

## MEETING WITH EASTERN CAPE PREMIER AND DELEGATION

Offices of GlobalFluency at 1494 Hamilton Way, San Jose CA 95125

Wednesday, 31<sup>st</sup> October 2018 between 2:00pm and 5:00pm

### 1. Introduction of EC Delegates and Silicon Valley Domain Expert Group

Donovan Neale-May, Managing Partner – South African Business Link to Experts (SABLE Network)  
Executive Director of the CMO Council, BPI Network and Chairman, Rhodes University Trust USA

<https://www.linkedin.com/in/donovann1/>

Mark Platshon, Managing Director of Icebreaker Ventures – The Autonomous World Fund

<https://www.linkedin.com/in/mark-platshon-00b91a2/>

Ellen Luttrell, Advisor to Securing America's Future Energy and CleanTech Open

<https://www.linkedin.com/in/ellenluttrell/>

Chad Romine, Co-founder of Nautilus Data Technologies

<https://www.linkedin.com/in/chad-romine-92034a8/>

Mo Khan, Managing Director of Nexus Ventures and South African Investor

<https://www.linkedin.com/in/mokhan25/>

### 2. Overview of SABLE Accelerator and its Network of Expat Experts Worldwide

### 3. Eastern Cape Economic Update, Outlook and Growth Strategies/Challenges

### 4. Eastern Cape Assets, Value Proposition and Competitive Advantages

### 5. Opportunities for Economic Growth, Investment and Job Creation

#### Digital Infrastructure Development

- Nautilus Data Technologies (Chad Romine, Co-Founder) – Opportunity to bring a next-generation, water-cooled data center (with significantly lower operating costs and energy requirements) to the Coega Industrial Development Zone. This would create a new eCommerce hub in the Nelson Mandela Municipality and many new jobs in associated businesses. Co-investment could come from public and private sector partners seeking greater compute power for digital transformation, data integration, AI innovation, and cloud service and platform hosting. See more at <https://www.nautilusdt.com/>.

#### Energy Innovations

- Icebreaker Ventures – Global narrative of autonomous vehicles and advanced vehicle technology and storage to create the City of the 21<sup>st</sup> Century
- Blackwood Power – End-to-end energy services company creating a NMB municipal solar utility using residential rooftop power generation
- Twery Tower of Power (Hybrid solar/wind powered streetlights using NMU technology; provides off-grid WiFi connectivity, video surveillance, recharging of battery power appliances as a micro-enterprise opportunity)
- Ekasi.Energy – An innovative producer of efficient, clean burning biomass pellets that are made from recycled waste resources to safely and inexpensively fuel small biomass gasification stoves; smart, green alternative to paraffin, LNG and electricity

### **City for the 21<sup>st</sup> Century**

- Innovation City of the Future
- Lessons Learned from the City of Fremont, California – Innovation District

### **Agri-processing**

- Dynamic Commodities – Based in the Coega IDZ, DC produces frozen fruit delicacies and desserts using locally grown oranges, apples, lemons, pineapples, grapefruit, peaches, melons and peppers)
- Heights Honeybush Health Tea -- Organically grown, hand harvested, and traditionally processed, "Honeybush Health Tea" comes from the wilderness Heights Tea Estate in the Tsitsikamma Mountains of the southern Cape. (<https://www.healthyhoneybush.com/loose-leaf-tea/>)
- Cape Produce Company – Based in PE, CPC is one of the biggest traders in raw hides and skins, goatskin (pickled), sheepskin(pickled), drum and dry salted sheepskins, wet and dry salted hides, sun dried hides and wet blue and wet white bovine hides in Southern Africa

### **Outsourcing/Offshoring**

- Failure analysis – Materials Technology Associates of Silicon Valley is currently outsourcing work to NMU post-graduate students
- Telemarketing/Customer Care – NetLine of Silicon Valley is contracting with call centers in South Africa and directing over R1,5 million a month to local agents and operators (60-75 jobs)
- Life Science Innovation Center – Tech transfer project at Rhodes University
- IT Support Services/Web Design/App Development – Cooperative venture with educational institutions to hire new graduates

## **6. Eastern Cape as a Hub for “Expand in Africa” Initiative (CMO Council/BPI Network)**

- African Market Intentions + Perceptions
- Survey of Multi-National Corporations
- Access Africa Center of Insight (NMU or Rhodes)
- Global Knowledge Transfer and Education
- Product Innovation, Adaptation, and Localization
- Cross-cultural Customer Engagement Successes
- Strategic Partnering and Alliance Building
- Pan-African Branding and Marketing Strategies
- Routes-to-Market, Channels of Distribution
- Marketing Technology Transfer and Integration
- Linkages and Alignments (African Association of Business Schools, African Leadership Institute, Universities, Professional Organizations)

## **7. City for the 21<sup>st</sup> Century**

- Innovation City of the Future
- Lessons Learned from the City of Fremont, California – Innovation District

## Related News

### **Amazon Web Services to open data centers in South Africa**

Oct 25, 2018 03:00 pm | Neo Sesinye

Amazon Web Services, Inc. (AWS), an Amazon.com company (NASDAQ: AMZN), today announced it will open an infrastructure region in South Africa in the first half of 2020. The new AWS Africa (Cape Town) Region will consist of three Availability Zones. Currently, AWS provides 55 Availability Zones across 19 infrastructure regions worldwide, with another 12 Availability...

### **[Vodacom Business expands its fixed connectivity network in Africa](#)**

Oct 29, 2018 01:30 pm | Fundi

Vodacom, a subsidiary of Vodafone Group, has added 19 new countries to its already extensive 28 markets footprint, in so doing increasing its overall coverage to 47 countries across Africa. Through its strategic partnerships, Vodacom Business, the leading fixed communication services provider in Africa has to date increased its fixed connectivity reach to cover most...

### **[Could Johannesburg be the AI Hub Africa needs?](#)**

Oct 29, 2018 12:35 pm | Fundi

When one thinks of artificial intelligence (AI), major corporations working out of leading tech hubs like Silicon Valley and – with a growing presence – London come to mind. Africa, on the other hand, hasn't yet taken a seat at the solution-driven AI table, with little to no contribution in this space at present. With...

### **Millennials & ICT: An entrepreneurial match made in heaven?**

Oct 29, 2018 01:54 pm | Darryl Linington

Born between the early 1980s and 2000s, millennials are becoming a larger and more important part of South Africa's population. However, the prevailing tough economic climate has taken its toll on the country's millennials, with youth unemployment reaching 52.40% in the first quarter of 2018. With more than half of the country's youth unemployed, drastic...

### **[#1 Microsoft Beats Amazon In 12-Month Cloud Revenue, \\$26.7 Billion To \\$23.4 Billion; IBM Third](#)**

#### **Will we really only have three clouds?**

Oct 25, 2018 01:00 pm | Danielle Kruger

Currently, there are three large global cloud solution providers: Amazon AWS, Microsoft Azure and Google Cloud. "Assuming two more providers invest heavily into this market, we may have five large cloud providers," explains Peter Scheffel, CTO for software development company BBD. "This makes me think of ex IBM president, Thomas Watson, who famously ...

#### **It's time to exploit AI's long-term potentials**

Oct 26, 2018 09:13 am | Darryl Linington

In 2018, cars are commonplace, but it took 250 years for the automobile to develop from an idea to the car-oriented life we lead today. The world had to be moulded around it first. Artificial intelligence (AI) is developing in a similar vein. The idea emerged more than 60 years ago, but needs time to be ...

#### **Google donates KES 100 mln to train Kenyan farmers on digital skills**

Oct 21, 2018 06:00 am | NetAdmin

Google, in partnership with One Acre Fund, will train 100,000 Kenyan smallholder farmers in digital skills through a KES 100 million grant. Google Kenya Country Manager Charles Murito said the training skills program will help smallholder farmers digitize their agribusiness operations and tasks. The project will provide training as well as products and services to ...

**Open access fibre making progress in South Africa, says ISPA**

Oct 19, 2018 12:00 pm | Danielle Kruger

Communities across the country are increasingly insisting on open access fibre optic cable installations, which provide a neutral platform for ISPs to compete with each other to the benefit of tenants and residents. That's the word from South Africa's Internet Service Providers' Association (ISPA), which says elected representatives of gated communities, estates and business parks...

**How the rules of the game are changing in Africa's banking sector**

Oct 19, 2018 11:00 am | Danielle Kruger

FinTech remains to be the most appealing industry for investors as African start-ups look to bridge the financial gap. An abundance of opportunities. We are fortunate to witness a period of monumental progress in Africa. The changes are visible across all sectors. African start-ups have raised a record breaking \$560 million in 2017, an increase...