

Business Plan & Technical Specifications

Company Name: Nexus Data Fort Ltd

License Applied For: Data Center Services (Tier 1 & 2)

1. Business Plan

A. Executive Summary

- **Business Type:** Tier 1 & 2 Data Center Services Provider
- **Key Services:**
 - Colocation hosting
 - Cloud infrastructure
 - Disaster recovery solutions
 - Managed IT security
- **Mission Statement:**
"To deliver resilient, scalable, and cost-effective data center solutions tailored for SMEs and enterprises in West Africa."
- **Objectives:**
 - Capture **15% market share** in Lagos, Nigeria, within **3 years**.
 - Maintain **99.9% uptime** for Tier 2 services.

\$79m ↗

Revenue growth delivered across
all industries

150+ ↗

Successful projects delivered
internationally

98% ↗

Client satisfaction rate for services
rendered

B. Market Analysis

- **Industry Overview:**
 - Nigeria's data center market is growing at **12% CAGR** (2023–2028).

- Demand driven by **fintech expansion, e-government initiatives**, and **cloud migration**.
- **Target Clients:**
 - Banks & payment processors
 - Telecom operators (e.g., MTN, Airtel)
 - E-commerce platforms
- **Competitive Edge:**
 - **Lower latency** (peering with major ISPs)
 - **Tier 2 at Tier 1 pricing** (promotional offer)

C. Service Offerings

Feature	Tier 1	Tier 2
Uptime SLA	99.671%	99.741%
Redundancy	Single power/cooling	N+1 backup systems
Security	24/7 CCTV + guards	Biometric access + SOC

D. Financial Projections

- **Startup Costs:**
 - Infrastructure: **\$2.5M** (construction, cooling, racks)
 - Licensing: **\$50,000** (regulatory fees)
- **Revenue Streams:**
 - Colocation: **\$500/rack/month**
 - Bandwidth leasing: **\$200/Mbps/month**
- **3-Year Projection:**
 - **Year 1:** \$1.2M revenue, **20% margin**

- **Year 2:** \$3M revenue, **30% growth**

E. Risk Assessment

- **Risks:**
 - Grid power instability
 - Cyberattacks (ransomware)
- **Mitigation:**
 - **400kVA diesel generators** (72h backup)
 - **SOC 2 compliance** by Year 2

2. Technical Specifications

A. Facility Specifications

- **Location:**
 - **Lekki, Lagos** (flood-free zone, seismic-safe)
- **Tier Compliance:** Uptime Institute Tier 2 certified
- **Power Supply:**
 - **Primary:** 11kV from Ikeja Electric
 - **Backup:** 2x 400kVA generators + UPS

B. Network Architecture

- **Connectivity:**
 - **Multi-homed ISPs:** MainOne, Glo-1
 - **BGP routing** for automatic failover
- **Bandwidth:** 10Gbps initial capacity

C. Security Measures

- **Physical:**

- Mantraps, laser motion sensors
- Armed guards + attack dogs (night patrols)
- **Digital:**
 - **FortiGate firewalls** + AI-driven SIEM

D. Compliance

- **Standards:** ISO 27001, **NITDA DPCO** (Nigeria)
 - **Local Laws:** Compliant with **NCC Data Protection Regulation 2023**
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3. Proof of Technical Experience

Key Personnel

- **John Okafor** (CTO):
 - **Certifications:** Cisco CCIE, AWS Solutions Architect
 - **Experience:** Built **500-rack facility** for "DataHub Africa" (2021)
- **Adesua Bello** (Head of Security):
 - **Certifications:** CISSP, CEH
 - **Past Projects:** Led SOC for **GTBank's DC migration**

Past Projects

- **Client:** Paystack (Nigeria)
 - **Scope:** Deployed **50 racks** + hybrid cloud setup

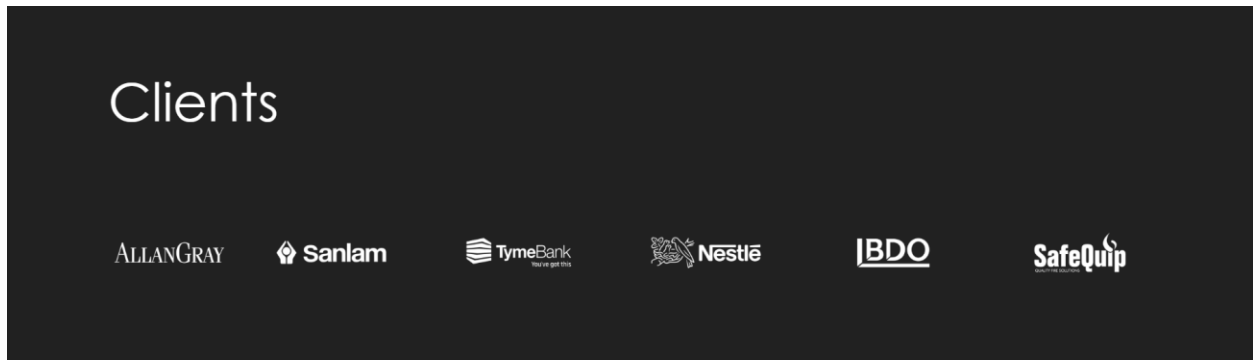
Supporting Documents Checklist

1. **Certificate of Incorporation** (Nexus Data Fort Ltd)
2. **Shareholding Structure:**
 - John Okafor (70%), Adesua Bello (30%)

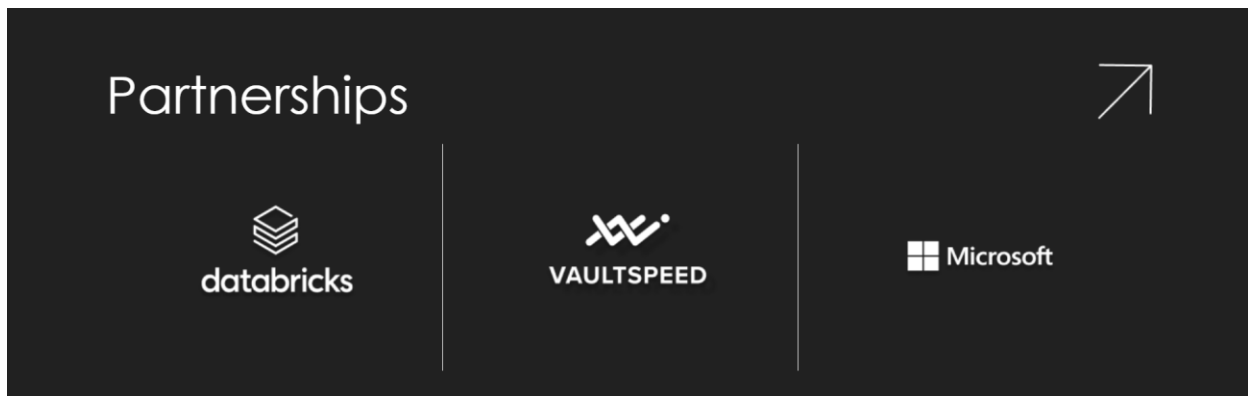
3. Draft MoU with MainOne (for bandwidth provisioning)

4. Client & Partner Proof Section

A. clients



B. Partners



C. testimony from our clients

