

STRATEGIC PARTNERSHIP OPPORTUNITY

**YOUR IDEA + OUR TECHNOLOGY =
SHARED SUCCESS**

Let's Build the Future Together

THE PARTNERSHIP MODEL

Equal Investment. Equal Ownership. Equal Returns.

What We Share	Your Contribution	ZIMA's Contribution
Ownership	50%	50%
Project Costs	50%	50%
Revenue & Profits	50%	50%
Decision Making	Joint	Joint

No Hidden Fees. No Complicated Terms. True Partnership.

WHAT ZIMA BRINGS TO THE TABLE

World-Class Technical Capabilities

26+ Proven Solutions across fintech, enterprise systems, and digital transformation:

Financial Technology Expertise

- Bank of Tanzania integrations (RTGS, TIPS, GePG)
- Payment gateway development
- Loan management systems
- Mobile money integrations (M-Pesa, Airtel, Tigo)
- TanQR merchant systems

Enterprise Systems

- ERP & business management platforms
- HR & payroll systems
- Inventory & asset management
- Document management with e-signatures

Sector-Specific Solutions

- Healthcare facility management
- School management systems
- Agricultural financing platforms
- SACCOS & microfinance systems
- VICOBA digitization

Cutting-Edge Technology

- AI-powered virtual assistants (Zona AI)
- API gateway & open banking platforms
- Real-time notification engines
- Cloud-native architectures

WHY PARTNER WITH ZIMA?

Proven Track Record & Experienced Team

50+

Clients Served

20+

Enterprise Projects

99.9%

System Uptime

24/7

Technical Support

Experienced Leadership Team

Role	Name	Expertise
CEO	Andrew Mashamba	Strategic leadership, innovation, partnerships
Finance & Operations	Caroline Ceasar Shija	Financial planning, compliance, operations
Technical Officer	Simon Mpembee	Software architecture, system integrations
Business Development	Khafsa Hassan Lulela	Client relations, market development

Technical Excellence

- ✓ Full-stack development capabilities
- ✓ Bank-grade security standards
- ✓ BOT regulatory compliance expertise
- ✓ Agile development methodology
- ✓ Continuous support & maintenance

IDEAL PARTNER PROFILE

Business Visionaries with:

- Validated market opportunities in Tanzania or East Africa
- Clear problem-solution fit
- Domain expertise in their industry
- Commitment to long-term growth

Companies with:

- Projects requiring technical development
- Existing customer base needing digital solutions
- Products ready for scale but lacking tech capacity
- Ideas aligned with digital transformation trends

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

- 1

CONNECT - Share your idea or project with us
- 2

EVALUATE - Joint assessment of feasibility & market potential
- 3

AGREE - Sign partnership agreement with clear terms
- 4

BUILD - Co-develop the solution with shared resources
- 5

LAUNCH - Go to market together
- 6

GROW - Scale and share the success equally

READY-TO-BUILD IDEAS WE'RE EXCITED ABOUT

- 1

Digital Lending Platform for underserved markets
- 2

Healthcare Appointment & Payment System for clinics
- 3

School Fees Collection Platform with parent engagement
- 4

Farmer Marketplace connecting producers to buyers
- 5

Event Ticketing & Management Platform
- 6

Property Rental Platform for Tanzania
- 7

Fleet Management System for transport companies
- 8

Restaurant & Hospitality POS System
- 9

Cooperative Management Platform for savings groups
- 10

Freelancer Marketplace for East Africa

Have a different idea? We want to hear it!

TRADITIONAL VENDOR VS. ZIMA PARTNERSHIP

Traditional Approach	ZIMA Partnership
You pay 100% upfront	We share costs 50/50
Vendor profits, you take risk	We share risk AND reward
Limited commitment post-delivery	We're invested in long-term success
You own, they disappear	Joint ownership, ongoing collaboration
Fixed scope, change = more cost	Flexible, evolving together

SUCCESS METRICS WE TARGET

Metric	Target
Revenue Growth	Build solutions that generate sustainable income
Market Impact	Reach thousands of users across Tanzania
Operational Efficiency	40-60% reduction in manual processes
Customer Satisfaction	NPS scores above industry average
Scalability	Solutions built to grow 10x

CONTACT ZIMA SOLUTIONS LIMITED TODAY

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WEBSITE

https://zima.co.tz

LOCATION

Makongo, Near Ardhi
University
Kinondoni, Dar es
Salaam

Next Steps:

- 1 **Email us** your idea or project brief
- 2 **Schedule a call** to discuss the opportunity
- 3 **Meet our team** for a detailed partnership discussion

CONFIDENTIALITY ASSURED

All ideas and discussions are treated with strict confidentiality. We're happy to sign NDAs before detailed conversations.

"Innovation thrives when visionaries and builders unite.
Let's create something remarkable together."

— ZIMA Solutions Limited

