

## Surflin Communications Selects IBM Cloud to Expand across West Africa

### Ghanaian telecommunications firm implements integrated IBM server, storage, software solution to utilize explosion of mobile data

PR Newswire  
ACCRA, Ghana

ACCRA, Ghana, Oct. 9, 2013 /PRNewswire/ -- **IBM** (NYSE: [IBM](#)) today announced that telecommunications service provider Surflin Communications has selected an [IBM cloud](#) solution consisting of [IBM servers](#), [storage](#) and [software](#) to help expand [mobile data services](#) in Ghana and across Africa.

(Logo: <http://photos.prnewswire.com/prnh/20090416/IBMLOGO>)

[Cloud computing](#) capabilities represent a growing opportunity for service providers in Africa, as retail and wholesale data consumers in the continent's emerging economies increasingly need better service and access to voice and data networks.

According to the International Telecommunications Union (ITU), Internet penetration in the West African nation stood at 3,568,757 users, representing 14 percent of the population in 2012. Mobile data is viewed as the most logical path to grow Internet adoption in the country and also stimulate economic growth through the emergence of an e-commerce sector in Ghana, as well as in many other African countries.

The Ghana Statistical Service records that the country's mobile telephony penetration rate has grown from 50 percent in 2008 to about 83 percent currently. The sector is one of the largest in the country in terms of cash flow, consumer spending, capital expenditure, taxes and levies accruing to the public treasury and contribution to GDP.

In July of this year, Surflin announced its entry into Ghana's competitive telecommunications landscape with the commercial deployment of a high speed 4G LTE (Long Term Evolution) network in parts of Western and Central Africa. Now, Surflin is expanding again to tap into the growing mobile data market in the region. Surflin will deploy the IBM cloud platform to drive its critical backend processing and customer service delivery services.

A newly established company with ambitions to significantly improve Ghana's Internet usage and access levels, Surflin's new IT platform will help provide tailored communications solutions and services to corporate and retail customers in Ghana. Issued its license to provide broadband wireless access and related services by Ghana's National Communications Authority (NCA) in February 2013, the company will rely on the IBM platform to efficiently deploy its operations and support its entire IT infrastructure.

"We selected IBM's Tivoli Storage Management and Smart Cloud Monitoring solutions because it offered us the best value in terms of our immediate and long term technology infrastructure requirements," said Osei Badu-Nkansah, chief information officer at Surflin. "IBM has provided a high performance vertical and horizontal scalable technology platform ready to support both the current and projected future computing needs."

The IBM cloud solution will help Surflin optimize its technology costs, improve operational efficiency, achieve better return on investment and ensure excellent service delivery to the emergent and largely unfilled data services needs of Ghana's businesses, government agencies, professional communities, and residential users.

Surflin selected IBM's cloud technology over other local and international vendors after a thorough review of overall capabilities, as the IBM solution offered the scalable system design, cloud-ready architecture, longer life cycle and easy scalability that Surflin needed.

"The telecommunications landscape in Ghana is set to undergo fundamental shifts as a growing number of users take up mobile data. Deploying IBM's trusted and industry-tested capabilities is a significant beginning for Surflin Communications as it begins to offer its services to its customers. We are excited to work with Surflin and become a key contributor to its business objectives," said Joe Mensah, Country General Manager for IBM Ghana.

With a population of 25 million, Ghana is the second largest economy in West Africa, a region which will be the fastest-growing in Africa between 2013 and 2014, as predicted by the African Development Bank.

IBM business partners Courtbridge Ghana and Tri-Continental Distributions helped deliver the solution, which includes IBM Power 770 and BladeCenter HS23 servers, IBM V7000 Storage systems, the PowerVM virtualization suite, Smart Cloud Monitoring, and Tivoli Storage Manager.

The agreement was signed in June 2013.

### **About IBM Cloud Computing**

IBM is the global leader in cloud with an unmatched portfolio of open cloud solutions that help clients build, rent or tap into cloud capabilities. No other company has the ability to bring together unique industry knowledge and unmatched cloud capabilities, that have already helped more than 20,000 clients around the world. Today, IBM has more than 100 cloud SaaS solutions, 37,000 experts with deep industry knowledge helping clients transform and a network of more than 25 global cloud delivery centers. Since 2007, IBM has invested more than \$6 billion in acquisitions to accelerate its cloud initiatives. Most recently IBM acquired SoftLayer with more than 21,000 clients in 140 countries to further build out its IaaS portfolio with an easy and secure on ramp to cloud integrating IBM SmartCloud. For more information about cloud offerings from IBM, visit <http://www.ibm.com/smartcloud>. Follow us on Twitter at @IBMcloud and on our blog at <http://www.thoughtsoncloud.com>. Join the conversation #ibmcloud

### **About IBM:**

To find out more about IBM please visit: [www.ibm.com](http://www.ibm.com)

### **About Surflin Communications Ghana**

Surflin Communications Limited is a Ghanaian-owned private company, established in 2011. The company was established to provide wireless broadband and related services to the Ghanaian market. It's Surflin's vision to establish a high-speed network that can be used for multiple data-centric services and applications for the betterment of the country's overall infrastructure. Surflin will launch its revolutionary 4G LTE network in 2014 to meet the emergent and largely unfulfilled data needs of Ghana's businesses, government agencies, professional communities and residential users. Learn more at: <http://surflin.gh>.

**Media Contacts:****Charles Moyela**

IBM Media Relations

+233 2627 18756, +234 808667 5257

[charlesm@ng.ibm.com](mailto:charlesm@ng.ibm.com)

**Osei Badu-Nkansah**

Surflife Chief Information Officer (CIO)

+233 501 300 304

[Obadu@Surflifegh.com](mailto:Obadu@Surflifegh.com)

SOURCE IBM

Web Site: <http://www.ibm.com>

---

<https://newsroom.ibm.com/2013-10-09-Surflife-Communications-Selects-IBM-Cloud-to-Expand-across-West-Africa>