

The background is a dark green gradient with several glowing, white, curved lines that create a sense of motion and depth. The lines are most prominent on the left side, curving towards the right.

CES Africa Investment Co. Limited

**Best Provider of ICT Solutions**

## COMPANY PROFILE

**CES Africa Investment (CESAI)** Co. Ltd is a privately owned local ICT company, established in the year 2005. The company deals with software development and custom-based ICT solutions, especially internet-based, data base-driven, the design of network infrastructures and its implementations. We also specialise in computerisation of Fixed Asset Management and Tracking, using "state-of-the art" software and hardware.

Our primary objectives are to induce programming habit in solving problems related to information management. We do this by either being outsourced by other organisations in solving their ICT related problems or by developing our own software

**CESAI** has an army of specialised and experienced experts qualified in business and information management system, software engineering, programming, IT and web-consulting. They represent a strong team, which is reliable and committed to deliver best results on a timely basis.

**CESAI** has a proven track record for delivering best ICT solutions to SMEs, large corporations, government ministries and agencies throughout Tanzania. Should you choose to work with us, we guarantee results!

### Our Technology Partners

DELL  
BITDEFENDER  
ONLINET  
RASHMITHA  
FMIS  
SOS  
TVL



### Our Products

Bitdefender Internet Security and Antivirus Software  
RIS – Hotel Management System  
Valuer Assistance System  
Asset Intelligence System  
Customer and Front Office Systems  
SOS Online Backup

### Our Services

- Customised Applications
- Enterprise Application Integration
- ICT Infrastructure Management Services
- Implementation Services
- Packaged Application
- Product Testing Services
- System Integration
- ICT Product Maintenance and Support

## RIS – HOTEL MANAGEMENT SOLUTION

RIS – Hotel Management Solution is designed and developed by our partner Rashmitha Information Systems, a leading IT company array of solutions ranging from the strategic consulting right through to implementing ICT solutions for business enterprises of varying sizes.

RIS – Hotel Management Solution is the software for hospitality industry. The software is technologically current and functionally powerful. It will enhance and modernise your hotel management operations and services spanning from customer care and front office operations to back office management and management reporting.

To make it more user friendly, the system has been designed as various modules and each module in turn provides detailed reports of activities within it.

### Key Modules

- Front Office Management
- Privilege Card System
- Foreign Exchange and Encashment System
- Housekeeping Management
- Laundry Management and Billing System
- Restaurant Management System
- Banquets and Event Management System
- Bar & Beverages Management System
- Payroll and Personnel Management
- Customer Information System (CIS)
- EPABX Interface and Telephone Billing System
- Engineering and Maintenance Management
- Finance Management
- Food-Cost and Yield Management System
- Stock Control and Inventory Management
- Centralised Reservation System (CRS)
- Management Information System (MIS)
- Sales and Marketing
- Asset Management
- Key Card Interface
- Punch Card Interface

### Management

RIS Hotel Management System will simplify your restaurant management, bar and beverage, housekeeping, front office as well as laundry management.

### Comprehensive Reports

RIS Hotel Management System will meet your hotel or apartment annual, monthly, weekly or daily reports in a required area with accurate information as you want.

### Financial Support

RIS Hotel Management System will enable to make payment in cash or bank system with your customer or suppliers for your goods.

### Speed

RIS Hotel Management System will work faster and accurate because it does not depend on files or document in the system.

### Security

Maintain high level of security of your sensitive Hotel Management information with password protection and an encrypted database. Users are restricted to levels of access to system applications and specific fields of employee records.

Contact **CESAI** for you to start enjoying these and many other benefits of **RIS-Hotel Management System**



## BITDEFENDER INTERNET SECURITY AND ANTIVIRUS SOFTWARE

Bitdefender is award-winning, internationally certified Internet Security and Antivirus software. It provides state-of-the-art, proactive threat prevention, virus removal and prevents the spread of malware and other malicious threats including online banking attacks.

**CESAI** has partnered with Bitdefender to resale, distributes, installs and supports Bitdefender products in Tanzania. **CESAI** is proudly to be the only partner and distributor of Bitdefender Internet Security and Antivirus software in Tanzania.

Compare its products and see how you can benefit from advanced safeguards and rich features, including device anti-theft, firewall, parental controls, online storage and sync, social network protection and more!



### BITDEFENDER PRODUCT COMPARISON

PROTECTION	ANTIVIRUS PLUS	INTERNET SECURITY	TOTAL SECURITY
<b>Security That's Second to None!</b>			
Antivirus and Antispyware	●	●	●
Bitdefender Autopilot	●	●	●
Bitdefender Safepay	●	●	●
USB Immuniser	●	●	●
Online Remote Management	●	●	●
Search Advisor	●	●	●
Antispam		●	●
Parental Control		●	●
Bitdefender Safebox – Secure Online Storage and Sharing			●
<b>Makes Privacy A Priority!</b>			
Social Networking Protection	●	●	●
Personal Data Filter	●	●	●
Antiphishing	●	●	●
Two-way Firewall		●	●
File Shredder		●	●
Anti-Theft			●
File Encryption			●
<b>Keeps You Running At Full Speed!</b>			
Scan Dispatcher	●	●	●
Tune-up			●
Windows 8 Compatible	●	●	●

Join the millions of computer users worldwide who trust Bitdefender's award-winning antivirus software to keep their PCs, data, and identities safe from attack. Whether you're a PC novice or expert, parent or gamer, select the antivirus protection that's right for you!

## CUSTOMER SERVICE AND FRONT OFFICE SYSTEMS

Our Customer Service and Front Office Systems are designed, developed and manufactured by our partner, ONLINET – one of the European leading experts in Customer Service and Front Office Systems.

### Products

#### ● Queue Management System

##### Benefits

- Reduces waiting times.
- Increases number of daily transactions.
- Increase staff efficiency.
- Increases customer satisfaction.
- Increases sales and cross-sales.

#### ● Information and Self-service Kiosk

##### Benefits

- Services are accessible 24/7 (outdoor kiosk).
- Unique advertising tool.
- Increases sales efficiency hence increase revenues.

#### ● Digital Poster

##### Benefits

- Replaces static images with dynamic content.
- Sends higher purchase impulses.
- Cost-efficiency (savings on off-line design, printing, logistic, distribution, local replacement, other related costs).

#### ● Interactive Window Display

##### Benefits

- New communication channel.
- Creates interactive communication.
- Attractive.
- More positive company image.

#### ● Digital Signage

##### Benefits

- Decreases expenditures.
- Provides 24-hour long services to customers.
- Increases service efficiency.
- Disencumbers administrator.

#### ● Customer Service Software

##### Benefits

- Generates flexible reports at a push of a button.
- Makes possible the objective measuring of staff efficiency.
- Provides necessary information for strategic decision-making.

### Do You Know...

#### Do you know...

...what is the average waiting time in your branch network?

#### Do you know...

...how long does it take to sell a service and how much after-sales administration is required?

#### Do you know...

...which branch is the most efficient in customer service today or this week?

#### Do you know...

...in a specific branch, which employees' performance are the best, and who might need additional training?

#### Do you know...

...regarding a campaign that has just started yesterday, how many customers were interested today?

ONLINET Systems provide satisfactory answers to these questions and even more!



...contact **CESAI** for further information.

## ASSET INTELLIGENCE

### Fixed Asset Management

As businesses become more technology-dependent and geographically widespread, they find it increasingly difficult to keep track of assets. Asset Intelligence is invaluable in making sure plant, equipment and other resources are under physical and financial control at every stage of their lifecycle.

#### Asset Intelligence provides:

- Easy to use, modular software that runs on virtually any hardware platform.
- Compatibility with the best known accounting and ERP systems.
- The power to handle languages, currencies, tax legislation and accounting standards of most countries.
- Flexibility to adapt and reflect your organisation and its processes.
- Future proofing with unique software architecture to ensure leading edge functionality.
- A cost-effective resource which improves the productive use of assets and return on capital investment.
- A central asset management system that benefits your whole organisation, from finance to IT, facilities to maintenance departments.

#### General features (Fixed Asset Management)

- Multi-company.
- Multiple books of account for regulatory, tax, group and management reporting.
- Analysis code structure (such as asset type, cost centres, etc) to suit individual client requirements.
- User defined description fields according to asset type.
- Depreciation and tax rules to comply with all country and organisational requirements.

#### Asset Events

- Simple data entry screens.
- By individual assets, or bulk changes using global selection criteria.
- Full audit trail.
- Posting to general ledger of any transaction.
- Financial adjustment held in separate fields for detailed analysis.

#### TRANSFERS

- full or partial
- inter company
- location transfers
- category transfers
- transfer reason code for analysis

#### DISPOSALS

- full or partial
- proceeds/costs entered
- profit/loss calculated
- disposal reason codes for analysis

#### REVALUATION

- gross or net method
- revaluation reserve
- asset write offs
- current cost accounting

#### RE-LIFEING

- different methods to support policy changes, extraordinary adjustments
- charge in current period or over remaining life
- relife reserve

#### Depreciation/Tax

- All depreciation and tax methods are supported.
- Parameterised rules to suit the financial policy of individual organisations.
- Any length accounting periods
- For calculating depreciation; tax allowances; notional interest; indexed, current cost and capital changes.
- Depreciation history instantly available.
- Delete and re-run any number of times.

#### Forecasting

- "What if" calculations.
- Forecasting for any time period.
- Budget versus actual comparison.
- Ease of processing and reporting.

#### A Global System

- Installations in over 40 countries.
- Multi lingual
- Multi currency
- Maintained in accordance with UK, European, US and International accounting standards and tax legislation.

The sooner you talk to **CESAI** about Asset Intelligence, the sooner you can kick asset problems into touch.



## ASSET INTELLIGENCE

### Bar Coding

Asset Intelligence offers you not just bar coding solution to cover simple asset logging, tracking and auditing but has the ability to cover every phase of the asset life cycle.

As the name implies, this is an intelligent system that automatically recommends asset creations, disposals and transfers after an audit, yet lets you have the final word on what changes get fed through to the asset register. You can also log asset events as they happen, rather than waiting until the year-end audit to find out assets have moved or disappeared!

#### Audit Existing Asset Register

The first task is to bar code all relevant existing assets and then update the fixed asset register with the bar code and location where the asset was found. Two ways to do this are: "Match" and "Seek and Find".

These will help to check for incorrect locations, and post transfers to the fixed asset register.

Any asset not found, can then be disposed of in the fixed asset register.

#### Periodic Physical Audits

With an audit, assets in selected locations have their bar codes scanned. After uploading the data to the bar code module, the audit program will run through the scanned data, find the assets in the fixed asset register and identify whether any transfers are required.

All the above programs import data from the fixed asset register. A local copy of the financial record is amended, and only when results are approved are they written back to the asset register.

#### When Is Bar Coding Needed?

- **When...**  
Assets out in the field cannot be reconciled to the asset register (assets may be lost, misplaced or stolen).
- **When...**  
Auditors cannot reconcile the assets register and propose huge write-off values.
- **When...**  
Management of the asset base needs to be improved.
- **When...**  
Asset disposals and movements need to be monitored on a day to day basis.
- **When...**  
New assets are received daily and need to be bar coded and recorded on the asset register.



Problems sound familiar?  
....then **CESAI** can help.

To make sure you have an out-of-the-box solution that covers all your needs, we can even supply the hardware (i.e. scanner) and bar code labels that are appropriate for your organisation.

Asset Intelligence is designed and developed by our partner, FMIS – the UK based company with over 45 years of experience in asset management. **Let's kick some assets!**

## SOS ONLINE BACKUP

SOS Online Backup is an award-winning backup system which gives you the freedom to backup and restore all of your devices and all of your files. SOS Online Backup software application is designed to help you recover any file you would ever need.

SOS Online Backup has been backing up businesses since 2001. As an online backup pioneer, SOS's security and ease of use has won it PC Magazine's Editor's Choice Award four times. The software has also received recommendations from The Wall Street Journal and The New York Times.

SOS Online Backup provides a simple portal from which you will manage bare metal backups on servers and standard data backups on your organisation's laptops and desktops. Leave no bit of data unprotected, backup all company's devices with SOS Online Backup.

SOS Online Backup provides big-business IT best-practice for the little guy true multi-destination, multi-schedule backup that can be adopted to meet your needs but at a consumer price.

SOS Online Backup software is a billed service at a low monthly subscription. A basic annual subscription costs less than most stand-alone backup software packages, let alone a tape-drive or an external hard-drive.

- **Security:** SOS only employs tier III and tier IV military-grade data centres. These meet the same standards as required by the US military.
- **Three-tiered encryption:** SOS Online Backup software encrypts your data locally, in transit, and at rest in the data centre.



### Centralised Management

Integrating SOS for Business into your systems and daily monitoring tasks is simple. The centralised management functions include remote deployment, reporting, and monitoring. All of these features are available from a single portal called the Dashboard.



### Unlimited PC and Device Backup

SOS does not place a limit on the number of endpoints you can protect. Backup an unlimited number of PCs in your organisation.



### Backup Servers and Bare Metal Images to the Cloud

Backup Exchange, Windows, SharePoint, and SQL servers to the secure SOS cloud.



### Remote Management and Control

Deploy backup accounts, create accounts, and manage accounts within your business from a single Dashboard – from anywhere in the world.



### Bare Metal Backup and Recovery

Backup your bare metal images to the cloud and restore them to dissimilar hardware.

**CESAI** is the East Africa Agent  
for SOS Online Backup



## VALUER ASSISTANCE SYSTEM

### Asset Pricing Intelligence

With the Pricing Tool in your hand, asset pricing becomes no headache at all, the process becomes as simple as just specifying your asset specifications.

#### Features:

- **Definition of Asset Pricing Details**

Pricing Tool allows for knowledge base definition of the pricing details of assets, by defining the specifications/attributes of an asset and its corresponding price, these details will be available for use in the future during price determination.

- **Price Determinations as You Register an Asset**

Pricing Tool smoothens the valuation experience for the valuer, by determining the price of an asset as it is being defined in the system, means that the resources that would have gone to waste to attain that piece of information have been saved.

- **Important Asset Data from Excel for Pricing**

Pricing Tool also supports pricing collection of assets, by uploading asset specifications properly formatted in an Excel sheet, only lacking the price.

## VALUER ASSISTANCE SYSTEM (VAS)

### Highlights:

#### Standard Report

- **Summary Report**

VAS produces standard summary reports as per station as per category.

- **Valuation Report**

VAS produces standard valuation report either as a normal spreadsheet or pdf. Such a report can further be customised to fit valuer requirements.

#### CSV Download

Approved assets can be downloaded as spreadsheet in CSV (Comma Delimited) format which are sorted by various profiles (station, category, etc). These CSV can be used as input to asset management systems like Asset Intelligence or WiseTrack.

#### Management

VAS allows registered assets to be processed by different users in a workflow from Valuer to Supervisor to administrator and vice versa before being approved.

### Security

VAS assures protection against valuer's work as registered asset can be modified by a valuer oneself. Supervisor and Administrator have a read only option.

### Easier to use

The user friendly system interface makes easy for you to interact with the system functionalities.

### Compatibility

Being a web based system; VAS has been designed to comply with different browsers.

			VALUER ASSISTANCE SYSTEM	PRICING TOOL
Report Generation	Summary Report	Summary Reports as per station as per category	●	
	Valuation Report	Standard valuation report as a normal spreadsheet or pdf	●	
	CSV Download	Download approved asset as spreadsheet	●	
	Pricing Asset	Import asset data from excel for pricing		●
Control	Asset Information	Moves from valuer to supervisor/administrator and vice versa for approval and correction	●	
	Asset Price Definition	Store price of different assets/same assets different specifications		●
	User	Only administrator can add or remove user	●	●
		Only administrator can add or remove privilege to user	●	●
Performance	Accessibility	Accessible from anywhere, any time with the internet	●	●
	Redundancy	One registration per asset using its barcode	●	
	Speed	Easy to load the system	●	●
	Price Determination	Determine price of an asset while registering	●	

## SOME OF CLIENTS

Ministry of Water – Tanzania  
 Tanzania Meteorological Agency  
 Tanzania Broadcasting Corporation  
 PSI – Tanzania

International School of Tanganyika  
 Tanzania Education Network  
 National Health Insurance Fund  
 Tanzania Food and Drug Authority

Prevention and Combating of Corruption Bureau  
 Tanzania Telecommunications Company Limited  
 Tanzania Bureau of Standards  
 ORYX Oil Company Ltd

SASATEL – Tanzania  
 ZANTEL – Tanzania  
 Triangle Tanzania Ltd

SSTL Group  
 TANROADS  
 NEXT Couriers  
 STS Group

National Institute for Medical Research  
 National Board of Accountants and Auditors  
 SMOLE – Revolutionary Government of Zanzibar

GNLD International – Tanzania  
 E-FULUSI Africa (T) Limited  
 BCM Children’s Foundation – Tanzania

Government Procurement Services – Tanzania  
 Millennium Challenge Accounts – Tanzania  
 Zanzibar Electricity Corporation



... and several more under contracting phase

## DIRECTOR'S PROFILE

**Mr Abdil Rashild Mohamed Lic., MSc (Eng.)**

**CEO and CTO**

Mr Abdil is a cross-cultural dynamic computer scientist with lecturing and consulting experiences, and business knowledge.



He received his Licentiate of Engineering degree in Computer Systems from Linkoping University. He also holds a Master degree (first class), MSc in Computer Engineering and Networks from Wroclaw Technical University in Poland.

He is member of Institute of Electrical and Electronics Engineers (IEEE), and was also a member of the Swedish Network of Design for Test (SNDfT).

Mr Abdil has published a number of technical reports and has been a featured speaker in a number of international conferences, including among others EuroMicro Symposium on Digital Systems Design (EUMSDSD2004) in Rennes – France, and The IEEE International Workshop on Electronic Design, Test and Application (DELTA2004) in Perth – Australia.

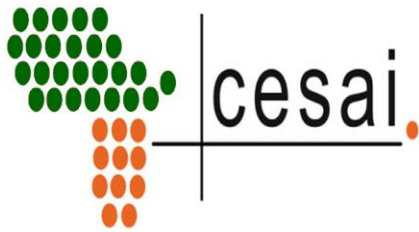
He is a founding member, Chief Executive Officer (CEO) and Chief Technical Officer (CTO) of **CES Africa Investment Co. Ltd (CESAI)**.

## OUR TEAM

In addition to the Director, we have a team of experienced, qualified and competent ICT specialists with numerous IT professional certifications. Our team is committed to provide the best ICT services to our customers, while enjoying a pleasant working environment. This also inspires them to be more creative and committed to delivering and developing superb solutions that is second to none.

Customers are most welcome, and remember we are an excellent team that always see, think and respond to your ICT problems quicker and professionally

**Expertise is Our Competency!**



*See. think. respond.*  
*expertise is our competency!*

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