



ROADMAP FOR SUCCESSFUL DIGITAL TRANSFORMATION EXECUTION IN STATES

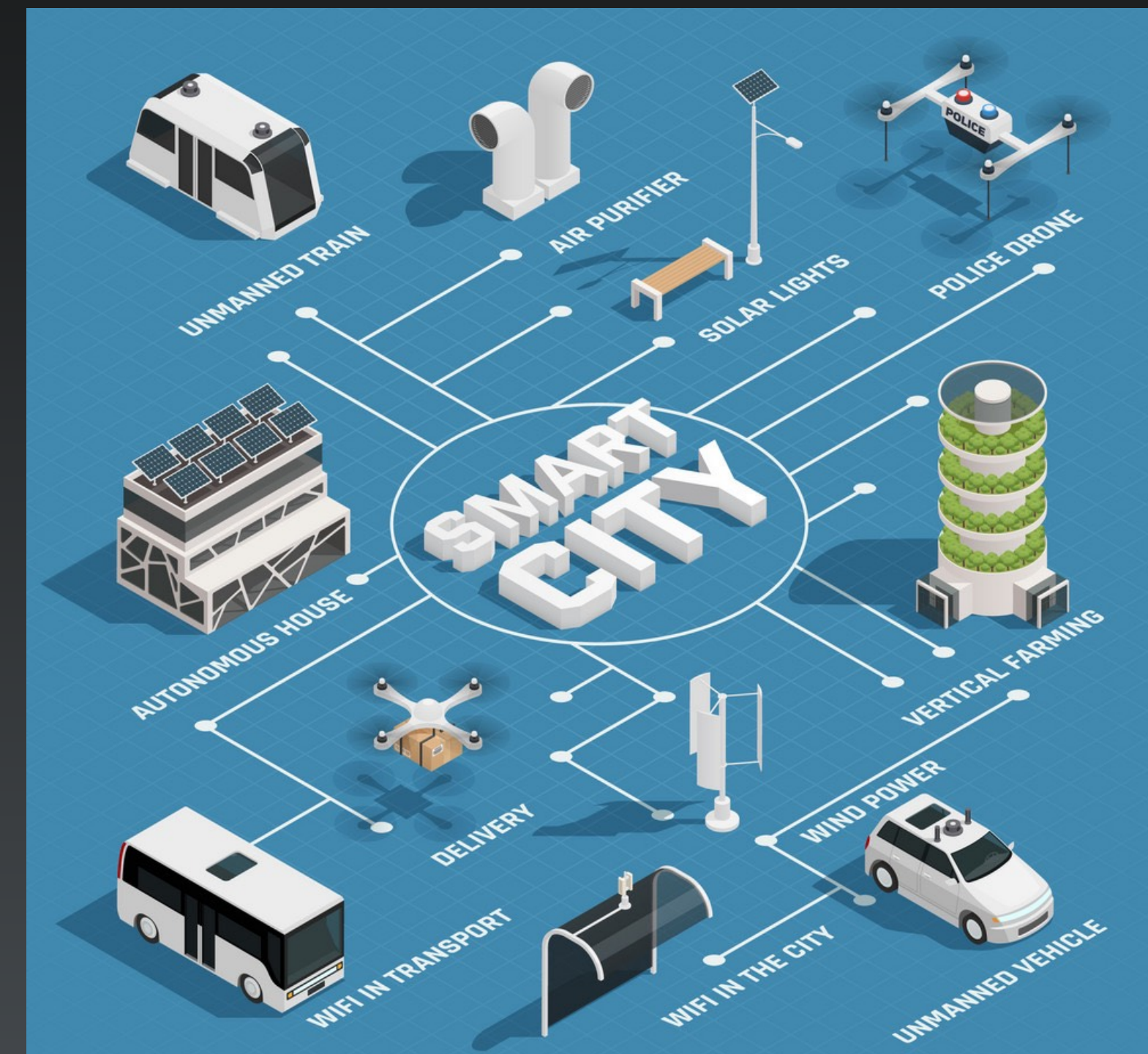
Presented to Nigeria
Governors' Forum



SUBURBAN

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Executive Summary

Digitalisation is no longer a dream of the future. Governments, municipalities, organisations and individuals world over are in the a massive transformation process, in response to the importance and urgency of this phenomena and the obvious benefits it brings to society and the humanity as a whole.

The Federal Government of Nigeria has also been proactive with this trend and has recently released a policy for Digitisation, which address all aspects of the value chain including the infrastructural needs.

The States Governments can not sustainably shoulder the burden of establishing and maintaining the required critical infrastructure on their own without straying away from their core responsibilities of governance and creating an enabling environment.

An innovative deployment model to build the type of vibrant ecosystem is required to usher States Governments seamlessly into the digital age.

Strategic partnerships with the State Governments to plan and execute metropolitan optic fiber and computing infrastructure in different parts of the states are also required.

Digital transformation, Digitisation and Digitalisation

- ≡ Digitisation refers to the organisations or to the restructuring of organisations and operating models to reflect the changes in citizen behaviour brought about by the internet and digital technology in general
- ≡ Digitalisation is the use the technologies to change a business model and provide new revenues and new value producing opportunities - Gartner
- ≡ Digital transformation is the impact caused by the process of digitalisation.

Why Digitise?

Digital transformation is best understood from the social, economic and political perspective of an organisation or society. In Nigeria, the impact has been drastic and has affected every part of our lives with the potential to cause even more change.

Socially new behaviours have been introduced that have huge impact on the existing social norms of our society. Social media like Facebook, Twitter and Instagram have accelerated globalisation of social behaviour and in some cases disrupted our traditional value systems.

On the economic side, there are independent and innovative ways of economic empowerment that have resulted in increased value creation and entrepreneurship opportunities alongside the risks of an unregulated marketplace.

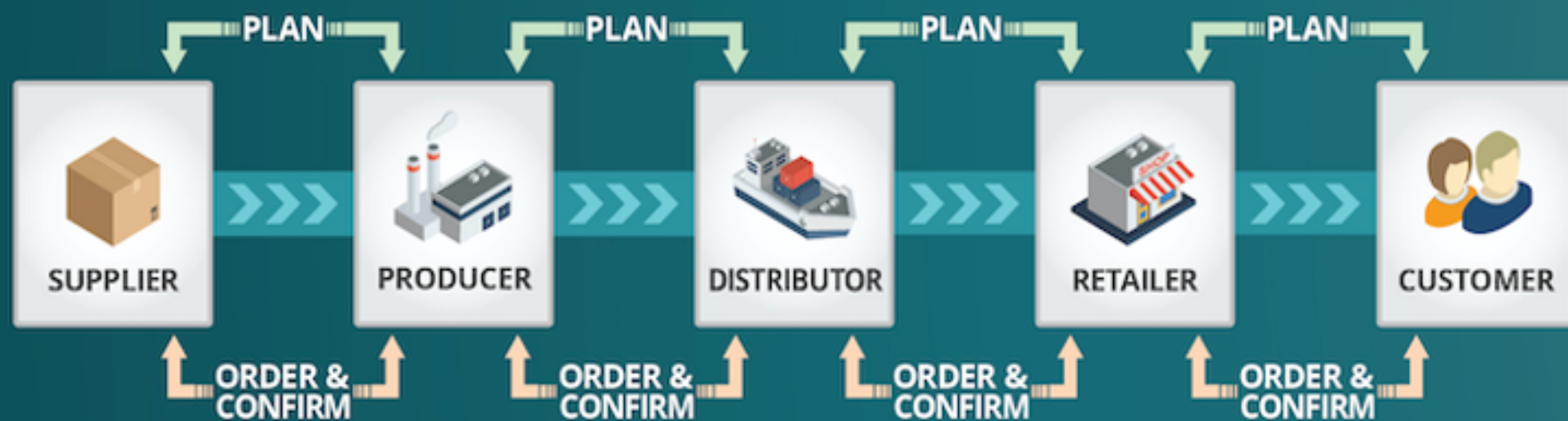
Politically, the result of the changes in the socio-economic space resulting from digitisation has created a distinction between physical/legitimate leadership and digital leadership. Physical/legitimate leadership lies in Government and its organs whilst digital leadership lies with the social media influencers, digital platforms, tech entrepreneurs and CEOs. As thus, an existing gap based on these differences continues to widen and complicate the delivery of governance and management of society.

Clearly this phenomenon is a direct result of digital transformation and can only be corrected by engaging and leading the change process. Legitimate leaders have to unify the digital and physical leadership to better engage and influence the active population, which forms about 60% of their citizens.

Traditional vs Digital value chain

Traditional SUPPLY CHAIN

Limited visibility throughout the supply chain, lack of real-time data updates, cannot adapt or less responsive to changing market conditions.

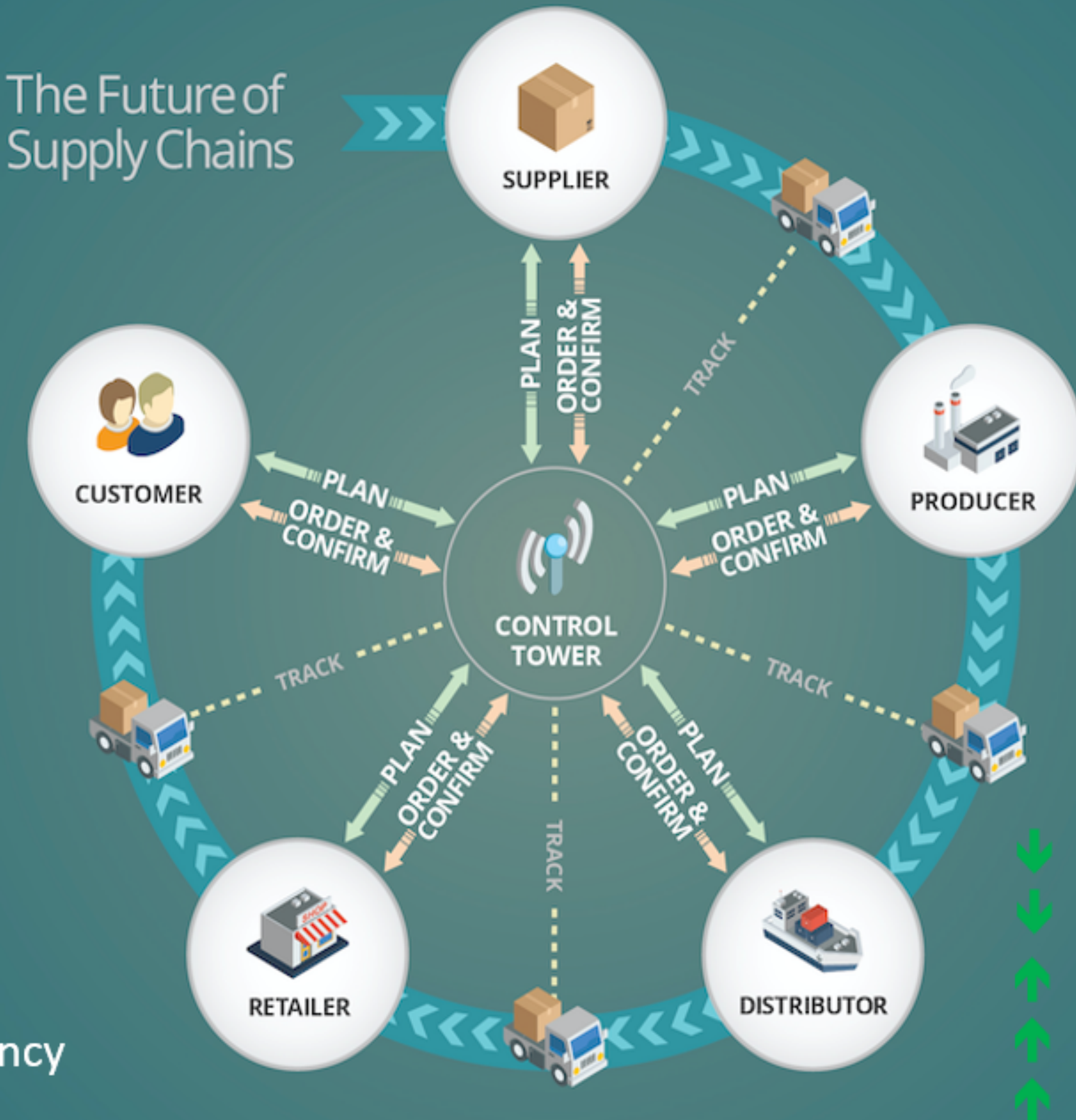


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|-------------------|-----------------|----------------|
| ✗ Frictions | ↑ Inventories | ↓ Transparency |
| ✗ Delays | ↑ COGS | ↓ Agility |
| ✗ Inefficiencies | ↑ Out-of-stocks | ↓ Velocity |
| ✗ Bullwhip effect | | |

Digital SUPPLY CHAIN ECOSYSTEM

Intelligent Control Tower monitors, manages, makes decisions and manages execution across functions and across companies to optimize the entire network. Much more efficient, responsive, and cost-effective.

The Future of Supply Chains



- ✓ Agility
- ✓ Velocity
- ✓ Transparency

- ↓ Inventories
- ↓ COGS
- ↓ OSA
- ↑ Traceability
- ↑ Product safety

National Digital Economy Policy & Strategy


The National Digital Economy Policy and Strategy has been developed to reposition the Nigerian Economy in order to take advantage of the many opportunities that digital technologies provide. The growth of the digital technology sector over the past few years is a good indication that this sector can serve as a catalyst for the rapid development of the economy. The Digital Economy Policy and Strategy document is based on 8-pillars for the acceleration of the National Digital Economy for a Digital Nigeria.



National Digital Economy Policy & Strategy - the 8 Pillars


01

Developmental
Regulation




02

Digital Literacy
& Skills




03

Solid
Infrastructure




04

Service
Infrastructure



05

Digital Services
Development &
Promotion




06

Soft
Infrastructure




07

Digital Society
& Emerging
Technologies



08

Indigenous
Content
Development &
Adoption



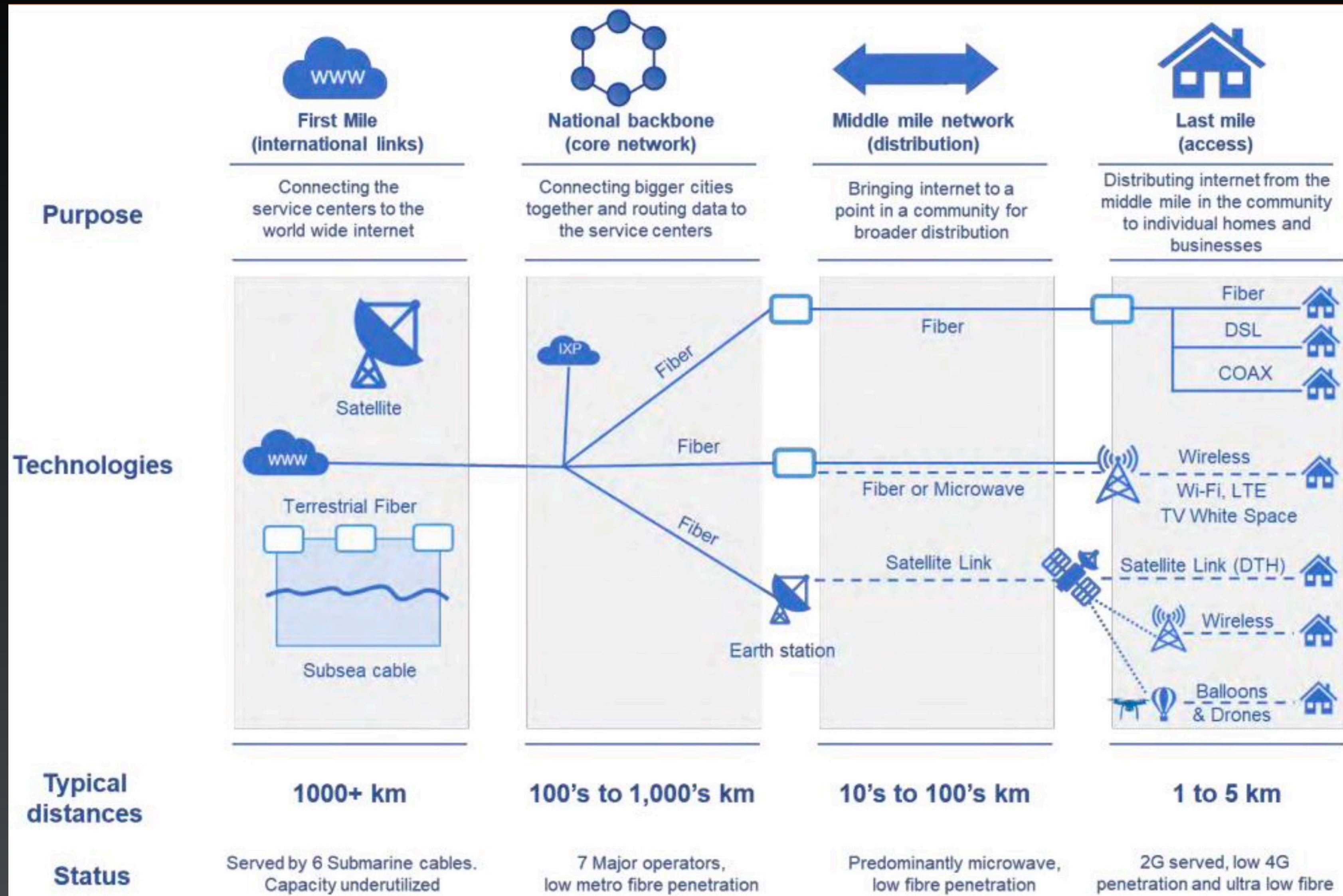
Execution Roadmap

- ≡ Build the Hard and Soft Infrastructure required for State Governments to achieve full digitalisation.
- ≡ Carry out a phased approach in executing the project:
 - ≡ Phase 1 will comprise of the **hard infrastructure** deployment (fiber highway, data center and e-governance network)
 - ≡ Phase 2 will comprise of the **soft infrastructure** (software development ecosystem, cybersecurity infrastructure, learning and skills acquisition centres, business hubs and incubation centres).

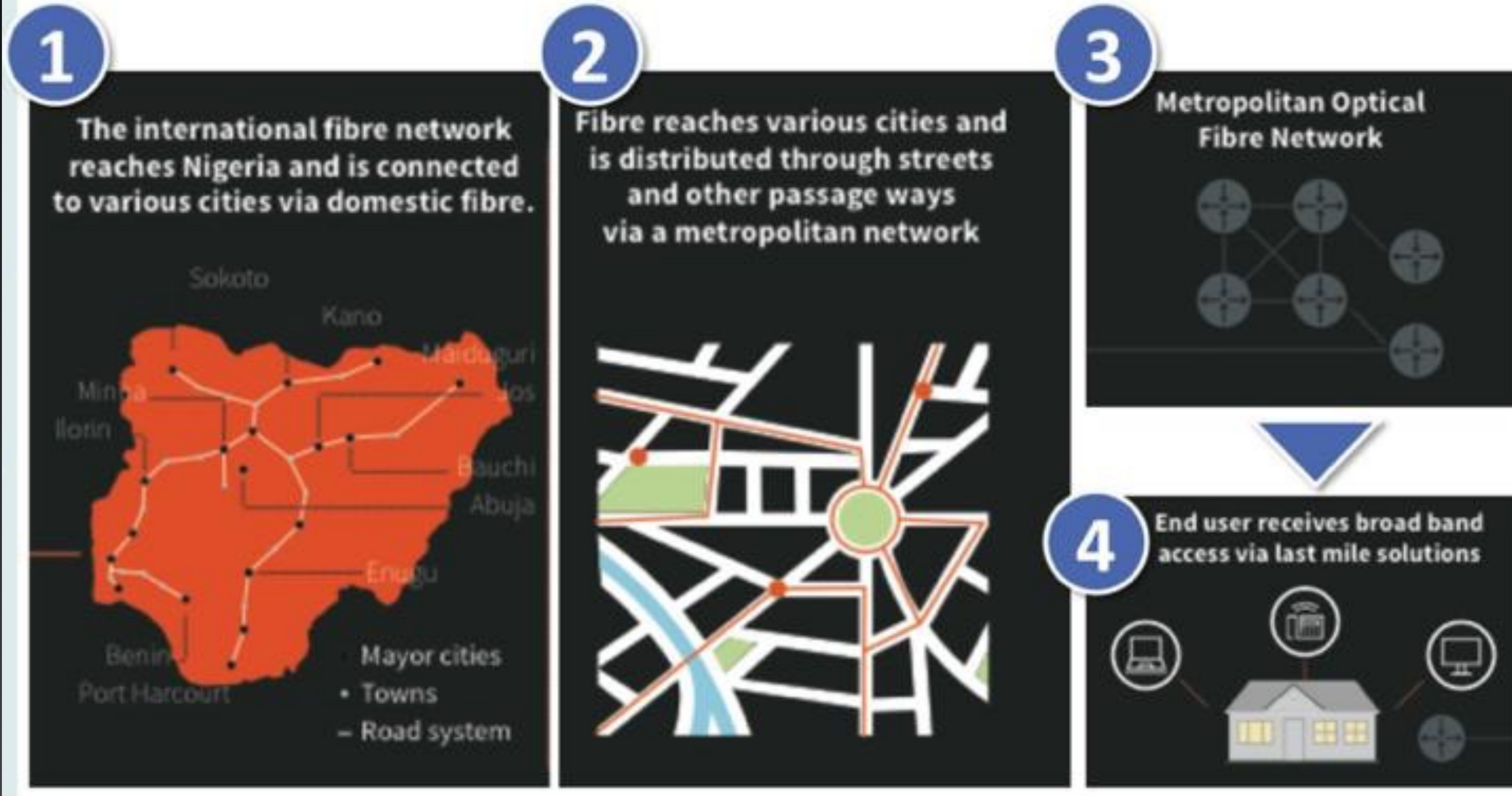


Hard Infrastructure

- ≡ Establish partnership that will invest in building out the entire requirements of the hard infrastructure including fiber optic networks and datacenter at no initial cost to the State Governments.
- ≡ To deliver this, they will require:
 - ≡ Right of Way (ROW) for the entire footprint of the fiber optic infrastructure for the aerial and terrestrial cable installation
 - ≡ Anchor Tenancy on the e-government network to enable the partner to recoup a part of their investment.
 - ≡ Land in designated locations for data centres and point of presence (POP).



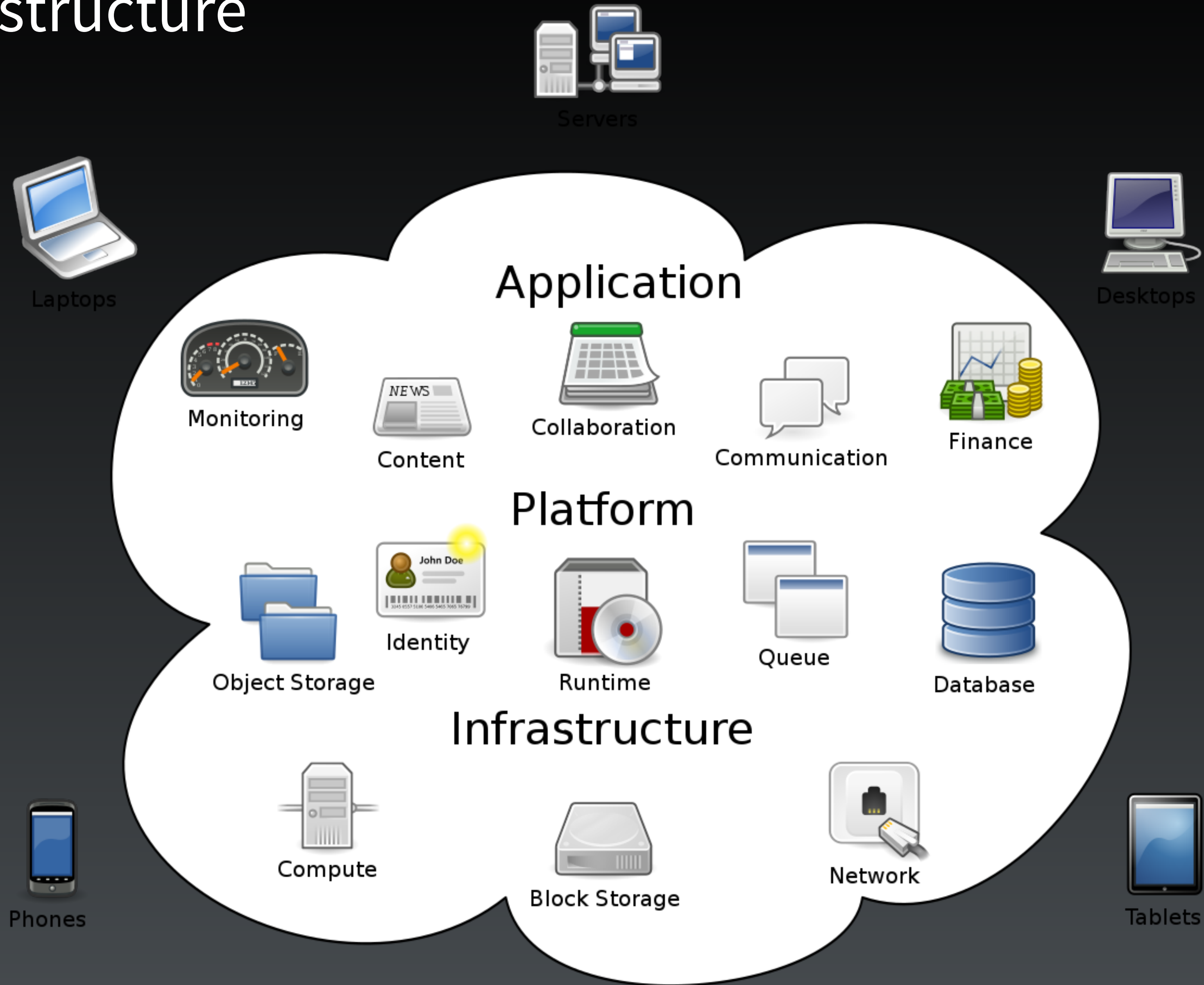
How the Transport Network operates



Soft Infrastructure

- ≡ Establish partnership that will work jointly with the State Governments to create an ecosystem that will grow and sustain a vibrant digital economy.
 - ≡ Cascade the NDEPS and customise to fit the State Governments specific needs.
 - ≡ Build database and digital registries as the core foundation for soft infrastructure.
 - ≡ Bring in global partners like Cisco, Microsoft, Facebook etc to develop the human capital base
 - ≡ Establish Digital literacy centres, skills acquisition and transfer, Tech hubs and incubation centres

Soft Infrastructure



BENEFITS TO STATE GOVERNMENTS

Benefits to the States

≡ Education

≡ Security

≡ Revenue Generation

≡ Improved Governance and public service

Next Steps

- ≡ Discuss and Agree Approach
- ≡ Commence Pilot for one state in each geopolitical zone
- ≡ Get approval from State Government
- ≡ Complete planning and design
- ≡ Commence deployment

Contact Us

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Thank you!

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