

Bordertec Limited Company Profile

BORDERTEC 
SOURCE . PROCURE . SUPPLY

Overview and history

Bordertec Limited is a full- fledged material sourcing, procurement and supply company servicing the Zambian industrial market and one customer in the DRC. The company was founded in 2002 as a procurement agent and supplier. The company has since then built a solid reputation of excellence, dependability and professionalism in the Zambian market as well as internationally. The company's coming helped to fill the void left by good suppliers in this sector. Our best practices, work ethic and business custom are the secrets behind our success.

Key to the business growth over the years has been the solid relationships built with reputable manufacturers and first-tier suppliers around the world that have entrusted Bordertec to be a distributor of original electrical, electronic and mechanical equipment. The company has the capacity to source goods locally as well as internationally using methods that have been perfected over the many years of experience.

The company's industry focus spans from petrochemicals, mining & related services, electricity including solar plants, explosives, manufacturing, among others. Bordertec is proud to have worked with many leading companies and organisations across these sectors, assisting purchasing departments of all sizes to get the right quality goods and at very competitive prices.

With advanced global sourcing methods, a highly experienced team, prized manufacturer relationships, vast material consolidation expertise and a truly innate understanding of our customers' requirements, we always deliver and ultimately save our customers' money and time.

Vision and mission

Our vision is to be the customers most preferred choice through the delivery of an all-round value-added supply service.

Our mission is to support industries by selling them high quality electrical, electronic & mechanical equipment and spares and this being done at the right price and delivered within the right time. We will treat our esteemed customers in a professional, respectful and ethical manner. We will always recognise them as our greatest asset.

Why work with Bordertec?

After sales support: Stringent post-delivery follow through process with the customer to ensure that the goods received are working perfectly and taking care of any problems on an ongoing basis.

Unrivalled expertise in logistics and international procurement: 20 years of landing goods into the Zambian market cost effectively. Bordertec has traceable references from very satisfied customers.

Competitive (cost leadership) and “open book” pricing policy: Transparent and verifiable pricing model that gives fair value to the customer and retains profit to the business. No hidden costs.

All round professionalism in all our dealings: Making the customer feel respected always at all points of interaction is key to the “Bordertec Way” of doing business. Bordertec does business the right way, every time.

Key team

Henry Kapesa – Managing Director

Henry is responsible for leading the day-to-day business operations at Bordertec and fulfilling the company's mission and vision. He brings more than 25 years of industry experience having served in senior roles in procurement and supply for some of Zambia's most reputable companies. His last large corporate role before running Bordertec on a full-time basis was as Senior Manager-Procurement & Supply at Copperbelt Energy Corporation Plc (CEC), the leader in electrical distribution to the Zambian mining sector. He previously also served in procurement & materials management roles for Zambia Consolidated Copper Mines (ZCCM) and African Explosives Limited (AEL). He brings this prized expertise and top-notch experience in serving Bordertec's customers.

Royd Kapesa - Business Development Manager

Royd is responsible for the current and future growth of the business by identifying the best customers that would yield the highest value from Bordertec's product offering. He has experience in sales and marketing gained from a leading marketing and communications agency where he oversaw more than 60% of revenue growth in 3 years. He is an excellent Key Account Manager who ensures the needs of the customers are anticipated and exceeded to deliver business growth. He holds a Bachelor of Business Science from Monash University, Australia.

Key team

Gift Mbola - Sales and Logistics Manager

Gift has been with Bordertec for the last 15 years and has helped the organisation to refine its sourcing, procurement and supply of goods internationally & locally. He is in charge of the internal engine that ensures that the customer gets the right goods on time and adheres to specifications. Through his extensive time in the company, Gift holds and manages multiple key relationships with our suppliers around the world and locally and uses these relationships to get the best value for the customer and the business.

Other Support Roles

Bordertec has a pool of technical & engineering staff who help the sales & business development teams to sell complex scientific, engineering and technological products or services to the customers. These people have extensive knowledge of the products and understand the scientific processes that make these products work. They use their technical skills to explain the benefits of the products or services to potential customers and to show how these products or services are better than competitors' products.

Scope of supply

Electrical/Electronic Products

Bordertec supplies different types of electrical products for various applications to the industry. Some of which are;

- Energy meters
- Switches
- Cables
- Electric motors
- Transformers
- OMICRON electrical assets test equipment
- Switch gear
- Pressure and temperature transmitters
- Electrical accessories (connectors, bushings, termination kits etc.)

Brands we supply



Scope of supply

Mechanical Products

The company actively supplies:

- Pumps
- Motors
- Valves
- Drill bits and related accessories
- Mechanical seals
- Gearboxes
- Couplings
- Fittings, various
- Hoses
- Lifting equipment

Brands we supply

WILDEN



Hydra-Cell
Seal-less Pumps

 **SUNTEC**
Industries

Danfoss



How we work

Bordertec's business model revolves around developing strong relationships with leading manufacturers and first-tier suppliers in the world. These are specialised global companies focused on the electrical, electronic, mechanical, associated services and more. A lot of these organisations do not have a physical presence in the Zambian market. However, through Bordertec, they are able to service the customers in Zambia.

Bordertec normally works with these manufacturers on an exclusive or non-exclusive basis. The supplier relationships are fully owned and managed by Bordertec on a day to day basis. In some cases, Bordertec invites the manufacturers into the country to conduct specialised product training with the identified customers. This value-added approach ensures that the customers benefit by getting first hand product knowledge and information from the horse's mouth. This has proved to be very valuable to our customers.

Exclusive representative for Alectrix (Pty) Ltd

We represent Alectrix (Pty) Ltd of South Africa for supply, calibration and repairs of OMICRON Electrical Test Sets. The OMICRON product range spans from test sets and solutions for power transformers, circuit breakers, rotating machines, cable systems, test and calibration equipment for protection relays, energy meters, transducers and PQ analyzers.



Industries and markets

We serve the following industries and key markets:

- Petrochemical
- Mining and related services
- Electricity including solar/PV plants
- Telecommunications
- Explosives
- Water sector
- Manufacturing
- Cement
- Heavy industry
- Breweries



Clients



Purchase orders experience list

SN	Customers	Descriptions	Value in ZMW	Period
1	Various customers as per our profile	Supply of various products- pumps, electricals, valves, electronic components etc	3,133,147	2020
2	ZESCO Limited	Calibration and repair of 3 OMICRON Test Set	353,764	2020
3	Kariba North Bank Extension Power Corporation	OMICRON CMC 356 & Training	2,159,403	2020
4	ZESCO Limited	OMICRON Current Transformer Analyser (CTA) & Training	1,016,000	2021
5	ZESCO Limited	Calibration and repair of 6 OMICRON Test Sets	420,857	2021
6	Various customers as per our profile	Supply of various products- pumps, electricals, valves, electronic components etc	4,299,618	2021
7	Kariba North Bank Extension Power Corporation	Supply and delivery of OMICRON Cibano 500 Test Set	3,037,000	2022
8	Itezhi-Tezhi Power Corporation	OMICRON CP TD12	1,246,733	2022

Customer references



OUR REF: KNBEP/PROC/1257/2021

17 December 2021

The Group Supply Manager
Mopani Copper Mines
P.O. Box 22000
KITWE

Dear Sir,

REF: RECOMMENDATION FOR SUPPLIER REGISTRATION

Reference is made to the above captioned subject matter.

We wish to inform you that Bordertec Limited is a company that specializes in OMICRON test equipment. We have had the pleasure to work with Bordertec for the past three (3) years and they have handled our needs for all OMICRON products exceptionally well and on time.

Bordertec currently has a contract with Kariba North Bank Extension Power Station Limited in Siavonga for the supply and delivery of Medium and High Voltage Circuit Breaker Timing Test Kit, Omicron Cibano 500.

Please let us know if you have any further questions or clarifications regarding Bordertec and we will be happy to help.

Yours faithfully,
**KARIBA NORTH BANK EXTENSION
POWER CORPORATION LIMITED**

BOYD KANCHELA
ACTING GENERAL MANAGER
BK/comm

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A Subsidiary of ZESCO Ltd.



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MUFULIRA
Republic of Zambia
T+260 762 142 240-9

14th December, 2021

TO WHOM IT MAY CONCERN

Dear Sir / Madam

RE: REFERENCE LETTER - BORDERTEC LIMITED

This letter serves as recommendation letter for the above named organisation.

Bordertec Limited has been our supplier for various chemicals and engineering spares for more than ten years and we have had no problem with them.

We are therefore more than glad to recommend Bordertec Limited as a good supplier should you intend to commence business dealings with them.

Yours Faithfully

Ackim Mali
Supply Chain Manager.
Cell phone : +260966990534

good chemistry

AECI Mining Explosives Pte (Incorporated in the Republic of Zambia) Registered number 27362
Trading as African Explosives Limited (AEL) or AECI Limited Group Company

KAGEM MINING
A Gemfields Group Company

17th December 2021

TO WHOMSOEVER IT MAY CONCERN

M/s Bordertec Limited, Company Registration No. 51296 and TIN No. 1001664352, physically located at Room No.06/07, Investments House, Southern Wing, Kanemba Street, Town Centre, Kitwe, has been registered with us and the vendor code is V-00670. The supplier is having the business relations with us for more than four years. He is very active in the market, quoting very reasonable price with acceptable delivery periods and complying with all our policy requirements.

We would like to emphasize that M/s Bordertec never compromise on quality and that's their trademark to have the goodwill in the market.

This certificate has been issued only for the purpose of registration with other companies.

Wish you all the best,

(Peter Simbeye)
Manager Supply Chain Services

Kagem Mining Ltd. P.O. Box 21657, Plot 6374, Corner Dr. Aggrey & Kanemba Roads Light Industrial Area, Kitwe, Zambia
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Key contacts

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Gift Mbola - Logistics and Sales Manager

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Sales

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Kitwe

Zambia

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Zambia

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