

STRATEGIC PARTNERSHIP OPPORTUNITY

YOUR IDEA + OUR TECHNOLOGY

This is not a vendor relationship.

This is shared risk, shared ownership, and shared upside.

Let's Build Something That Lasts

Fair. Transparent. Aligned.

Area	You	ZIMA
Equity Ownership	50%	50%
Investment & Costs	50%	50%
Revenue & Profits	50%	50%
Strategic Decisions	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+

Clients Served

20+

Enterprise Systems Live

99.9%

Uptime Infrastructure

24/7

Support & Monitoring

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

- > 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

Metric	Target
Revenue	Sustainable recurring revenue streams
Users	Thousands of active users across Tanzania
Efficiency	40-60% operational efficiency gains
Satisfaction	Above industry NPS scores
Scalability	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, Near Ardhi University 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

