



BACKGROUND: IBM in Africa

At a Glance

- Been present in the region for more than 50 years.
- IBM has invested \$300M over the past five years in the Sub-Saharan Africa region in areas such as
 - Data center build outs, regional and country offices, investments in technology training, software development and innovation centers
- The African IT Market expected to grow from \$7.2B to \$9.1B by 2013.
- Mobile penetration is at about 40% but seen as the fastest growing market in the world.

Specific investments

- As part of its Corporate Citizenship Corps program (similar to the Peace Corp) since 2008 IBM has deployed teams of employees to Tanzania, Nigeria, Ghana and South Africa to work on projects in areas key to increasing local and national competitiveness;
 - By a coincidence in timing, the first IBM Corporate Service Corps team for Kenya will arrive on Friday, the 17th of September, for a one month assignment to support economic development in Machakos, in the Eastern Province of Kenya.
- An Integrated Delivery Center in Johannesburg (IDC), which provides virtual, professional IT support to outsourced clients in Africa and Western Europe;
- An Africa Innovation Center in Cape Town and Johannesburg to foster the development of information technology and business skills, and to expand its customers and business partners in the region;
- A Business Continuity and Recovery Services facility in Johannesburg, to provide disaster recovery and work area recovery services to private and public sector organizations across the continent;
- A Blue Gene/ P Supercomputer at the Centre for High Performance Computing (CHPC) in Cape Town to support research in areas including in bio informatics, climate change, and mineral beneficiation;
- IBM has created a mentoring program for African students called Machocha Minds that pairs them with thought leaders and role models across the globe

Customers in Africa

IBM is currently expanding its reach on the continent and working with government and business leaders to support business transformation in key industries:

- The National Microfinance Bank (NMB) of Tanzania has opted to use IBM Power Systems servers to support the accelerated expansion of its business.
- First National Bank of Namibia has selected IBM System z to create a new core banking platform.
- Union Bank of Nigeria is using IBM's Cognos Business Intelligence software to help the bank to monitor and manage the corporate performance of its 400 branches across the country.



- Nigeria's Intercontinental Bank is using a number of products from IBM's Tivoli portfolio to help the bank better manage its IT systems and ensure optimum levels of performance, security and customer service across its 300 branches.
- FinBank of Nigeria is also using IBM's Tivoli solutions to help increase the manageability and efficiency of its IT systems. The software helps the bank to ensure higher levels of availability and prevent service disruptions for critical applications across the bank's 200 branches.
- IBM provides outsourcing services to Safmarine, Gold Fields and SAB in South Africa.
- University of Pretoria has selected IBM cloud computing technology and services to test the development of drugs to slow the progression of serious illnesses in Africa.
- IBM is working with the Tanzanian government to support the adoption of information technologies and Tanzania's development in key areas such as education and R&D.