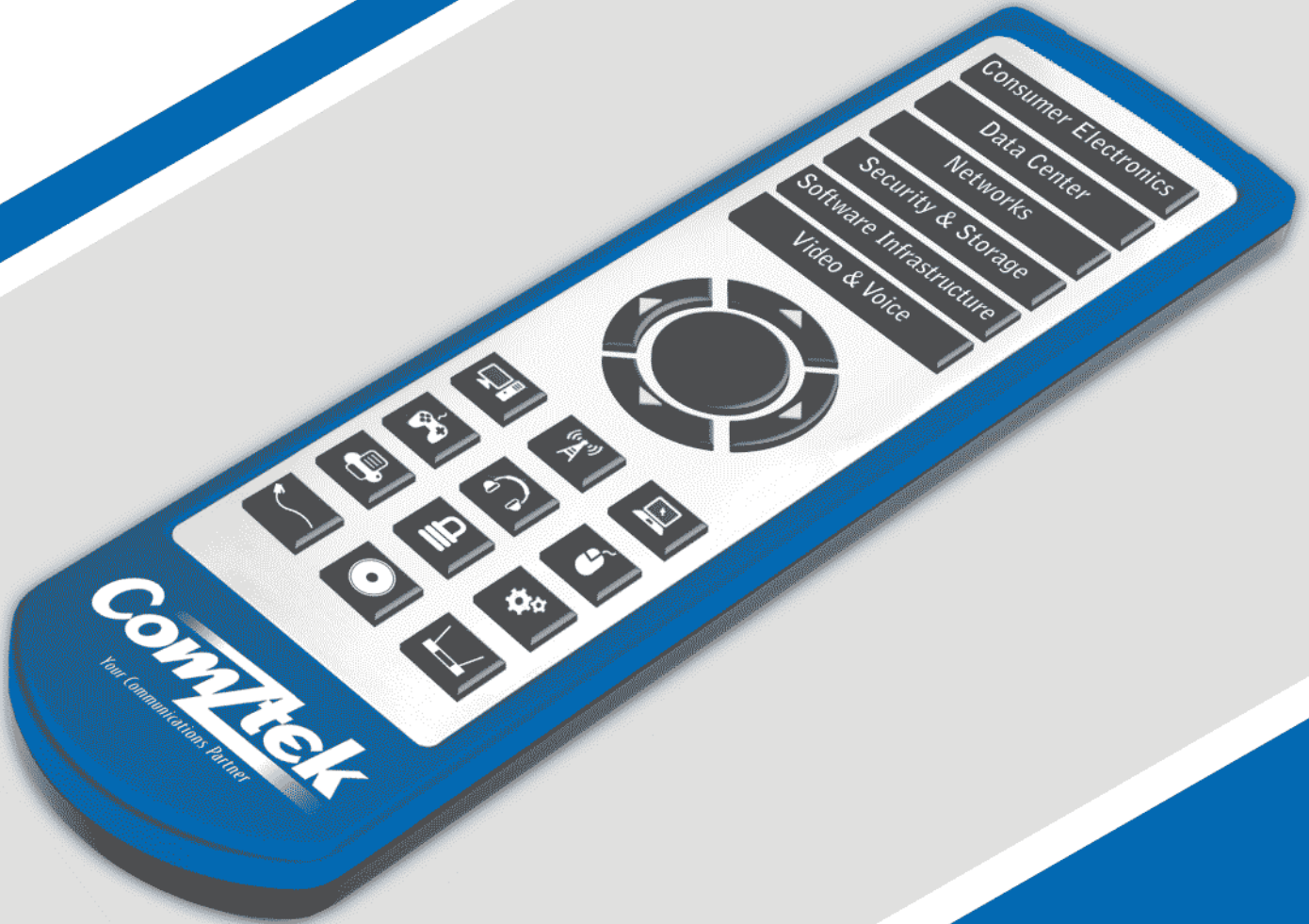


Zambia

Com/tek

Your Communications Partner



COMZTEK ZAMBIA

We provide a choice of products. You choose.

We provide a choice of products. You choose.

Comztek Zambia started its operations in August 2005 as a subsidiary of South African based Comztek Africa - a leading distributor of technology solutions and key brand products throughout sub-Saharan Africa.

Based in Lusaka, Comztek Zambia offers a wide product range in the specialist areas of Consumer Electronics, Data Center, Networks, Security & Storage, Software Infrastructure and Voice & Video.

As part of the Comztek Africa distribution network, Comztek Zambia leverages the vendor relationships, infrastructure, support and distribution knowledge of Comztek Africa to provide local resellers with access to leading brands.

Localisation is the key focus and Comztek Zambia provides a local customer interface, with strong product expertise, local stockholding and warranty administration to ensure customers are served quickly, reliably and professionally.

Solutions Mix

The Zambian operation markets and supports a wide range of leading brands including the Fujitsu Technology Solutions range of PCs, laptops and servers, a vast range of networking equipment and accessories offered by the strong brand combination of HP Networking, Cisco, Netshield and Linksys, a full range of consumer

electronics and best-of-breed software solutions from Adobe, Microsoft, Symantec and McAfee.

The company strives to have the right product on the ground at the right time, at the right price. In addition to local sales support, Comztek Zambia also plays a vital role in specialist Tender Pricing. As a trusted distribution supplier, Comztek Zambia is constantly engaging with the local channel and reseller community through specialist product training and support to assist resellers to grow their market share.

Local Stockholding

Comztek Zambia strives to have stock locally available at all times - both for sale, and as back up to meet service level agreements. Since the inception of Comztek Zambia, the company has worked closely with its reseller partners to ensure a correct stock mix is held locally, and to improve on lead times for delivery of stock held outside the country.

Local Management

While leveraging the existing vendor relationships, infrastructure and support services of Comztek South Africa, Comztek Zambia is resourced with local professionals with in-market knowledge and expertise, who understand the opportunities and challenges presented by the Zambian market. Heading the team is Mark Stokes, with 14 years experience at both distribution and reseller level

in Zambia. With strong local knowledge and sound experience Comztek Zambia is well positioned to support the reseller channel in Zambia.

The Future

Comztek Zambia has experienced good growth since inception, and is confident about the future. The company works closely with its vendor partners and resellers to ensure of the very best Information Technology solutions is available to the Zambian market. The company is well positioned to assist resellers to establish and grow customer relationships through the delivery of consistent, top quality services that is specific to the Zambian market.

Comztek Zambia provides a local customer interface, with strong product expertise, local stockholding and warranty administration to ensure customers are served quickly, reliably and professionally.



About Comztek

Since its inception in 1995, Comztek has firmly established itself as one of South Africa's leading communication systems distributors, driven by exceptional service and skills.

The company has since established itself as one of the largest all-in-one regional technology distributors in Africa. Comztek has its head office in Johannesburg with offices in Kwazulu-Natal, the Cape, Zambia,

Namibia and East Africa, based in Nairobi. Other African markets are served by our Rest of Africa operations based in Johannesburg.

The company's operations is organised into six business units, including: Consumer Electronics, Data Center, Networks, Security & Storage, Software Infrastructure and Voice & Video. The company distributes best-of-breed products in key technology areas and has

a support pool of skilled, vendor certified sales staff, channel managers and technical specialists.

Undoubtedly, Comztek aims to extend its share of the African ICT market through the localisation of various aspects of its operations such as customer interface, stock holding and warranty administration. Comztek runs on a winning formula set to rival the best in the world.

Consumer Electronics	Data Center	Networks	Security & Storage	Software Infrastructure	Voice & Video
 an EMC company 	 	 Powering Business Worldwide 	 	 	

Contact Details:

Comztek distributes technology solutions throughout Africa, with branch offices in Namibia, Kenya, Zambia and South Africa.

Product availability, promotions and pricing is specific to each country where products distributed by Comztek is available.

For products available in your country refer to the availability grid here and contact your Comztek Office.

1. Comztek

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Wing, 322 15th Rd
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Tel: +27 11 848 9000
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Granger Bay, Cape Town
Tel: +27 21 405 3700
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Pinetown
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2. Comztek Namibia

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Windhoek, Namibia
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3. Comztek East Africa

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Parklands
Nairobi, Kenya
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4. Comztek Zambia

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Fax: +260 21 1 256 421

5. Comztek Rest of Africa (RoA)

Johannesburg
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Randjespark, Midrand
Tel: +27 11 848 9000
Fax: +27 11 848 9001

	Consumer Electronics						Data Center				Networks				Security & Storage		Software Infrastructure			Voice & Video					
	Fujitsu	Iomega	Linksys	Microsoft	Norton	Xbox	Cisco	Fujitsu	Netshield	Symantec	HP Networking	Cisco	Eaton	Netshield	Expand	McAfee	Symantec	Adobe	Attachmate	Microsoft	Novell	Avaya	Cisco	Dialogic	
Angola ⁵	•	•	•	•	•		•	•	•	•		•		•		•	•	•	•	•	•	•	•		
Botswana ⁵	•	•	•	•	•		•	•	•	•		•	•	•		•	•	•	•	•	•	•	•	•	
Burundi ³	•	•		•	•			•	•	•				•			•	•	•	•	•	•	•		
Comores ⁵	•	•	•		•		•	•	•	•		•		•			•		•		•	•	•	•	
Eritrea ³	•	•		•	•			•	•	•				•		•	•	•	•	•	•	•	•		
Ethiopia ³	•	•		•	•			•	•	•				•		•	•	•	•	•	•	•	•		
Kenya ³	•	•		•	•			•	•	•				•		•	•	•	•	•	•	•	•		
Lesotho ⁵	•	•	•	•	•		•	•	•	•		•	•	•			•	•	•	•	•	•	•	•	
Madagascar ⁵	•	•	•		•		•	•	•	•		•		•			•		•		•	•	•	•	
Malawi ⁵	•	•	•	•	•		•	•	•	•		•	•	•		•	•	•	•	•	•	•	•	•	
Mauritius ⁵	•	•	•		•		•	•	•	•		•		•		•	•		•		•	•	•	•	
Mayotte ⁵	•	•	•		•		•	•	•	•		•		•			•		•		•	•	•	•	
Mozambique ⁵	•	•	•	•	•		•	•	•	•		•	•	•		•	•	•	•	•	•	•	•	•	
Namibia ²	•	•	•	•	•	•	•	•	•	•		•	•	•		•	•	•	•	•	•	•	•	•	•
Reunion Island ⁵	•	•	•		•		•	•	•	•		•		•		•	•		•		•	•	•	•	
Rwanda ³	•	•	•	•	•			•	•	•				•		•	•	•	•	•	•	•	•		
South Africa ¹	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Swaziland ⁵	•	•	•	•	•		•	•	•	•		•	•	•		•	•	•	•	•	•	•	•	•	
Tanzania ³	•	•		•	•			•	•	•				•		•	•	•	•	•	•	•	•		
Uganda ³	•	•		•	•			•	•	•				•		•	•	•	•	•	•	•	•		
Zambia ⁴	•	•	•	•	•		•	•	•	•		•	•	•		•	•	•	•	•	•	•	•	•	
Zimbabwe ⁵	•	•	•		•		•	•	•	•		•	•	•		•	•	•	•	•	•	•	•	•	

Accredited supplier of the world's best technologies, in Consumer Electronics, Data Center, Networks, Security & Storage, Software Infrastructure and Voice & Video technologies.

0800 600 557 / www.comztek.com