



# Approach in Africa: The 4 Pillars

## STRATEGIC PARTNERSHIPS

Leverage existing investment and expertise in region

### MULTINATIONAL CORPORATIONS



### STARTUPS & INNOVATION



### GOVERNMENT & HIGHER EDUCATION



## CUSTOMER COLLABORATION

Develop strategic, innovation focused relationships

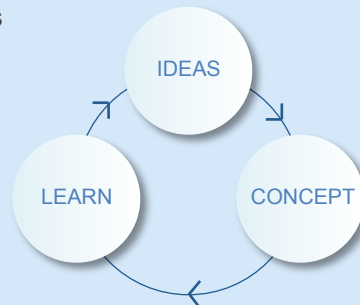


Deloitte.



## LEAN APPROACH

Quick cycles to test ideas



## ENGAGED LOCAL TEAM

On the ground subject matter experts as partners

