

# **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 &amp; 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 <b>10x and beyond</b>



GET IN TOUCH

EMAIL  
partnerships@zima.co.tz

PHONE  
+255 69 241 0353

WEBSITE  
<https://zima.co.tz>

LOCATION  
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

TIN: 181-314-605 | Registered in Tanzania

Build the Future. Together.



