

A nighttime photograph of a city skyline with a prominent highway interchange in the foreground. The lights from the buildings and the long-exposure light trails from the cars on the highway create a vibrant, blue-toned scene. The text is overlaid in the upper right quadrant.

*Enabling West Africa's Digital Economy*

**MainOne**  
An Equinix Company

# Businesses Choose West Africa's Leading Connectivity And Data Center Solutions Provider

We have raised Africa's profile as a continent of untapped potential obtaining the pioneer licence to deploy a privately-owned submarine cable system in West Africa,

We are a leading facilitator of the Internet ecosystem in the region and are recognized for our investments in broadband infrastructure in Nigeria, Ghana, and Cote d'Ivoire.



# SUBSEA CABLE & TERRESTRIAL FIBER MAP

## POPS

- MainOne POP
- Partner POP

## FIBER

- Operational Subsea
- Planned Subsea
- Partner Network

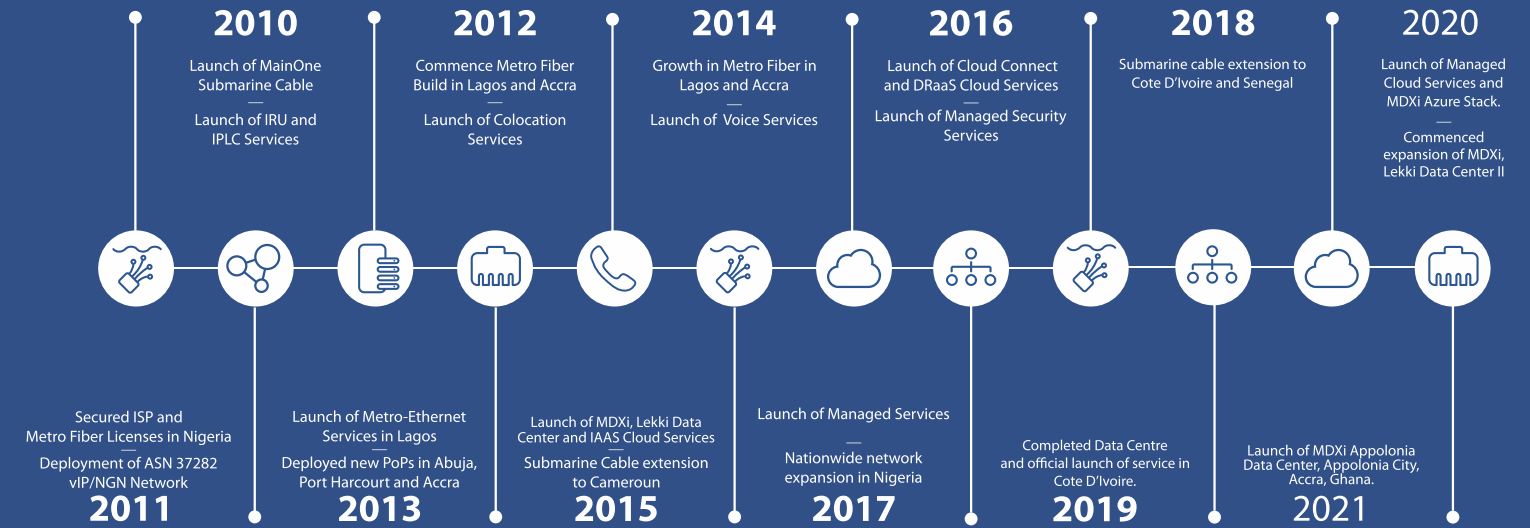


**WE ARE THE PREFERRED PROVIDER OF CONNECTIVITY AND DATA CENTER SOLUTIONS TO TELCOM OPERATORS, INTERNET SERVICE PROVIDERS (ISP), BUSINESS AND GOVERNMENT INSTITUTIONS ACROSS WEST AFRICA**

*Our enterprise customer base include leading companies in the financial, manufacturing, oil & gas, shipping & logistics, e-commerce and media industries.*

We offer world-class broadband connectivity and data center services that not only meet the market's needs, but also enhance efficiency and profitability for our customers

From submarine cable capacity to putting business in the cloud, we collaborate with our partners at every step. It is a track record defined by building the solutions businesses need to thrive.



**Definitions**

- IRU – Indefeasible Right of Use
- IPLC – International Private Leased Circuit
- IaaS – Infrastructure as a Service
- DRaaS – Disaster Recovery as a Service





## WE CONNECT ALL THAT MATTERS

The simplest equations can yield the biggest results: the higher your network performance, the greater the impact on your profitability.

In a world of global connections, a business simply cannot afford network downtime. MainOne's competitive edge has always been defined by offering tailored solutions with 99.9% uptime and custom-fit solutions that will do the right job today and tomorrow, with future-proof technology that can evolve with the times- not just match current needs.

Through the depth of our experience and quality of our management and technical teams, we continue to entrench our position as a thought-leader and industry trailblazer. This empowers our customers with solutions that harness the power and growth potential of the internet.



*We are a leading  
facilitator of  
the broadband  
ecosystem  
in West Africa*

## CONNECTIVITY SERVICES

### LEASE CIRCUITS AND METRO ETHERNET/ LAST MILE SERVICES

The city never sleeps; so your network cannot afford to either. Whichever West African city you are in, you can rely on MainOne's expertise and network reach to give you a bespoke solution to keep you and your customers in touch.



#### Global Connectivity

and metro reach in West Africa: Delivery via MainOne PoPs and partner-owned networks across the region to ensure local capacity and support.



#### Reliability

MainOne's architecture provides alternative paths between major cities for immediate restoration in case of fiber cuts.



#### Flexibility

MainOne's Private Lease Circuits are protocol independent with support for Metro Ethernet and MPLS standards that can carry voice, data and video traffic.



#### Flexible bandwidth

options to meet your business needs, ranging from 2Mbps to 10Gbps and above.

### GLOBAL VOICE AND VIDEO CONNECT SOLUTIONS

Sometimes an email is not just the same as a call or face-to-face communication. From business meetings to broadcasting events, we embrace the potential of human connections which is why we give you voice and video solutions to almost anywhere in the world.



#### Platforms

equipped for transmission of VOIP calls though to premium video content for global termination.



#### Improved cost saving

opportunities through converged solutions maximizing bandwidth utilization to deliver voice, data and video traffic.



#### Access to

Public Switching Telephony Network (PSTN) and mobile networks for the ability to make external calls.

### GLOBAL INTERNET ACCESS AND IP TRANSIT

Whatever your business, MainOne offers full access to the rest of the world in a way that is perfectly attuned to the needs and capacities of your business requirements.



#### Global reach

to and from West Africa through telehouses in Portugal, London and Amsterdam.



#### Bandwidth

speeds from 10Gbps and above.



#### World-class services

backed by industry-leading Service Level Agreements.



#### IPV4 and IPV6 support

with widest range of network routes out of West Africa.



#### Incremental bandwidth

on demand.



#### Low latency

achieved through optimal engineering and direct peering with regional and international Internet exchanges.

### INTERCONNECTION SERVICES

Businesses need to be able to communicate with each other seamlessly, which is why at our facilities, customers gain access to other networks, content providers and ISPs to keep them up and running.



#### Connect

with multiple West African service providers and customer locations.



#### Direct access

to MainOne's Internet Services, International Submarine Cable Network and Terrestrial Fiber Network.



#### On-network access

to MainOne Data Center and Colocation Services.

## Our Reach - Nigeria



6 Internet Exchanges



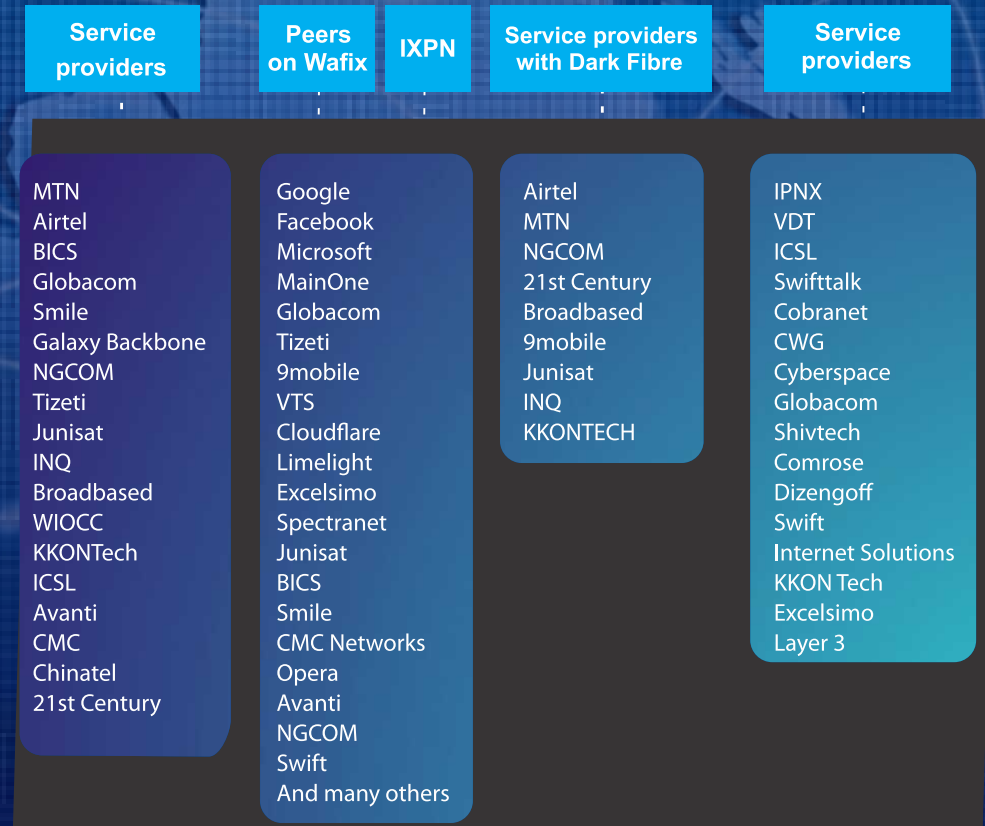
38+ Service providers at MDXi Lekki



29+ Banks/Insurance/ Mobile money/payment gateways present at MDXi Lekki



40+ Interconnect with CDN/Cloud SPs/FC/Google





## ENABLING DIGITAL TRANSFORMATION IN THE TECHNOLOGY SECTOR



### About

Zenlayer is an edge cloud service provider, serving clients based primarily in Asia and North America expand their service reach and improve end-user experience by having servers close to their end users, through high-availability, low latency access points. As part of its expansion strategy in the African market, Zenlayer required a low latency network environment with infrastructure critical to its business processes. The company also required a highly available and flexible Data Center capable of scaling as core IT infrastructure operations ramped up.

### Solution

For its West African PoP, Zenlayer selected MDXi Data Center whose linkages to MainOne's 7,000km submarine cable and interconnected ecosystem of over 30 providers West Africa, provided a high level of reliability, which was consistent with the seamless experience offered to customers throughout the Zenlayer global network. The solutions provided included:

- Provision of a test environment to measure network performance.
- Design and deployment of secure rack spaces with adjacent spaces reserved for growth.
- Delivery of bespoke solution that enabled the reach to all MNOs in Nigeria.
- Delivery also included establishing peering connection with the Internet exchange platform for enhanced customer experience.
- Multi skilled engineering pool was assigned to assist and support customer with onboarding and assistance with future growth and upgrades.

### Results

- Zenlayer achieved its requirements of high availability, flexibility and scalability for a low latency network capable of reaching eyeballs within Nigeria and the West Africa region.
- Zenlayer has also scaled quickly into reserved rack space as customer demand continues to grow.

By leveraging solutions from MainOne latency has been cut in half, from 200 ms to 100 ms, as a result of switching provisioning from Frankfurt to Lagos thereby improving Zenlayer's service delivery in the region.

## DATA CENTER SERVICES

that centralize, house and protect data with world-leading security solutions

### COLOCATION SERVICES

MDXi provides floor space for colocating IT equipment, along with all of the necessary power distribution, cooling, cabling, fire suppression and physical security systems. Rack spaces include Full rack (rack options ranging from 42U to 47U), Half rack (21U) and Quarter rack (10U)



#### Best in class infrastructure

Uptime Institute Tier-III, ISO 27001 and PCI DSS (Payment Card Industry Data Security Standard) Certified Facility.



#### Flexible configurations

including private cages with 600 rack spaces to meet growth needs.

### INTERCONNECTION

The Interconnect Portfolio is designed to help you adapt quickly to rapidly changing technology and business needs through high-performance services, bandwidth choice and product flexibility. Interconnection options are tailored to the requirements of organizations that need versatile solutions.

- Optical Cross Connect
- Metro Connect
- Dedicated Patch Panel
- Direct Connect
- West Africa Internet Exchange (**WAF-IX**) - Provides a neutral, high performance, peering platform to enable interconnection between content and networks in West Africa

### Fully diverse power distribution

into each rack provided via direct connection to National Grid, n x 1250 KVA Generators and UPS.

### REMOTE HANDS AND EYES SUPPORT (RHES)

We provide nominal remote hands and eyes support which covers basic operations such as routine checks, troubleshooting of performance issues and project based activities. This value-added offering provides dedicated and qualified engineers to act as "eyes and hands" to perform various tasks on your behalf in the event that you cannot physically visit the data centre.



### Optimal physical and logical security

with five levels of access controls from main gate to racks and armed police presence.

### WORKSPACE AND STORAGE

We provide dedicated and adhoc workspaces for customers who require it as part of operations or business continuity. All workspaces come bundled with high speed wireless internet.

Short and long term storage spaces are also available for customers with equipment, material and backup storage requirements.



### Open-Access facility

with direct access to major telecom networks in West Africa and international locations via MainOne and other submarine cable networks.

West Africa's leading, carrier-neutral, open access, commercial, Tier III data center operator in Nigeria, Ghana and Cote D'Ivoire.





**Stanbic IBTC achieved exponential increase in data center operational efficiency and regulatory compliance with no CAPEX spend.**

## ENABLING DIGITAL TRANSFORMATION IN THE FINANCIAL SECTOR



Stanbic IBTC achieved exponential increase in data centre operational efficiency and regulatory compliance with no CAPEX spend.

Powering high availability for a global bank

### About

Stanbic IBTC is one of Nigeria's leading and most innovative banks. They have constantly blazed the trail in the last decade by deploying information and communications technology (ICT) solutions. Driven by a goal to become Nigeria's foremost end-to-end financial services institution, the bank understood that one of the prerequisites to achieving this objective was an overhaul of its primary and disaster recovery data centres.

### Solution

MainOne's solution was the design and development of a private colocation and work space for the Bank within the MDX-i data centre. After a comprehensive technical and commercial build-versus-buy analysis of the customer's needs, MainOne offered a solution to meet the bank's immediate growth requirements. The solution also include a high capacity network to aggregate links from various telecom service providers connecting the bank's 180+ branches nationwide. Leveraging our metro network in Lagos, the bank's primary and disaster recovery centres were interconnected for failover purposes.

### Results

The Colocation solution meant the bank was quickly able to achieve regulatory compliance and increase efficiencies exponentially without having to invest capital and management effort in building out a new facility. The connectivity solution provided ensured access to all critical locations through diverse routes for uninterrupted service availability.





**“We chose MainOne as our infrastructure partner because of the company’s regional footprint and competitive pricing which provided us the opportunity to build a long-term strategic partnership.” ...**

**Jonathon Tilsley,  
Director Trobexis PTY Ltd.**

## ENABLING DIGITAL TRANSFORMATION IN THE TECHNOLOGY SECTOR



### About

Trobexis is a best-in-class, global, workforce planning solution, that connects workforce logistics demand to operational execution to deliver business value to all stakeholders.

### Business Case

As an international logistic management solution company, Trobexis needed to deploy their solution remotely for an International Oil & Gas company in Nigeria and needed to work with an in-country, infrastructure partner with stringent data compliance standards, security, performance requirements and a regional footprint. MDXi was chosen as that partner.

### Solution

The company leveraged the Azure Stack at MDXi to deliver their Enterprise Workforce Logistics Management System application remotely to an International Oil Company in Nigeria.

### Results

Prior to the move to MDXi, the TrobexisOne application had been deployed in public Azure cloud infrastructure. According to Jonathon Tilsley, Director Trobexis PTY Ltd, deploying TrobexisOne at MDXi was a seamless experience “We deployed everything remotely without having any member of our technical team on ground. The rollout was timely, and the plan was adhered to. We have never deployed this application in a hybrid environment and the team was able to lead us down the path to help us achieve our desired outcomes. We got the application for the International Oil Company (IOC) ready before the live date.”

## MANAGED SERVICES

Replace expensive and inefficient in-house capacity with reliable expertise and availability on a bespoke budget.

### Managed CPE

Provides organizations that require the highest form of availability and pro-activeness for Data, Voice, Video, and Connectivity services with MainOne Managed CPE to deliver end-to-end QoS via pro-active management.

### Cloud Connect

Provides private connections with Express Route to Microsoft Azure datacentre and other cloud providers such as Amazon Web Services (AWS). Services are deployed to your offices or colocation environment delivering improved performance, Faster speeds, lower latencies, higher security and significant cost benefits than typical internet connections.

### Managed Security

Strengthens the defences of our customers and provide them with monitoring and management of their network connections. With the ever increasing frequency of cyber security is a solution to help our connectivity customers prevent unauthorized access to data or denial-of-services through malicious attacks.

### Managed Wifi Services

Provides complete, end-to-end Wi-Fi solution and management to enterprises, backed by excellent connectivity services, thereby freeing your organization from the burden and huge CAPEX cost of setting up and managing one. The services allows organizations focus on their core business while enabling innovative forms of service delivery.

## CLOUD SERVICES

Replace obsolete processing, storage, sharing, distribution or management of information with anywhere, everywhere computing for the 21st century and beyond.

### SERVICES INCLUDE;

- Infrastructure as a Service: Shared, Dedicated and Hybrid (Azure Stack)
- Managed Cloud Services on Hyperscalers: AWS, Azure and MDXi Platforms
- Dedicated Connection provider for Azure Express Route, Managed Security and AWS Direct Connect.
- Managed Firewall Services

### Localization of content

Proximity of data to Nigeria and West African countries for reduced latency.

### Deployment in Public Cloud

Access to leading public cloud platforms such as Microsoft Azure, AWS, Ali Baba Cloud for global scalability.

### Optimal high performance

Global internet access via direct connectivity to regional networks and submarine cables for international reach.

### Service Levels

24/7/365 in-country support from MDXi.





## SME-IN-A-BOX

*If ever there was a time to take advantage of a tailored infrastructure solution to ensure improved competitiveness, this is it.*

MainOne's SME in a Box is a perfect example of this. It is a converged service that drives business growth by providing high speed, secure, reliable and cost effective internet, Voice and Cloud solutions tailored to meet individual business requirements. It is delivered by our carrier-class IP Network and is specifically designed to help small and medium enterprises drive business growth, productivity and profitability without compromising quality or value for money.

## SME-IN-A-BOX Pro

This is a flexible and scalable productivity solution enabling you to choose any of the Microsoft Office 365 product plans with optional domain registration and website hosting as fit for your business requirements. This package offers you the Microsoft Office productivity tools you are familiar with; Word, Excel, PowerPoint, Exchange Online and Skype for business among others with 1TB of secure cloud storage for your files. This solution ensures you are productive everywhere, with access to your important files anytime, regardless of device or operating system.

Our domain registration and website hosting service is recommended for forward thinking business owners who value their online presence and are inclined to leverage on secure, affordable technological solutions to take them to the next level.



## CUSTOMER SUPPORT

MainOne's Global Network Operating Center (GNOC) manages the Service interface to all our customers. The Center is equipped with state-of-the-art network management, monitoring and performance analysis systems to ensure that all services delivered to customers are proactively monitored. The Service Desk, manned by highly trained and certified engineers, operates on a 24-hour clock, 365 days a year to respond to customer queries and network incidents. Our team is available to provide performance reports and status updates on service quality, availability, network faults and root cause analysis.



## FLEXIBILITY

We provide Plug and Play solutions designed for small and medium enterprises and bespoke designs specifically tailored to meet the needs of larger enterprises through a consultative



## PROCESS DRIVEN

We manage our network proactively and our customers are notified in advance of maintenance windows.



## HIGHLY SECURE OPERATIONS

ISO 9001 certified  
ISO 27001 certified

## OUR COMMITMENT TO QUALITY (OR SLA)



**Pro-active monitoring tools** to ensure availability of infrastructure and compliance with SLAs for all services.



**Detailed trouble ticketing** for all network incidents with pre-defined escalation lists for all categories of faults.



**Mean time to repair** is a 4-hour commitment to restore service after On-Net failures.



**Root Cause Analysis** offers a detailed report of incident causes and the measures taken to resolve and avoid future incidents.



**Highly-trained and certified engineers** available for escalation on a 24/7 basis.

## WE GROW TOGETHER

MainOne continues to position itself as a forward-looking partner that provides its clients with future-proof solutions. Today's businesses do not only need to leverage technologies that boost their operational efficiencies, but also embrace digital transformation to gain the competitive advantage over their peers.

That is why we partner with some of the best names in the global ICT space to drive your growth. Our partnerships include:



### Submarine Cable System

built by TE SubCOM/Ciena, with over 5 decades of experience in building subsea cable systems.



### Data Center

equipped by leading power and cooling infrastructure providers including Schneider, Vertiv, Cummins, and StruxureWare for Environmental Management.



### IP Network

built on Cisco technology, a worldwide leader in connecting people, processes and data.



### Cloud Services

partnership arrangements with a growing number of technology OEMs including Microsoft and Amazon.

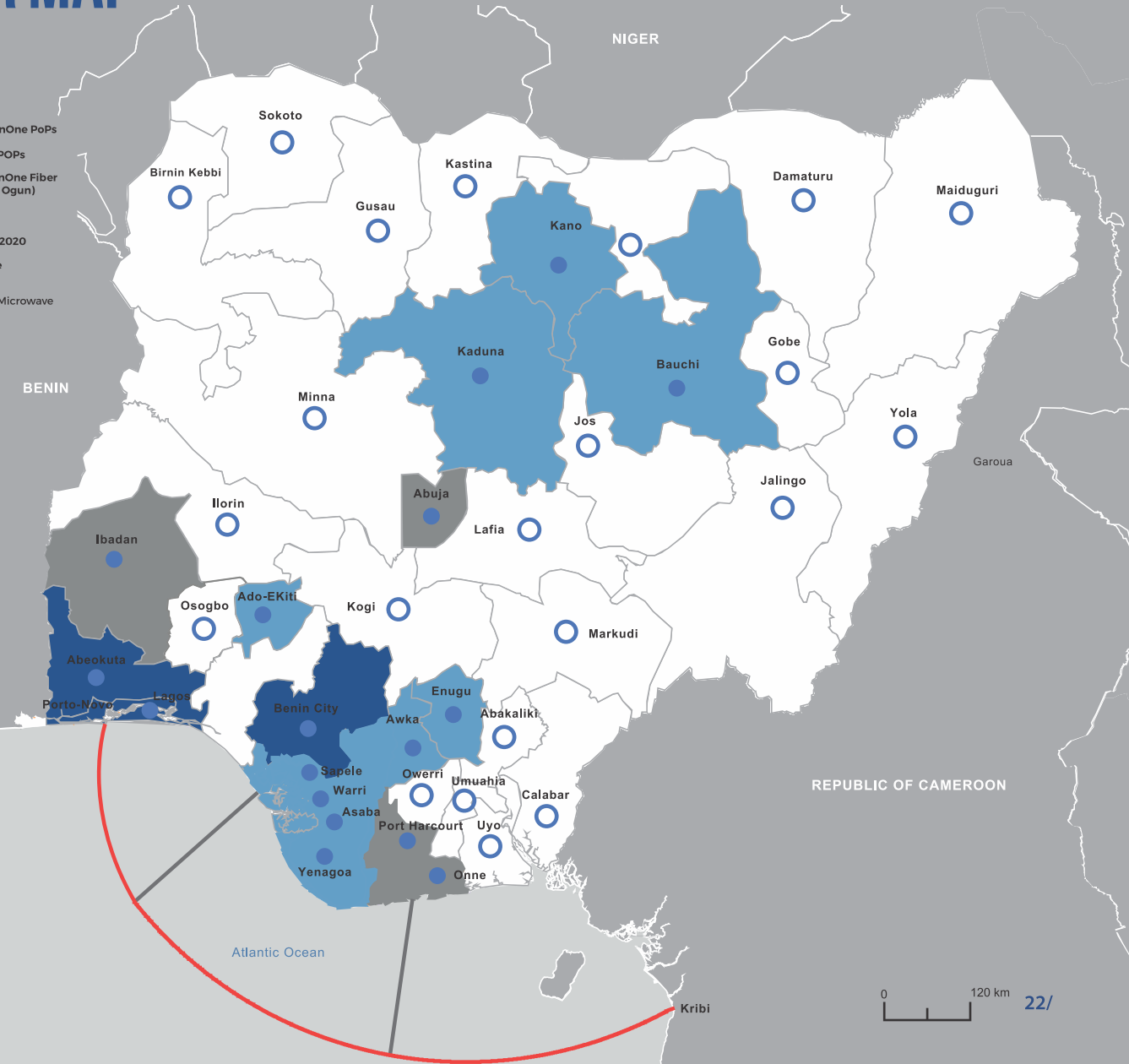
# NIGERIA TERRESTRIAL FIBER MAP



## KEY

- States with MainOne PoPs
- MainOne Fiber PoPs
- States with MainOne Fiber (Lagos, Edo and Ogun)
- Partner POP
- Planned Fiber - 2020
- NigerCam Cable

All MainOne PoPs are Microwave & Fiber PoPs





### **Nigeria (HQ)**

FABAC Centre,  
3b Ligali Ayorinde Street,  
Victoria Island, Lagos,  
Nigeria.  
Tel: +234-2-342-2000  
Tel: 0700MAINONE

### **Nigeria (Victoria Island)**

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Victoria Island, Lagos,  
Nigeria.  
Tel: +234 -2-342-2000  
Tel: 0700MAINONE

### **Nigeria (Ikeja)**

199, Obafemi Awolowo  
Way, Ikeja, Lagos, Nigeria.  
Tel: +234-2-342-2000  
Tel: 0700MAINONE

### **Nigeria (Abuja)**

Plot 1061, Leadway House,  
Cadastral Avenue, CBD, Abuja,  
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Tel: +234-2-342-2000  
Tel: 0700MAINONE

### **Nigeria (Port-Harcourt)**

93c Rivoc Road,  
Trans Amadi Industrial Layout,  
Port-Harcourt,  
Nigeria.  
Tel: +234-2-342-2000  
Tel: 0700MAINONE

### **Ghana**

Capital Place,  
11 Patrice Lamumba Road,  
Airport Residential Area,  
Accra, Ghana  
Tel: +233 (0) 302 - 774 - 030

### **Mauritius**

Les Cascades Building  
Edith Cavell Street,  
Port Louis,  
Mauritius.  
Tel: +230-212-9800

### **Cote D'Ivoire**

Batiment B de la Residence KHALIL,  
sis a Abidjan-Cocody CHU Nord  
Residence KHALIL, Appt A4  
Cote D'Ivoire.

### **Portugal**

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[www.mainone.net](http://www.mainone.net)



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