

# SEFRIQUI - BADISSY FOUNDATION (SBF)

## Computer Education for Schools in Africa Business Plan

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**SEFRIQUI - BADISSY FOUNDATION (SBF)**  
**Computer Education Initiative (CEI) for Schools in Africa**  
**Business Plan for 2007**

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**Mission:**

Give underprivileged children in Africa, the motivation, the tools, and the skills necessary to succeed in a globally connected, technology dependent world.

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## Executive Summary

In March 2006 Sefrioui-Badissy Foundation, based in the City of Redmond, Washington, took an important step toward reducing the Digital Divide between African youth and the Global Community.

The founders of Sefrioui-Badissy Foundation (SBF), each of Moroccan origin, have already begun to execute the SBF Computer Education Initiative (CEI).

### The Mission

The mission of SBF is to give underprivileged children in Africa the motivation, the tools and the skills necessary to succeed in a globally connected, technology dependent world.

### The Plan Overview

#### Plan – Phase 1

- In the US gather, refurbish, and distribute used computers to schools Computer Education Centers (CECs) in targeted communities in Africa.

#### Plan – Phase 2

- Oversee, manage and train CEC staff directly and in conjunctions with Local Implementation Partners.
- Establish and create relationships with local businesses to provide goods and services in support of CECs

### Management

Management and operation of the Sefrioui-Badissy Foundation is conducted by a board of prestigious community leaders, business leaders, and educators. Please refer to Appendix “SBF Contact Information and Board of Directors”.

Management and operation of Sefrioui-Badissy Foundation Africa will be designed, implemented, and continuously improved in conjunction with SBF management and the partners now in place in the US and Africa.

### Accomplishments and Goals

Since early 2005 SBF has been establishing partnerships with a variety of public and private institutions. These partnerships include U.S. based organizations (corporate donors & educational institutions); global NGO’s; African based government agencies (federal, state, and local); local schools in Africa; and African firms, NGO’s and individuals).

As of April 2007 SBF had delivered 660 computers to 99,000 students in 66 schools in 10 cities in Morocco alone.

In 2006 SBF delivered 220 computers for 33,000 students in 22 schools in 5 cities.

By April 2007, in Morocco, Sefrioui-Badissy had in process the delivery of 440 computers to and 66,000 students in 44 schools in 5 new cities and 1 existing SBF partner city. By year end 2007 SBF also will have established CECs in **South Africa**.

During 2007-2008, subject to availability of computers and financing, SBF will establish CECs in schools in 5 additional African countries: **Angola, Cote D'Ivoire, Democratic Republic of Congo (DRC), Senegal, and Mauritania.**

The capital requirement for the 2007 portion of the CEC Initiative is US\$212,400.

By 2011 the 5-year plan for SBF projects that, at its current pace, the Computer Education Center Initiative will have provided 149,200 refurbished computers to 14 million students in 30 countries.

All SBF Partnerships share the common goal of increasing access to IT education for children in Africa. Attaining this goal will increase the competitiveness of each CEC graduate who enters the global labor force.

As Computer Education Centers achieve the primary goal of SBF, other opportunities will be considered in accordance with The SBF Plan - Phase 2. SBA will assist CEC graduates to become entrepreneurs and employees in Africa. This will be accomplished through the relationships established by SBA, SBF, its affiliates, and the graduates themselves.

SBF is currently exploring micro-credits to support entrepreneurship. SBF is also working with institutions such as the Business & Economic Development Center (BEDC) at the University of Washington Business School. Please refer to "Goals of SBF" below and the letter of support in the Appendix of this plan. Also Visit: <http://BSchool.Washington.edu/BEDC>

The long term goal of Sefrioui-Badissy is to provide all African children with access to education in Information Technology. SBF encourages organizations and individuals to assist in this effort by donating money, computer hardware, time, and expertise.

### **Abbreviations Used in This Plan**

BEDC	University of Washington Business & Economic Development Center
CEC	Computer Education Center
CEC School	A School with a CEC
CEI	Computer Education Initiative
IT	Information Technology
LIP	Local Implementation Partner / Partnership
MAR	Microsoft Authorized Refurbisher
MOU	Memorandum of Understanding
SBA	Sefrioui-Badissy Foundation Africa
SBF	Sefrioui-Badissy Foundation
TC	Target Community
UW	<u><a href="http://www.washington.edu">University of Washington</a></u>

## Computer Education for African Children

Modern economies are driven by technological innovation rooted in Information Technology. In fact, in the developed world from 1987 to 2007, economists credit advances in technology with over 80 percent of the growth in gross domestic product.

Advancement in voice and data communication has spurred a global revolution in manufacturing, organizational structure, and in the skills required of the global labor force.

Today, knowledge and information are factors of production; factors of production equal in value to such raw materials as water, ore, and timber. Regardless of the industry, knowledge and information allow an organization to compete successfully in its chosen market – as a buyer of products, as a seller of products, and as an employer -- usually in competition with goods and services offered in the Global Economy.

Economies which lack knowledge and information, the new factors of production, are at a competitive disadvantage. They lack the hardware, the software, the connectivity, and the educated workforce to compete.

Southern India, Bangalore in particular (<http://www.virtualbangalore.com/GenInf/GenInfCoc.php>), is an example of the economic success which can be achieved through a focused investment in education and technological infrastructure. Local high-tech enterprise competes globally fueled by “Knowledge workers” both produced locally (<http://www.bit-bangalore.org/default.php>) and drawn from around the world.

In Bangalore government investment incubated the current phenomenal growth of information technology, bio-technology, and pharmaceutical research which is underway in the region. The region now attracts English speaking corporations in America and Europe to outsource non-core services to subcontractors.

Malaysia is another example. Under strong state leadership, Malaysia has invested heavily in education, health care, and public infrastructure. This has led to the creation of globally competitive workforce which in turn attracts foreign investment in Malaysia and its people.

On the other hand, many countries in Africa, including Morocco, have been slow to welcome the Information Age with the creation of a competitive workforce and the requisite infrastructure; i.e. sustained funding, literacy (traditional reading skills), and computer connectivity (skills, hardware, and software)

In Morocco the public education sector lags. Morocco has over 8 million students in primary and secondary schools. However, as of 2003:

- The ratio of computers to students in these schools is approximately 1:1,000.
- Few Moroccan schools provide computer education programs.
- Only 28% of the population had telephone access.
- Only 3% of the population had to Internet access.

In Africa, the digital divide is enormous and growing. If this situation continues with no substantial investment from either the public or the private sector, then African students will continue to fall farther behind the global workforce.

## **Sefrioui-Badissy Foundation (SBF)**

### **History of SBF**

Sefrioui-Badissy Foundation (SBF) was established in Redmond, WA as a 501(c)(3) nonprofit organization in October 2005 by Fauzi Sefrioui, Zine Badissy and Mohamed Belali.

The founders are all established entrepreneurs of Moroccan origin. Mr. Sefrioui resides in Redmond, Washington, USA. Mr. Badissy resides in Kirkland, WA. Each man has a passion to help the next generation or their native Africa.

### **Goals of SBF**

The primary goal of SBF is to provide free access to Information Technology (IT) in underserved public schools and neighborhood youth centers in African countries.

Achievement of this goal will contribute significantly to eliminating the digital divide in Africa. In this document Appendix A, “SBF Information”, provides additional information about the Sefrioui-Badissy Foundation.

The long-term goal Sefrioui-Badissy Foundation is to promote business and employment opportunities throughout Africa. SBF is currently exploring “knowledge-based” education and employment opportunities for high school graduates and their families. Among these opportunities are IT-based businesses, business training, microfinance, and any local small business, the operation of which can be enhanced by IT.

In short, SBF Computer Education Centers will provide

- (1) SBF mission-based services and
- (2) additional entrepreneurial opportunities for IT based businesses and other businesses in each Target Community.

SBF intends to establish a growing number of relationships with business and academia; relationships such as that established by SBF with “The BEDC”.

### **SBF and The BEDC (UW Business & Economic Development Center)**

The BEDC (The Business and Economic Development Center at the University of Washington Business School in Seattle, Washington) has been recognized by the US Small Business Administration and the US Department of Commerce for its innovations and achievements in supporting small and micro-business development in inner city, rural, and Native American communities in the US and around the world. Visit: <http://BSchool.Washington.edu/BEDC>

The BEDC is an excellent partner for SBF and SBA. BEDC maintains partnerships with the Nelson Mandela Metropolitan University (Port Elizabeth, South Africa) and the University of Cape Town (Cape Town, South Africa). The mission of BEDC is to support small business development initiatives in Africa. To this end and in conjunction with SBF BEDC has scheduled a June 2007 shipment of computers to South Africa.

Over the next five years, the BEDC seeks to expand its partnerships with higher education institutions in sub-Saharan Africa.

This will lead to certificate programs in international development. BEDC considers its partnership with SBF/SBA central to its strategy of expanding academic opportunity in Africa. This opportunity includes educational opportunity for undergraduate and graduate students and research opportunity for faculty.

The BEDC – SBF/SBA partnership will enable US and African students to gain international experience through internships, exchanges, study, and Internet communication in the US and in throughout Africa. This will include colleges and the centers within the University of Washington and elsewhere.

## **CEC Project Overview**

Through the Sefrioui-Badissy Foundation/Africa, the Sefrioui-Badissy Foundation intends to promote Information Technology education for African youth. This will be accomplished by the establishment of Computer Education Centers in selected secondary schools, high schools, and community centers in Target Communities in African countries.

SBA will provide the following:

### **Computer Equipment**

*Computer equipment* that is donated, refurbished and updated with software programs in the United States and shipped to schools and centers in key African countries.

### **Computer Training**

*Computer training*, where feasible, for teachers and students, and community members in schools and elsewhere in Target Communities. Training will take place in partnership with US and Africa based organizations.

## **Program Relationships**

### **In the United States**

- Private corporations and institutions that donate computer equipment
- PC refurbishing and servicing companies/NGO's, such as Seattle-based Interconnection Computer Reuse and Learning Center ([www.Interconnection.org](http://www.Interconnection.org))
- Individual donors and foundations (1) which ship computer equipment and (2) which may provide training at CECs

### **In African Countries:**

- Program support solicited by SBA from Morocco Ministries of Education, Higher Education, and Technology, among others
- Program management in conjunction with SBA and community-based NGOs and for-profit organizations as Local Implementation Partnerships (Local Implementation Partners or LIPs)
- Licensed Microsoft software from Microsoft and Microsoft Authorized Refurbishers (MARs)
- Local computer and IT service vendors will refurbish the computer equipment and provide maintenance services to the CECs

### **Logistics**

SBF will oversee administration, logistics, and finance within and between its partners in the US, Africa, and elsewhere.

During Fiscal Year 2006-2007, SBF will assist 66 secondary/high schools in Morocco. This first installment of Computer Education Centers will serve as a template to be revised and implemented in accordance with the schedule below.

	<u>Year to be served</u>	<u>Country</u>		<u>Year to be served</u>	<u>Country</u>
1.	2006	Morocco	13.	2009	Gambia
2.	2007	Angola	14.	2009	Liberia
3.	2007	Cameroon	15.	2009	Mali
4.	2007	Democratic Republic, Congo	16.	2009	Sierra Leon
5.	2007	Ivory Coast	17.	2009	Togo
6.	2007	Senegal	18.	2010	Egypt
7.	2007	South Africa	19.	2010	Ethiopia
8.	2008	Algeria	20.	2010	Mozambique
9.	2008	Burkina Faso	21.	2010	Somalia
10.	2008	Equatorial Guinea	22.	2010	Sudan
11.	2008	Mauritania	23.	2010	Tanzania
12.	2008	Tunisia	24.	2010	Uganda
			25.	2010	Zimbabwe

### **Targeting Underserved Secondary Schools**

SBF believes that great beneficial impact of computer education will be realized as secondary school graduates enter the labor market or pursue higher education.

Compared to urban schools, rural schools are more likely to be underserved by the public and the private sectors. In addition, rural areas often suffer from poor public and private infrastructure such as electricity, water, and social and medical services.

Consequently, SBF will select Computer Education Centers in Target Communities with infrastructure sufficient to support multiple CECs. In turn, schools in each Target Community will be selected in accordance with criteria determined by SBA and Local Implementation Partnerships in that community.

## Start with Morocco and Expand in Africa

Because the founders of SBF have their ancestral roots in Morocco, the initial focus of SBF and SBA will be Morocco.

An SBF Local Implementation Partnerships has reported to SBF that as of December 2006 there were approximately 1,900 secondary schools in Morocco. Of these 1,350 (71%) were located in urban areas.

SBF will target students of grades 6-12 in 98 underserved public schools which meet Local Implementation Partnership criteria in the Casablanca area. Each school will establish a Computer Education Center comprised of ten computers with Internet connectivity.

In March 2006, SBF provided more than 220 refurbished personal computers to 22 high schools in Morocco as part of the pilot phase. Thus was created an important, continuing computer learning center for students and teachers.

In December 2006 an additional shipment of 440 PCs was shipped to Morocco. Contact SBF for a list of the selected schools. Sefrioui-Badissy Foundation: <http://SBFoundation.net>

The Mission of SBF is to give underprivileged children in Africa, the motivation, the tools and the skills necessary to succeed in a globally connected, technology dependent world.

### The Plan Detail

#### Plan – Phase 1

- Create Sefrioui-Badissy Foundation Africa, the umbrella organization for the Sefrioui-Badissy Foundation operations in Africa.
- Solicit used computer equipment from U.S. corporations and organizations.
- Refurbish solicited computers in the US.
- Establish Computer Education Centers (CECs) in Target Communities (cities, towns, and rural areas) in Africa.
- Ship refurbished computers to the Computer Education Centers for distribution to African schools (CEC-Partners).
- Oversee and manage CEC-Partners through a network of Team Members (firms and individuals in SBF target communities in conjunction with SBF and SBA).
- Equip each CEC with ongoing Benefits: sustained funding, literacy (traditional reading skills), and computer connectivity (skills, hardware, and software) – both to students during the school day and to students, parents, Target Community residents after the school day.

#### Plan – Phase 2

- For each CEC: initiate a program to train employees to maintain the physical plant and to manage day-to-day operations.
- For each CEC and each Target Community: initiate a training program to create an infrastructure of small businesses which maintain and upgrade hardware, software, user skills, and communication infrastructure both in the CEC and in the Target Community. These businesses may be partially owned by or licensed by SBA to assure adherence to the SBF Mission.

Upon completing Plan 1 for Morocco SBF will continue with Phase 2 in Morocco and initiate Phase 1 in six additional African countries.

Education ministries in **Angola, Cote D'Ivoire, Democratic Republic of Congo (DCR), Senegal, South African and Mauritania** have already given commitments to the SBF foundation as project partners (Appendix I: Map of Africa).

Given a single container shipment per country, SBF plans to provide 220 computers and computer accessories or 22 schools at 10 computers per school.

During 2007 SBF will initiate relationships which in 2008 will begin construction of CEC in 5 other African countries.

## **Implementation Process with Multiple Partners**

Below is an outline of the process for implementing the SBF Computer Education Center project. SBF will establish a Memorandum of Understanding (MOU) with each local partner in each target African partner country. Each partner will be involved in each step of the process.

### **Implementation Overview**

#### **In the United States**

SBF will be responsible for:

1. Refurbishing used computers in the Seattle area
2. Shipping them to the Local Implementation Partnership

#### **In African countries**

SBF and the LIP will be responsible for:

- 1) Identifying schools for CEC-Partnership in Target Communities
- 2) Assisting CEC-Partners in installing CECs in "stand-alone" space or, preferably, in school libraries
- 3) As requested, assisting CEC-Partners in creating school libraries which will accommodate CECs
- 4) Identifying local computer and IT vendors to establish and maintain computer learning centers in partnership with schools
- 5) Providing teachers and students with computer education and training
- 6) 4. Monitoring and evaluating the impact of computer education in the schools

### **In the US: Find, Refurnish & Ship Used Computers to African countries.**

- a) SBF has partnerships with US corporations and institutions willing to donate computer equipment. This includes CPUs, monitors, and peripherals. SBF will accept computer equipment with a residual life of at least five years. Large corporations must regularly dispose of a large volume of used computers.
- b) SBF has contracted through 2007 with Interconnection <http://www.computers.interconnection.org/> to refurbish and distribute hardware donated to SBF. *Interconnection* is experienced in the business of gathering, refurbishing, and distributing internationally donated computer hardware. Concurrently, SBF will identify local computer hardware, software, and service providers throughout Africa. This will create new regional job opportunities in each field.

- c) SBF will be responsible for the documentation, the regulatory compliance, and the shipping of computer hardware to African countries from the US ports to SBF Computer Education Centers.

## **In African Countries**

### **Identify schools. Prepare computer learning spaces.**

SBF will identify reliable “in-country” partners to coordinate each aspect of each Computer Education Center.

SBF will complete all due diligence for all agreements in the US and in partner countries. SBF will likely contract with Local Implementation Partnerships which have knowledge and relationships in partner countries and communities. For example, Rotary International <http://www.rotary.org/> is assisting SBF in these endeavors. Any additional SBF assistance will be provided by counsel of comparable stature.

Local Implementation Partnerships will, in conjunction with SBF:

- a) Facilitate the establishment of cooperation with relevant government authorities - such as the Ministry of Education - for the project.
- b) Identify secondary schools, with the assistance of government authorities that fit the criteria established by SBF for the project.
- c) Collect the basic information about the needs and abilities for the host schools, including an assessment of the interest among teachers, administrators, students and their communities.
- d) Help the selected schools/centers to establish a computer center with stable electricity, the Internet connection, furniture and other basic necessities.
- e) Help the schools and their respective communities to organize a board to oversee the operation of the computer center.
- f) Assist SBF with the shipment of computer equipment including custom clearance.
- g) Arrange the transportation of computers from the seaport of their countries to the schools.
- h) Coordinate with the local media for the dissemination of press advisories and releases about the donation of computer equipment from the U.S.
- i) Organize events with the donors, including company representatives, for the opening of the computer room at some of the recipient schools.

As an example, please refer to Appendix C, “MOU with a Local NGO Partner” for sample terms of a partnership which SBF will establish prior to any computer shipment.

*Aljissr Association*, a Non-Governmental Organization based in Casablanca, will create the first set of SBF Computer Education Centers. This will constitute partnerships in more than 16 schools. AlJissr, founded in 1999, has experience in supporting schools with the Ministry of Education and communities in Morocco.

To establish Computer Education Centers SBF is committed to partnering with established local organizations or selected local individuals.

To operate Computer Education Centers SBF will select school districts, individual schools, or other institutions to assume the following responsibilities:

- a) signing the commitment letter (Appendix D) to be the SBF partner,
- b) ensuring the space, furniture and basic supplies for computer training center are in place with the assistance of the Local Implementation Partnership,
- c) utilizing the donated computer equipment for three years after installation,
- d) maintaining the computer equipment and secure Internet connection for at least three years with the assistance of the LIP,
- e) providing students with free access to the computers and Internet, with the assistance of the LIP, and
- f) providing access to Microsoft staff and LIPs to conduct on-site computer training for teachers and students

**Find Local Computer Hardware/Vendors. Establish/Maintain School Partnerships.**

SBF, along with its LIPs, will identify local computer and IT vendors that have experience and capacities to establish and maintain computer learning center at schools.

The IT business is expanding rapidly in developing countries. Therefore a growing number of urban computer refurbishing vendors will become key partners in supporting the CECs in Target Communities.

At the same time, SBF recognizes that local refurbishing vendors may require additional training to be fully capable of providing IT services to CECs. Interconnection, a Seattle-based SBF partner, will support local Target Community vendors in establishing a system of refurbishing computer equipment by training vendors. As this will provide excellent opportunities for Target Community vendors to update their IT skills; so will it increase job opportunities in the same communities.

**Provide teachers and students with computer education and maintenance**

Microsoft Corporation-North America will provide the Windows 1998 and 2000 in relevant languages (e.g. English, French, Portuguese, Kiswahili, Arabic and others), depending on capacities and specifications of the donated machines. Microsoft Authorized Refurbishers (MAR) in the donor-recipient countries will install software programs to the refurbished computers shipped from Seattle.

Microsoft or MAR staff will conduct computer training for teachers and students at the selected schools as needed. The three-day initial training covers basic computer skills, such as managing files and folders, connecting to the internet, browsing, sending emails, word processing, spreadsheets, and PowerPoint presentations. The next level of training includes the use of education programs and tutorials targeted to students and teachers.

The mastery level is about content production for teachers to improve the quality of their teaching and the learning of their students. SBF will capitalize on its global partners in supporting the growth of these school-based centers.

For example, each year, Microsoft organizes a forum for the most innovative teachers in Morocco, where their productions and contents are presented and shared among teachers nationwide, which is valuable experience and skills sharing. Microsoft is also supporting the Ministry of Education and other stakeholders to develop school curriculum for computer education in the long run.

### **Monitor and evaluate the impact of computer education in the schools**

Once computer education begins in a CEC, SBF LIPs will be responsible for visiting each school.

Two months after the delivery of the computers to the CEC, and every 2 months thereafter, each LIP will be required to a report to SBF in a form and substance satisfactory to SBF.

At SBF discretion for 36 months following the delivery of the computers LIPs will arrange donor visits on demand by SBF.

LIPs will assist schools in sending from students to SBF initial thank-you letters and periodic work progress reports.

At end of the useful life of a computer, LIPs will assist schools in recycling or disposing the computer equipment in a way which minimizes impact on the environment.

### **Source Requirements**

The most important requirements of the SBF Computer Education Initiative (CEI) for Schools in Africa are the combination of:

- Donated of computer equipment from the U.S. organizations
- Computer training services by Microsoft, and
- Installation and maintenance services by Microsoft Authorized Refurbishers.

To date all administrative and fundraising activities have been donated by the founders and supporters of SBF. This activity is anticipated to continue at an increasing rate in the US. However, additional capital is required to finance the initiative -- in the US; between the US and Africa; and in Africa.

For 2007, an estimated US\$204,400 is required. SBF is currently seeking support from various stakeholders and supporting organizations. Please refer to Appendix “SBF Budget - 2007 CEC Initiative”

### **“Adopt a School”: CECs and Libraries**

The primary challenge for SBF will be securing for schools and school districts a continued source of capital for the costs of Internet connections, maintenance of plant and equipment, and salaries for computer related faculty and staff.

Resources do not permit one computer per student. Consequently SBF will have the additional challenge to sustain for each student an interest in learning and an expanding base of learning materials. An important ally in this effort is the complimentary effort afforded by libraries – in the school or, at least, in the community.

Therefore, SBF looks forward to fostering libraries with LIPs and with organizations which are establishing communities in Target Communities.

Each LIP will play a key role in supporting its resident CEC. Each LIP, along with its individual members, will sign a “SBA Adopt a School Program Commitment”. This will consist of a 3 year commitment of the LIP work with SBA to create and facilitate the relationships between Target Community schools and the business community with the Target Community. See Appendix E for a sample Memo of Understanding (MOU).

### **Expected Outcome and Impact**

The Computer Education Initiative of the Sefrioui-Badissy Foundation (SBF) bridges gap in supply and demand for used computer equipment -- across two continents, North America and Africa. Through a direct relationship between SBF and Sefrioui-Badissy Foundation Africa (SBA). This initiative will enable students and teachers in Africa to learn about and use information technology which would otherwise be unavailable. This will enhance the opportunity of Computer Education Center as it strengthens the workforce in each Target Community.

In 2006 the CEI delivered 220 computers for 33,000 students in 22 schools in 5 cities.

In 2007 the CEI is expanding to cover 6 more countries with over 80,000 students and teachers in 110 schools. This represents a small percentage of the total school population in Africa. Yet the CEI is a catalyst for the expansion of computer education on the entire continent. SBF will collaborate with any qualified party interested in increasing computer education and IT access for African students.

SBF will encourage government entities to develop school curricula for computer education. Partners in the CEI are Microsoft, the University of Washington, among others.

SBF Computer Education Centers will provide US corporations with opportunities reuse computers which would otherwise be destroyed; an excellent opportunity for technology-driven companies to exercise corporate social responsibility.

## **Conclusion**

From the inception of the Sefrioui-Badissy Foundation in October 2005 to April 2007; the founders, Fauzi Sefrioui, Zine Badissy, and Mohamed Belali, have overseen the delivery of 660 computers to 99,000 students in 66 schools in 10 cities in Morocco.

By year end 2007 SBF also will have established CECs in South Africa. By year end 2008 will have been established CECs in 5 additional countries; Angola, Cote D'Ivoire, Democratic Republic of Congo (DRC), Senegal, and Mauritania.

At the current pace the CEC Initiative will have provided 149,200 refurbished computers to 14 million students in 30 African countries by the year 2011 – the final year of the 5 year plan. Please refer to the Appendix “SBF 5 Year Plan”.

The founders sincerely appreciate the fact that the realization of this vision is dependent upon the concerted energy, resources, and support of the many specialized entities and individuals who have and who will become partners of the Sefrioui-Badissy Foundation.

# APPENDIX

## Appendix A SBF Contact Information and Board of Directors

Address: 8916 – 152<sup>nd</sup> Ave. NE, Redmond WA 98052. T: (+1) 425-681-9290

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Website: <http://www.SBFoundation.net/index.html>

### Board of Directors:

Fauzi Sefrioui	President
Zine Badissy	Vice president
Mohamed Belali	Secretary
Tara Soofi	Treasurer
Najiba Bennani	Treasurer

### Advisory Board:

Mike Daher	CEO, Denali Advanced Integration
Michael Larson	Attorney At Law, Larson Hart & Shepherd
Mike Lowry	US Congressman (1979-1989), Washington State Governor (1993-1997)
Richard J. McIver	Council Member, City Of Seattle
Noriko Osaka	Former Field Officer - United Nations Children's Fund
Ali Deerhound	Professor, University of Washington Business school
Michael Verchot	Director, U. of Washington Business & Economic Development Center
Jawad Khaki	Vice president, Microsoft corporation

## Appendix B SBF Budget - 5 Year Plan

By April 2007, in Morocco, Sefrioui-Badissy had in process the delivery of 440 computers to and 66,000 students in 44 schools in 5 new cities and 1 existing SBF partner city. By year end 2007 SBF also will have established CECs in **South Africa**.

During 2007-2008, subject to availability of computers and financing, SBF will establish CECs in schools in 5 additional African countries: **Angola, Cote D'Ivoire, Democratic Republic of Congo (DRC), Senegal, and Mauritania**.

The capital requirement for the 2007 portion of the CEC Initiative is US\$212,400.

By 2011 the 5-year plan for SBF projects that, at its current pace, the Computer Education Center Initiative will have provided 149,200 refurbished computers to 14 million students in 30 countries.

### Sefrioui-Badissy Foundation 5 Yr. Budget Projection 2007 - 2011

1.	Revenue						
2.	Cash Donations	\$60,000	\$120,000	\$180,000	\$240,000	\$300,000	\$900,000
4.	Founder Contribution	\$100,000	\$150,000	\$200,000	\$250,000	\$350,000	\$1,050,000
3.	<u>Grant 1</u>	<u>\$204,400</u>	<u>\$396,400</u>	<u>\$588,800</u>	<u>\$781,600</u>	<u>\$974,000</u>	<u>\$2,897,200</u>
5.	T. Income	\$364,400	\$666,400	\$968,800	\$1,271,600	\$1,624,000	\$4,847,200
6.							
7.	Expenses						
8.	<b>Computer Education Initiative</b>	<b>\$204,400</b>	<b>\$396,400</b>	<b>\$588,800</b>	<b>\$781,600</b>	<b>\$974,000</b>	<b>\$2,897,200</b>
9.	Office Supplies	\$2,000	\$4,000	\$6,000	\$8,000	\$10,000	\$30,000
10.	Website Hosting Fees	\$400	\$400	\$400	\$400	\$400	\$2,000
11.	Web site development	\$500	\$1,000	\$1,000	\$1,000	\$1,000	\$4,500
12.	Computer equipment shipping costs	\$60,000	\$120,000	\$180,000	\$240,000	\$300,000	\$900,000
13.	Keyboards, power adapters (acquisition cost)	\$25,600	\$56,600	\$75,800	\$82,200	\$101,400	\$341,600
14.	Travel Expenses	\$36,000	\$36,000	\$36,000	\$36,000	\$36,000	\$180,000
15.	Phone & Internet connectivity	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$5,000
16.	Fundraising expenses	\$5,000	\$10,000	\$15,000	\$20,000	\$30,000	\$80,000
17.	Bank Fees	\$200	\$200	\$200	\$200	\$200	\$1,000
18.	Web donation transaction fees	\$540	\$1,080	\$1,620	\$2,140	\$2,680	\$8,060
19.	Salaries	\$28,500	\$28,500	\$57,000	\$57,000	\$114,000	\$285,000
20.	Rent	\$8,400	\$8,400	\$8,400	\$8,400	\$8,400	\$42,000
21.	<u>CPI</u>	<u>\$0</u>	<u>\$10,756</u>	<u>\$19,427</u>	<u>\$28,597</u>	<u>\$36,538</u>	<u>\$95,318</u>
22.	T. Expenses	\$372,540	\$674,336	\$990,647	\$1,266,537	\$1,615,618	\$4,871,678
	Income	(\$8,140)	(\$7,936)	(\$21,847)	\$5,063	\$8,382	(\$24,478)

**Appendix B-1 SBF Budget - 2007 CEC Initiative**

Sefrioui-Badissy Foundation  
Computer Education Centers Initiative  
Fiscal Year 2007

<u>TOTAL</u>	<u>TOTAL</u>
1. Computers equipment	\$70,000
2. Computers shipping	\$30,000
3. Africa expenses	\$20,000
4. Office rental/ Expenses	\$20,000
5. Staff	\$37,000
6. Travels	\$15,000
7. Misc.	\$7,400
8. <u>Events</u>	<u>\$5,000</u>
9. Total	\$204,400

## Appendix C Standard SBF MOU with a Local NGO Partner

### Memorandum of Understanding ALJISR-SBF

This Memorandum of Understanding (MOU) between Sefrioui/Badissy Foundation (SBF), located at 8916 – 152<sup>nd</sup> Ave. NE, Redmond WA 98052, USA and Aljisir located in Casablanca, Morocco, shall serve to provide both parties with a clear cooperation objective toward the installation of supplied computers to schools in Morocco. **WHEREAS** ALJISR as none profit organization has certain strategic relationships with numerous Moroccan schools and valued contacts with the ministry of education of Morocco.

**WHEREAS** SBF will supply in Morocco free of charge refurbished or to be refurbished computers to be installed in selected schools and. **WHEREAS** both parties believe that the involvement of ALJISR in supporting SBF in Morocco will enhance the installation and a reliable operation of computers would decrease the time and effort SBF would require to insure a successful supply and installation of computers. **THEREFORE** both parties agree that in an effort to validate these beliefs the following shall serve as a basic understanding between the parties.

1. The following shall apply only to the supply and installation of computers in selected schools.
  
2. A successful installation shall be defined as: pick up of computers from warehouse, delivery and installation of computers per selected school
  - a. Refurbish each classroom with 12 tables, chairs and power connection to computers
  - b. Coordinate the training of teachers with Microsoft Morocco
  - c. Restrict the distribution to school selection by SBF.
  - d. When needed, coordinate with MAR (Microsoft Authorized refurbishes) for installation of operating system, applications and maintenance.
  - e. Coordinate with an Adopt A School partner if and when the schools need repair, maintenance, or upgrade of installed computers.

ALJISR agrees to cooperate with SBF in accordance with above specified terms and conditions.

**Notices: SBF ALJISR** 8916 – 152<sup>nd</sup> Ave. NE, Redmond WA 98052 T: 1 425 681 9290

Email: Info@SBFoundation.net

The laws of the state of Washington shall exclusively govern this MOU and all legal relations between the parties.

Signed and Dated on this August 2, 2006.

For Sefrioui-Badissy Foundation

For Aljisir

\_\_\_\_\_  
Name

\_\_\_\_\_  
Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Title

\_\_\_\_\_  
Name

\_\_\_\_\_  
Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Title

## Appendix D Sample Commitment Letter from Partner School

School Name  
School Address

Date

Fauzi Sefrioui President Sefrioui-Badissy Foundation

Dear Sefrioui-Badissy Foundation

Our (School, Vocational Center.....) wishes to receive computers and monitors to be used to provide free Internet access and basic computer skills to students in our school. In exchange, we agree to the following:

1 We will use our donated computers for at least 4 years primarily to give our community access to the Internet for educational purposes. Or, where telephone lines do not exist, provide free access to computer classes for educational purposes, and in the future connect to the Internet when phone lines become available.

2 We will protect the computers and cover the costs of maintaining our computers and connecting them to power, phone, and Internet service for at least 4 years.

3 We will provide instruction in computers for our teachers and communities.

4 We will provide furniture and secure space for the computers.

5 Assist you in your annual evaluation site visits;

6 We will recycle or dispose of each piece of computer equipment at the end of its useful life in a way than minimizes ecological harm;

Once we receive the computers and monitors, we will have our students or community send letter of thank you to the foundation sponsors Sincerely yours, Name of School or Community Entity Title Number of Youth in Our School/Center \_\_\_\_\_ Youth Age Range in Our School/Center: \_\_\_\_ Total Fees/Tuition Charged by our School/Center: \_\_\_\_ Number of Computers We Request: \_\_\_\_\_

For Partner School

\_\_\_\_\_  
Name

\_\_\_\_\_  
Title

**Appendix E Memo of Understanding (MOU) with “Adopt A School”**

**Memorandum of Understanding - Adopt A School-SBF**

This Memorandum of Understanding (MOU) between Sefrioui/Badissy Foundation (SBF), located at 8916 – 152<sup>nd</sup> Ave., Redmond WA. 98052, USA and Adopt a school located at \_\_\_\_\_Morocco, shall serve to provide both parties with a clear cooperation objective toward the supply and operation of computers at schools in Morocco. **WHEREAS** SCHOOL are in dire needs of computers to teach their students **WHEREAS** SBF will supply in Morocco free of charge refurbished or to be refurbished computers to be installed in selected schools and **WHEREAS** both parties believe that the cooperation between SBF and SCHOOL will reduce the present digital divide to help students get the right tool for their studies **THEREFORE** both parties agree that in an effort to validate these beliefs the following shall serve as a basic understanding between the parties.

- Promise to make computers available to student for the sole purpose of learning
- Make computers available to students for at least 4 years.
- Dispose of computer in an environmentally friendly and government approved method
- With proper advance notice, school should allow SBF authorized staff to inspect computer classrooms.
- Furnish classroom with 12 tables, chairs and power to each table
- Coordinate the training of teachers with Microsoft Morocco
- When needed, coordinate with MAR (Microsoft Authorized Refurbisher) for the installation of operating system, applications and maintenance
- Coordinate with each adopting school partner if and when the school needs any supplied computer repair.

SCHOOL agrees with above specified terms and conditions. The laws of the state of Washington shall exclusively govern this MOU and all legal relations between the parties. Notices:

SBF SCHOOL  
8916 – 152<sup>nd</sup> Ave.  
Redmond WA 98052 USA  
Phone: 1 425 681 9290 \_\_\_\_\_

Email: Info@SBFoundation.net  
Signed and Dated on this \_\_\_\_\_ of \_\_\_\_\_ 2006.

For Sefrioui-Badissy Foundation \_\_\_\_\_ School Name

\_\_\_\_\_  
Name

\_\_\_\_\_  
Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Title

## Appendix F Updates from Students & Faculty

EL KISSAI SCHOOL  
Km 12.5, Route de Rabat  
Sidi Bernoussi<sup>1</sup>, Casablanca, Morocco  
June 25th, 2006

#1.

Dear Mr. Sefrioui,

Thank you for donating computers to our school. I had my first lesson in computer technology today. I learned how to start the computer, did homework and played games. Thank you Mr. Sefrioui for making this possible.

Lama Taji  
Student, El Kissai School

#2.

Dear Mr. Sefrioui,

Thank you for donating computers to our school El Kissai. 200 students from 5th and 6th grades are benefiting from your kindness this year, and we are working on making the multimedia computer lab accessible to all students next school year. To help us reach this goal, we are again counting on your generosity as we are in need of computer desks, computer speakers and microphones.

Kind Regards,  
Gmih Mohamed School Teacher

#3.

Dear Mr. Fauzi Sefrioui,

I am aware of the role information technology and digital communication play in modern education systems. Thanks to the generosity extended to our school by Sefrioui-Badissy Foundation, the new multimedia computer lab will help students learn skills that otherwise won't be available to them. We thrive to guarantee each student a minimum number of hours in the computer lab, depending on their grade level. We hope to further develop our partnership with SBF for the mutual goal of helping to bridge the digital divide for our school. Emboldened by your kindness, we would like to ask for additional help in establishing a health room for non-emergency care, books for our library and a copier. I am confident that we are working toward the same goals.

Best Regards,

Bouatrouss Mustapha  
School Principal

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<sup>1</sup> **Sidi Bernoussi:** The Sidi Bernoussi orphanage is a charity sheltering 400 male boarders representing three social profiles: orphans (either having lost the two parents, or one), abandoned children, or children coming from poor families. Please visit: <http://www.orphelinat-bernoussi.org/index.php?en>

## **Appendix G Letter: UW Business and Economic Development Center (BEDC)**

January 5, 2007

Faouzi Sefrioui, Zine Badissy and Mohamed Belali  
SBFoundation  
8916 – 152<sup>nd</sup> Ave.  
Redmond, WA 98052

\* Address as of 4/2007: 8916 – 152<sup>nd</sup> Ave., [Redmond, WA 98052](#)

Dear Faouzi, Zine, and Mohamed:

I am pleased to submit this letter of support and partnership for your work to improve the technology education for students in Africa and to help prepare these students for entrepreneurial activities.

Founded in 1995, the Business and Economic Development Center (BEDC) has been recognized for innovations in the support of small business development by both the US Small Business Administration and the US Department of Commerce. While the BEDC has historically focused on the development of small-, micro- and medium-enterprise (SMME) development within the US, we are in the process of developing a global focus for our work. In 2004, the BEDC formalized a relationship with the Nelson Mandela Metropolitan University in Port Elizabeth South Africa. This builds on the ongoing work that our faculty have with the University of Cape Town (also in South Africa).

Our partnership with the SBFoundation is central to our efforts to build a concentrations and certificate programs in economic development. We are pleased that one of our graduate students has completed an internship with SBFoundation that has resulted in the initial business plan. We look forward to future opportunities for our students and faculty to be involved with the foundation's work.

Finally, I am pleased to accept the invitation to join the foundation's advisory board. By formalizing our relationship in this manner, we can insure that the BEDC will continue to work with you in meeting the foundation's goals.

Sincerely,

Michael P. Verchot

## Appendix H Maps of Morocco and Africa



## Appendix I Photos: Onsite at SBF Computer Education Centers

Computer Education for Schools in Africa  
8916 – 152<sup>nd</sup> Ave. < Redmond Washington 98052 < T: (+1) 425-681-9290  
E: [info@sbfoundation.net](mailto:info@sbfoundation.net) < Web: <http://www.sbfoundation.net/index.html>

Kissai School, Casablanca, Morocco.

L-R: Zine Badissy, Chairman, SBF; Faouzi Sefrioui, President SBF; Abbad Andalouissi, President, Aljisir Foundation



### SBF Computer Education Centers

Lycee Fadwa, Casablanca



Ecole Kissai, Casablanca, Morocco.



Ecole Kissai, Casablanca, Morocco.



Lycee Chadli, Chefchaoun, Casablanca, Morocco.

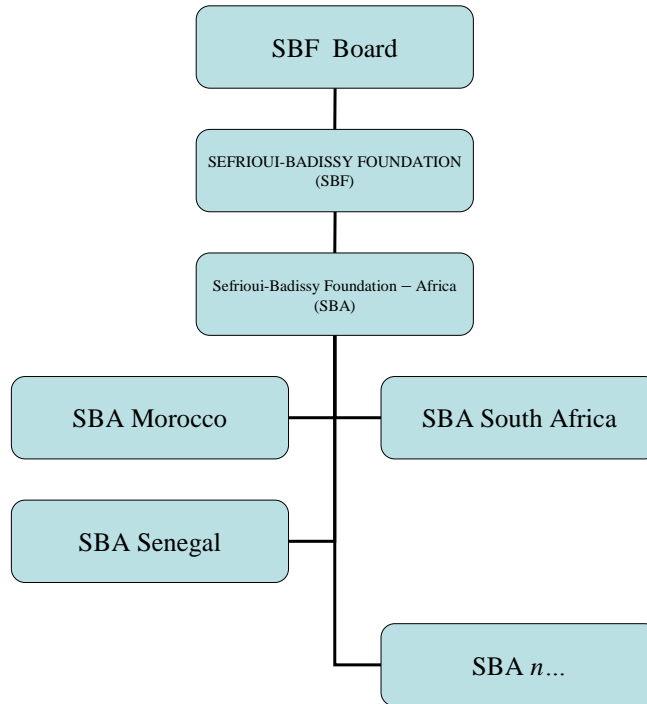


Lycee Mabrouka, Agadir, Morocco.



## Appendix J SBF Organization Chart - Overview

SEFRIQUI-BADISSY FOUNDATION (SBF)  
Computer Education Center Initiative  
Organization Chart  
Overview



## Appendix K SBF Organization Chart - Detail

Sefrioui-Badissy Foundation (SBF)  
Computer Education Center Initiative  
Organization Chart  
Detail

