SONEMA and GAMMA INFORMATIQUE co-host a workshop centred around the IT and Telecoms issued faced by Nigerien companies

Monaco-Niamey, 27th September 2017

In conjunction with their partner GAMMA INFORMATIQUE, the SONEMA group recently organised a workshop to discuss new IT and Telecom issues. The workshop brought together 40 Nigerien companies and was a unique occasion for the participants to meet with industry experts and discuss the problems encountered by their companies within Niger.

SONEMA, a network service provider in Africa and their local partner GAMMA INFORMATIQUE, a leading specialist in tailor-made IT and organisational solutions, brought together 40 local and international companies from various sectors in Niger. The aim was to discuss IT and telecom issues and better understand the customer's point of view in order to meet with and exceed their expectations.

Telecoms system integrators constantly adapt their services to respond to the rapid developments in information technology, offering scalable solutions better suited to company requirements. Seamless connectivity, data and network security plus managed services (company email, backup and recovery etc) are key issues faced by businesses in order to ensure their growth and development. Confronted by the growing complexity of IT systems, businesses need to manage, safeguard and monitor their data whilst optimising their business costs.

The workshop was held on Thursday the 14th September 2017 at the Grand Hotel du Niger in Niamey, and was the occasion for SONEMA and GAMMA INFORMATIQUE to present their skills and services to local companies and show how they can meet these new challenges by offering reliable and scalable services.

The participants discussed the following issues:

- The development of terrestrial networks in Niger via the progressive deployment of fibre optics. This development is still handicapped by recurring power cuts which underlines the importance of hybrid networks with back-up links.
- A rise in new types of usage (mobile, new business applications etc) which is reflected in the increasing demand for debit, particularly on VSAT links.
- The need to optimise, filter and monitor Internet access on existing links.
- IT security which is a key issue for Nigerien companies and which requires support and training measures, particularly in the banking sector.
- The advantages of data centre services: quality of infrastructures, security and managed services and optimised business costs. However, this also requires discussion about the legislative implications of storing data outside of the country.
- The importance of having access to responsive and proactive customer support during incident management.

The workshop was followed by a lunch, ending the day on a note of sharing and conviviality.

Mahaman KABO, Managing Director of GAMMA INFORMATIQUE: « *The needs of our customers are changing and becoming more varied and complex so we need to adapt to these changes. Our experience with the latest technologies allows us to better reply to the most stringent demands regarding the design and roll-out of IT and Telecom services. Our partnership with SONEMA is a considerable advantage with regards to the quality the solutions and services that we offer our customers.* »

Catherine DELOM, Managing Director of SONEMA: « *In order to support and assist our customers in accelerating their business growth and improving productivity, we have to understand their key areas of concern. Therefore, it is essential for us to meet with them regularly to better understand their expectations. This is why we organise these workshops. We are delighted to have led the second edition of this workshop with our partner GAMMA INFORMATIQUE who shares the same standard of excellent customer service towards our clients.* »

Following the first workshop organised in Guinea Conakry last May, this second edition confirms SONEMA's commitment to pursue its business development by collaborating with local businesses. Another event is planned in Ouagadougou in 2017 in conjunction with DATASYS, SONEMA's local partner in Burkina Faso.

ABOUT SONEMA

In a digital environment which is continuously evolving, data control and exploitation are and will remain an integral part of competitiveness and distinctiveness of companies. It has become essential to set up a strategy to secure flows and protect data.

By operating and managing scalable, bespoke telecommunications solutions, Sonema supports its customers in their projects every day. With commitment in mind, and with a strong understanding of what is at stake, we want to be a proactive partner for our customers by allowing them to concentrate on the heart of their profession and on their business innovation.

Faithful to our values of respect, transparence and responsibility, we place trust at the heart of the relation with our customers.

Sonema, also means:

- *70 colleagues who are committed to our customers, every day*
- *600 customer installation in 50 countries*
- *50 certified partners all over the African continent*
- *Sonema is founding member of the CEMA (Club of Monegasque Entrepreneurs in Africa)*

More information: **www.sonema.com** *- Press contact:* **communication@sonema.com**

ABOUT GAMMA INFORMATIQUE

GAMMA INFORMATIQUE is a limited company, founded in November 1989.
GAMMA INFORMATIQUE is located in the business centre of Niamey and works constantly to develop IT and organisational solutions for both public and private companies. Thanks to its international business network and relationships, GAMMA INFORMATIQUE is capable of meeting customer requirements as needed.

GAMMA INFORMATIQUE Niger, renowned for supplying tailormade IT and organisational solutions, works in various sectors: Supplying IT solutions, training, cables and networks, VSAT installations, R&D and engineering.

Through its operations, GAMMA INFORMATIQUE gives customers access to its skills and experience in order to help them make decisions with regards to organisational and IT procedures. The company's motto is to remain the dedicated single point of contact for the customer's entire Information system.

More information: **www.gammaniger.com** *- Contact :* **gamnig@intnet.ne**