skiestore

COMPANY PROFILE

ABOUT

Skiestore Limited is a company focused on revolutionizing the way sales and purchasing of products is done. By building an online mall, we provide a platform where buyers and sellers can access and provide services easily without any hustle.

We create online stores for sellers to reach their customers- thus making more sales. These online stores are completely free of charge for the sellers. They will have access to the backend, where they can control their store.

Our target is to build an online collection/repository of goods such that a customer can search for any product and, if in stock, buy it and have it delivered to them.

We also offer advertising spaces to target our users and attract them to deals that they would potentially be interested in.

By 2012/2013, Kenya had

16 MILLION
INTERNET USERS

via Communications Commision of Kenya

This is our leverage

Due the growing number of Kenyans who have access to and use the internet, Skiestore would be able to reach a large number of people, across different demographics.

STRATEGY

Purpose

To create innovative and convenient ways to purchase and sell goods, as well as approriate methodologies to reach consumers remotely.

Vision

To provide a platform that connects global markets and provides high quality service for its customers.

Mission Statement

To provide high quality services that strengthen the link between buyers and sellers, enabling a stronger brand loyalty.

Core Values

We believe in providing high quality services in an efficient and trustworthy manner.

> We treat all our clients and customers with respect by providing good, high quality services

We adhere to our agreements and contracts. We are transparent about our actions and expectations.

Our Goals

To become a key player in provision of online shopping services.

> To expand our coverage to the global market, facilitating international sales and purchases.

We built a new mall - **except it's online** and accessible on any internet-powered device

Skiestore is a virtual mall- this is what makes us different. We recreated the experience of shopping in a physical mall, and made it work online.

Skiestore is an online mall. Our platform facilitates the construction of stores where consumers can purchase products online and have the product(s) delivered straight to them. These stores are created at no charge.

We have Aramex as a client - they make the deliveries to the customers. Once a customer orders a product(s), Aramex will pick up the product and deliver it to the customer. The customer will incur the costs of the delivery. If a given store has its own preferred delivery method, they can use it in place of Aramex.

Skiestore uses Pesapal as the default payment gateway. It accepts a number of payment systems, such as Airtel, Equity, Co-operative Bank, Master Card, Visa, mPESA, and Chase Bank. Pesapal uses 128-bit encryption and SSL to provide security for the transactions carried out using its platform.

We allow our clients to use their own payment systems if they prefer to. These systems will be implemented into Skiestore at the request of the client.

Kenya is among the top countries in Africa to embrace e-commerce and online shopping

via International Telecommunication Union

DIRECTORS

Mr. Timothy Tiampati

He is the Director responsible for the overall strategic direction of the company. Currently, he is the Managing Director of IDB Capital- a development finance institution in Kenya.

Additionally, he holds Directorships in other companies- he is the Chairman of Mt. Kenya Bottlers Limited and a Director of Almasi Beverages Limited.

He holds a Masters of Science (Economics) from Odessa Institute of National Economics, former U.S.S.R.

Ms. Judith Ojwang

She is a Credit Manager at IDB Capital, where she is responsible for overall credit management functions.

She has over 20 years' experience in credit management.

She holds a Bachelor of Commerce degree (Accounting Option)
from the University of Nairobi and is a Certified Public Accountant (CPA-K).

Mr. Michael Omachar

He is in charge of technical development of the company and is well versed with software development.

He is currently completing a degree in software engineering.