

Beyond Connectivity - Building Zambia's Real-Time AI and Cloud Economy

From a Connected Nation to an Intelligent Nation ,why local infrastructure is the brain of Africa's next economy.



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inq.

SLIDE 01 · WHO WE ARE

inq. Zambia

A leading digital services provider, delivering a comprehensive suite of solutions to organisations across Zambia.

OUR PORTFOLIO



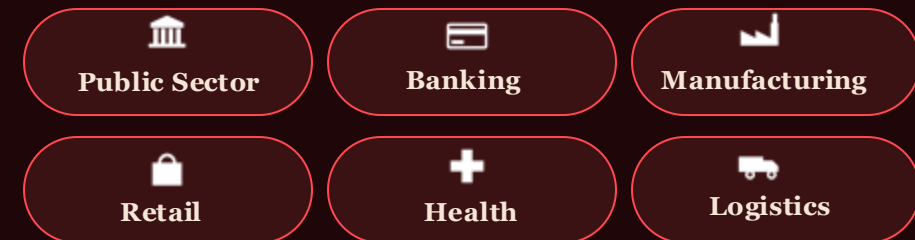
OUR PROMISE

Simpler. Seamless. Solutions.



NATIONWIDE FOOTPRINT
Partners and presence across every province.

SECTORS WE SERVE



The network is becoming a computing platform.

THE VISION

Connected → Intelligent

Move Zambia from a connected nation to an intelligent one by evolving the network from a transport pipe into an integrated computing platform.

01

THE SHIFT

Beyond best-effort

Future networks deliver guaranteed, deterministic performance for AI and ML workloads — not just bandwidth, but predictable latency.

02

THE CORE

The Nexus

Data Centres and IXPs process and route signals before they ever reach the international gateway — the reflex layer of the digital economy.

03

The Johannesburg detour costs us milliseconds – and millions.

Most Zambian cloud traffic still hairpins through NAP Africa in Johannesburg. Every megabit sent south and back is a double-payment on international transit that could fund local network growth.

THE HIDDEN COST

A jitter effect that degrades real-time voice, video and automated sensor feedback – and a tax on every Zambian megabit.

REGIONAL DETOUR · LSK ⇌ JNB

45–60 ms RTT

Real-time apps suffer jitter and lag.

LOCAL PEERING · IXP

<10 ms RTT

500% improvement for domestic exchange.

Future networks need local brains.

01

STANDARDS

ITU-T SG13 Alignment

Reviewing requirements for AI-enabled, cloud-integrated networks tailored to the African landscape.

02

COMPUTE

Distributed by Design

To meet the Future Network standard, computing must move closer to the user — Edge nodes that absorb the data tide of IoT and AI.

03

TOPOLOGY

Process at the Source

Local hosting relieves Core Network congestion by handling data where it is generated — not by flooding the international backhaul.

Vision AI: the real-world bottleneck.

THE PRODUCT

Vision AI

Deep-learning modules analyse 24/7 CCTV feeds for safety and productivity.

- ✗ PPE & restricted-zone detection
- ✗ Man-down & fire alerts
- ✗ Machine idle-time analytics

THE DEPLOYMENT STRUGGLE

ON-PREMISE

Expensive for the client; high-end local servers are difficult to maintain.

REGIONAL CLOUD

A 60ms round-trip for a man-down or fire alert is an unacceptable life-safety risk.

SCALABILITY

Network costs make it prohibitive for a mid-sized warehouse to stream 20 HD cameras out of country.

Vision AI on local rails: Near-Field Intelligence.

< 10ms

INTERVENTION

Real-time alerts to a foreman's tablet —
before the accident, not after.

80%

TRANSIT SAVED

Heavy video processed locally; only
metadata alerts ride the global cloud.

24/7

IN-COUNTRY UPTIME

Hosted in an in-country Tier-3 DC —
sovereign, resilient, always-on.

THE SAFETY DIVIDEND

Sub-10ms intervention turns surveillance into prevention.

The multiplier of shared infrastructure.

FRAGMENTED



Three siloed mini-DCs.

Duplicated capex, duplicated cooling, duplicated risk.

NEUTRAL TIER-3 FACILITY

Shared computing floor.

30% more energy-efficient than fragmented server rooms

1× shared cooling, power redundancy & physical security

0 servers required for a Zambian startup to ship AI

The SAP + AI loop: an accurate digital twin.



REAL-TIME ERP

Local AI pre-processes shop-floor data so the SAP digital twin is always accurate — not eventually accurate.

DATA SOVEREIGNTY

Sensitive industrial and SHE records stay under Zambian jurisdiction — simplifying ZICTA & Data Protection compliance.

QUALITY OF EXPERIENCE

Enterprise apps respond in milliseconds, not seconds — driving employee productivity and digital adoption.

SLIDE 09 · CONCLUSION

*“Infrastructure is the soil.
Data is the seed.
AI is the harvest.”*

We cannot expect a harvest if we keep sending our seeds to be planted in another country's soil.

NATIONAL GOAL

Enhance network performance through AI and automation.

THE ASK

A Local-First policy for traffic and hosting — the foundation of an AI-ready Zambia.



EDGE

Simpler.
Seamless.
Solutions.

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