

# STRATEGIC PARTNERSHIP OPPORTUNITY

Build Together. Share Risk. Share Success.

YOUR IDEA + OUR TECHNOLOGY  
= A SCALABLE BUSINESS

**ZIMA Solutions Limited** invites visionary entrepreneurs, companies, and institutions to form **true strategic partnerships**. If you have a strong business idea or a growing project that needs world-class technology, we offer a **transparent 50/50 partnership** to co-invest, co-build, and co-own high-impact digital solutions.

This is not a vendor relationship.  
This is shared risk, shared ownership, and shared upside.

**Let's Build Something That Lasts**

# THE PARTNERSHIP MODEL

Fair. Transparent. Aligned.

Area	You	ZIMA
<b>Equity Ownership</b>	<b>50%</b>	<b>50%</b>
<b>Investment &amp; Costs</b>	<b>50%</b>	<b>50%</b>
<b>Revenue &amp; Profits</b>	<b>50%</b>	<b>50%</b>
<b>Strategic Decisions</b>	Joint	Joint

**No hidden charges. No vendor lock-in. No one-sided contracts.**

Only long-term collaboration built on trust and results.

## WHAT ZIMA BRINGS

### Proven Technology. Real Execution.

We have built and deployed **26+ production-ready solutions** across fintech, enterprise, and public-sector systems.

### Financial Technology & Payments

- Bank of Tanzania integrations (RTGS, TIPS, GePG)
- Payment gateways & merchant systems
- Loan & credit management platforms
- Mobile money integrations (M-Pesa, Airtel, Tigo)

- TanQR merchant & payment solutions

## Enterprise & Business Systems

- ERP & Business Management Systems
- HR, Payroll & Compliance platforms
- Inventory, procurement & asset management
- Secure document management with e-signatures

## Sector-Focused Platforms

- Healthcare & clinic management systems
- School & education management solutions
- Agricultural financing & farmer platforms
- SACCOS, MFI & VICOBA digitization
- Cooperative & member-based systems

## Advanced & Emerging Technology

- AI-powered virtual assistants (Zona AI)
- API gateways & open banking platforms
- Real-time messaging & notification engines
- Secure, cloud-native architectures



**50+****20+****99.9%****24/7**

Clients Served

Enterprise Systems Live

Uptime Infrastructure

Support &amp; Monitoring

## LEADERSHIP & EXECUTION TEAM

Role	Name	Focus
<b>CEO</b>	Andrew Mashamba	Strategy, innovation, partnerships
<b>Finance &amp; Operations</b>	Caroline Ceasar Shija	Financial governance & operations
<b>Technical Officer</b>	Simon Mpembee	Architecture & system integrations
<b>Business Development</b>	Khafsa Hassan Lulela	Market growth & partnerships

## Technical Excellence

- ✓ Full-stack & scalable architectures
- ✓ Bank-grade security & compliance
- ✓ Regulatory experience (BOT & financial systems)
- ✓ Agile development & continuous improvement
- ✓ Long-term maintenance & support

## IDEAL PARTNERS

### Entrepreneurs & Visionaries who have:

- A validated market need in Tanzania or East Africa

- Clear problem-solution alignment
- Industry knowledge and execution capacity
- Long-term growth mindset

### **Companies & Institutions that:**

- Have strong ideas but limited technical capacity
- Need to digitize existing services or customers
- Want to scale without outsourcing ownership
- Believe in shared-value partnerships

### **Priority Sectors:**

Financial Services & Fintech | Healthcare & Healthtech | Education & Edtech |  
 Agriculture & Agritech | Government & Civic Tech | Retail & E-commerce | Real  
 Estate & Property Management | Logistics & Supply Chain



# HOW WE WORK TOGETHER

Simple. Structured. Effective.

- 
- 1 **CONNECT** - Share your idea or project
  - 2 **EVALUATE** - Joint feasibility & market assessment
  - 3 **AGREE** - Clear partnership & ownership terms
  - 4 **BUILD** - Co-invest and co-develop
  - 5 **LAUNCH** - Go to market together
  - 6 **SCALE** - Grow, optimize, and expand

## PARTNERSHIP IDEAS WE'RE READY TO BUILD

---

- › Digital lending platforms
- › Healthcare appointment & payment systems
- › School fees & parent engagement platforms
- › Farmer-to-marketplace solutions
- › Event ticketing & management systems
- › Property rental & management platforms
- › Fleet & transport management systems
- › Restaurant & hospitality POS
- › Cooperative & savings group platforms
- › Freelancer & talent marketplaces

Have another idea? We are open and ready.

## WHAT MAKES THIS DIFFERENT

---

### Vendor Model vs Strategic Partnership

Traditional Vendor	ZIMA Partnership
--------------------	------------------

You pay everything	We co-invest 50/50
Vendor delivers & exits	We stay and grow
One-sided risk	Shared risk & reward
Fixed scope	Flexible, evolving
You own alone	We build together



# OUR SUCCESS TARGETS

What We Aim to Achieve Together

- ✓ Sustainable recurring revenue
- ✓ Thousands of active users
- ✓ 40-60% operational efficiency gains
- ✓ High customer satisfaction (above industry NPS)
- ✓ Systems built to scale **10x and beyond**

## GET IN TOUCH

EMAIL

PHONE

WEBSITE

LOCATION

partnerships@zima.co.tz +255 69 241 0353 <https://zima.co.tz> Makongo, Kinondoni  
Dar es Salaam

## NEXT STEPS

- 1 **Send us** your idea or project brief
- 2 **Schedule** a strategy discussion
- 3 **Meet the team** and define the partnership

### CONFIDENTIALITY GUARANTEED

All discussions are treated with strict confidentiality. NDAs can be signed before detailed disclosures.

*Innovation succeeds when vision meets execution.*

**Let's build meaningful businesses together.**

— ZIMA Solutions Limited

TIN: 181-314-605 | Registered in Tanzania

**Build the Future. Together.**