

# AFRISOFT

AFRICAN SOFTWARE PRODUCTION (ZAMBIA) LTD

[www.afrisoft-pro.com](http://www.afrisoft-pro.com)

## COMPANY PROFILE

AFRICAN SOFTWARE PRODUCTION  
SARL



We strive to enable companies to succeed in their digital transformation journeys, empowering them to thrive and excel in their respective markets.

AFRICAN SOFTWARE PRODUCTION SARL

### CALL US TODAY

- DRC: +243 99 575 4063 / +243 99 421 8579
- Zambia: +260 76 858 9700 / +260 97 679 0878

# Table of Contents

<b>Welcome words</b>	<b>02</b>
<b>About company</b>	<b>03</b>
<b>Our vision</b>	<b>03</b>
<b>Our mission</b>	<b>03</b>
<b>Company location</b>	<b>04</b>
<b>Our core values</b>	<b>05</b>
<b>Company history</b>	<b>06</b>
<b>Founders' profile</b>	<b>07</b>
<b>Products &amp; Services</b>	<b>08</b>
<b>Industry &amp; Market trends</b>	<b>10</b>
<b>Why choose us?</b>	<b>11</b>
<b>Long-term aspirations</b>	<b>12</b>
<b>Marketing &amp; Advertising strategies</b>	<b>13</b>
<b>Contact information</b>	<b>14</b>



We pave the way for digital success, empowering businesses to thrive in the ever-evolving landscape of technology.

# WELCOME WORDS



## Edouard Kota Founder & CEO

Dear valued partners and clients,

I am delighted to extend a warm welcome to you on behalf of Afrisoft Ltd. As the CEO, it is my privilege to lead a team of talented professionals who are passionate about delivering exceptional software engineering, management solutions, and ICT services.

At Afrisoft, we understand the challenges businesses face in today's fast-paced and digitalized economy. Our mission is to support companies in reinventing themselves effectively, providing customized and simplified products that address their specific needs. We believe that every organization deserves tailored solutions that enable them to succeed in their digital transformation journey and thrive in their respective markets.

With a strong foundation in the Democratic Republic of Congo (DRC) and our recent expansion into Zambia, we have positioned ourselves as an international company, dedicated to providing top-notch technology solutions and comprehensive services. Our experienced team, consisting of information system designers, developers, ICT experts, and project managers, is committed to understanding the unique contexts and challenges of our customers, ensuring that we deliver the highest level of satisfaction.

We pride ourselves on our core values of transparency, sustainability, and professionalism. Our products are meticulously crafted to meet the highest standards of quality, and we constantly strive to exceed our customers' expectations. Our goal is not only to provide exceptional solutions but also to build long-term relationships based on trust and integrity.

As we look to the future, we have ambitious aspirations to become one of the benchmarks in the software, management solutions, and ICT services industry. We aim to achieve this by consistently delivering outstanding products and services, as well as maintaining a strong focus on innovation and customer satisfaction.

I invite you to explore our website, learn more about our offerings, and get in touch with our dedicated team. Together, let's embark on a journey of digital transformation, where Afrisoft will be your reliable partner every step of the way.

Thank you for choosing Afrisoft. We are excited to collaborate with you and contribute to your continued success.

Warm regards,

**Edouard Kota CEO,**  
*Afrisoft Ltd*



# About Our Company

AFRISOFT Ltd is one of the leading software engineering, management solutions, and ICT services provider companies with operations in the Democratic Republic of Congo (DRC) and Zambia. We are dedicated to delivering cutting-edge technology solutions and comprehensive services to both individuals and companies.

With a focus on innovation and customer satisfaction, AFRISOFT Ltd leverages its expertise to empower clients with transformative digital solutions. Whether a small business, a large corporation, or a government entity, we offer tailored services to meet your specific needs and drive your success in the digital age.



At AFRISOFT Ltd, we believe that technology is a powerful enabler, and we strive to provide our clients with the tools and solutions they need to thrive in today's competitive landscape. Our experienced team, made up of software engineers, system analysts, ICT consultants, and project managers, work closely with our clients to understand their goals and deliver customized solutions that drive efficiency, productivity, and growth.

## Our Mission

Our mission is to support companies in effectively reinventing themselves within a digitalized economy. We understand that each company operates with a unique management model tailored to its specific activities. Therefore, we are committed to providing customized, simplified, and effective products that precisely cater to their individual needs.

Our primary focus is to enable companies to succeed in their digital transformation journeys, empowering them to thrive and excel in their respective markets. We believe that digitalization presents abundant opportunities for growth, efficiency, and innovation, and we strive to be at the forefront of this transformative wave.

## Our Vision

Our vision is to establish ourselves as a one of the leading benchmarks in the software engineering, management solutions, and ICT services industry. We strive to achieve this by consistently delivering high-quality products and services while upholding the highest standards of professionalism.

We envision being recognized as a trusted authority in our field, where clients and industry peers alike turn to us for innovative solutions, expert guidance, and exceptional customer service. By setting the standard for excellence, we aim to inspire and influence the industry as a whole.





# Company Location



AFRISOFT Ltd strategically operates in key urban cities within the Democratic Republic of Congo (DRC) and Zambia. In the DRC, our operations span across major urban centers, including Lubumbashi, Kolwezi, Kinshasa, and other significant locations. These cities serve as vital economic and commercial hubs within the country, allowing us to effectively cater to the diverse needs of our clients.



Lubumbashi, DRC

Additionally, in Zambia, AFRISOFT Ltd maintains a robust presence in the cities of Ndola and Lusaka. Ndola and Lusaka are prominent centers of economic activity and development in Zambia, and our strong foothold in these cities enables us to extend our services and solutions to clients across the nation.



Lusaka - Zambia

By strategically positioning ourselves in these urban areas, we ensure proximity to our clients, allowing for efficient communication, collaboration, and support. This localized approach enables us to better understand the unique contexts, challenges, and opportunities present in each region, ultimately enhancing our ability to deliver tailored solutions that meet the specific needs of our clients in both the DRC and Zambia.

# Company Values:

our core values are the guiding principles that shape our organization's culture, drive our actions, and define our interactions with clients, partners, and colleagues. These values serve as the foundation of our business and reflect our commitment to excellence in everything we do. Our core values include:



## Transparency

We believe in conducting our business with complete transparency. We strive to be open, honest, and clear in our communication with clients, ensuring they have a comprehensive understanding of our processes, solutions, and pricing.



## Sustainability

We are committed to supporting leaders in their digital transformation journey in a sustainable manner. We believe in implementing solutions that are environmentally friendly, socially responsible, and economically viable, enabling our clients to thrive in a sustainable, efficient, and profitable way.



## Innovation

We embrace creativity, constantly seeking new ideas, technologies, and approaches to drive innovation in our solutions and services. We encourage out-of-the-box thinking, foster a culture of continuous learning, and strive to stay ahead of the curve in a rapidly evolving digital landscape.



## Integrity and Ethics

We uphold the highest standards of integrity and ethics in all our business practices. We are committed to conducting ourselves with honesty, fairness, and respect for all stakeholders. We adhere to legal and ethical guidelines, ensuring the confidentiality and security of our clients' information.



## Trust and Responsibility

Building and maintaining trust is fundamental to our success. We value the trust our clients place in us, and we take full responsibility for meeting and exceeding their expectations. We consistently deliver on our promises, take ownership of our actions, and proactively address challenges.



## Teamwork

We believe in the power of collaboration and teamwork. We foster an inclusive and supportive work environment that encourages collaboration, cooperation, and shared success. We recognize that the collective effort of our diverse team leads to better outcomes for our clients.



## Quality

Quality is the hallmark of our products and services. We are dedicated to delivering solutions that meet the highest standards of excellence. We invest in robust quality assurance processes, follow industry best practices, and ensure that our products undergo rigorous testing and approval before being delivered to our clients.

## Company History

AFRISOFT Ltd was founded in 2018 by Edouard Kota, Guymard Ntambwe, and Sebastien Ngoyi, three partners who shared a common vision of providing local businesses in the Democratic Republic of Congo (DRC) with tailored management solutions to address their specific needs. The founders recognized the importance of adapting management practices to the unique context of businesses in the DRC.

In addition to their focus on supporting local businesses, the founders had a strong commitment to enhancing the educational landscape in the DRC. They aimed to master the school and academic

curriculum to make a positive impact on the educational experiences of students in the country. While this objective remains to be accomplished due to limited opportunities, it continues to be a driving force for the company's future aspirations.

At its inception, AFRISOFT Ltd began with a team of three developers working on projects for small businesses. With their expertise and dedication, the company quickly gained recognition for delivering effective solutions and driving growth for its clients. As the company grew, it expanded its clientele and took on more significant projects, collaborating with corporates to address their complex management challenges.



The success of AFRISOFT Ltd can be attributed to its team of experts and specialists from different domains. These professionals bring diverse skills and knowledge to the company, allowing it to offer comprehensive solutions to clients across various industries.

In 2023, AFRISOFT Ltd achieved a significant milestone by opening a branch in the Republic of Zambia, marking its entry into the international market. This expansion showcased the company's growth and its ability to adapt to new environments while maintaining its commitment to delivering high-quality solutions and services.

As AFRISOFT Ltd continues to evolve, its founders and team remain steadfast in their dedication to providing tailored management solutions, supporting businesses in their growth, and striving to make a positive impact on the education sector. The company's expansion into international markets is a testament to its vision, professionalism, and commitment to excellence.

During this transformative phase, we proudly welcomed a new Zambian partner into the AFRISOFT family, enriching our team with their valuable insights and expertise. This strategic partnership further fortified our capabilities and positioned us to better serve our clients, both locally and internationally.

As we embark on this new chapter of our journey, we remain steadfast in our dedication to delivering innovative, tailored solutions that empower businesses to thrive in the digital era. Our expansion into Zambia signifies our relentless pursuit of excellence and our unwavering commitment to meeting the evolving needs of our clients across borders.

# Founders' Profiles



## 1. Edouard Kota

Edouard Kota is the main shareholder and project holder of AFRISOFT Ltd. He holds a degree in Computer Science (ICT) from the university MULOLWA, and throughout his career, Edouard has pursued continuous learning in various areas of management, including accounting, corporate taxation, financial management, project management, control management, internal audit, payroll management, stock management, and fixed assets.

Prior to establishing AFRISOFT Ltd, Edouard worked for four years as a Management Controller & Internal Auditor and also served as the CEO of a limited

liability company. His extensive experience in modern business management spans over five years, enabling him to bring a wealth of knowledge and expertise to the company's operations and strategic direction.

His multidisciplinary skills and understanding of both technology and management principles contribute to AFRISOFT Ltd's ability to meet clients' diverse needs effectively.



## 2. Guymard Ntambwe

Guymard Ntambwe, an undergraduate in Computer Science (ICT) from the University, is a passionate programmer with over ten years of experience in software development. Guymard was an integral part of the founding team of AFRISOFT Ltd. However, as of 13 October 2021, he has chosen to pursue other opportunities and has left the company.



## 3. Sebastien Ngoyi

Sebastien Ngoyi, a professional in Mechanical Engineering, played a significant role in the early stages of the business as a financial supporter. His contribution and support were instrumental in establishing AFRISOFT Ltd.

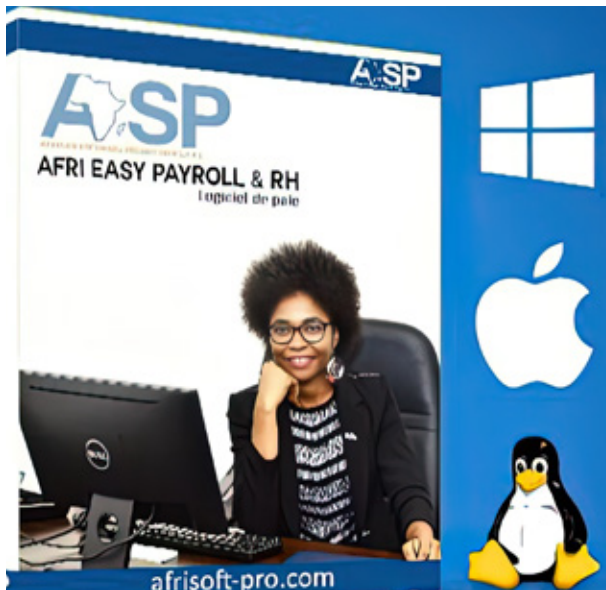
The combined expertise, experience, and financial support from the founders have been instrumental in shaping the company's growth and success. Each founder has brought unique skills and perspectives to the table, contributing to the diverse capabilities and strengths of AFRISOFT Ltd.

Their collective efforts have laid the foundation for the company's commitment to delivering high-quality software engineering, management solutions, and ICT services to clients in the Democratic Republic of Congo and beyond.



# SERVICES OFFERED

At Afrisoft, we offer a wide range of products and services designed to simplify management systems and support your business operations. Our comprehensive offerings include:



## 1. Management Systems Products

We provide simplified management system products for various industries and sectors. Our product portfolio includes management solutions for Payroll & HR, clinics, Pharmacies, Shops, Stocks, Hotels, Restaurants, Transport, Schools, universities, POS, CRM, Maintenance, Machines assets, and more. Each product is designed to streamline and automate critical processes, allowing businesses to operate more efficiently and effectively. With customizable features and user-friendly interfaces, our management system products are built to adapt to the unique needs and workflows of your organization.

## 2. ICT Project Governance:

Our expertise in ICT project governance ensures the successful planning, execution, and control of your technology initiatives. We provide end-to-end project management services, guiding you through each phase of the project lifecycle. Our dedicated team collaborates closely with your stakeholders to define project objectives, identify resources, create realistic timelines, and manage risks effectively. By leveraging industry best practices and proven methodologies, we ensure that your ICT projects are delivered on time, within budget, and meet the desired outcomes.



## 3. Maintenance and Management of IT Assets

We offer reliable maintenance and management services for your IT assets, supported by our cutting-edge software solution called **Afri\_iAMS**. Our team of skilled professionals is dedicated to ensuring the ongoing operation, maintenance, and support of your IT infrastructure. With **Afri\_iAMS**, we provide you with a centralized platform to effectively monitor and manage your hardware, software, and networking components. Our software enables proactive monitoring, allowing us to identify potential issues before they impact your business operations. Through real-time alerts and notifications, we ensure prompt resolution and minimize any potential downtime.



## 4. ICT Security Management

Protecting your organization's data and systems is paramount in today's digital landscape. Our ICT security management services provide comprehensive protection against cybersecurity threats. We conduct thorough assessments of your existing security infrastructure, identify vulnerabilities, and develop robust security strategies tailored to your specific needs. Our experts implement advanced security measures, including firewalls, encryption protocols, intrusion detection systems, and user access controls.



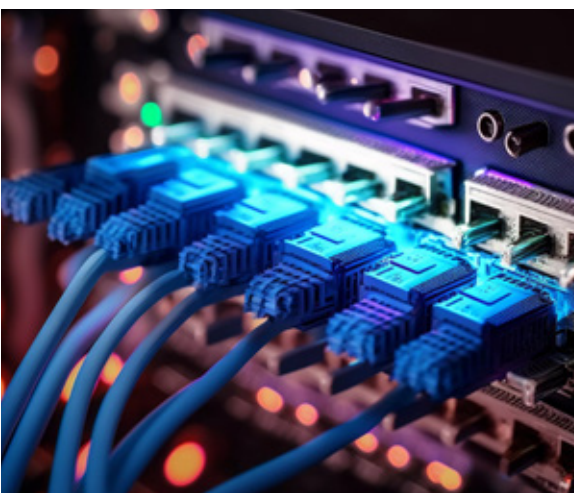
## 5. Audit of Information Systems

We offer comprehensive audit services to ensure the integrity and effectiveness of your information systems. Our skilled professionals conduct thorough assessments to evaluate the security, compliance, and efficiency of your systems. We examine your infrastructure, policies, and procedures to identify areas for improvement and provide actionable recommendations. Our audits cover various aspects, including data integrity, system performance, compliance with industry regulations, and adherence to best practices.



## 6. Professional Training

We believe in empowering your team with the knowledge and skills necessary to maximize the benefits of our solutions. Our professional training programs are designed to enhance your understanding and proficiency in using our products effectively. We offer customized training sessions that cover various aspects, including system usage, maintenance best practices, security protocols, and system administration. Our experienced trainers ensure that your team gains the expertise needed to leverage our solutions to their full potential.



## 7. Supply of ICT and Network Equipment

We provide a wide range of high-quality ICT and network equipment to support your IT infrastructure needs. Our offerings include hardware components, networking devices, servers, storage solutions, and more. We partner with reputable manufacturers to ensure that you receive reliable and cutting-edge equipment that aligns with your specific requirements. Our experienced team assists you in selecting the right equipment, considering factors such as scalability, performance, and budget.





## Industry and Market Trends

In today's business landscape, the industry and market trends revolve around connectivity and the increasing reliance on web and mobile solutions. Businesses across various sectors are recognizing the importance of staying connected and providing their customers with easy access to their products and services. At Afrisoft, we closely follow these industry and market trends to ensure that we are at the forefront of technological advancements and can meet the evolving needs of our customers. Here are some key trends shaping the industry:

**Network-Oriented Market:** The market has become highly network-oriented, with businesses and individuals seeking seamless connectivity. From cloud computing to Internet of Things (IoT) devices, the ability to connect and share information across platforms and devices has become essential. We understand the importance of building solutions that integrate and leverage these networks to enhance business operations and customer experiences.

**Web and Mobile Solutions:** Web and mobile applications have become integral to businesses of all sizes. Customers expect to interact with companies through user-friendly websites, mobile apps, and responsive design. These solutions enable businesses to engage with their target audience, offer personalized experiences, and facilitate convenient transactions. We have recognized this trend and expanded our team to include skilled web and mobile developers who are well-versed in creating innovative and user-centric solutions.

**Digital Transformation:** The digital transformation journey has gained significant momentum in recent years. Organizations are increasingly embracing technologies and digitizing their processes to enhance efficiency, productivity, and customer satisfaction. Our solutions are designed to support businesses in their digital transformation efforts by providing streamlined management systems, secure IT infrastructure, and comprehensive ICT services.

**Cloud Computing and Data Security:** Cloud computing has revolutionized the way businesses store, manage, and access data. It offers scalability, flexibility, and cost-effectiveness. As the volume of data continues to grow, ensuring data security and privacy has become a top priority.

**Artificial Intelligence and Automation:** Artificial intelligence (AI) and automation technologies are rapidly reshaping various industries. Businesses are leveraging AI-powered solutions for data analysis, predictive modeling, customer service automation, and more. We recognize the potential of AI and automation in driving business growth and enhancing operational efficiency. Our team stays updated with the latest advancements in AI and automation to integrate intelligent features into our solutions.

# WHY CHOOSE US?

Here are five compelling reasons why you should work with us:



## Customized Solutions:

At Afrisoft, we understand that every business is unique and has specific management needs. Unlike off-the-shelf solutions, we don't expect you to adapt your needs to a pre-existing system. Instead, we collaborate closely with you to design and build tailored solutions that align perfectly with your requirements, ensuring optimal efficiency and effectiveness.



## Genuine and Approved Products:

We take pride in delivering high-quality products that are genuine and approved. Our solutions undergo rigorous testing and quality assurance processes to ensure that they meet the highest industry standards. With Afrisoft, you can trust that you are getting reliable and secure software solutions that will empower your business.



## Competitive Pricing:

We believe that top-notch software solutions should be accessible to businesses of all sizes and budgets. That's why we offer competitive pricing options that are tailored to each customer's specific budget. Our aim is to provide exceptional value for your investment, enabling you to achieve maximum returns while staying within your financial parameters.



## Professionalism:

Afrisoft is known for its team of professionals who possess extensive expertise in their respective domains. Our dedicated teams are committed to delivering excellence in every project we undertake. From our information system designers and developers to our ICT experts and project managers, you can rely on our professionalism, industry knowledge, and commitment to your success.



## Evolving Solutions:

We understand that the business landscape is dynamic and constantly evolving. As your management needs evolve, our products evolve with them. We strive to stay at the forefront of technological advancements and industry trends, ensuring that our solutions remain up-to-date and capable of meeting your changing requirements. With Afrisoft, you can count on continuous innovation and ongoing support.



# Long-term Aspirations:



AFRISOFT Ltd has set ambitious long-term aspirations to establish itself as one of the largest development hubs, providing Africa with the best solutions tailored to its unique needs. The company envisions playing a pivotal role in driving technological advancement and digital transformation across the continent.

In line with our growth strategy, we have concrete plans to expand our presence beyond the Democratic Republic of Congo (DRC) and Zambia. Over the next two years, we aim to establish our footprint in five additional African countries. By expanding our operations to new markets, we can reach more businesses and offer our innovative solutions and services to a wider client base.

This expansion will allow us to leverage our expertise and experience in software engineering, management solutions, and ICT services to support businesses in diverse industries across multiple countries. We believe that by building strategic partnerships and localizing our solutions, we can contribute to the growth and development of these economies while addressing the specific needs of each market.



# MARKETING AND ADVERTISING STRATEGIES

To effectively promote our core activities and increase market visibility, Afrisoft is implementing and monitoring the following marketing and advertising strategies:



## DIGITAL MARKETING

We leverage digital platforms such as social media, search engines, and industry-specific websites to reach our target audience. Through carefully crafted online campaigns, we highlight the benefits and features of our software engineering, management solutions, and ICT services. This involves creating engaging content, utilizing search engine optimization (SEO) techniques, and running targeted advertisements to generate leads and drive traffic to our website.

## CONTENT MARKETING:

We plan to develop informative and valuable content, such as blog posts, whitepapers, case studies, and videos, to establish ourselves as thought leaders in the industry. By sharing our expertise and knowledge, we will attract potential customers and build trust in our capabilities. This content will be distributed through our website, social media channels, and industry publications to expand our reach and engage with our target audience.



## PARTNERSHIPS AND COLLABORATIONS:

We actively seek strategic partnerships and collaborations with complementary businesses and industry influencers. By aligning ourselves with reputable organizations and individuals, we can expand our network, gain access to new markets, and enhance our brand reputation.

## INDUSTRY EVENTS AND TRADE SHOWS

Participating in relevant industry events, trade shows, and conferences will allow us to showcase our products and services to a highly targeted audience. We will leverage these opportunities to demonstrate the unique value proposition of our solutions, engage in networking activities, and establish connections with potential customers, partners, and industry professionals.



## REFERRAL PROGRAMS AND TESTIMONIALS:

Satisfied customers are encouraged to participate in our referral program, where they can refer our services to their peers and colleagues in exchange for incentives. Additionally, we actively collect and showcase testimonials and success stories from our clients to build trust and credibility. These testimonials are prominently displayed on our website, social media channels, and marketing materials to demonstrate the positive impact of our solutions.

## LOCAL NETWORKING AND COMMUNITY INVOLVEMENT

We will actively participate in local business networking events, industry associations, and community initiatives. This will allow us to connect with local businesses, establish relationships, and showcase our commitment to the growth and development of the local economy. By actively engaging with the community, we can enhance brand visibility and create opportunities for partnerships and collaborations.







**AFRISOFT**  
AFRICAN SOFTWARE PRODUCTION (ZAMBIA) LTD

**ASP**

## CONTACT INFORMATION

-  **1. DR Congo:** 1046, Av. Kapenda, Q/Makutano, C/Lubumbashi, Ville de Lubumbashi, Haut-Katanga, Democratic Republic of Congo
- 2. Zambia:** Suite 505, 5th Floor, Mpelembe House Building – Corner of Broadway & Maina Soko Roads Ndola - Republic of Zambia.

 **DRC:** +243 99 575 4063 / +243 99 421 8579  
**Zambia:** +260 76 858 9700 / +260 97 679 0878

 [infos@afrosoft-pro.com](mailto:infos@afrosoft-pro.com)

 [www.afrosoft-pro.com](http://www.afrosoft-pro.com)