



> CODI

Exclusive Partner Programme

Strategic colocation and connectivity partnerships
to accelerate Africa's digital transformation.

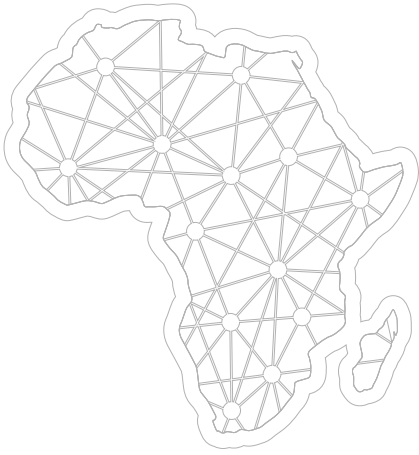
2024

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WIOCC
Africa's Digital Backbone

Open Access
DATA CENTRES

OATS
Open Access Technical Services



> The CODI partner programme offers an exciting opportunity for you to join us in enabling Africa's digital ecosystem, driving economic growth and enriching society.

CODI enables collaboration to deliver the best client solutions and support to our partners in accessing additional revenue generating streams.

Why join the CODI Partner Programme?

All partners will be provided with tools and benefits to enhance service, streamline operations and boost their revenue.

- ✓ Exclusive incentives and rewards
- ✓ Dedicated account manager
- ✓ Sales and marketing tools
- ✓ Access to solution architects
- ✓ Product and sales training
- ✓ Marketing collateral and customisation
- ✓ Co-marketing and branding opportunities
- ✓ Access to a marketing support team
- ✓ Access to collaborative events
- ✓ Demand generation
- ✓ Official partner logo

What is CODI?

**CONVERGED
OPEN-ACCESS
DIGITAL INFRASTRUCTURE**

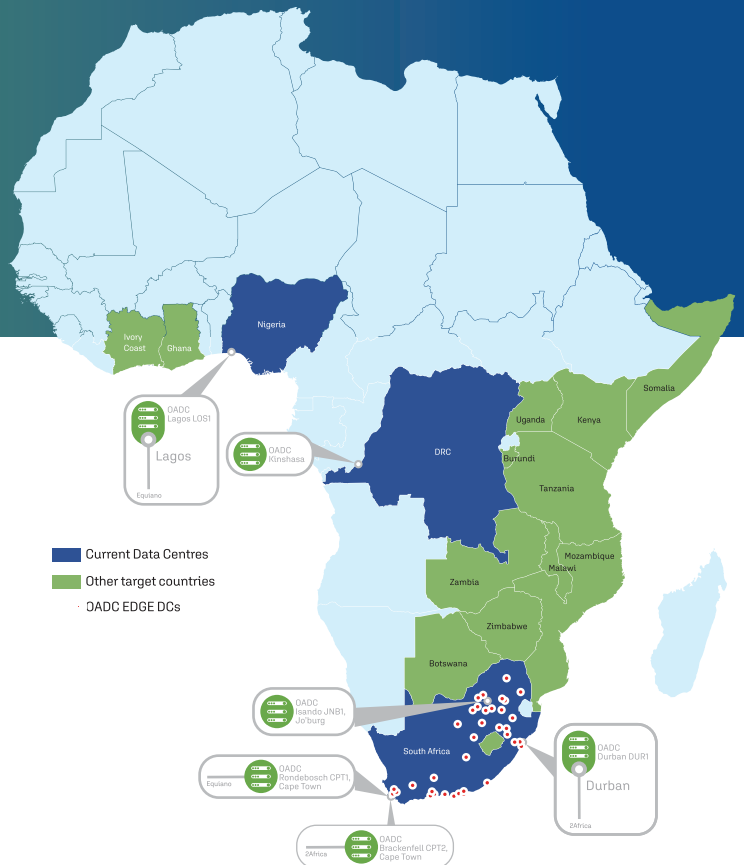




Partner with Africa's fastest-growing data centre company

We can provide various solutions, ranging from bespoke private suites to multiple, single, half and quarter racks within shared spaces.

6 Hyperscale, Tier-III facilities located in South Africa, Nigeria and the DRC and >30 Edge Data Centres across South Africa.



> Alliance Partner

As an Alliance partner you have the option to hold the contract with the client or partake in revenue share.

You can either build a DC suite/ hall within our facilities or have your own on-site DC where we will partner with you for the build and operation.

You will have **custom commercials** drafted on negotiation.

> Reseller Partner

You will own the contract with your client and will hold a master agreement with OADC. You keep the client on your books and take complete control of the sales process and relationship.

You will receive **discounted rates for rack space**, enabling you to set your own margins.

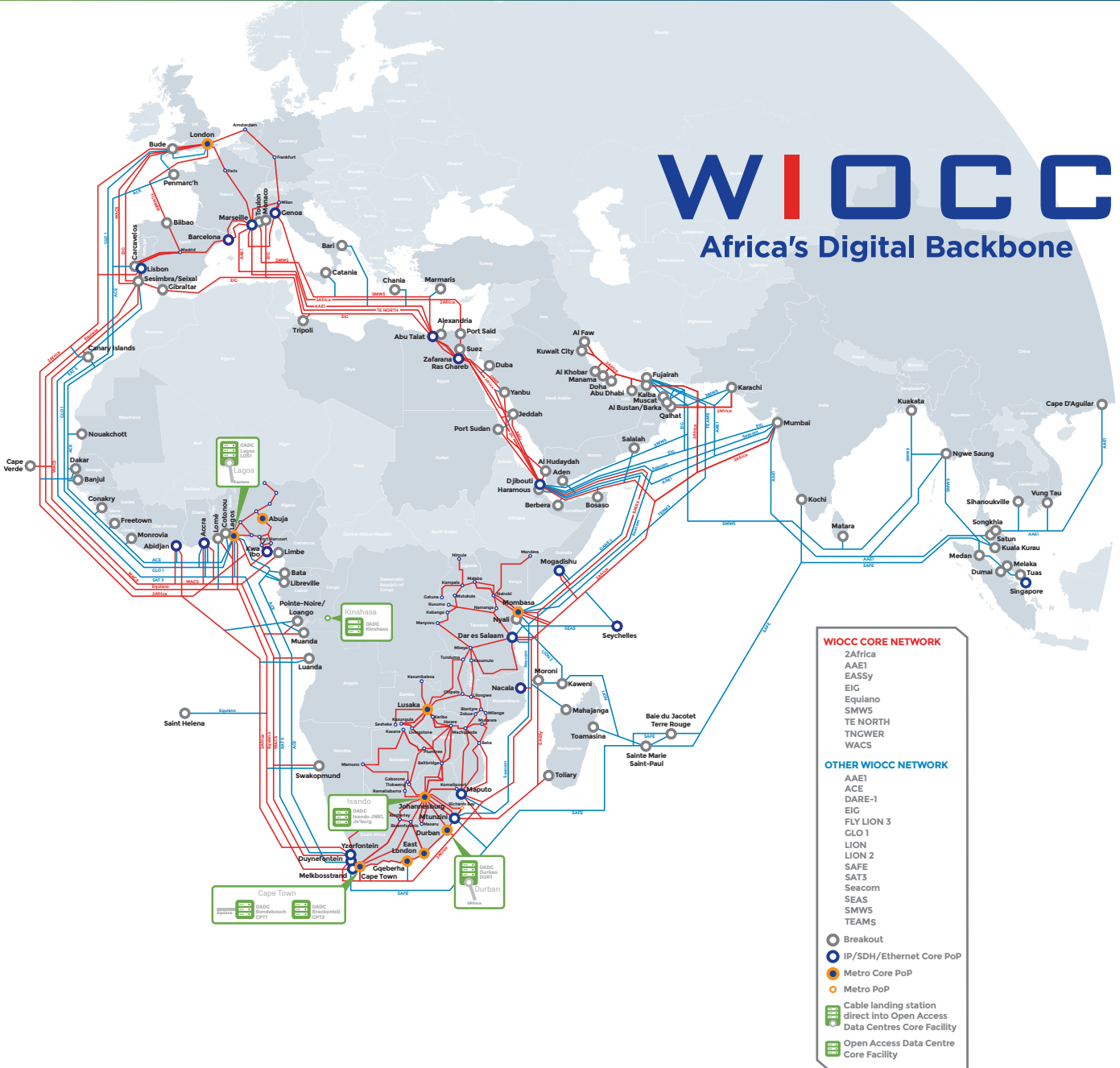
Revenue commit models are available on negotiation to access higher discount structures.

> Agent Partner

Our agent programme allows you to effectively act as a broker on behalf of OADC. **Earn a commission/ finders-fee** for successful client acquisition.

WIOCC

Africa's Digital Backbone



Partner with Africa's Carriers' Carrier

Access a high-capacity, pan-Africa terrestrial network, integrated with strategic major international subsea systems serving Africa.

➤ Metro Connect

High-speed, dedicated fibre-optic links between our Metro PoP locations.

➤ Global Connectivity

Point-to-point bandwidth across the WIOCC network to Africa-Africa/ Africa-Europe with capacities up to and beyond 100Gbps.

➤ IP Transit

High-quality, wholesale connectivity to the global internet via a resilient, scalable, flexible Carrier IP Transit service.

➤ Colocation

Colocation at key WIOCC PoPs; flexible space provisioning - shared rack space to dedicated rack/ suites fitted to client requirements.



200,000KM
of subsea assets



75,000KM
of terrestrial fibre



>1,000
locations connected



>30
connected countries in Africa



As an official partner you will derive the full benefits of the partner programme and receive preferential rates on on-net services.

> Platinum Partner

As a platinum partner you will have an annual revenue commitment. You will benefit from higher discount rates for bespoke deals and your overall revenue commitment.

> Gold Partner

As a gold partner there are no revenue commitments. You will benefit from preferential rates.

TAILORED OFFERINGS

Understanding that our partner's network and their client's requirements are unique, we can provide bespoke solutions that will build long-term relationships.

> About WIOCC

Since 2008, WIOCC has been building Africa's digital hyperscale infrastructure with a high-capacity, pan-Africa terrestrial network, integrated with strategic investments in major international subsea systems serving Africa.

Operating exclusively as a wholesaler, WIOCC has revolutionised the delivery of high-capacity connectivity between Africa and the rest of the world. Widely recognised as Africa's carriers' carrier, WIOCC offer carriers, content providers, cloud operators, ISPs and mobile operators reliable, seamless, high-capacity connectivity between more than 30 African countries and key global financial and commercial centres.

www.wiocc.net

> About OADC

Open Access Data Centres (OADC) has been established to transform the provision of data centre services for Africa.

OADC is deploying its open-access, Tier-III hyperscale data centres at major cable landing locations and in key business hubs throughout Africa.

OADC Edge data centres are being deployed into smaller locations, serving the ongoing need to support service providers in extending network reach and the growing requirement for content storage, processing and delivery at the network edge.

www.openaccessdc.net

> About OATS

Open Access Technical Services (OATS) provides holistic managed network and infrastructure services across in Africa for content providers, cloud operators, ISPs, carriers, hyperscalers, enterprises and governments.

www.openaccesssts.net

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Contact partners@openaccessdc.net
or partners@wiocc.net to explore
partnership opportunities.

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