

## TECH



**Wi-Fi Pilots:** Innovative idea allows for paid shared Wi-Fi usage

## [SNAPSHOT] Sky's The Limit

TWO STUDENTS ATTRACT INVESTORS AND TURN AN INNOVATIVE INTERNET ACCESS IDEA TO BIG PROFITS

BY JULIET KOEMAN "THE IDEA HAD been forming gradually in my head and then all of a sudden the entire business plan fell into place at 4 o'clock in the morning before a maths exam. I sat there for about three hours frantically trying to write it all down," remembers Henk Kleynhans, CEO and founding partner of Skyrove. The idea he's referring to was for paid shared Wi-Fi usage. The solution he and co-founding partner and fellow student, Allister Kreft, hit upon has attracted local and international investment and earned them numerous awards, including the 2005 Enablis / Business

Report Entrepreneur Challenge in the Business Idea Category and the 2006 Technology Top 100 Award for Most Promising Emerging Enterprise.

As a student on financial aid, and a self-confessed internet junkie, Kleynhans realised that he would be able to afford broadband (which then cost R1 400) if he was able to share internet usage with digs-mates and neighbours and charge them for it. "Wi-Fi existed at the time but it didn't have the capability to allow you to measure how much data people were downloading or how much time they were spending on the Internet. I realised that the best way of going