

Zambia

Comztek

Your Communications Partner

**The
Right
Stuff**

World-class technologies working for you.

- Consumer Electronics
- Networks
- Security & Storage
- Software Infrastructure

Comztek Zambia Ensuring local sales, stocks, services and support

Localisation is the key focus of Comztek Africa, a leading distributor of technology solutions and key brand products throughout the sub-Saharan Africa. Comztek Zambia provides local customer interface, expertise, stockholding and warranty administration to ensure customers are served quickly, reliably and professionally.

Comztek Zambia started its operations in August 2005 and with the support from the local resellers is growing daily.

Managing the Zambian operation is Mark Stokes who has been in the IT business in Zambia, as a distributor and reseller, for the past 14 years. With strong local knowledge and sound experience, he was the ideal candidate to set up and run the business.

Wide product range

Based in Lusaka, Comztek Zambia offers a wide range of products to the reseller network. This also includes solutions distributed by SA-based Comztek, in the specialist areas of networks, software infrastructure, security & storage, as well as consumer electronics.

The Zambian operation markets and supports a wide range of leading brands including the Fujitsu - Siemens Computers range of PCs, laptops and servers. Legrand is one of the newest product ranges to be included on Comztek Zambia's portfolio which includes a vast range of networking equipment and accessories to complement the already strong brand combination of 3COM, Cisco, Nortel, Siemens, Netshield, Linksys, Adic, Imation, McAfee, MGE, Symantec, Veritas, Creative & Microsoft CPxG.

These value-add solutions complement the traditional products, and are vital in a market where resellers prefer to source everything from servers to anti-virus software from one distributor.

Local stockholding

Comztek Zambia endeavours 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, we have worked closely with the resellers to get the correct stock mix and are currently increasing our Cisco,



3Com and Fujitsu Siemens Computers stock as well as improving lead times for delivery of stock not held locally. The company strives to have the right product on the ground at the right time, at the right price. As well as local sales, Comztek Zambia also plays a vital role in specialist Tender Pricing.

The Future

Comztek Zambia has experienced good growth since inception, and is confident about the future. We work closely with vendors and resellers to grow relationships in our market and look forward to continued success in Zambia.

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Accredited supplier of the world's best technologies, in Networks, Software Infrastructure, Telecommunications, Security and Storage and Consumer Electronics.

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