



ZEEL LOGISTICS _MARCH 2017



ZEEL LOGISTICS ®

Zeel Logistics is a well-established procurement and logistics firm set up to offer back to back supply chain solutions. The dynamic changes experienced in the supply chain industry require new ideas and approach. Efficient and effective solutions are however not realized by immediate invasions but through a combination of experience and expertise from diverse situations and skillfully tailoring them to specific environments.

Zeel logistics has positioned itself to provide professional expertise in consulting, import and export logistics, Truck transport solutions and strategic sourcing procurement.

Our vision is to be the undisputed leader in offering full support back to back logistics adapted to our clients' needs and value adding as well.

We integrate our experience of many similar challenges in a pragmatic way to ensure that the core objective of supply chain, which is adding value to the organization, is achieved. Our services are differentiated due to current business trends and we offer unmatched transparency when dealing with our clients to ensure that total cost of acquisitions of any service or commodity matches the market trends.

We operate on a service and budget agreement based on client's requirement. Our strategic services are well implemented to ensure that they are value adding hence meeting an organization's objective as opposed to logistics being a cost center. Our vision is to offer world-class procurement and logistics services making valued and measurable contribution towards and organizations performance in concert with its strategic direction and business imperative.

With today's organizations facing considerable challenges in their attempts to attain competitive advantage from their transport & logistics solutions, the disparity in experience, skills and support services across geographically dispersed sites can reduce operational effectiveness and increase costs.

Organization's therefore need to have single logistics partners that can advise and manage their transport and logistics solutions on local scale thereby giving them a one stop for all the operations solutions.

Our Strengths

Zeel Logistics endeavors to provide our customers with world-class service quality; we have carefully invested our resources to the service areas that matter most to our customers, this is why we are able to provide you with the unique service.

Zeel logistics has employed the best staff in its logistics operation to ensure that service provided is above the industry's best practices.



Our Quality Policy

Zeel Logistics believe in providing our clients with high quality level of service that meets the client's requirement and also adds value to their operations. We commit ourselves to;

- Ensuring that the business is operated as required by international standards in the supply chain industry.
- Enhancing our performance through continuous monitoring of operations and reviews/
Adopting continuous development
- Promoting quality management systems and ensuring that implementation is achieved by management review, corrective and preventive action.

Our Partnership Approach

Our operations have been designed to deliver to our client's transport logistics solutions that are carefully mapped to:

- Work with our clients and create strategic business value
- Adhere to our client's requirements and seek to endlessly work in collaboration with them with determination to improve and continuously add value to their transport operations logistics.

Our service delivery philosophy is underpinned by the following approaches

- Listening to our clients to build trust and provide timely and cost effective logistics solution and support
- Provide the customers with self-service options
- Offer a clear, relevant and personalized logistics support with constant updates
- Openness and transparency

Zeel Logistics has proven experience in cost effectively and timely management of Logistics operation needs. We provide logistics support for major freighting companies/

Our Core Values

At Zeel, we value:

- ☐ High level of Professionalism in articulating our operations
- ☐ Ethical guidance governing our operations
- ☐ Timeliness
- ☐ Our Customers

Our Products

Strategic Sourcing Procurement

Modern day procurement undertaken with improved compliance can result in greater savings.

Zeel ensures that sourcing of goods is done with utmost professionalism taken into consideration to ensure that the correct goods and services are delivered. Our core competency includes but not limited to the following:



- Effective supplier selection taking into account clients preferences and final output required and main role of procurement which is to deliver the correct materials or services of the right specification and quality, at the right time, in the right quantity, from the right source and at the right price.
- Developing close supplier relationships
- Total Quality Management through Quality assurance, Consistency and Control and adoption of Standard Operating Procedures
- Managing costs and Improving Value of the whole supply chain process

Logistics Support Services

1. Import and Export of goods; Clearing and Forwarding

Zeel has wide experience in handling Imports and Exports in Kenya, South Sudan and other adjoining COMESA countries

Assistance offered:

- Advise on the best freight forwarding options
- Ensure proper documents are used to import or export
- Advise on regional tax options for pre planning purposes
- Ensure compliance restrictions are met
- Point to point delivery; Inbound and Outbound
- Advise on best load plans , proper documentation, transport modes and routing
- Country restrictions: Advise on compliance issues, assist in facilitating required documentations and shipment plan
- Undertake actual clearance at the border points, land and air and ensure that regulations are followed and correct tariffs are subjected to the goods.
- Tracking: Keep the client updated on the shipping schedule and milestones through the movement.

2. Road Trucking Transport Services

The increased trade between countries has stimulated haulage by road. Goods can be carried from door to door within East Africa and Comesa countries accessible by road from the Port of Mombasa, Kenya.

Zeel Logistics prides itself in its ability to offer efficient transport solutions using its fleet of trucks. Our trucks are fitted with a Real-time Satellite Tracking over digital maps, which allow the management to view the fleet location over the Internet based on GPS through IDEN/GSM Communication System. This device ensures that the trucks position is known all the time.

Zeel Logistics provides a reasonable yet comprehensive transportation network within East Africa and will be in a position to handle the following;

- Haulage of Full container loads (FCL) and less than container (LCL) load
- Refridgerated Transport
- Bulk and heavy lift project cargo transport
- Courier Express Delivery with very quick turnaround delivery period



3. Air Freight

Air Freight as a means of ferrying goods has its timely and security advantages and is the best when distance plays a challenge.

Zeel Logistics using its network with airlines, we are able to offer international coverage on air freight to and from whichever part of the world and also assist in interconnections of flights schedules for Transit Cargo. Our dedicated staff team have put themselves in line and created a rapport with regional airlines and will ensure that air freight services meet the customer's expectations.

We at Zeel will offer cost effective management of customs of clearance, bonding, regulatory declarations, exemptions and any other requirements as per the country of arrival.

Our good relationship with major carriers and airlines give us the competitive edge to satisfy our customer requirements.

4. Procurement Consultancy

Solutions

Zeel is capable of assisting reviewing procurement organizations for best practices and potential weaknesses giving possible remedies and advice on the best systems to adopt.

- **Spend Analysis**

An insight into a spend analysis gives the picture of Total costs of Acquisition, this can be used to assess possible alternatives that should provide savings to help improve the processes efficiency and also help to monitor compliance.

This is done by analyzing the strategic sourcing approaches adopted by the companies, analyzing the current spending base and selecting procurement approaches that should be adopted.

- **Improving the supply chain performance**

In an effort to improve the supply chain performance, Zeel is capable of undertaking this exercise on behalf of the clients by

- *Aligning procurement activities with relevant business objectives transforming the supply chain from a cost centre to value adding.*
- *Proper management of suppliers and supplier development initiatives*
- *Use of performance measures to get results, both quantitative and qualitative and development of KPIs*
- *Development of a competitive approach: Value of effective supplier selection and performance systems*
- *Retrieving information from the supply chain: gathering market intelligence, external information and market intelligence*



- *Identifying supplier capability and segmentation of suppliers*
- *Managing costs and Improving value*
- *Research*
- *Use of Technology to improve efficiency e.g. ERP systems, Use of extranets. E-sourcing and automated processes*
- *Aligning negotiations with strategies*
- *Advanced negotiation strategies*

- **Business Process Outsourcing**

Procurement is not a core competency and external expertise can bring proven experience and strategies gathered from different challenges to assist in ensuring that operations are effectively and efficiently undertaken

- **Procurement Training**

New resources and competence arise on a day today basis due to the dynamic continuous developing market trends.

Organizations' need to recognize that different employees are motivated in different ways, some by career aspirations, some by reward and many others who just want to do a good job and contribute usefully to the organization.

By helping develop employee's skills and assisting them in achieving their aspirations, organizations enable the organization to achieve its objective.

Zeel develops a TNA (Training Needs Analysis) process that will concentrate on matching the Individual skills with the needs of the organization. The results show strengths which can be utilized to the advantage of the company and weaknesses which can be dealt with through training and development programmes.

Review of Job profiles, job descriptions and their influences on the Training Needs Analysis

Identification of type of training required: focused and non-focused training and development

Our Partnerships

- **Chartered Institute of Transport Logistics**

CILT is the leading knowledge provider of Transport logistics. Our partnership with CILT provides our clients with professionalism in our operations and solutions provided to meet the client's needs.

Our client includes the following;

- ✓ Fairtranz Logistics-Nairobi ,Kenya
- ✓ Ecu Line Shipping Line –Mombasa ,Juba
- ✓ Smartsytem International –Juba, SS
- ✓ Easy Logistics Juba , South Sudan
- ✓ CCM – South Sudan
- ✓ Carrel Technologies Ltd
- ✓ Tricomp International



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