

TransAfrica Gateway Solutions Ltd

International Gateway System License Business Plan

1. Executive Summary

Company: TransAfrica Gateway Solutions Ltd
Headquarters: Lagos, Nigeria (with POPs in London & Johannesburg)
License Sought: Class A International Gateway Operator
Core Services:

- Wholesale VoIP/SIP termination
- GSM call routing & switching
- Cross-border data transit

Unique Proposition:
"Africa's most carrier-neutral gateway with AI-powered traffic optimization and real-time fraud prevention."

- 5-Year Goal:**
- Capture **18%** of West Africa's international call traffic
 - Achieve **\$25M annual revenue** through diversified routing

2. Market Analysis

A. Industry Overview

- **\$3.6B** African international call market (2025)
- **32%** of traffic currently bypasses licensed gateways (ATU 2024 report)

B. Target Segments

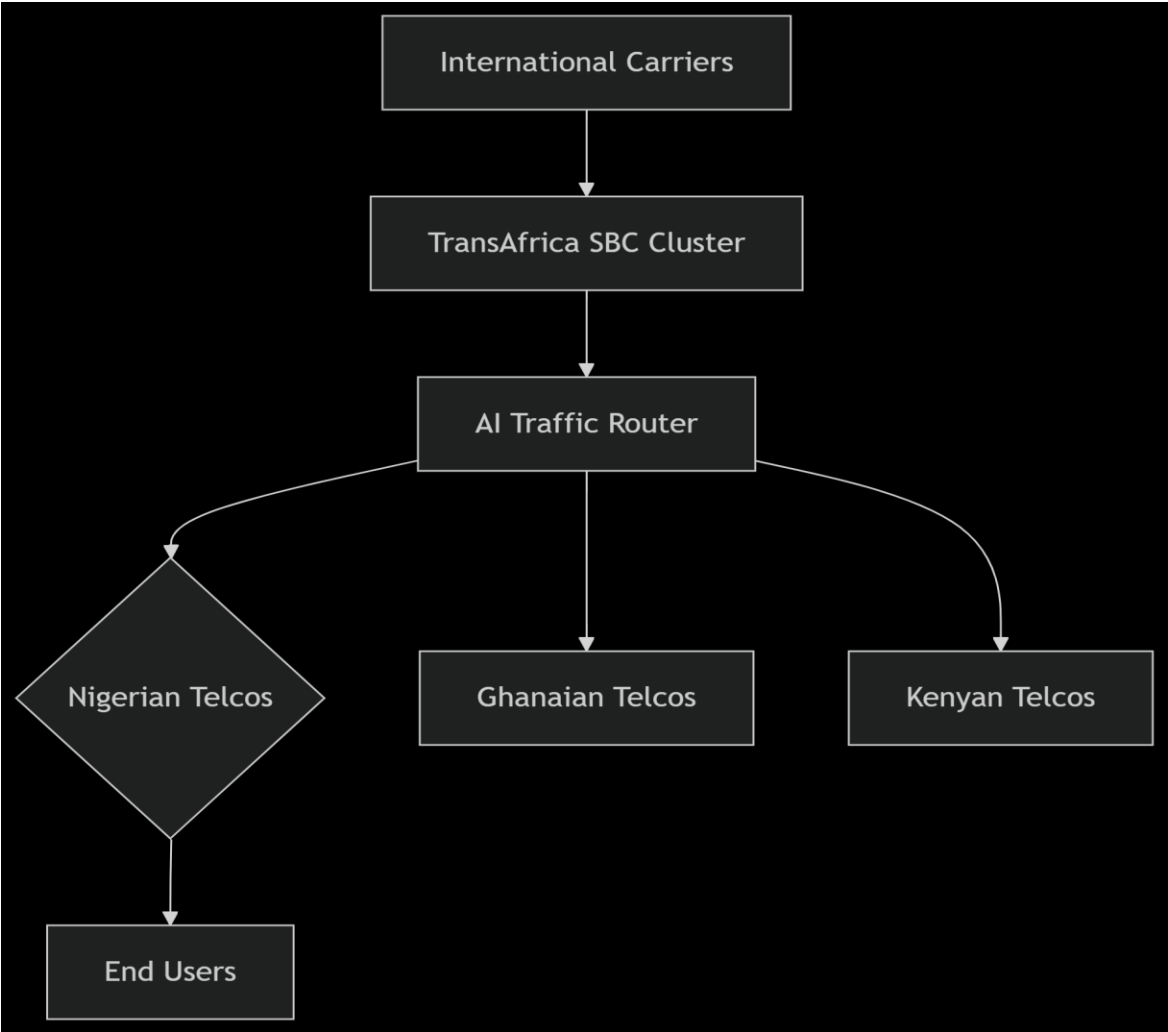
Client Type	Pain Points	Our Solution
Tier-2 Telcos	High interconnect fees	15% lower rates via our POPs
OTT Providers	Regulatory compliance risks	Licensed WhatsApp call routing
Mobile Operators	Fraudulent international calls	AI-based call pattern analysis

C. Competitive Landscape

Competitor	Weakness	Our Edge
BICS	Limited African POPs	3 local hubs (Nigeria/Ghana/Kenya)
Liquid Telecom	Focus on data, not voice	Specialized voice optimization

3. Technical Implementation

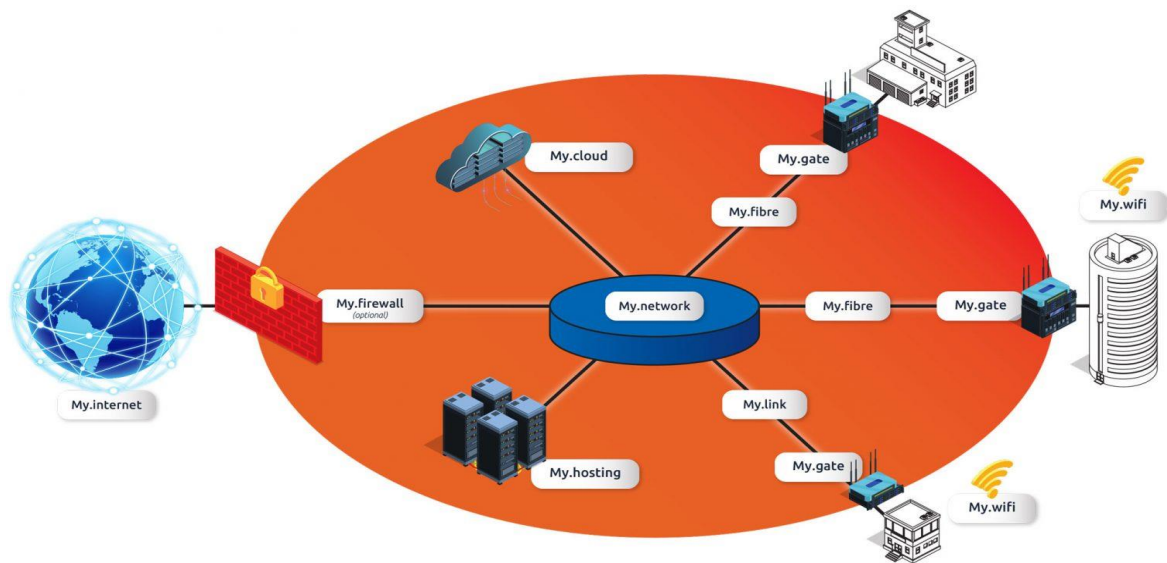
A. Network Architecture



B. Key Infrastructure

- **Hardware:**
 - Session Border Controllers: Ribbon SBC SWe
 - Servers: Dell PowerEdge R750 (NFV-ready)
- **Software:**

- Proprietary routing algorithm (Patent Pending)
- Hessian Fraud Detection System



C. Compliance

- **Technical:**
 - NCC Type Approval for all gateway equipment
 - GSMA IR.77 compliance for interconnect
- **Legal:**
 - NITDA Data Protection Certification
 - ECOWAS Traffic Routing Guidelines

4. Operations Plan

A. Phase 1 (2025)

- **Q1:** Launch Nigeria-Ghana routes
- **Q2:** Onboard 3 tier-2 telcos
- **Q3:** Implement USSD balance alerts

B. Phase 2 (2026)

- Expand to Francophone Africa via Orange partnership
- Deploy blockchain settlement system

5. Financial Projections

A. Startup Costs

Item	Cost (\$)
NCC License Fee	250,000
SBC Hardware (4 units)	180,000
Lagos POP Setup	320,000
Working Capital (6 months)	1,200,000
Total	1,950,000

B. Revenue Forecast

Year	Call Volume (M mins)	Rate (\$/min)	Revenue (\$M)
2025	500	0.012	6.0
2026	1,400	0.011	15.4
2027	3,000	0.010	30.0

C. Profitability

- Gross Margin: 58% (Year 1)
- Break-even: Month 18

6. Risk Management

Risk	Mitigation Strategy
Regulatory changes	Lobbying through ATCON industry group
Currency fluctuations	50% revenue hedged in USD
Submarine cable cuts	Dual-path routing (SAT-3 & ACE)

7. Supporting Documents

1. Technical:
 - Network topology diagrams

- Equipment purchase orders

2. Legal:

- Memorandum with SAT-3 consortium
- Draft interconnect agreement template

3. Financial:

- \$2M term sheet from Afreximbank