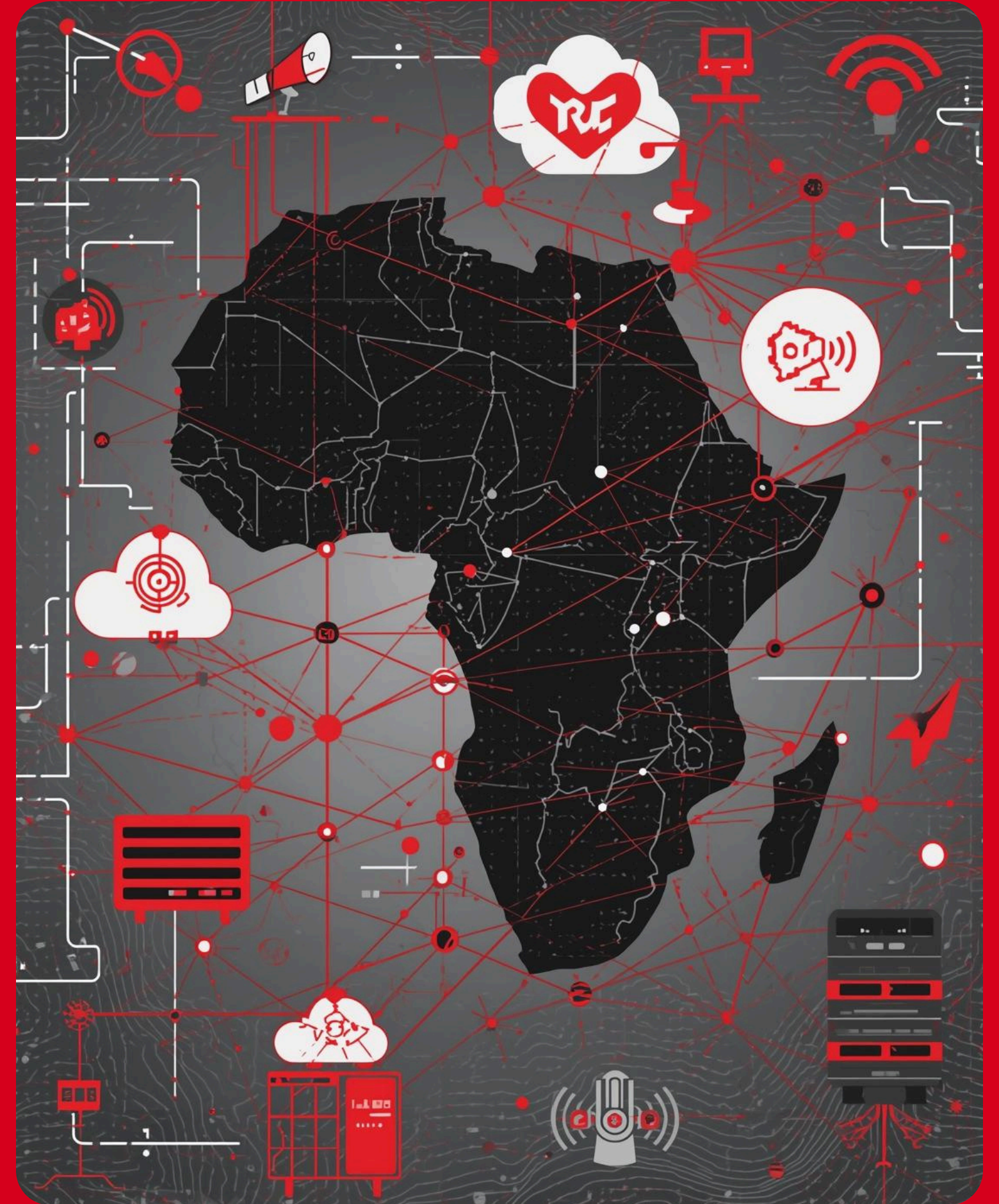


ARED EDGE

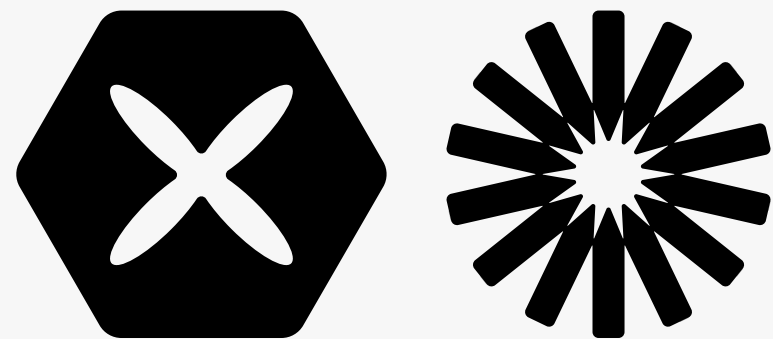
Deployment Partner Program



PRESENTED BY HENRI NYAKARUNDI



The Challenge



Addressing Africa's Digital Infrastructure Gaps

Africa faces significant challenges in digital infrastructure, including **unreliable cloud connectivity**, fragmented services, and limited internet penetration, which hinder economic growth and technological advancement.



The ARED Solution

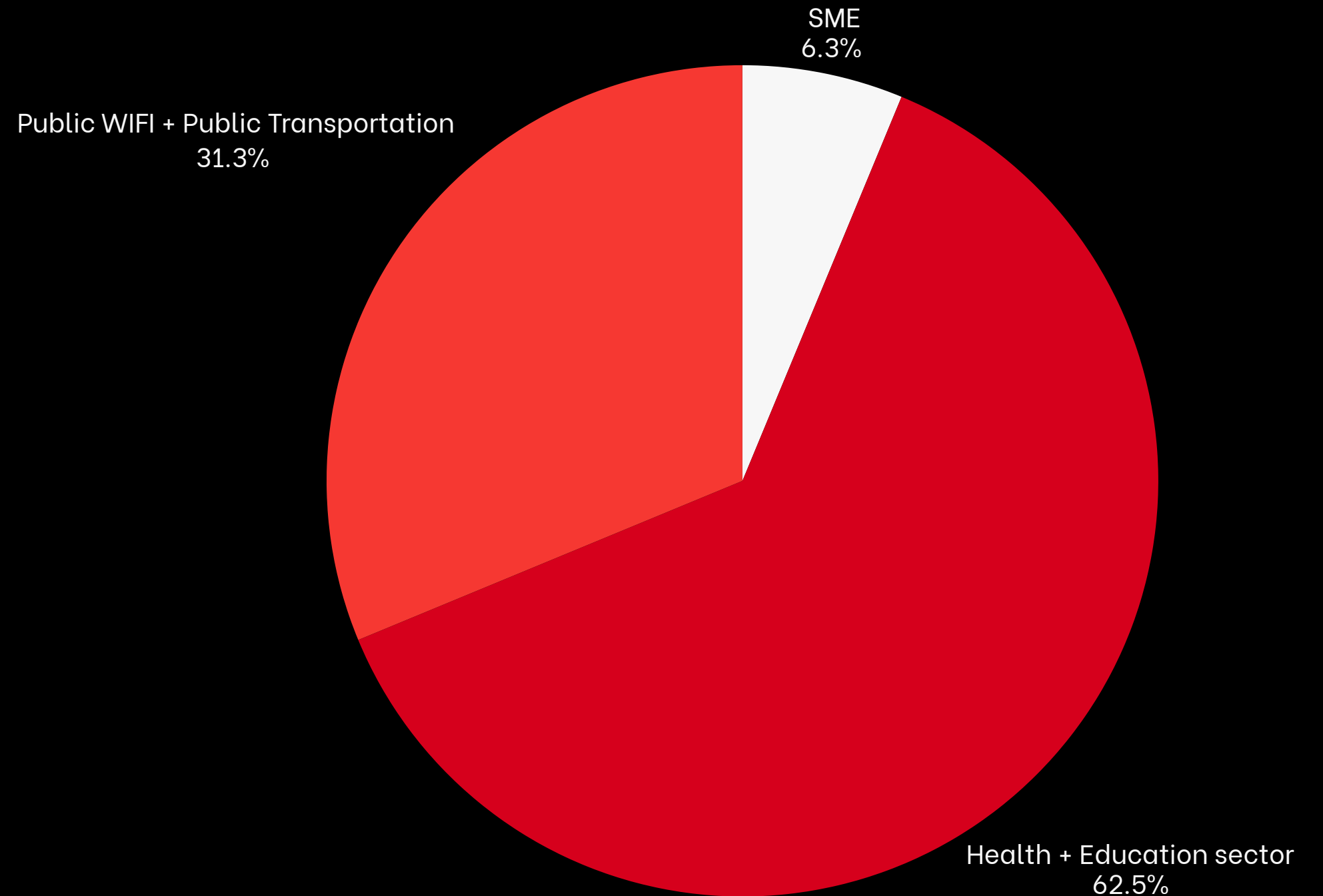
ARED is transforming Africa's digital landscape by providing a robust **Edge Infrastructure Layer**. Our edge gateway devices enable offline-first applications, ensuring reliable access to services even in remote areas. This enables businesses to operate without interruptions, allowing for **seamless integration** of various technologies. With ARED, organizations can harness the power of connectivity, driving innovation and economic growth across the continent.

The multi-service platform integrates AI, connectivity, and diverse applications, creating a comprehensive ecosystem that supports various sectors. The open architecture allows for easy integration with existing systems, making it an ideal solution for **businesses looking to expand** their digital capabilities. By bridging connectivity gaps, ARED empowers users and organizations to thrive in an increasingly digital world, ensuring that everyone can partake in Africa's growing economy.



Market Opportunity in Edge Computing

The African edge computing market presents a **massive growth potential**, with a projected value exceeding \$9 billion. Key sectors include SMEs, government, and education.



Market Segmentation by Key Sectors

Proven Partner Success Stories

MTN

Successful collaboration enhancing telecom infrastructure across regions.



BK Arena

Digital solutions for event management and engagement.

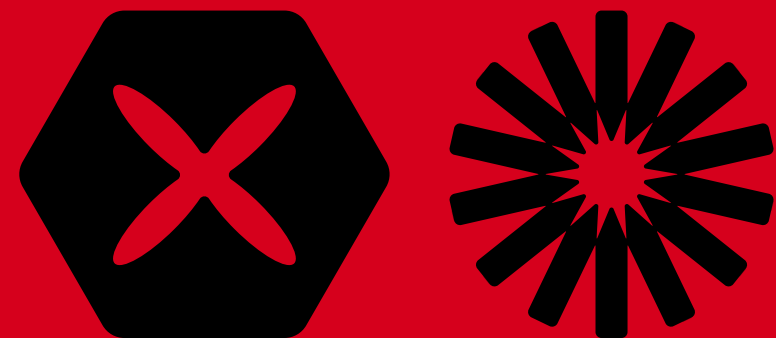


Ministry of Health

Offline digital health centers improving patient care access.



Partner Value Proposition



Benefits of Hardware Sales and Deployments

Partners can earn significant revenue through **hardware sales and installations**, enabling businesses to access ARED's innovative edge technology while expanding their local market presence.

Recurring Revenue from IAAS + PAAS + SAAS Subscriptions

By offering **recurring software subscriptions**, partners can build sustainable income streams, leveraging ARED's robust platform to provide enhanced services and continuous support to clients.

Competitive Comparison

ARED's Edge Solutions vs. Traditional Systems

ARED Edge

ARED provides a robust edge solution with **100% uptime**, ensuring reliable connectivity and seamless access to applications even in offline scenarios.

Cloud-only

Cloud-only systems are often **prone to downtime** and require constant internet access, making them less reliable for users in remote or underserved areas.

ISP Wi-Fi

ISP WI-FI provides a basic router that has no additional capabilities such as **storage, computing power**, and application layers all in one.

Proven Industry Use Cases

Hospitality

ARED enhances guest experiences by offering a table and order management system. This system features an AI-driven camera solution and a feedback application that operates seamlessly, even in the absence of internet connectivity.



Transport

ARED offers edge infrastructure equipped with a Wi-Fi management system capable of delivering advertisements, gaming applications, entertainment, and more, even in offline environments, such as on commercial flights.



Health

ARED offers Infrastructure as a Service to the Ministry of Health in Rwanda, enabling their application to function offline during internet outages, thereby enhancing access to learning opportunities.



Example Deployment Packages: BK Arena Case Study

Deployment Scope

Implementation of enhanced connectivity and digital infrastructure.



Outcomes Achieved

Improved user engagement with measurable success metrics.



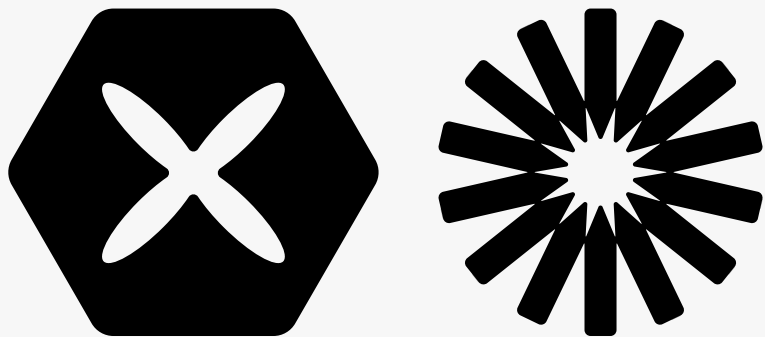
Partner Program Overview

What ARED Provides to Partners

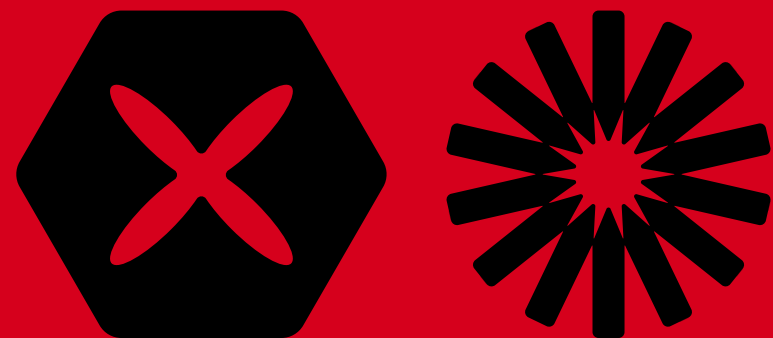
ARED offers partners comprehensive **support** including hardware, software, and technical assistance to ensure seamless deployment and integration of edge solutions in their markets.

What Partners Bring to the Table

Partners provide local **sales**, deployment expertise, and ongoing support, creating a robust ecosystem that drives ARED's edge solutions to diverse sectors across Africa.



Partner Enablement



Comprehensive Onboarding Training Programs

Our onboarding training programs are designed to equip partners with essential knowledge and skills, ensuring a smooth integration into the ARED ecosystem and maximizing their potential for success.

Robust Technical Resources Available

ARED provides extensive technical resources, including documentation and support tools, to empower partners with the capabilities needed to effectively deploy and manage ARED solutions in their markets.

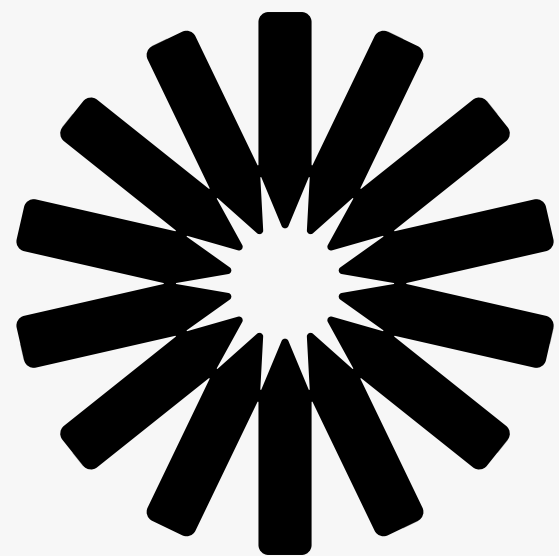
Effective Sales Enablement Strategies

We offer targeted sales enablement strategies that enhance partner sales efforts, providing them with marketing materials, training sessions, and ongoing support to drive revenue growth and customer engagement.

65%

Gross Margin

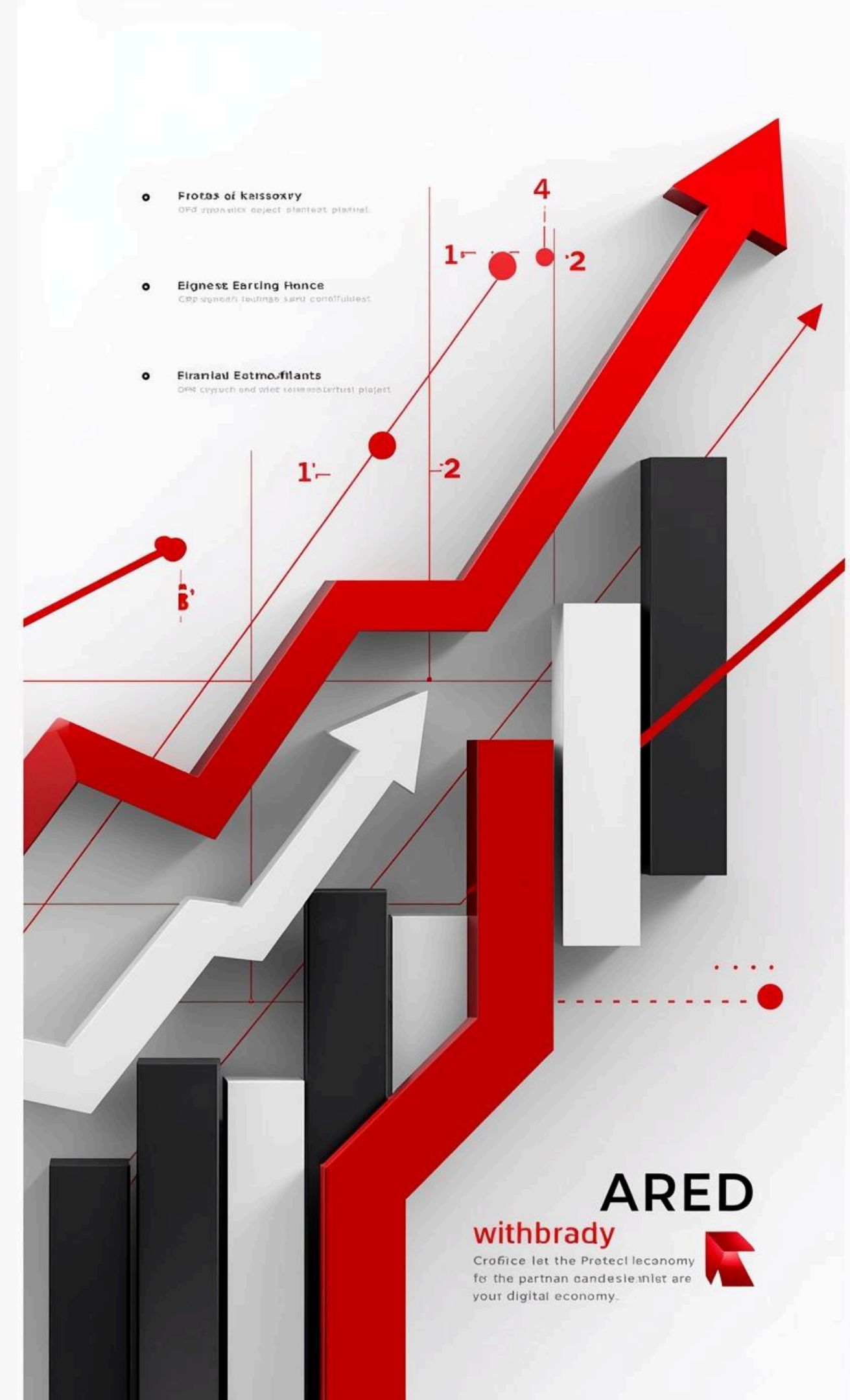
Average revenue retention shows high profitability potential.



12 months

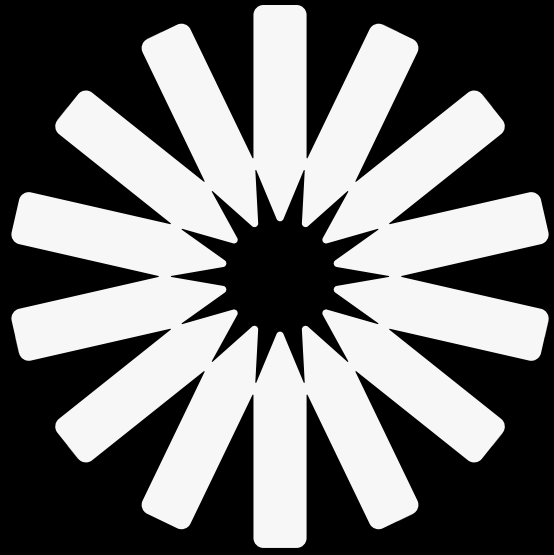
Payback Period

Quick return on investment for partners in one year.



Partner Journey





Connect with ARED

Reach out to the ARED partnership team to explore collaboration opportunities and discuss program benefits.

Schedule a Call

Arrange a discovery call to learn more about the ARED Edge Deployment Partner Program and its offerings.

Next Steps to Engage

Contact ARED Team

Email

partner@aredgroup.com

Social Media

@ARED group
@ARED Rwanda

website

www.aredgroup.com

