

# Chinese investments in Africa's telecom sector: contributions to skills and technology transfer? A case of Huawei in Nigeria

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# Huawei In Nigeria

Established in 1999

- Huawei WA HQ, Lagos
- Regional training centre, Abuja
- Software R&D centre, Lagos
- Regional network operating center, Lagos
- Hosting centre, Lagos
- Branch office, Abuja
- Exhibition hall, Lagos
- Plus BPO centres in Lagos, Kano and Kaduna run by Huawei BPO solutions, a subsidiary of Huawei technologies Ltd.



# Methodology

- Field study carried out in March and April 2016.
- 28 Semi structured Interviews
  - Huawei manager
  - Huawei Training Manager
  - Training instructor
  - Government officials from NITDA, NCC, FMCT, FMTI, FMLP, ONC
  - Current Huawei employees
  - Former employees of Huawei
  - Participants of "1000" girls in ICT training program
  - Huawei-UNILAG scholarship beneficiaries and UNILAG student affairs representative.
- Policy documents, CSR reports, Training reports, Media reports

# Research findings

Modes of contribution to skills and technology transfer

- Core business Activities
- Partnerships with the Nigerian Government
- Social contributions

## **Local Employment**

- Around 1000 employees
- Over 70% workforce localisation rate

## **Training and skills building**

- Employee training
- Training for Clients, partners and suppliers.
- 1000 girls in ICT training program
- “Ictforchange” 2000 youths ICT training program
- Overseas “Training” for Nigerian government officials



ABOUT ICTFORCHANGE



## ICTFORCHANGE Nigeria 2000 Youth ICT Training

*An empowerment programme by Huawei Technologies Co., Ltd  
in collaboration with Federal Government of Nigeria (as part of  
FG Youth & Student Development and Job Creation  
Programme) for young Graduates in ICT  
and related Fields.*

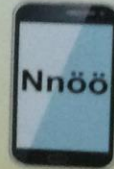
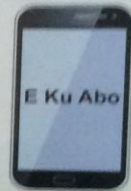
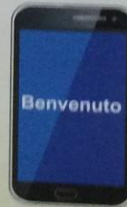
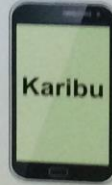
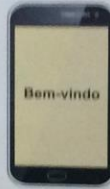
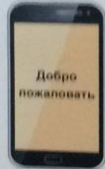
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# Knowledge transfer

## ➤ Horizontal linkages

Knowledge spillover via labour turnover

## ➤ Vertical Linkages

Knowledge and productivity spillovers via:

- Forward linkages

Supplier quality conferences and programs

- Backward linkages

Technical support and training for clients

Introduction to new innovations and technology



## ➤ **Social contributions**

- Huawei-UNILAG Scholarship
- \$6million USD investment innovation and experience Centre and joint open lab of UNILAG (Uni. of Lagos)
- African university of Science and technology, Abuja (Nelson Mandela Institute affiliate)





## Conclusions

- Huawei is well placed to significantly contribute to skills development and technology transfer in Nigeria's telecom sector.
- There remains room for government to further leverage this engagement for local capacity building.