>Tower Erection all Types of towers RT/GF/Poles/Masts.</li><li>Fences / gates.</li></ul>		
Key Achievements:	<ul style="list-style-type: none"><li>Deliver &amp; Implementing +5 Sites [Tower] for MOD Project.</li><li>Deliver &amp; Implementing +60 Sites for CCTV Solution in Different Cities for E-Security Project.</li><li>Deliver +3 Sites for LAPI In Different Cities for E-Security Project.</li><li>Deployment for Many Construction Sites Including Ceiling, Waterproof, Concrete and different Civil Work with Decoration and Equipment's Commissioning</li></ul>		

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Project Name:	Côte D'Ivoire		
NPM Frame			
Client Name:	The Huawei logo, featuring a red stylized flower icon followed by the word "HUAWEI" in a bold, sans-serif font.	Delivery Date:	1st November 2021
Location:	<ul style="list-style-type: none"><li>Côte D'Ivoire</li></ul>	Industry Category:	<ul style="list-style-type: none"><li>Drive Test &amp; SSV.</li><li>Rigger Teams</li><li>Networking Optimization</li></ul>
Project Description:	<ul style="list-style-type: none"><li>Network Benchmarking.</li><li>Single Site Verifications (SSV).</li><li>Stand Alone and Cluster Drive Testing.</li><li>Post-Processing &amp; KPIs Analysis.</li><li>Networking Planning &amp; Optimization.</li><li>Rigger Teams along the Country.</li></ul>		
Key Achievements:	<ul style="list-style-type: none"><li>Drive test for (Orange CI) +500 Site.</li><li>Optimizer employee [2].</li><li>Many Rigger Teams In Abidjan and Different Region for Orange ANO Project</li></ul>		

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Project Name:	Côte D'Ivoire MOE & MOD Decoration Frame		
Client Name:	HUAWEI	Delivery Date:	1st January 2021
Location:	• Côte D'Ivoire	Industry Category:	• Decoration
Project Description:	<ul style="list-style-type: none"><li>Deployment for Cameras Either Indoor or Outdoor for Campus</li><li>Running Cat 6 Cables Based on Different Design Inside Campus or Different Rooms</li><li>Deployment for Different Items Like Access Points &amp; Patch Cords, Patch Panels, Desks , TVs , Projectors , CAT6 Internet Sockets , Power Sockets , ....etc ..</li><li>Installation for Huawei Servers and Racks with Commissioning till Final Acceptance with Customer</li></ul>		
Key Achievements:	<ul style="list-style-type: none"><li>Delivering +15 Schools under MOE Project.</li><li>Delivering +10 Campus under MOD Project.</li><li>Delivering +6 PCR Sites Under E-Security Project</li><li>Delivering Scattered IT Rooms With Data Center Expansion Under E-Security Project.</li></ul>		

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Project Name:	Côte D'Ivoire Smart City OSP Metro Frame		
Client Name:	HUAWEI	Delivery Date:	1st January 2021
Location:	• Côte D'Ivoire	Industry Category:	• OSP Civil Work Implementation
Project Description:	<ul style="list-style-type: none"><li>Implementation All Trenching Work for Fiber Optic Service Inside Cities</li><li>Doing Laying for PEHD with Backfilling Work</li><li>Implementation for Different Work like Semi-thrust Boring and Normal Thrust-Boring With / Without Machine Based On Soil Type</li><li>Pulling Fiber Cables Inside PEHD Either by Hand or with Machines</li><li>Implementation for Manholes for Fiber Maintenance Based on Design Provided</li><li>Providing Testing for Fiber and Splicing Tools Before and After Commissioning</li></ul>		
Key Achievements:	<ul style="list-style-type: none"><li>Delivering +10KM in Western Region under E-Security Project.</li><li>Delivering +20KM in Northern Region under E-Security Project.</li><li>Delivering +20KM in Abidjan under E-Security Region.</li><li>Available Capacity More than 300 Labors Over the Country</li></ul>		

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**Head Office:**

Afro Group of Companies. Giza – 6th of October City (6th of October City, Egypt.  
Tel : (+20) 2 38367340/9  
[sales@afro-egypt.com](mailto:sales@afro-egypt.com) | [info@afro-egypt.com](mailto:info@afro-egypt.com)





HUAWEI

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