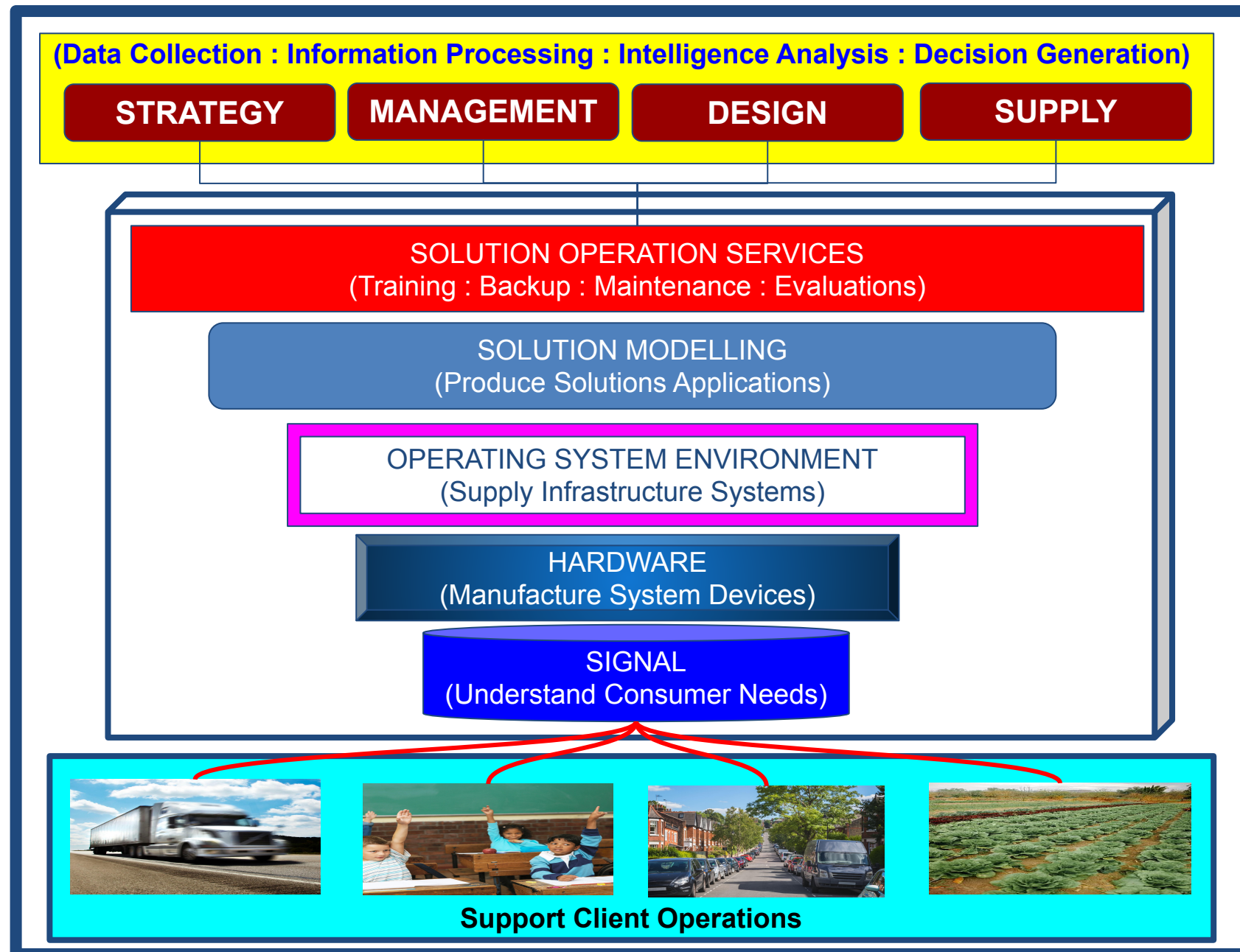


COLLABORATION & PARTNERSHIP

(Data Driven Enterprise Decision Support Service)



Background Overview



Data Driven Decisions

Increasingly, enterprises, institutions, governments and other organizations are embracing the concept of data driven decisions comprising data collection, information processing, intelligence analysis and solution generation and packaging

Kenya

Kenya like in other countries continues to invite system suppliers and applications development experts to participate in the digital economy space privately or through private public partnerships by building data centers and tech hubs that are critical in the transformation to artificial intelligence society

Readiness

Kenya has heavily invested in learning and education and is a leader in the spirit of entrepreneurship and is providing incentives through special economic zones as a way of aligning to the emerging global financial order. Its has extended its internet accessibility to 80% of the population, It is also a trading and financial hub in the region.

Opportunities

The country offers huge opportunities in mining, manufacturing, construction, production, processing as well as trading and social services that are expected to generate huge amount data driven by artificial intelligence and the emerging multi agent technologies.



Purpose



The Information & Communication Sector

The information and communication systems include a national optical fiber with penetration to informal settlement and the rural area, a mobile coverage of at least 80% of its population and a thriving financial technology sector making it ready for investment

Investment Policy

In the past, the government was heavily involved in the delivery of infrastructure projects and services. As such it fully owned or had equity interest in the large service delivery companies. The government is increasingly divesting services that are effectively driven by private sector investment while retaining its regulatory authority.

Incentives

Well educated youthful population, special economic zones incentives, growing middle income status; adequate industrial ready infrastructure including power, housing, communications and other social services.

Purpose of The Collaboration Partnership

- ❖ Create employment opportunity for the growing qualified youth
- ❖ Elimination of corruption by enhancing productivity
- ❖ Promote the utilization data driven solution decisions
- ❖ Alignment to the requirements of global environmental standards



IMPLEMENTATION STRATEGY



Collaboration Partnership :

CisoNet proposes a collaboration partnership of system suppliers (CisoSys), service provider expert (CisoTech) and enablement and empowerment (CisoFund) to support the extension service operation affiliates (CisoNodes) with working capital.

Extension Service Affiliates

These in turn support enterprises, institutions, organizations and government clients in agriculture, health, education, housing, education and governance among others. For example, the extension affiliate is expected to approach the government and offer projects on behalf of the partnership.

The System Supplier

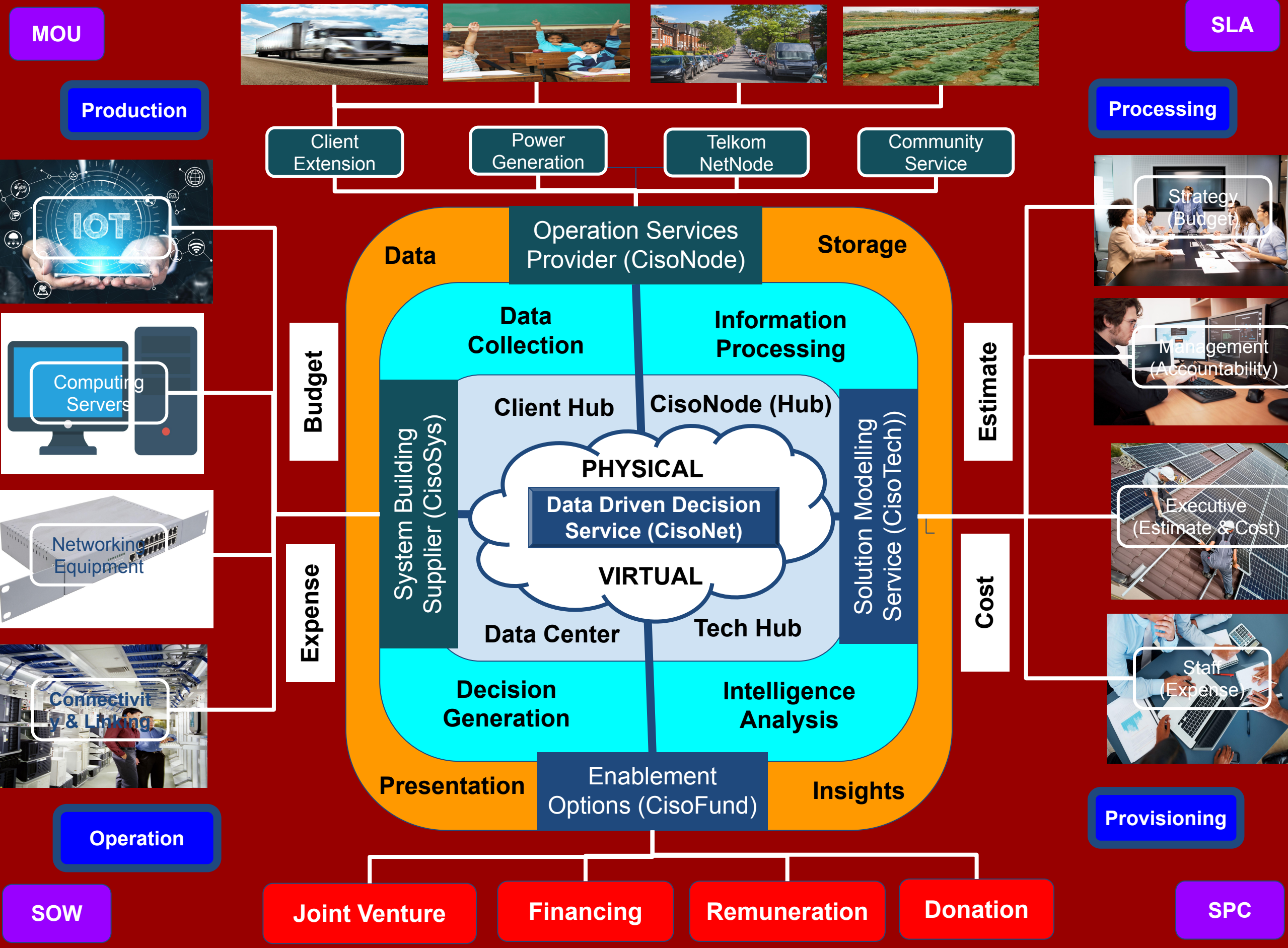
These partners manufacture, supply and provide accommodation, networking, computing, storage and connectivity as well as associate software as a service development environment.

Data Driven Decision Application Development

Application developers are sourced both locally and internationally to assess the needs of the client and model and build solutions in line with standards and government regulatory requirements.

Revenue Based Enablement Funding

CisoNet recommends a revenue based enablement and funding in which system suppliers and application development are remunerated in kind while investors mobilize working capital funding grants, debt and equity in line with the emerging financial order..



FEASIBILITY & OUTLOOK



ECONOMY

- ☐ Population
- ☐ Infrastructure
- ☐ Trade
- ☐ Natural Resources etc

POLICY

- ☐ Private Sector Investment
- ☐ Public Private Partnership
- ☐ Foreign direct Investment
- ☐ etc

PERFORMANCE

- ☐ 2.5% growth
- ☐ NGP
- ☐ Stability
- ☐ etc

INCENTIVES

- ☐ SEZ
- ☐ CAISP
- ☐ Trade Agreements
- ☐ etc

ENABLEMENT & EMPOWERMENT SUSTAINABILITY

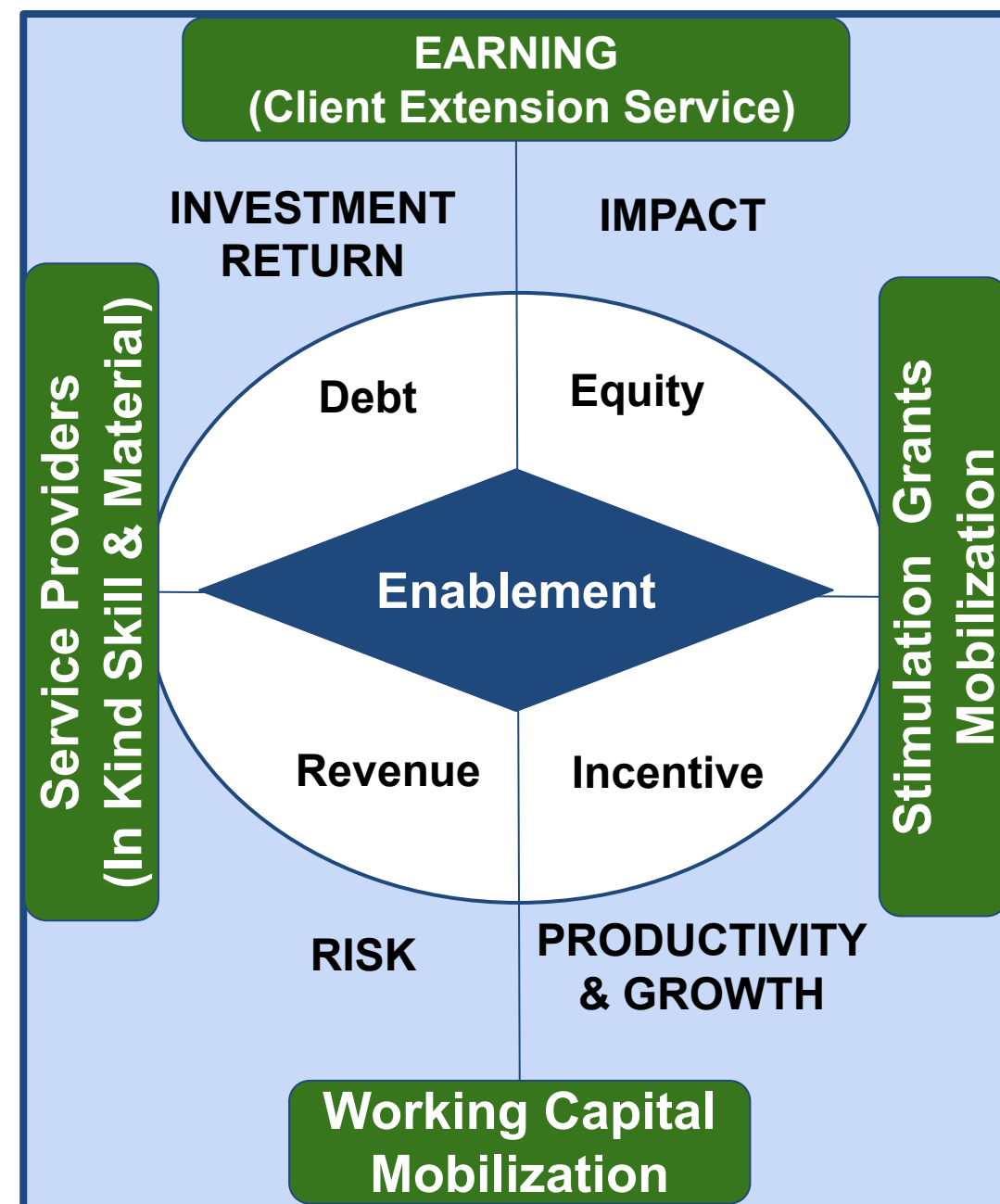


INVESTMENT

- **Working Capital** : Administration; Management and Onboarding Remuneration (Investor Risk)
- **Skills & Expertise** : System Provisioning & Application Solutions Modelling & Building (Expert Risk) : :
- **Material & Systems** : Service providers to Supply tools and systems for clients solutions (Supplier Risk)
- **Empowerment** : Capacity Building & Training (Client Risk)

EARNING

- ❖ **Sales & Supply** : Accessories, devices & advertising services
- ❖ **Studies & Strategy** : Assessment; feasibility & Advisory Services
- ❖ **Solution Modelling** : Analysis, Design, Development, and deployment (Website; Content; Application, Platform)
- ❖ **System Building** : Analysis, design, procurement; construction & commission
- ❖ **Operations Backup Services** : Onboarding; capacity building, technology training; marketing & maintenance
- ❖ **Subscription** : Solution accessibility services and also traffic & advertising.



Collaborative partnership to deliver solutions directly to the client inline with emerging funding and wealth creation model designed to enhance productivity; efficiency; equity and peace

EXTENSION AFFILIATE ROLE



CLIENT IDENTIFICATION :

The Extension Affiliate (CisoNode) is involved in project formulation; business development and their deliverables including MOU & SLA from identified clients. The extension Affiliate receives technical support from system supplier and application development experts to create a convincing proposal for the client.

WORKING CAPITAL

The enablement affiliate is charged with the mobilization of funding from government grants, investment management and also supplier credit and earning. The disbursement of fund is done in such a way it enhances productivity and return on investment.

PROJECT MANAGEMENT COORDINATION

Where the client has entered into a service provisioning contract (SPC), then the system suppliers and application development experts ensure that the solution is delivered efficiently and effectively

OPERATIONS & MAINTENANCE BACKUP

The Extension Affiliate is the first point of call in ensuring the sustainability of the client and response to operations and maintenance issues including capacity building and continued empowerment

PROJECT OPPORTUNITY STATEMENT

The Extension Service Affiliate (CisoNode) in collaboration with CisoNet will identify an opportunity from the clients who include Government : Institutions : Utility Service Providers; Standardization bodies and private enterprises : They will then formulate a contractual agreement with support of systems suppliers and applications developers. The system supplier and application development can also suggest a project opportunity statement.

WAYFORWARD & IMMEDIATE OPPORTUNITY



Data Center

We are looking for collaborative partnership to provide a colocation data center at the tier 3 Konza facility. The facility will provide software as service (SAAS) platform for data collection; information processing, intelligence analysis and solution generation for decision support in industry needs including agriculture, health, trade, infrastructure, learning and governance.

Techhub

We are looking for development & construction partnership to build a techhub facility on our land parcel located within Nairobi. The facility will provide onboarding, capacity building and technology training on the partnership systems & applications solutions. It will also be used to accommodate our development & management team.

Manufacturing

We are interested in manufacturing and assembly of AIOT and network user computing devices and are looking for partners to assist in construction of the facility and setting up of the manufacturing plant on our special economic zone within Nairobi vicinity

Real Estate

We are looking for construction partners to participate in construction of an housing estate for collaboration partnership team as well as others in our land within Nairobi

AgriBusiness.

Partners to come on board to assist our small outgrowers who are practicing farming on our land within Nairobi and Machakos county

Working Capital

We are looking for investment mobilization managers to assist in providing working capital for our extension service Operation at the community level and market centres who are providing community information service operations as well as recruiting and supporting the partnership clients.

QUESTIONS & ANSWERS

(Feedback and Networking Discussions)



Frequently Asked Questions (FAQ)

1. How will investors be compensated
2. What are the sources of funding producers
3. How are the clients incentivised
4. How will system suppliers be compensated
5. How will expert service providers be compensated
6. How will the affiliates be incentivised
7. What type of agreement will exist between CisoNet and its CisoXXX
8. Why is a revenue based funding prioritised
9. etcf

QUESTION & ANSWER SESSION