

Specure is Making Strides in the Spectrum Auctions Industry



Akim Benamara, TechAfrica News founder, spoke with Jozef Svrcek and Alena Santalainen, to find out how their company, Specure, was approaching 5G auctions.



We are glad to see you at MWC! So, can you tell us a bit about Specure? Also, what is your unique selling point for the African and Middle Eastern markets?

Jozef Svrcek: We're a private company from Austria. We work with regulators around the globe, especially in Europe, Africa, and the Middle East region. Our signature product is Spectrum auctions. Spectrum frequencies, such as the bands used for 5G, are scarce resources. Operators lease the bandwidth from the government for a

certain amount of time. This process is facilitated within our software. Besides Spectrum auctions, we also offer a solution known as Open Nettetst. What Open Nettetst does is test the quality of consumer experience when they use internet access services.

So, what is your main goal for the show?

Jozef Svrcek: Our main goal is to promote our brand. We want to make sure people know about us and our services. And we're also searching for partners, distributors, and potential customers.

Alena Santalainen: We offer people an opportunity to test our solutions for a short period of time. This is a good opportunity for regulators and operators to actually get a feel for our product.

“Connectivity is still a challenge. Coverage is still a challenge. But that is why we're here – to help the situation with our products.”

Jozef Svrcek
 MANAGING DIRECTOR

Can you share some of your success stories with us?

Jozef Svrcek: So, one of the recent successes was Nigeria. We had a very successful 5G Spectrum auction there in November through December last year. There was a total auction amount of USD 500.47 million.



Do you offer only on-premise solutions?

Jozef Svrcek: We offer both on-premises and cloud solutions. But customers usually opt for our cloud-based solution.

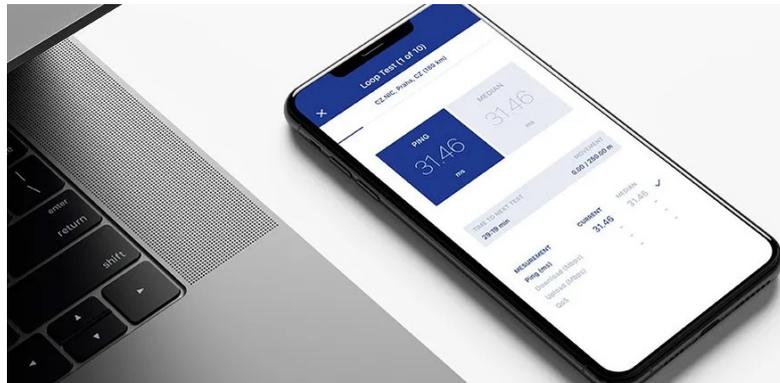
Are your solutions hosted in Austria?

Jozef Svrcek: We actually use Amazon AWS. So, we host in many data centers.

What, in your opinion, is the main challenge confronting the Middle Eastern and African telcos markets?

“It’s better for operators to identify and fix their product’s mistakes before it gets to a regulator’s table. We help operators to do this.”

Alena Santalainen
 ACCOUNT EXECUTIVE



Jozef Svrcek: Connectivity is still a challenge. Coverage is still a challenge. But that is why we’re here – to help the situation with our products.

A chunk of your customer base are regulators. What about operators? What is your unique selling point for them?

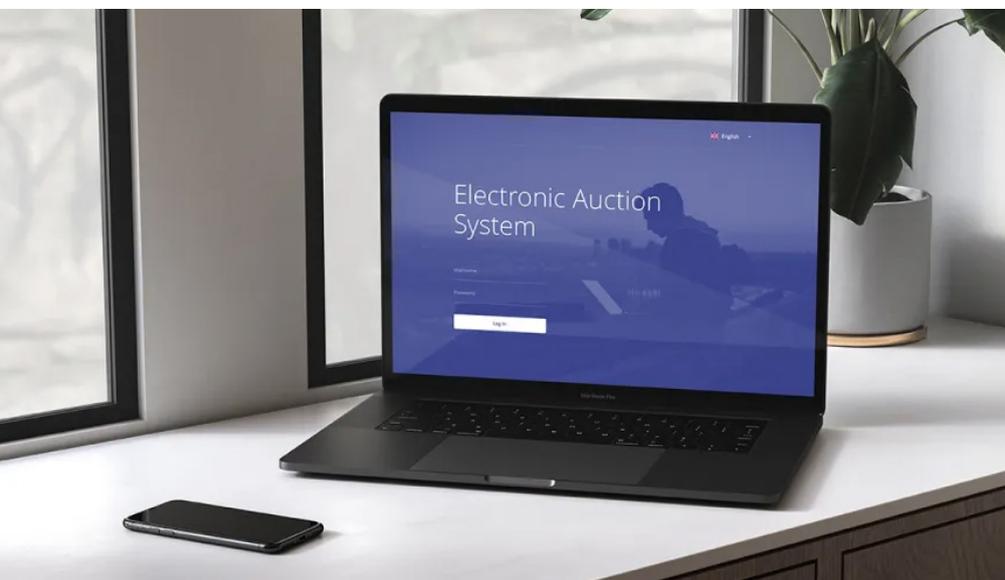
Alena Santalainen: It’s better for operators to identify and fix their product’s mistakes before it gets to a regulator’s table. We help operators to do this. We train them to track and mend any issues with their product offerings.

The GSMA recently announced plans to hold an onsite MWC Africa this year in Rwanda – the first of its kind. Would you be attending?

Jozef Svrcek: We will be looking into it. It sounds like the place to be.

 www.specure.com

 [Learn more about Specure](#)



TechAfrica News delivers the latest updates, insights and discussion to the technology, media and telecoms professional in Africa and the Middle East.

www.techafrikanews.com