



**THEME: Creating an ICT-enabled Economy in the East African Community**

## Conference Programme

Kenyatta International Conference Centre, Nairobi  
7 – 8 September 2010

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## Programme

DAY 1: 7 SEPTEMBER 2010

9am CONFERENCE OPENING SESSION


THE FIBRE IS HERE – NOW WHAT?

MODERATOR: Sean Moroney, Chairman, AITEC Africa



**Welcome Address**

Dr Bitange Ndemo, Permanent Secretary, Ministry of Information & Communications

<p>Showcase Presentation <b>WIOCC</b> ...Africa connected the <b>EASSy</b> way</p>		<p><b>WIOCC-EASSy: The Opportunity for ISPs and Carriers</b> <b>James Wekesa, Chief Commercial Officer, WIOCC</b> To cover: Challenges with current routes; Traffic diversion in the event of outages; Improving network resilience and route diversity.</p>
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**Moving towards global acceptance**

Caroline Juma, CEO, Kenya Computer Resources

We have the infrastructure ready; we are training our people to be ready; we have invested in hardware, software and networks; banks have promised us money if we clinch the deals. But how ready are we, really, to compete with the likes of India?



**Capitilising on the opportunities in East Africa following the landing of submarine fibre cables**

Kai Wulff, CEO, Altech East Africa Stream, Kenya



**Satellite's continuing role in communications for development across the region**

Abdul Bakhrani, CEO, Intersat Group, UAE & Kenya



**The role of the BPO sector**  
Nicholas Nesbitt, CEO, Kencall EPZ, Kenya

11.30am

## PANEL DISCUSSION

MODERATOR: Dr Joseph Sevilla, Head of IT Faculty, Strathmore University

**How will a Dot Africa domain contribute to the development of an ICT-enabled regional economy?**



LEAD SPEAKER: Sophia Bekele, Executive Director, DotConnectAfrica, Ethiopia  
**Launch of the Dot Africa East African campaign**

*Panellists:*

Tim McGinnis, African Internet Infrastructure Consultant, Kenya  
Robert Yawe, CEO KAY System Technologies, Kenya  
Njeri Rionge, CEO, Ignite Consulting, Kenya

2pm

## CHALLENGES & OPPORTUNITIES IN SOFTWARE DEVELOPMENT

(Theatre 1)

MODERATOR: Jyoti Muckerjee, CEO, Software Technologies



**An innovation platform for content development for the empowerment of an ICT-enabled East African Community economy**

Kevit Desai, Director of Engineering, Centurion Systems, Kenya



**The weak link: The pitfalls of raising venture capital for ICT enterprises in East Africa**

Agosta Liko, MD, Verviant Consulting Services, Kenya



**CASE STUDY:**

**From scratch to go -Verification of the genuineness of products through Verigen**

David Svarrer, MD, Digital Age Institute, Kenya

Presentation about a solution to verify whether products are genuine. The focus is not marketing - but the technology behind, the development process from invention, planning, development, implementation, sales, scaling. Currently, more than 700,000 human beings die every year due to counterfeit drugs. What does it take - from scratch to go - to make a globally scalable solution? Which repeatable process steps does someone have to go through to create such a solution? Why was it launched from Nairobi and not from Geneva? How is the market responding? During this short presentation, David Svarrer will sensitise the business participants on the ICT Summit on the possibility of developing, marketing and selling professional software in Kenya - both locally and globally, with the aim focusing on what can be done by any Kenyan do grow their software business.



**Best practices from successful software development markets**  
Kalpesh Desai, CEO, Agile Financial Technologies, India

There are valuable lessons to be learnt from software deployment globally. In this session, the focus will be on how the East African ICT industry can emulate the best practices of the industry, taking a cue from the India Story. The presentation will explore various processes and best practices followed by enterprises and how best to mitigate certain inherent risks prevalent in the region today.



**Open Source software development through the ICT@Innovation programme**  
Evans Ikua, FOSS Certification Manager, Free and Open Source Software Foundation for Africa, Kenya

The ict@innovation programme aims at building capacities for African small and medium ICT enterprises to build a business with Free and Open Source Software (FOSS). The project encourages the growth of African ICT industries, particularly in Southern and East Africa, through three main action lines: spreading FOSS business models for enterprises in Africa, fostering FOSS certification and supporting innovative local FOSS applications for social and economic development.

**Software Quality in 2010 Survey: Results and Recommendations**  
Stephen Kariuki, CEO, Harmony Solutions, Kenya

2pm

**RISK MANAGEMENT & DATA SECURITY**

(Theatre 2)



**Information security – Critical infrastructure protection**  
Dr Matunda Nyanchama, Director & Principal Consultant, Agano Consulting, Canada

In the recent past the Africa region has seen extensive information communication technology (ICT) penetration. In the last year alone two competing high-speed Internet marine cables landed on the East African coast. This has spurred the rate of growth of Internet use in the region; one such indication of this is the number of facebook users in Kenya. It is said that the country has one of the largest number of facebook users globally. On the other hand, government has deliberate efforts to use ICT for effective service delivery while businesses adopt ICT to get competitive advantage. ICTs are envisioned to become ubiquitous, finding use in literary all aspects of our lives.

This includes financial systems, health care, industry, manufacturing, education, research and development and more. In addition, ICTs would find use critical infrastructure management. Such infrastructure includes telecommunication, energy, finance, and transportation, water, health care and emergency systems; systems that are at the heartbeat of proper functioning of a nation. Threats to such infrastructure increases with the complexity that comes with use of ICTs in their management. This presentation will review the use of ICT in critical infrastructure management, identify some of the associated risks and offer some solutions needed for the infrastructure protection. We will examine experiences and lessons learnt from more advanced economies, including remedies and required preparedness to deal with cyber threats.



### **Data security and intrusion prevention**

Gal Arbel, VP Marketing & Sales, Amiran Communications, Kenya

Today's fast internet and fibre connectivity brings with it a wave of threats. These threats are relevant to us all. Detecting, and preventing these risks will be a challenge to every organization, large or small. We will explore the latest strategies to defend networks against these threats.



### **Strategies to overcome Cloud Computing risks**

Kostja Reim, Managing Director & Group CEO, Security Risk Solutions Ltd, Kenya

6pm

Networking Cocktail Reception

Sponsored by Gateway Business



## DAY 2: 8 SEPTEMBER

9am

### MOBILE APPS: THE NEW FRONTIER

(Theatre 2)

MODERATOR: David Svarrer, CEO, Digital Age Institute



#### **Mobile money: Emergence of a new business ecosystem**

Andrea Bohnstedt, Publisher, ratiomagazine.com, Kenya

- How do the main providers work? MPESA, ZAP, bill payments etc.
- Mobile money payment systems: PesaPal.com and others
- The surge in ecommerce sites - small enterprises: Shopping, gifting, airtime, auctions, etc. Potential and learning curve.
- How large corporates are using mobile payments: Payroll services, paying for KQ tickets by MPESA, etc.
- Banks: Competition or co-operation or something in between? This is an interesting field: payment systems like PesaPal (for ecommerce/merchants, but also to create a platform that can link mobile payments to bank accounts). Banks are developing mobile banking applications themselves.
- Regulatory issues
- International remittances



#### **Mobile applications for development**

Dr Tim Kelly, Lead ICT Policy Specialist, InfoDev, World Bank, USA

In conventional models of the technological diffusion, innovations start in the developed world and filter down to the developing world only once mass adoption begins to take place.

The software industry boom, spurred by the development of personal computing in the 1980s and the internet in the 1990s began to turn that model on its head. It created exceptional opportunities for innovation and growth in countries like India, which now has more than 2.5 million software developers, and an industry worth a round US\$60 billion in software exports and business process outsourcing. Today, following an unprecedented increase in access to mobile communications, where subscriptions worldwide will soon surpass five billion, a similar opportunity presents itself in the sphere of *mobile applications development*. Entrepreneurs in emerging markets are well positioned to benefit from the boom: mobile devices rather than computers are likely to become the primary way of accessing the Internet in these regions, and factors like large market size and strong pent-up user demand for mobile applications make developing countries a fertile ground for innovation in this space. In fact, it is difficult to speak about mobile innovation to date without mentioning the highly successful mobile-banking platforms like Wizzit and M-Pesa, the crisis-mapping tool Ushahidi, or the agricultural intelligence tool, Reuters Market Light, all developed in the Global South. This presentation looks at the plans of the World Bank, in cooperation with the government of Finland and Nokia, to establish a series of mobile applications laboratories across the developing world, including in East Africa, to boost the growth of this promising sector.



**The mobile market goes Open Access**  
Russell Southwood, CEO, Balancing Act Africa, UK

Once the mobile operators exercised more or less absolute control over the relationship with their customers through handsets sales, contracts and walled garden content. Suddenly the centre of gravity has changed and a whole new set of players and phones have entered the field and a new market for apps has been created. With estimates of smartphone take-up in Africa reaching 5-10% of total users and many more having wider functionality on their phone, how will these developments play out in Africa? With shrinking ARPU's in more competitive markets, operators cannot turn a blind eye to data revenues but how will they make sense of the changing business models? Russell Southwood brings a mixture data and analysis to bear on answering these questions.



**The new mobile applications eco system**  
Yaron Assabi, CEO, Digital Solutions Group, South Africa



**Mobile applications in East Africa**  
Moses Kemibaro, MD, Dotsavvy, Kenya

9am

## CORPORATE SYSTEMS FOR PRODUCTIVITY & COMPETITIVENESS

(Theatre 1)



**It's high time for Kenya's boardrooms to go green**  
Jyoti Mukherjee, CEO, Software Technologies, Kenya

Today Kenya is on the threshold of being an I T powerhouse and innovation leader in the region. However, internal company operations still remain paper-based. Every board meeting or committee meeting is a nightmare for the CEOs to produce 100s or 1,000s of copies of papers which ultimately go in files that are hardly referred to. And any time a director needs information, he calls the CEO to reproduce that document again. Does it sound familiar? Jyoti is going to discuss on how CEOs and their teams can save time and money and yet have all the past board meeting information & upcoming relevant information available at their fingertips with a highly secured eBoard System. This process will not only save the companies thousands of shillings and time but save trees of our continent and help the boards to truly go green.



Showcase  
Presentation

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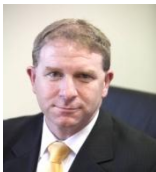
Arlene Nazareth, Territory Account Manager  
East Africa



**Customer-centric hybrid communication solutions**

Ken Munyi, GM, Africa Online/iWay Africa, Kenya

The era of selling technology is coming to an end, ushering in a customer-centric solutions approach that focuses on the customer's unique environment, needs and pain points and addresses these using the different technology options available in the market.



**Living on the service side – The story of the 4 Ps**

Roger Purdie, MD, Quintica, Kenya

Some would say that the job of every IT professional has become easier over time; just as many will disagree, but the reality is that the role of the IT professional has and is changing. New techniques need to be learned and the story of the 4 P's will help provide an insight into service delivery in the "noughties" and beyond. With over 25 years of IT experience, many working in service management, Roger Purdie will use his unique approach to explain IT professionals and manufacturers need to stay on a service-centric path.



**IT Governance: How top CIOs manage IT decisions**

Harry Hare, Director, African eDevelopment Resource Centre, Kenya



**Cloud computing: Working examples of Software as a Service (SaaS) in Kenya**

Joseph Warungi, CEO, Advantech Consulting, Kenya

**The value proposition of cloud computing**

George Murage, Line of Business Manager, Data Centre Solutions, Dimension Data, Kenya

The Presentation outlines the main business issues around the way data centre and IT in general is being done. It demonstrates how through cloud-based infrastructure, organizations can lower the cost of IT whilst becoming more agile and responsive to business requirements.

**Business Process Management systems**

Jeff Thuo, GM, COSEKE, Kenya

2pm

**CREATING AN ICT-EMPOWERED SOCIETY**

(Theatre 1)

MODERATOR: Henry Maina, Director, Article 19 East Africa



**Citizen rights to access information provided by Kenya's new Constitution: The challenges posed for the State**

John Sergon, Acting ICT Secretary, Directorate of e-Government, Office of the President, Kenya

- Historical background
- Examples from other countries
- Effects and implication of the new law for state agencies
- Challenges



**The key role of ICT incubation in national and regional economic development**

Pius Walela, Research Programmes Co-ordinator, Stratmore Innovation Technology Transfer, Strathmore University, Kenya



**Taking the university to the people**

Charles Nduati, GM, JKUAT Enterprises, Kenya

World over, universities are mandated to train, research, innovate and take the innovation back to the people. However, many universities face challenges in doing that, how to overcome the challenges is the gist of the presentation.



**Digital life: Understanding the online life of Kenyans**

Geoffrey Kimani, Director – Knowledge & Insight, TNS Research International, Kenya

The presentation outlines the evolving digital life of Kenyans in order to:

- Help organizations understanding of how people in Kenya use the internet
- Provide new analysis of the consumer and what motivates them to behave in particular ways when they are on-line
- Understand the needs of users of the digital space in Kenya so as to harness opportunities and drive innovation of services for the future



**G-PON technology for fibre-to-the-home access**  
Vincent Linder, Sales Manager EMEA, Fibre Access Solutions, France

**The DrumNet Project: Lessons learned from an ICT initiative in Kenya's agricultural sector**  
Tom Rausch, Regional Director, DrumNet Africa, Kenya

## Programme Director



Sean Moroney, Chairman,  
AITEC Africa

## Programme Advisory Board



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## Delegate fees

Price: US\$270 per delegate for the two-day main conference. This includes lunch and refreshments on both days. To register as a delegate, log on to [www.aitecafrica.com](http://www.aitecafrica.com)

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