

ICT infrastructure specialist Flexenclosure opens office in Mozambique – its third office in Africa

[Vara, Sweden, and Maputo, Mozambique, October 26, 2013.] **Flexenclosure** <<http://www.flexenclosure.com>> , a specialist developer of intelligent power management systems and pre-fabricated data centres for the ICT industry, has opened a new office in Maputo, Mozambique to serve its growing number of customers in southern Africa.

The new office, which is located on Avenida Ahmed Sekou Touré in the central district of Mozambique's capital Maputo, will cover several countries in southern and central Africa: Angola, Botswana, Cape Verde, Comoros, Congo (Brazzaville), Congo DRC, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Seychelles, South Africa, Swaziland, Zambia, Zimbabwe and São Tomé e Príncipe.

"With our sustainable and energy efficient power solutions, and flexible and fast-to-deploy data centre solutions, we are solving exactly the kind of infrastructure challenges that mobile operators and tower companies face in emerging markets like Africa," said David King, CEO, Flexenclosure. "Our new office in Mozambique will allow us to better serve our growing customer base in southern Africa. We can work with them in real time and respond faster to support requests."

Sixth new office in a year to support growing customer base

Flexenclosure is expanding its sales organisation across the globe to firmly establish its presence in all markets where its eSite and eCentre solutions can bring benefits to its customers. Flexenclosure opened five new offices in 2012: in Cyberjaya, Malaysia; Gurgaon, India; Lagos, Nigeria; Islamabad, Pakistan; and Dubai, UAE.

"With a data boom underway in Africa combined with grid power that is unreliable or unavailable in many places, the existing telecom infrastructure faces enormous challenges," said David King. "Flexenclosure's prefabricated and modular data center solution, eCentre <<http://www.flexenclosure.com/ecentre>> , and its green power management system, eSite <<http://www.flexenclosure.com/esite>> , have been developed and perfected to overcome precisely those challenges. We are experiencing a rapidly growing interest for our solutions."

Flexenclosure recently received large eCentre orders from MTN in Ivory Coast and from Vodacom in Mozambique, for new data

centres to support their on-going network expansion. Both are to be installed early next year and Flexenclosure has also recently deployed a roof top eCentre for Vodacom to house mission critical data and telecom equipment.

Tissari da Costa new Regional Sales Director for Southern Africa

The new office in Maputo will be managed by Carita Tissari da Costa <<http://www.linkedin.com/profile/view?id=20197536&authType=name&authToken=dGmF&trk=wvmx-profile-photo>> as Flexenclosure's new Regional Sales Director for southern Africa and PALOP (a group of Portuguese-speaking African countries). Carita Tissari da Costa has a decade of experience in the telecommunications industry spanning project management, new product and service development, property and data centres. Previously she ran the project management and business development department at mcel, and most recently she was the Executive Head of property and business development at Vodacom Mozambique. Carita Tissari da Costa holds an honours dual-degree in European Business.

"Amidst strong economic and mobile telecom growth, many countries in the Southern Africa region are faced with infrastructure challenges that impede the deployment of state-of-the-art data centres and reduction of energy costs of telecom sites," said Tissari da Costa. "Flexenclosure has developed turnkey solutions that directly address these pain points, and the opening of the office in Maputo establishes our permanent local presence in the region."

"There are thousands of telecom sites without a reliable grid connection which translates into huge energy costs for operators and tower companies when sites are powered with diesel generators. Key concerns are grid availability, reliability and how to cost efficiently power both existing sites as well as new sites in more rural areas. With ever growing telecom and banking markets, the next billion customers will be from rural areas, where energy cost saving solutions from Flexenclosure will enable cost effective service provision to these users."