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COMPANY PROFILE



DOCUMENT

Company profile

PREPARED BY

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DATE

July 20, 2017

COMPANY

**STEVE MO GENERAL DEALERS
COMPANY LIMITED**

REGISTRATION NUMBER

136319

STEVE MO

HEAD OFFICE
P.O. BOX 14627,
Magomeni,
Dar Es Salaam Tanzania

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1. INTRODUCTION

STEVE MO GENERAL DEALERS COMPANY LIMITED provides one stop automated solution for your trade and industry. Depending on the size and field of your organization, we have different products and services to meet your requirements. We provide the optimum and customized solutions made for your organization.

The company began its journey as sole proprietorship with its operation as a hardware and network solutions providing company in January 2015. It has been incorporated on 10th July, 2017 with registration number **136319** to carry on the business which now is carried on under the name and style of **STEVE MO GENERAL DEALERS** and all its liabilities

STEVE MO is focusing exclusively in high quality and cost-effective software development and implementation of services. We are advancing on a tremendous pace and with involvement of skilled and experienced people working in the organization. STEVE MO is currently doing business in Government, Banking, MNCs, Large Corporate, Telecom and in the Media Sector.



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2. STEVEMO: YOUR AUTOMATION PARTNER

The company has been formed by a group of professionals having vivid experience and wide exposure in Information Technology. People involved here are young qualified IT/ICT graduates and qualified engineers and Lawyers from the renowned universities across the globe.

The resource personnel working in the company have been consistently providing reliable support services and consultancy to a wide variety of corporate houses either in the capacity of executive or as business partner or consultant. Bottom line of the company philosophy is building a long-term business partnership with its clients where interpersonal relationship, reliability, assured quality and target oriented modern technology are the major building blocks.

It is a company where professionals from both technical and functional field group together with an objective of providing appropriate business solutions. It realizes the importance of functional knowledge and its impact in developing business solutions. We constantly strive to be a leading technology firm with profound business and functional knowledge. The key to the company's success is the maintenance of a close working relationship with the clients through ensuring the best possible solutions to their needs; to establish and maintain a thoroughly knowledge and understanding of client's objective and help them maximize the benefits.

We want to establish ourselves as the best choice in Computing and Information Technology Services, Consultancy and Development by offering the full spectrum of services.



3. OUR MISSION & VISION

Our Mission is to achieve the reputation of a quality, high standard & reliable solution & service Provider Company in the ICT industry.

Our Vision is to achieve 100% customer satisfaction by delivering quality products and services at an affordable cost. Our forward vision is to strive to become an entity in technology based corporate solutions, capable of demanding unconditional response from the targeted niche. We also believe that for our scope of improvisation – sky is the limit and we are always ready to take our achievements to the next level. We are growing and would always like to remain on the growing streak.

Our keys for development:

- Desire for Excellence
- Trust and confidence build-up
- Innovation
- Transparency
- Teamwork

We believe in

- Motivation
- Collective responsibility and leadership
- Professionalism and ethics
- Adding values to our client needs



4. OUR JOURNEY

2015	2015	2016	2017
Starting journey as Hardware & Network Solution Provider, Web developers, Graphics Designer	1. Developed websites for: Zanzibar Legal Services Centre in Zanzibar (www.zlsc.or.tz) <i>(We host this website and maintain it)</i>	2. Developed websites for: Zoom polytechnic college in Dar es salaam (www.zoom.ac.tz) <i>(We host this website and maintain it)</i>	3. Developed websites for: Philip & co certified company in Dar es salaam (www.philip-co.net) <i>(We host this website and maintain it)</i>
	4. Developed website for: Alfa specialized medical clinic in Dar es salaam (www.alfaclinics.org) <i>(We host this website and maintain it)</i>	5. Developed website for: Maloni ya Mamre church in Dar es salaam (www.mym.or.tz) <i>(We host this website and maintain it)</i>	6. Developed: Online web portal SMEs for Vision for youth Arusha called Soko Mkononi (www.sokomkononi.or.tz) <i>(We host this website and maintain it)</i>
	7. Network re configuration and whole computer servicing at Alfa Specialised Medical clinic, P.O.BOX 40848, Dar es salaam-Tanzania		8. Developed website for: Vision for youth Arusha (www.v4y.org) <i>(We host this website and maintain it)</i>
			9. Initializing of Tally ERP, and user training at Grace Product Limited P.O.BOX 31900 DAR ES SALAAM – TANZANIA E-Mail : info@graceproducttz.com www.graceproducttz.com
			10. Network re configuration and whole computer servicing at TCRA-CCC, MOROGORO ROAD/BIBI TITI ROAD P.O.BOX 1516, Dar es salaam-Tanzania



5. OUR INVOLVEMENT

■ ICT CONSULTANCY

We consult for high-end technology implementation at clients' site or implementation of new technology according to the clients' requirement or upgrading, enhancing the existing facilities in the clients end with the new technology integrated with the existing one. STEVEMO offers a full range of consulting services to help analyze your business requirements for effective implementation of solutions. Our consulting services cover:

- Strategy planning
- Assessment
- Procurement
- Re-engineering solutions
- Planning, audits, best practices etc.

■ SOFTWARE DEVELOPMENT

Beside the hardware and network solutions; with design and development expertise in diverse platforms, best-of-breed tools and techniques, combined with industry best practices, APSIS offers scalable end-to-end application development and management solutions from requirement analysis for deployment and rollout. We are developing software, related to garments- production management, commercial jobs, buying, accounting software for trading, manufacturing house and conglomerates. We hope to come to you with desired software at a reasonable cost. APSIS's services span the following application lifecycle stages:

- **APPLICATION DEVELOPMENT** – Providing end-to-end development from requirement analysis for deployment and rollout.
- **APPLICATION MAINTENANCE** – Changing or enhancing software to meet changing or increasing business demands in the post-rollout phase of an application
- **APPLICATION SUPPORT** – Providing first, second, third line support and on-call support. On-call support further includes Gold (24x7), Silver and Bronze support.
- **APPLICATION INTEGRATION/MIGRATION/TRANSFORMATION** – Replacing, migrating and integrating legacy or bespoke systems with COTS products.
- **APPLICATION MANAGEMENT** – The application management layer cuts across all software engineering activities listed above. APSIS takes complete ownership of the outsourced suite of applications as per the agreed scope and manages the support. This typically involves transition management, project management, proactive risk and scope change management, quality management, SLA management etc.



■ NETWORK & INFRASTRUCTURE SERVICES

Growth in the Solution Integration (SI) services market is fueled by the need for seamless business processes across an organization's complete value chain of customers, partners, suppliers, and employees. STEVEMO's services enable clients to identify, develop, and implement the best-fit solutions which are equipped to meet their changing business requirements.

APSYS's Solution Integration services offer to:

- Leverage IT investments
- Minimize risks
- Maximize compatibility
- Maximize interoperability

APSYS provides total project management, right from architectural design, integration, system and interface development to migration backed by world-class methodologies, well-defined solution frameworks and extensive integration experience with tier-1 service providers.

■ HARDWARE SALES & SUPPORT SERVICES

We offer servers, computers, computer accessories and services by sourcing from local market and from international market as well. Our team of experts is ready to serve you when you are worried due to lack of confidence in "commitment of service". You are hereby requested to call us for any kind of requirement of computers, computer parts and services whatever and whenever you need.

APSYS's also offer & Supply, Delivery & Installation of:

- Data Centre , Structure Cabling Systems
- CISCO Switch, Firewall, Wireless & Routers.
- **KASPERSKY** antivirus and **UTM**
- PC, Server & Storage
- Server & Switch Equipment maintenance

■ MANAGED SERVICES

STEVEMO has the expertise and experience to manage an enabling infrastructure and applications and run outsourced operations for large telecom operators smoothly. STEVEMO's Managed Services offerings cover the entire array of IT outsourcing services including networks, IT infrastructure, applications and business processes. This provides our customers the best of both worlds - control and flexibility over their information systems without either the pain or cost of running them.

■ UNIFIED COMMUNICATION

With the Microsoft Office Communication Server (OCS) 2007 we are there to build all your communication need including instant messaging and e-mail services.



6. AREAS OF EXPERTISE

Main Strength of STEVEMO lies in the blend of professionals, specialized and highly focused operation. Increasing customer's awareness is the strength where it excels over its competitors. Our strength lies in our ability to blend current management practice and IT expertise into cost-effective Computer Aided Management Solutions, Products and Services. STEVEMO understands the need for skill transfer to client personnel. Our offers cover the following major areas:

- System analysis
- Business process reengineering
- Process development localization
- Customized and target oriented Workflow design
- Specialization in Client / Server and Internet / Intranet application and technologies
- Automation of Financial Institutions, Telco-Operators, Electronic Medias & Business Institutions with the latest development.
- Customized software development as ancillary product for deployed international software
- International software deployment - product development localization
- Network Monitoring/ Network Management Support
- Network, Security & Threat Management Solution
- Enterprise Server & Storage Solution
- Hardware at competitive price
- Desktop maintenance and support
- Server maintenance and support
- Production operations
- Disaster Recovery and Storage Management Solution
- Power Solution.
- Enterprise-grade LAN Cabling.
- Infrastructure Management Solution.
- Data Centre Operations and Service Delivery.
- Systems Integration.
- Project Management.
- Change/request implementation
- Project support
- Standby support
- Web based support & solution development
- E-business solutions
- Data conversion & data entry
- Overall automation consultancy
- Any Type of VDO editing Solutions



7. STRENGTH & CAPABILITIES

The development team of STEVEMO is equipped with proper human resources specialized in different system development tasks. The key areas are;

■ SYSTEM ANALYSIS & DESIGN

System analysis and design team combines both functional and technical analysts. We believe to develop a proper system of which functional analysis is equally important as technical analysis. Our system analysis and design team specializes in the software like Microsoft Visio, Rational Rose and Microsoft Visual Modeler.

■ SOURCE CODE REPOSITORY AND ADMINISTRATION

For source code version control and multiple programmer interaction management we use Visual Source Safe as our source code control software.

■ DATABASE MANAGEMENT

We have database expertise ranging from ISAM or flat database systems like Microsoft Access, Visual FoxPro to robust commercial database engines like Oracle and Microsoft SQL. For web-database connectivity and cross-platform data management we also have specialized experience and expertise in My SQL database server.

■ WEB DEVELOPMENT AND DESIGN

Our web developers and designers are skilled in development with Microsoft Front Page, Macromedia Fireworks and Dream Weaver for web site design.

■ PROGRAMMING

Our young and talented programmers have a wide range of experience in developing systems. Our programming skill involves:

- **PROGRAMMING LANGUAGES:**
VB, Visual C++, Java, VB for Application (VBA) and Microsoft .Net Platform.
- **WEB PROGRAMMING LANGUAGES:**
PHP, Perl/CGI, Active Server Pages (ASP)
- **SCRIPTING LANGUAGES:**
Java Script, VB Scripts
- **MULTIMEDIA DEVELOPMENT:**
Flash and Flash Script.
- **WEB SERVERS:**
Microsoft IIS and Apache
- **OPERATING SYSTEMS:**
Microsoft Platform and Linux/Unix



8. PRODUCT OFFERINGS

■ FINANCIAL SOLUTIONS

- BANKULATOR® – Financial Solution Suit. End-to-End OSS Solution
- Bond & Deposit Management Solution
- Portfolio Management Solution
- Treasury Management Solution
- Debt Factoring Management Solution

■ TELECOM SOLUTIONS

- Pre-paid & Post-paid Convergent Billing
- Content Management Solution (CMS)
- Dynamic Voice (IVR) Platform
- E-Top Up Solution
- Charging Gateway

■ ENTERPRISE MARKET

- Enterprise Resource Planning (ERP)
- Order Management System
- SMS Banking Solution
- Bulk & Corporate Messaging Platform
- Mobility Solution



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9. LIST OF SOME MAJOR CLIENT

STEVE MO has several clients using its array of products. Our team members have the distinguished experience and association with different national and international organizations in different sectors. A partial list of these clients includes:

1. Zanzibar Legal Services Center {ZLSC} - ZANZIBAR TANZANIA
2. Vision for Youth {V4Y} - ARUSHA TANZANIA
3. TCRA-CCC – DAR ES SALAAM TANZANIA
4. Zoom Polytechnic College – DAR ES SALAAM TANZANIA
5. Alfa Specialized Medical Clinic – DAR ES SALAAM TANZANIA
6. Grace product Company limited – DAR ES SALAAM TANZANIA
7. Women and Girl Child Development – Kampala Uganda
8. Rweyuti Environment Venture LTD – DAR ES SALAAM TANZANIA
9. Waytrack Solution Company LTD – DAR ES SALAAM TANZANIA