

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

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 Money, Tigo Pesa)
- 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

LEADERSHIP & EXECUTION TEAM

Role	Name	Focus
CEO	Andrew Mashamba	Strategy, innovation, partnerships
Finance & Operations	Caroline Ceasar Shija	Financial governance & operations
Technical Officer	Simon Mpembe	Architecture & system integrations
Business Development	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

We Partner With:

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

- 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

- ✓ 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

EMAILpartnerships@zima.co.tz**PHONE**

+255 69 241 0353

WEBSITE<https://zima.co.tz>**LOCATION**Makongo, Near Ardh 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.