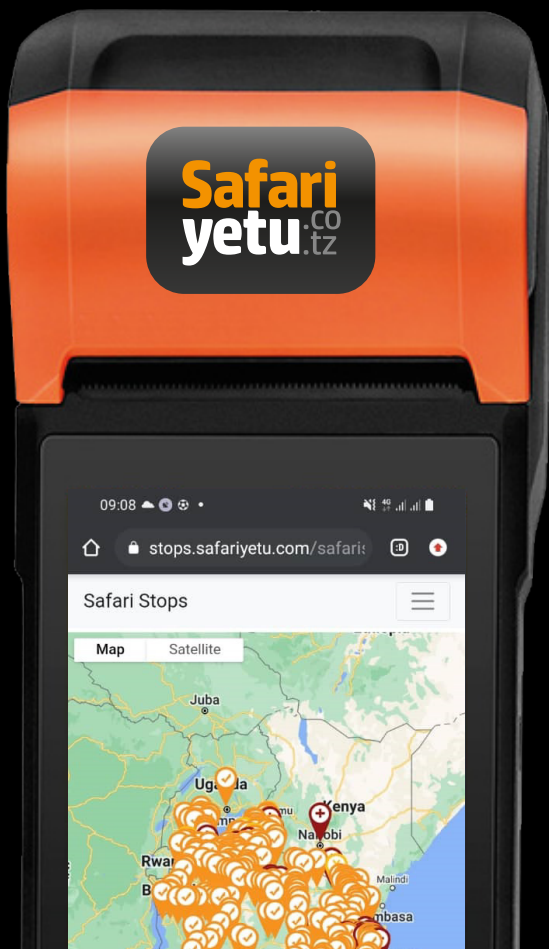


Safari
yetu.CO
.TZ



MANAGE REVENUE & OPERATIONS OF YOUR BUS COMPANY.





ABOUT US

ApComAfrica is a strategic regional distribution partner of “safariyetu” bus management platform, working in collaboration with Duarani innovate, is responsible for managing franchise activities, such as distribution, selling and coordinating international activities of safariyetu, the online bus transportation management system for regional and rental buses in African countries.

Safariyetu has won several awards, in both local and international level competitions over the past ten years. All these attest to the sophistication of the software as a platform for management of bus operations in the Africa business environment. With upcoming improvement I the functions of the platform, clients of safariyetu are poised to tap on a wealthy of data and information to get clear value-additions in their day to day business operations.

OUR PRODUCTS

Booking
part of the
platform

Management
of staff
functions

Authorization
of the staff
functions

Sales & payments
submission to management
or accountant

Cross-border system
applications & localization
of payments processing

02.



- **BOOKING
PART OF THE PLATFORM**

Booking and operation managers may share link of the android app to group members to download the safari agent for Booking of their clients.

Details of the booking list shall enable the booking officer and operations manager to establish travel demand through DAILY BOOKED SEATS and communicate with customers on the best date to travel, given the registered tally in the MANIFESTO.

- **MANAGEMENT
OF STAFF FUNCTIONS**

It is noteworthy that operations manager and the bus owner enjoy full view of platform functions, including staff authentications in their individual operating accounts. Such staff includes booking agents and bus conductors.

In each account, the manager and the owner may decide on the size of transactional value of the token fare for each booking staff which will be submitted to the manager or cash receiving officer, prior to continue with the following bus open for booking.

- **AUTHORIZATION OF
STAFF FUNCTIONS**

In case any booking agent or bus conductor carryout a misconduct, operations manager has authority to withdraw all system access rights of the particular individual up-until the flaws are corrected and verified by the manager.

The manager will also decide on the amount of token commensurate to each booking staff.

- **SALES AND PAYMENTS SUBMISSION TO
MANAGEMENT OR ACCOUNTANT**

Daily sales records of each and every booking agent and bus conductors are thoroughly registered in the platform, including fees and commission on sales, given the agreements made by the parties.

The manager or accountant shall manually receive the money from booking agents and bus conductors and digitally through available tools in the platform.

- **CROSS-BORDER SYSTEM APPLICATIONS
AND LOCALIZATION OF PAYMENTS PROCESSING**

Safariyetu bus operations management platform functions across borders and allows for programing of necessary payments processing mechanisms existing in the countries of the bus operators.

Initially many bus operators would prefer cash payments due in part, to limitations on payments systems and their want for cash-cover to operationalize businesses.

OUR EXPERIENCE

Currently, our platform serves about 760 bus companies in mainland Tanzania. Our clients, that include 510 special hire operators and 250 long distance bus firms, enjoy the services which are glitch free with benefits beyond those enumerated here above, especially through utilization of data and analytics for business decision making processes. With an average total of 2,880 buses in the platform and early 3 million tickets issued, there is potential for harnessing this data for various studies and lessons to improve the transportation business.

SAFARI YETU Kiswahili English guido.berthold.msita Toka

Frontline / Blackmark Corporation Limited / Accounts / Stats

Stats

Day Month Year All Time 2023 Jul

#	Operator	Representative	Bookings Unpaid	Bookings Paid	Bookings Reversed	Passes	Billable Tickets	Total Tickets	Max Safaris/Per Day	Max Safaris Date	Total Safaris
1.	Tashriff Trans		967	11,551	108	20	11,571	12,538	25	2023-07-09	422
2.	Osaka Classic		293	3,567	1	0	3,567	3,860	8	2023-07-02	123
3.	Mallesa's		322	2,851	404	0	2,851	3,173	4	2023-07-01	53
4.	New Best Line		78	1,911	18	12	1,923	2,001	5	2023-07-16	79
5.	Kisumapai		32	536	2	989	1,525	1,557	5	2023-07-04	43
6.	Ibra Safari		60	1,459	21	38	1,497	1,557	4	2023-07-17	44
7.	Masalu Express		78	1,331	5	0	1,331	1,409	2	2023-07-07	39
8.	Mbeya Express Limited		35	1,182	7	0	1,182	1,217	3	2023-07-10	35
9.	Miza Express		67	1,363	240	51	1,414	1,481	2	2023-07-16	40
10.	Geita Express		75	1,165	18	0	1,165	1,240	3	2023-07-01	33
11.	Mbekenyeta		58	1,086	6	0	1,086	1,144			56
12.	DM Classic		43	1,024	3	1	1,025	1,058	2	2023-07-07	38
13.	Kilwa Luxury Coach		110	1,008	10	3	1,011	1,121	8	2023-07-08	82

MacBook Pro

OUR PROPOSAL

Our platform operates on web version as well as on android application available on Google playstore. Booking is made either online or through bus agents, and equally tickets are issued directly or through vendors appointed by bus companies.

Users can access and seamlessly use the platform through smartphones, computers and points of sale machines [POS].



SYSTEM SECURITY

Our platform prizes security of data and operations of clients businesses. Safariyetu is secured by total redundancy, as we are hosted by global best facilities online firms such as google. After eight years of operations, there is no record of system-wide hacking or DDoS resulting into system downtime. Clients rest assured that their operational goals are fulfilled without fear of loss of data and information as security keys that they hold at hand belongs to them only.



CUSTOMIZATION & BRANDING

Clients' products can be customized to suit their needs at a small fee negotiable during deployment, both for software and hardware parts of the business.



COST OF DEPLOYMENT

- Our revenue model is for software as a service. Clients' service fees vary from local and international operators. Local operators pay 3% fee per every ticket value. International routes fetch rates ranging from \$.7 and \$80 per ticket and bus trip respectively.
- Operators are at liberty to buy digital gadgets to use for their operations from any source. However, safariyetu offers a select list of POS, smartphones and bluetooth printers. Some of these devices are 3G+ and 4G+ enabled, with price ranges between \$50 and \$230 exclusive of taxes and delivery charges.
- Initial training of staff is free of charge during piloting. Clients are free to request for any additional training at a cost of \$10 per person per session at the time of their choosing.
- It is our prayer that once you accept our proposal and find our solution workable for you; we proceed to pilot SafariYetu using your two buses per route. Together with you, we shall identify and agree on a small sample of routes, that we can configure in our system and deploy the necessary hardware to facilitate smooth operations of the platform.
- With this, you should be able to fully experience SafariYetu platform at our cost after filling the registration form delivered to you and submit it to us. We propose that the Pilot phase runs for one Month to give you a proper understanding and experience of our system and also give us an opportunity to explore areas of further improvement and customize it to your needs.
- Should you wish to continue with the system after the pilot phase and/or roll it out to the rest of the business, we shall then invoke the Service Level Agreement that puts us into contract to deploy the platform fully to your business as agreed. Otherwise, the access to the pilot system shall be terminated.

08.



SEE

THE DIFFERENCE.

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Safari
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