



PROJECT REPORT

 *Sai Office* SUPPLIES TZ LIMITED
KENYA UGANDA TANZANIA RWANDA

TANZANIA



RAMCO GROUP



Our Vision, Mission & Core Values

Our Vision

To be a World Class Conglomerate.

Our Mission Statement

To excel in every sector we operate in.

Our Philosophy

“Every Relationship is Family, and Family Comes First”

Our Purpose

“We enjoy building valuable relationships and creating opportunities for people to grow.”

Our Core Values

Honesty & Integrity
Commitment
Innovation

Vision from the Top

“As the leaders of the Ramco Group, both my brother and I feel that the coming years offer a very positive outlook for both the Group and the region as a whole.

We feel that this is Africa’s decade.

The opening of the East African Community provides us with the opportunity to expand our regional reach and use our collective strength to penetrate these new markets. We intend to continue investing in our technology, our people and our distribution to reap the rewards of this positive future for the region.”

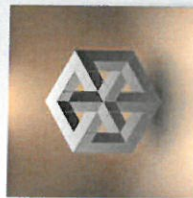
Kirit Patel

Group Chairman

Our Family



RAMCO INC



RAMCO PLEXUS

PRINT

RAMCO PRINTING WORKS LTD.
 POLYTHENE INDUSTRIES LTD.
 PLATINUM PACKAGING LTD.
 ASL PACKAGING LTD.
 THE PRINT STORE LTD.
 MARKETPOWER INTERNATIONAL LTD.
 FLEXOWORLD LTD.
 BROEKHOF AFRICA LTD.
 ECOPALLETS LTD.
 OVIDIAN UGANDA LTD.
 RAMCO PLEXUS LTD.



RAMCO EKON

HARDWARE

ASL LTD - TRADING DIVISION
 JUMA HARDWARE STORE LTD.
 ASL HARDWARE LTD. (UGANDA)
 CROWN CLASSICS LTD.
 RAMCO HARDWARE LTD.
 ASL TZ LTD.
 ASL LTD - CHEMICALS DIVISION



RAMCO ALTUS

MANUFACTURING

KENTAINERS LTD.
 ASL LTD - HEAVY FABRICATION DIVISION
 ASL LTD - STEEL DIVISION
 ASL LTD - WIRE & CABLE DIVISION
 ASTRAL PIPES LTD.
 RAMCO CHEMICALS LTD.
 OVIDIAN ADVERTISING & DESIGN LTD.



RAMCO KORA

OFFICE

SAI OFFICE SUPPLIES LTD.
 (KENYA, UGANDA, TANZANIA, RWANDA)
 OFFICE TECHNOLOGIES LTD.
 OFFICE MART LTD. (KENYA, TANZANIA)
 SEAL HONEY LTD.
 LINO STATIONERS (AFRICA) LTD.



RAMCO ORITSU

SERVICES

ASL CREDIT LTD.
 TRAVELSHOPPE COMPANY LTD.
 ICT AFRICA CONSULTING SERVICES LTD.
 SERENITY INTERIORS LTD.
 ASL SERVICES LTD.
 RAMCO GROUP LTD.



RAMCO DOMUS

PROPERTY

RAMCO PROPERTIES LTD.
 AARPEE LTD.
 S&H INVESTMENTS LTD.
 KKR INVESTMENTS LTD.
 OJJO CLOSE LTD.
 AUM PROPERTIES LTD.
 ARIAN PROPERTIES LTD.
 RAMCO INVESTMENTS UGANDA LTD.
 SEA LEVEL DEVELOPMENT LTD.



KENYA UGANDA TANZANIA RWANDA

Introduction

1.1 Confidential Information

This information retains the copyright of Sai Office Supplies (Tz) Ltd, and should not be used for any other purpose other than for evaluation. It should not be reproduced in whole or in part without the written acceptance of Sai Office Supplies (Tz) Ltd.

1.2 Contact Person and Address

Should you require any further information, please contact:

Managing Director
Sai Office Supplies (Tz) Ltd.
kamata, Next to Mkuki Mall,
Nyerere Road,
P O Box 38360,
Dar es Salaam,
Tanzania

Tel : +255 22 2183211
Mob : +255 774 030777
E-mail ceo@saioffice.co.tz
info@saioffice.co.tz

Company Information

Year Incorporated	:	2007
Postal Address	:	P O Box 38360, Dar es Salaam
Admin Office	:	Kamata, Next to Mkuki House, Nyerere Road, Dar es Salaam
Warehouse	:	Calico Complex, Nyerere Road, Dar es Salaam
TIN No.	:	105-332-823
VAT Reg. No.	:	40-000266-P
Subsidiary of	:	Sai Office Supplies Ltd., Nairobi, Kenya
Group	:	RAMCO Group, Nairobi, Kenya
Bankers	:	Diamond Trust Bank (T) Ltd
Office Space	:	Office & Showroom – 420 Sq Mtrs, Warehouse: 3080 Sq Mtrs
Products & Services	:	Attached
Total Employees	:	60+

Our Vision & Planned Activates for the period

To be a World-Class Distribution Company in IT Products & Services

To be world class is to benchmark our activities with those of companies around the globe and constantly work towards narrowing the gap. These benchmarks will include every aspect of the concerned business be it product, quality, personnel as well as service and practices.

To compare ourselves to world class companies will significantly raise the bar and ensure market dominance in every sector and will build trust and consumer loyalty in our group of companies.

To become world class companies without compromising our social, moral and ethical values.

To strive to attain our vision as we realize that it requires perseverance, determination and focus, and we are committed to make this happen.

This is our vision and by thinking and acting 'as one' (TEAM) and ONE FAMILY we will achieve it.

Our Objectives

To be a leading Distribution Company in Tanzania, with World-Class attributes that would put us 'above all'

To establish a strong network of dealers, who can partner with us for mutual growth.

To create a strong & prospective long term relationship with our suppliers that would allow us to induct World-Class Global standards with right products & services in our market.

To distribute the leading brands and their product line that best fits our distribution model.

To recruit the best available personnel that would enable us World-Class performance in all the areas.

To consistently work in providing best possible Technical Service for all the brands & products that we represent.

True Distribution Company by all means.

To continuously imbibe the culture of learning the global trends and developments that would take us to lead in our business.

To ensure right Corporate & Social Responsibility

Our Strengths

- Sai Office Supplies (Tz) Ltd, is a **subsidiary of Sai Office Supplies Ltd., Nairobi, Kenya**. Sai Kenya has over 15yrs of experience in IT & Office Products Distribution in Kenya. The impeccable success story of Sai Kenya is the key strength of Sai Tz.
- Sai Tz is the part of the reputed **Ramco Group** from Kenya (also referred as ASL group), a Diversified Group of Companies that have been operational for over seven decades, since its first initiative.
- **Proven track record** of the Ramco Group of Companies, undisputable credibility, extensive commitment of its partners makes Sai Tz financially stronger. It makes Sai Tz easily accessible to extensive financial facilities that provide a large room to grow.
- Started the operations in 2007, Sai Tz gained the **market presence** very quickly due to its consistent efforts in providing timely availability of products and services to our Resellers.
- **Transparent and friendly model of Channel Partners** – the ideal way of handling modern distribution process. A very clear distribution model that finds a place for every partner in the business helps in navigating its products and services properly.
- Sai Tz is the first in the country to introduce **Product Lounge** that would allow Resellers to bring their Customers to a place where they can show the product, access product information and utilize high class board room facilities for negotiating their deals.
- Sai Tz is located at a very **prime location** on the Nyerere Road Dar es Salaam. The Administrative Office consists of ultra modern offices and state of art showroom with live display of its products. Large and computerized warehousing is the greatest advantage in ensuring on time delivery of products and services.
- Growth enhanced by **Professional Management**. The extra ordinary and diversified exposure of the group adds the expertise of professional management for Sai Tz
- Advanced and fully computerized Finance & Accounting practices attains more transparency and hands on **clear cut approach** to its operations.
- A centralized approach of **procurement and logistics** is one of the key strengths in providing the products in time at an ideal price.
- Financially Secured & Stable enables Sai Tz to provide **continuous availability** of the products through an efficient order and stock management.
- **Popular & promising brands** & wider range of product lines

The TEAM

Directors

Mr Anand Dave

Mr Amit Patel

The Lead Team

Mr Amit Patel – CEO, Ramco Group

Mr Anand Dave – Managing Director, Sai Office Supplies Ltd., Kenya

Mr Kartik Patel – CFO, Ramco Group, Kenya

– Managing Director, Sai Office Supplies (Tz) Ltd., Tanzania

Mr Jeeten Rajani – Managing Director, Sai Office Supplies (Ug) Ltd., Uganda

Mr Pradeep Shetty – Director, Lino Stationers Ltd., Kenya

The TEAM

Mr. Harit Gandhi– Director/CEO

Mr BHavrsh Tulsi – Product Manager

Mr Mujeeb Kanji - Accounts & Finance Head

Mr R. Greeson – Technical Manager

Mr Sameer Khan – Store Manager

Ms Hadija Manoti – HR / Public Relations

Mr Harivadan Patel – Lead Quality Assurance Manager

power solutions



UPS
Data Centre Solutions
Single Phase & 3-Phase
High Power Partner
Authorised Service Centre



Digital Voltage Stabilisers
Power Factor Correction (PFC)
Power Transformers
Authorised Service Centre



UPS
Industrial UPS
Long Run Time Back Up Solutions
Authorised Service Centre



Batteries
(Sealed Maintenance Free)
Solar Panels
Solar Inverters
Warranty Centre

printers scanners



projectors photocopiers

CISS Printers
Dot Matrix Printers
Receipt Printers
Bank Teller Printers
Black & Colour Laser Printers
Label Printers
Projectors
Scanners
Large Format Printers
Authorised Service Centre



CISS Printers
Black & Colour Laser Printers
Multi Function Printers / Copiers
Label Printers
Sewing Machines
Other Products
Authorised Service Centre

solar products



Solar Home Lighting
Solar Panels
Inverters
Torches
Other Products

networking



Networking
Products

office automation



Shredders
Laminators
Binders
Office Stationery
Life Style Products
Warranty Centre



Shredders
Laminators
Binders
Warranty Centre

stationery



Wide Range of
School Stationery
Office Stationery
Colouring Products

authorised



service & warranty centres



1. Planned Activates for the period

To be world class is to benchmark our activities with those of companies around the globe and constantly work towards narrowing the gap. These benchmarks will include every aspect of the concerned business be it product, quality, personnel as well as service and practices.

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2. Achievements made on the project implementation date:

We have achieved and introduced new products for IT and hardware. We have managed to bring world class brand like APC, Eposon, Koncia Minolta which helps the corporate and government agencies to work at thin cost structure.

3. Updated information on the following aspects:

S/No	Information	Description	Current Project Status
1	Shareholder's Information		Sai Office Supplies Ltd – Kenya – 97.98%
			Harit Gandhi – Indian – 2%
			Anand Dave – Kenyan – 0.01%
			Amit Patel – Kenyan – 0.01%
2	Company Communication Information	Email address	info@saioffice.co.tz
		Mobile Number	0774 030 777 / 0687 448 498
		Land Line Telephone	0684 889 303
		Physical Address	PO Box: 38360, Kamata, Next to Mkuki Mall, Nerere Road, Dar Es Salaam, Tanzania
3	Contact Person	Name	Harit Gandhi
		Position	Director / CEO
		Communication details	ceo@saioffice.co.tz / Mobile: 0687 448 498
4	Incorporation	Certificate of Incorporation No:	58737
5	TIN Information	TIN Certificate No:	105-332-823
6	Project Objective	Project Core Objective	Distribution of IT, Stationery, Office Supplies and Building Hardware
7	Capacity	Project Capacity per year	Annual Turnover of USD 12million
8	Direct Employment	Foreign – Men	3
		Foreign – Women	NIL
		Local – Men	49
		Local – Women	15

9	Indirect Employment	Estimated Total No:	1,000+
		Types/Area of Indirect Employment	Clearing Agents, Insurer, Banks, Transporters, local dealers and resellers

4. Project Financial Expenditure to date:

	Foreign (USD)	Local (USD)	Total (USD)
Land and Building	NIL	NIL	NIL
Plant and Machinery	NIL	NIL	NIL
Vehicle/Aircrafts	USD 100,000	NIL	USD 100,000
Furniture	USD 25,000	NIL	USD 25,000
Office Equipment	USD 75,000	NIL	USD 75,000
Insurance Cover	USD 15,000	NIL	USD 15,000
Pre-operational Expenses	NIL	NIL	NIL
Working Sub total capital	USD 365,000	NIL	USD 365,000
Grand Total	USD 580,000	NIL	USD 580,000

We have acquired office equipment's, new IT infrastructure and New delivery vehicles to carry our planned activities and vision. The total value of Investment including working capital is addition of USD 580,000/- in terms of equity in 2019.

5. Project Financing:

	Amount (USD)	Source Country
Local Equity	USD 13,300	Tanzania
Local Loans	USD 2,500,000	Tanzania
Foreign Equity	USD 580,000	Kenya
Foreign Loan	USD 300,000	Kenya

The project has been financing with below capital:

Fresh Investment in Equity – USD 580,000/-

Short Term loan from ASL Credit – Kenya – USD 300,000/-

Bank Facility from DTB – USD 2,500,000/-

6. Problems and Solution:

We did not face major issue in implementing project and the support from Tanzania regulatory authority was phenomenal.

7. Future Plans:

We have future plans to start manufacturing for Stationery items as well as general building hardware.

Feedback or Explanations:

Kindly reach out on below:

Managing Director
Sai Office Supplies (Tz) Ltd.
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MADE IN CHINA

Galaxy Wire

Followers

Galaxy Wire

Galaxy Wire

Galaxy Wire

Galaxy Wire

Galaxy Wire

Galaxy Wire

Galaxy Wire

Galaxy Wire

Galaxy Wire



MADE IN CHINA

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