

B-Technologies: Connecting South Africa

B-Technologies is a visionary connectivity company dedicated to bridging South Africa's digital divide with cutting-edge fiber and wireless installation solutions. Founded and led by a dynamic young Black woman, the company empowers communities and businesses with reliable, affordable internet access. Our mission is to transform connectivity infrastructure and fuel economic growth across underserved areas, leveraging innovation and local expertise.

NA by naseba aletta





The Problem: Connectivity Gaps in South Africa

Unequal Internet Access

Only 68.2% of South Africans had internet access in 2023, creating vast digital disparities that limit educational and economic opportunities.

Infrastructure Shortfalls

Many rural and township areas lack the necessary fiber or wireless infrastructure for reliable connectivity, causing slow and unstable internet services.

High Data Costs

Expensive data packages further restrict internet usage, hindering growth in underserved communities and small businesses.

B-Technologies' Solution: Seamless Connectivity

Affordable Internet Services

Providing cost-effective solutions tailored to meet the diverse needs of businesses and communities in South Africa.

Advanced Technologies

Expertise in fiber installation, wireless extension, and hotspot boosters ensure consistent, high-quality internet access.

Reliable Connectivity

Committed to delivering 99.9% uptime through ongoing optimization and troubleshooting services.



Our Product: Comprehensive Connectivity Services

Fiber Installations & Troubleshooting

We install robust fiber optic networks and provide expert troubleshooting to keep connections stable and fast.

Wireless Extensions & Optimization

Deploy and maintain wireless systems that extend coverage even in challenging environments like townships and rural areas.

Hotspot Termination & Boosters

Specialized services to extend and strengthen wireless hotspots, improving access points where demand is highest.

Ongoing Maintenance & Support

Continuous monitoring and on-site support to ensure seamless performance and quick resolution of issues.

Target Market: Underserved Communities and Businesses

Small & Medium Businesses

Empowering SMEs with reliable connectivity to enable growth, e-commerce, and customer engagement in less served areas.

Residential Areas

Focused on homes in rural and township areas lacking quality internet access, improving quality of life and education.

Educational Institutions

Supporting schools and public facilities with connectivity solutions that enhance learning environments and administrative efficiency.



Market Size: A Multi-Billion Rand Opportunity

1 Telecommunications Market Value

South Africa's telecommunications sector is worth over R200 billion, with strong growth potential in underserved segments.

2 Rising Demand

Increasing internet usage and need for affordable connectivity drive market demand for extension and troubleshooting services.

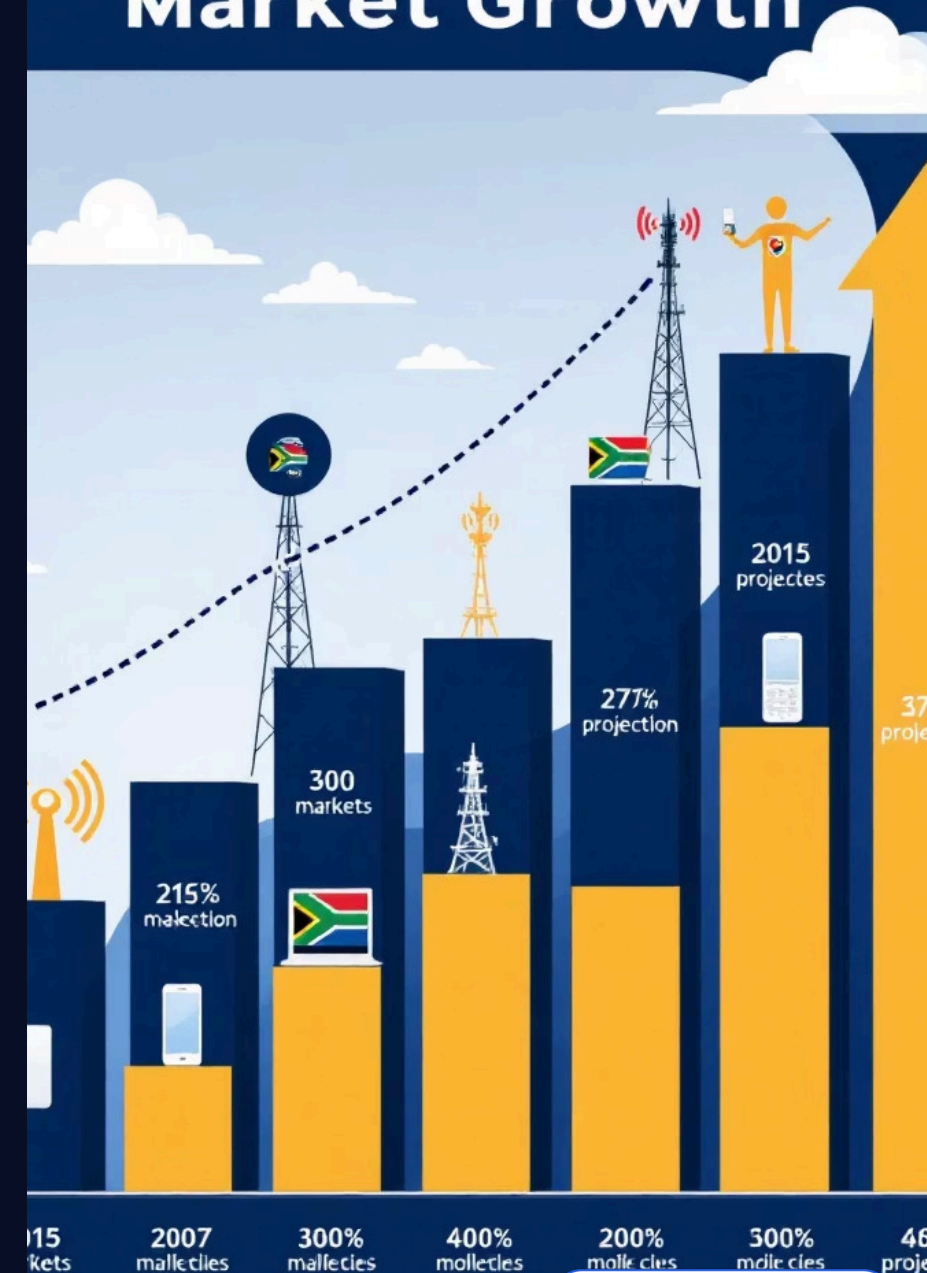
3 Government Support

Initiatives promote digital inclusion, expanding opportunities for companies like B-Technologies to bridge service gaps.

4 Addressable Market

Estimated R50 billion in opportunity exists for specialized connectivity services in targeted communities.

Our Telecommunication Market Growth



Competitors: Navigating a Crowded Market

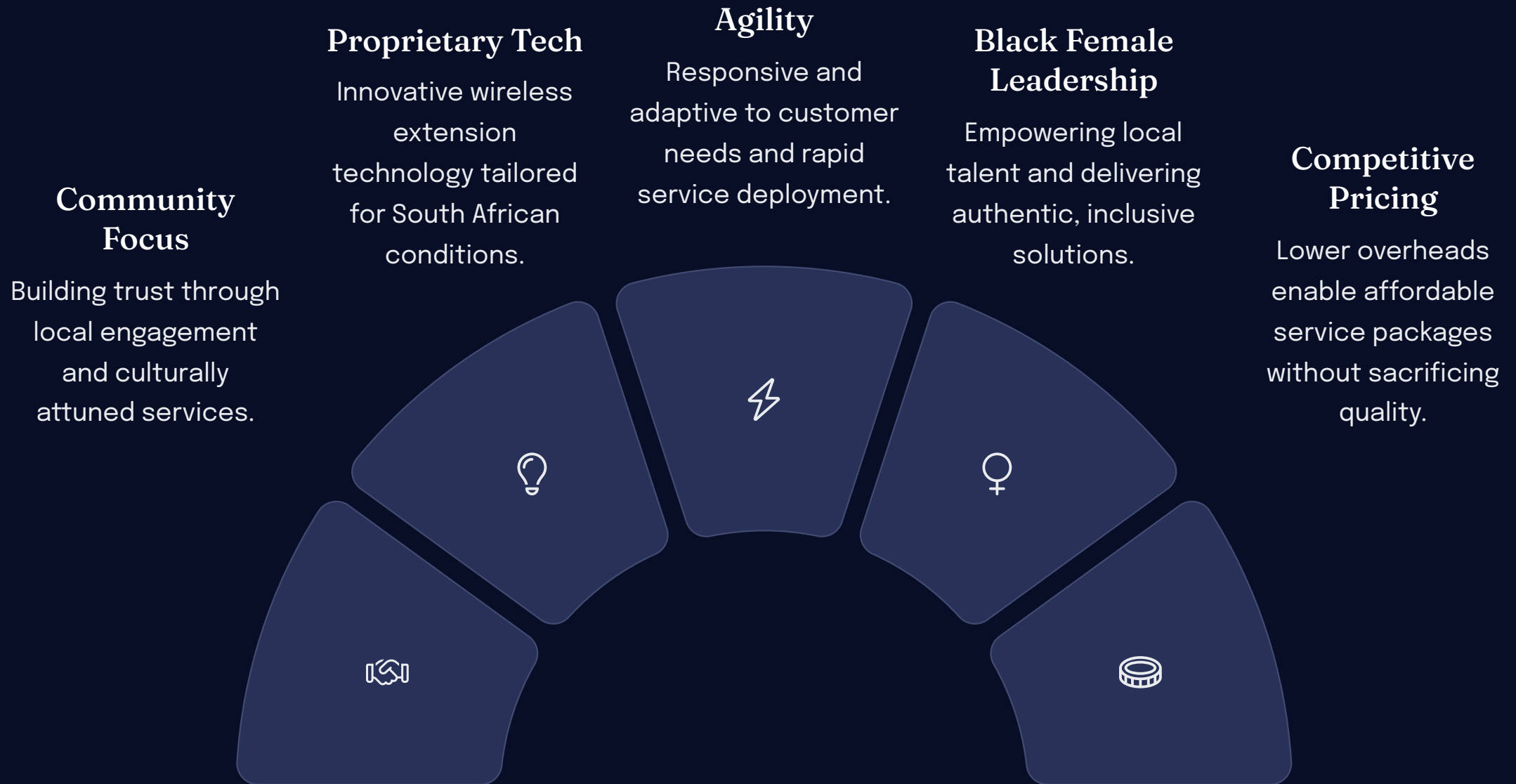
Major Players

- Vodacom: R86 billion revenue, nationwide reach
- MTN: R43 billion revenue, urban focus
- Afrihost: R1 billion revenue, price-sensitive customers

Market Gaps

- High prices limit access
- Urban-centric coverage leaves rural gaps
- Poor customer service frustrates users

Competitive Advantage: Local Expertise and Innovation





Project Traction: Building Momentum

Partnerships

Established contracts with multiple local municipalities

Pilot Projects

Successful trial deployments in key townships with promising results

Customer Feedback

High satisfaction rates and positive testimonials driving referrals

Growth Metrics

200+ customers served in year one, with 30% monthly growth in service coverage

Business Model & Go-To-Market Strategy

1

Subscription Services

Ongoing connectivity plans that build predictable revenue and sustained customer relationships.

2

Direct Sales & Outreach

Engaging communities through face-to-face interactions to build trust and tailor solutions.

3

Strategic Partnerships

Collaborating with local businesses and municipalities to expand reach and service offerings.

4

Digital Marketing





Leveraging social media and online channels to raise brand awareness and generate leads.

5

Expansion Plans

Scaling geographically and diversifying services based on market feedback and trends.

Social Impact: Empowering Communities

-  Closing the digital divide in underserved communities
-  Empowering Black women in technology roles
-  Training youth as certified connectivity technicians
-  Enhancing internet access for schools, NGOs, and learners

13. Our Ask

- R500,000 for equipment, staffing, and marketing
- Strategic partnerships with fibre/LTE providers
- Mentorship or incubation opportunities
- Legal and financial advisory support

Our Team

Leadership and Roles





- **Founder Mmabatho Naseba – Experienced IT Professional** with 10+ years in ISP and tech support
- Two skilled field technicians ensuring reliable installations and maintenance
- Administrative assistant managing operations and customer service
- On-call consultant specializing in LTE network setups

Dedicated to bridging the digital divide with expertise and passion.



Thank You!

Let's build a connected South Africa—together.

-  info@btechnologies.co.za
-  073-371-2011
-  www.btechnologies.co.za
-  Fourways, Sandton

"Your Connection, Our Passion"

