



"We aim to lead the telecom ESCO market in Africa, deploying the most innovative and technologically advanced infrastructure in order to offer our customers the highest possible network uptime and SLA at the lowest possible TCO. We are very pleased with the performance of our eSites in Gabon so Flexenclosure and their new eSite x10 were the natural choice for our new rollout in Burkina Faso."

**Ofer Ahiraz**  
CEO, Energy Vision



"We needed to be sure that we were deploying the best available power solution at our tower sites and we're confident that we've made the right choice with Flexenclosure's eSite. Flexenclosure has successfully rolled out various large scale deployments and eSite has proven credentials operating in the toughest environments while delivering exceptional reductions in diesel-related costs and carbon emissions."

**William Saad**  
Co-Founder and Chief Operating Officer, IHS



"At NTS, we insist on using and deploying only the most advanced technology in support of our customers. The Flexenclosure team has been very easy to work with and their eSite x10 brings a number of impressive innovations ahead of the competition."

**Geir Andrew Olsen**  
Managing Director, NTS



"We were under enormous pressure to meet an extremely tight launch deadline, and given Myanmar's limited power and transport infrastructure, the practical challenges of achieving this cannot be overstated. However, Flexenclosure's rollout capability, along with eSite's operational performance and efficient realtime monitoring allowed us to meet our own commitment to Telenor."

**Philippe Luxcey**  
CEO, Apollo Towers



"Our mission is to deliver the highest quality of service and network uptime in the industry, in an environmentally friendly manner, and we believe Flexenclosure's eSite can help us on both those counts."

**Chandrakant Modi**  
CTO, HTN



"At a product level, we needed a single solution that would support a broad range of different site requirements and eSite delivers exactly that. And operationally, Flexenclosure has demonstrated significant commitment to us, so we're confident that they're the right partner for this next phase of our rollout."

**Elie Haddad**  
CFO, IGT



“In the remote areas of Myanmar where grid power must be complemented with innovative power solutions to ensure resilience and permanence of telecommunication services, we needed a tried and tested solution to ensure consistent power for our network transmission nodes. With Flexenclosure’s strong local team in place and eSite proven in the Myanmar market, they were the clear and undisputed choice for us.”

**Clement Larroque**  
Director, Service Delivery, Myanmar Golden 11



“We are happy to take the lead in deploying and rolling out state-of-the-art green power solutions and reducing our dependency on diesel. This latest initiative will not only enable us to significantly reduce operating costs but also contribute to the reduction in the greenhouse effect. Going forward, we aim to introduce and take forward this green and efficient initiative in the rest of our operations.”

**Manoj Kohli**  
CEO (International), Bharti Airtel



“We needed a reliable and efficient hybrid power solution to enable sustainable network expansions into the most remote areas of Mozambique. After evaluating a number of alternatives, we’re confident that Flexenclosure’s solar-capable eSite system will deliver the best possible results.”

**Fernando Bilale**  
Director, Kambeny

