

JANUARY 2023

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- ▶ Unlock the secrets to successful market entry: Tips and tricks for businesses (Opinion)



HORTICULTURAL SECTOR SET TO REAP POSITIVE RESULTS FROM FRUIT LOGISTICA FAIR

report by Alex Mutandi

ZIMTRADE is facilitating the participation of local companies in the horticultural sector to exhibit at the Fruit Logistica Fair to be held in Berlin, Germany from 8-10 February 2023.

Local participating horticultural producers will have the opportunity to exhibit and interact with buyers from across the globe under one roof.

Fruit Logistica is the world's leading international trade fair for the fruit and vegetable industry.

The event provides a platform for fruit and vegetable producers, buyers, packagers, handling experts and other interested parties from across the globe to meet under one roof.

Over 75,000 trade visitors and more than 3,000 companies are expected to participate at the event, offering a unique opportunity for Zimbabwean companies to interact with potential buyers and distributors from across the world.

The Fair provides opportunities for structured business-to-business (B2B) meetings with buyers of horticultural produce from across the world.

Given the success of previous exhibitions, where orders worth millions were recorded, indications are that this year's exhibition will open more opportunities for participating companies.

The Zimbabwean pavilion will showcase products which include mange tout, sugar snap peas, pineapples, fine beans, sweet potatoes, avocados, macadamia nuts, mangoes, baby corn and chillies.

This year, the exhibition is promising to be even better as benefits to participating companies will have spin-off benefits to more players back in Zimbabwe, as demand for fruits and vegetables is growing.

According to the TradeMap, trade of horticultural produce grew from US\$251 billion in 2017 to US\$298 billion in 2021.

In 2021, Europe accounted for US\$123 billion, Asia US\$88 billion and United States of America US\$44 billion.

As evidenced above, the European market for fresh produce is enormous and provides a stable consumption base.

With Zimbabwe's climatic advantage, this presents a unique opportunity for local businesses to target Europe as the leading destination for horticultural produce.

International buyers are actively seeking reliable suppliers from around the globe to ensure an uninterrupted supply of horticultural products in the market.

Currently, European Union (EU) countries are on a drive to develop new business partnerships in Africa to increase total trade and investment between Africa and the EU.

ZimTrade will leverage this drive on the country's economic diplomacy mantra to diversify and grow exports in the EU by linking producers with importers of different products.

Additionally, Zimbabwe is part of the interim Economic Partnership Agreement where qualifying products are exempted from duties and taxes when exported.

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UNLOCKING ZIMBABWE'S TRADE POTENTIAL IN 2023

report by Karen Mukwede

THE GOVERNMENT'S

re-engagement agenda, coupled with trade initiatives driven by related institutions and stakeholders, has created a promising outlook for Zimbabwean exports in 2023.

When President E.D. Mnangagwa launched the Zimbabwe National Trade Policy and the National Strategy (2019-2023), it was premised on the need to grow exports through market and product diversification.

This has been paying off as statistics show that exports have seen a 9.2 percent increase from US\$5.4 billion in Jan-November 2021 to US\$5.9 billion in the same period in 2022.

This boost in exports can be attributed to the various efforts made by the Government, along with related agencies like ZimTrade, which are facilitating export development and export promotional activities such as outward missions and trade-fair participation.

These activities have raised the profile of Zimbabwean products and generated interest from markets around the world.

With the current positive trend in export growth, businesses across Zimbabwe can take advantage and expand their products into traditional and non-traditional markets.

Already, the need to diversify export markets has seen an acceleration of trade promotion activities to emerging

market, such as a series of Business Forums held in 2022 between.

Zimbabwean companies and potential partners from countries such as United Arab Emirates (UAE), Rwanda, Malawi, and Democratic Republic of Congo.

Results from these activities show that Zimbabwean companies are benefiting through export growth.

For example, exports to UAE increased from US\$1.47 billion between January-November 2021 to US\$1.96 billion during the same period in 2022.

With the continued demand for organic and fresh produce in countries like Europe and the Middle East, there is a great potential for Zimbabwe to expand their exports, with a high likelihood of surpassing the US\$7 billion-dollar mark in 2023.

Continued interest in the market for Zimbabwean goods, has encouraged further market surveys in the Middle-East.

This year, ZimTrade will be conducting a market scan in Saudi Arabia, to explore more export opportunities for local products in the Middle-East.

With a goal of achieving continued export growth, Zimbabwe will be accelerating activities to foster trade and broaden the availability of its products to different markets like China, Malaysia and Egypt, only to mention a few.

For example, China, as a net importer and boasting a sizable population is becoming one of Zimbabwe's top export destinations, already ranking as the third-largest exporter of Zimbabwean goods.

In 2022, a citrus protocol was signed between the two countries, giving local companies access to export citrus to China, one of the biggest consumers of citrus products.

This year, Zimbabwe is taking advantage of this relationship and working to maximize this opening and capitalize on mutually beneficial trade opportunities.

ZimTrade, in conjunction with partners such as the Zimbabwe Investment and Development Agency, and Zimbabwe Tourism Authority will be organising a Zimbabwe China Business Forum which will focus on promoting Zimbabwe's trade, tourism, and investment opportunities.

As Africa is also a viable export destination and with the launch of the African Continental Free Trade Area (AfCFTA), businesses now have easier access to non-traditional markets in the continent that are worth exploring.

At the recently concluded World Economic Forum in Davos, Switzerland, the AfCFTA Secretary General, H.E Wamkele, highlighted four key sectors that offer high-potential opportunities: automotive industry, agriculture



and agro-processing, pharmaceuticals, and transportation and logistics.

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Local demand for goods and services within these sectors is currently being met through relatively high import costs, making them ideal for businesses to take advantage of by participating in regional value chains.

As one of the world's largest free trade areas, the AfCFTA provides a great opportunity for businesses to capitalize on the continent's growing sectors.

This year more initiatives will be channelled towards increasing exports in regions such as eastern and western Africa.

For example, Nigeria is one of the most populous countries in Africa offering massive opportunities for local companies to increase their products in the market.

As such, ZimTrade will be conducting a market survey to identify export opportunities and to better understand the market. Outward missions have played a significant role in accelerating trade and plans are in place to integrate local companies with destination buyers and foster business relationships that lead to increased exports.

After the market survey done in Ghana last year, ZimTrade will be holding an outward mission to the market, taking businesses to the market for assessment and with the hope of creating trade integrations.

Other outward and inward mission destinations in the continent include Kenya, Namibia, DRC, Zambia and Mozambique.

While the current export growth is a good sign, it is critical to maintain sustainable export growth to ensure the country stays on a continuous progression path.

Inclusivity is key to achieving a sustainable export growth and capacity development initiatives that empower businesses will guarantee steady foreign currency income for the country.

ZimTrade, with the support from the Ministry of Foreign Affairs and International Trade, will continue to propel programmes that integrate previously

marginalised groups in export business.

Internationally awarded programs like the Eagles Nest youth export incubator have opened up opportunities for youth-owned businesses to contribute to national exports through capacity building and knowledge exchange.

Similarly, a focus on the development of provincial clusters has not only ensured that we leverage Zimbabwe's natural endowments for export, but also allowed for smallholder farmers across the country to contribute to national exports.

A good example of this is the ZimTrade Ndiyadzo pilot project that saw over 40 smallholder farmers attaining organic certification to export pineapples to Europe. This project is expected to continue this year with 200 small-holder farmers added to the programme.

Such projects like the Ndiyadzo Pineapple project are meant to inculcate international certification compliance amongst the smallholder farmers so that they also tap into the high-end export market.

It is essential that Zimbabwe continues to stay on the path of export growth by investing in activities that promote trade. With the right support and guidance, Zimbabwean businesses can continue to experience positive results in the years to come.



EXPORT PROMOTION EVENTS 2023

3-7	February Ambiente, Frankfurt, Germany	May Zimbabwe China Business Forum	
8-10	February Fruit Logistica, Berlin, Germany	June Malaysia Africa Business Forum	14-17
27-3	27February-3March Saudi Arabia Market Scan	June Outward Seller Mission to Tete	20-22
20-24	February Pre-mission Visit to Accra, Ghana	July-August Zambia Agricultural and Commercial Show	
27-7	27March-7April Nigeria Market Survey, Lagos	August-September Maputo International Fair (FACIM)	
27-29	March Outward Trade Mission to Ghana	September Zimbabwe - Dubai Business Forum	12-14
19-21	April Inward Buyer Mission from Kenya & Malawi	September Outward Trade Mission to Namibia	26-28
17-21	April Pre-mission Visit to Lubumbashi and Kolwezi, DRC	October Exporters' Conference	18-19
25-29	April Zimbabwe International Trade Fair (ZITF)	November Botswana Global Expo	8-11
23-25	May Outward Trade Mission to Lubumbashi and Kolwezi	November IATF, Ivory Coast	21-27

To take part in any of these events, please write to vmafu@zimtrade.co.zw



ZIMTRADE

TO TURN MASVINGO INTO A HORTICULTURE EXPORT ZONE

report by Simbarashe Tasekwa

CHIREDZI DISTRICT

Chiredzi's economy is mostly based on four industries: agriculture, tourism, mining, and manufacturing.

Chiredzi area is currently Zimbabwe's top producer of processed sugar, with markets available in nations including Kenya, Botswana, and the Democratic Republic of the Congo (DRC).

Chiredzi offers a chance to expand exports of processed sugar as more land is already being prepped for greater sugarcane production.

There is massive potential for Chiredzi district to produce horticultural produce all year round, riding on high temperatures and existing water bodies.

Chiredzi District has huge potential to produce export quality citrus in the lowveld.

ZimTrade is currently working and encouraging farmers in Chiredzi to revive the million – dollar Hippo Valley citrus project in Chiredzi which has potential to generate millions of dollars in foreign currency annually.

Production of citrus in the province has been on the increase in the last couple years and farmers in Chiredzi and Mwenezi have embraced this.

mandarin orange (*Citrus reticulata*), grapefruit (*Citrus paradisi*), lemon (*Citrus limon* and *Citrus aurantifolia*) and sour orange (*Citrus aurantium*).

ZimTrade is currently educating stakeholders on the requirements to export fresh fruits to China.

China imports the grade b and c citrus as well and this will help Zimbabwe export those grades that are deemed inferior by traditional markets.

Chiredzi district currently has established mango plantations, ZimTrade is also capacitating the farmers to help increase the export revenue of the province.

Masvingo province is primed to be the second biggest citrus producing province after Matabeleland South.

Zimbabwe can now export fruits to China after the two countries signed the citrus phytosanitary protocol, in a development expected to broaden export destinations for the fruits and remove over reliance on South Africa and the European market.

Varieties of fresh citrus that can be exported to China from Masvingo include sweet orange (*Citrus sinensis*),



THE MESSAGE is clear, all provinces must ride on their endowments and transform their business into viable export businesses.

The devolution agenda offers better chances for the country due to its emphasis on this inclusive approach to national economic development.

Here, it has been determined that every district and province must play a significant part in helping the country reach its goals of establishing an upper-middle income economy by 2030, one that is characterized by improved living conditions for everybody.

However, among other things, the devolution agenda's success also rests on each Province's capacity to capitalize on its comparative advantages, particularly in areas of foreign currency production.

Finding the province-specific low hanging fruit that may be used to fund the early development of export products is the first step.

For Masvingo, a study undertaken by ZimTrade showed that the Province has an export potential of US\$386 million that can be realized if local enterprises are equipped to tap into it.

Leveraging on its areas of competitiveness, ZimTrade is currently implementing an array of programmes to make the Province a horticulture export zone due to its numerous dams, excellent soils, and climate.

There is room for farmers and agro players in Masvingo to take advantage of the favourable agricultural conditions and grow competitive agricultural and horticulture products such as citrus, mangoes, garlic, chillies, marula value added products, peas, beans, sweet potatoes and pecan nuts.

What is required going forward is to capacitate producers across all districts in Masvingo Province with enough skills, infrastructure, and other resources to take full advantage of already existing advantages.



CHIVI DISTRICT

The Tugwi Mukosi dam, one of the biggest in the nation, is in the Chivi district, making horticulture the key industry that would boost export growth the quickest.

Marula nuts, mufandichimuka (resurrection) tea, makwakwa, and other wild fruits are examples of indigenous fruits and trees that can be added value to high-end and niche products, such as beverages and oils, for export to markets like Europe.

In Chivi district ZimTrade has also partnered with SCOPE4IVC (Strengthening Competitiveness and Potential for Export for Inclusive Value Chains in Zimbabwe).

The Scope project was started to establish a new food source for European markets. The project is targeting three value chains which are chilli, marula and nyimo (Bambara nut).

ZimTrade is assisting the project by creating market linkages particularly for the chillies and Bambara nuts.

The hot weather conditions in most of the province is an aid to production of high-quality capsicums (peppers).

Although Zimbabwe has good soils and a climate that favours production of a variety of chilli peppers, there is room to grow its share of the global market.

Zimbabwe's current top markets for chillies are South Africa and Mozambique but there is potential to diversify into other markets in the region like Namibia, Angola, Botswana, and international markets such as the United Kingdom, the Netherlands, and Poland.



GUTU DISTRICT

In the Gutu district, currently, farmers grow maize and other minor grains including sorghum, finger millet, and pearl millet.

Additionally, increasing in output is garlic, sweet potatoes, groundnuts, sugar beans, and cowpeas, with some farmers now starting to produce citrus fruit trees.

Gutu district is producing garlic and ginger, that are key to maintaining healthy life. Farmers in and around Gutu have been producing the crops and have a shot at regional export markets if they consider consolidating.

ZimTrade is working with farmers in Gutu district, to enable the nation to have adequate throughput necessary for the nation to export the product into the regional markets.

Through capacitation of the cluster to be Global GAP certified, the garlic from the farmers can be exported to markets like DUBAI and the European markets.

ZimTrade is also supporting the community in building capacity and creating market linkages.

A total of 200 farmers are benefiting from the project.

MWENEZI MARULA CLUSTER

The Mwenezi region is quickly becoming a major producer of marula (mupfure) goods.

Local communities are already gaining advantages as a result of employment opportunities and fruit sales to the enterprise when the district's marula processing plant opened.

In Zimbabwe, there is opportunity for the plant to serve as a marula product export hub.

Communities in Mwenezi would be able to profit from the lucrative global market for essential oils (terpeneless or not), whose import value in 2021 was around US\$5.82 billion, by increasing the value-addition of marula fruits.

ZimTrade is working with local communities in Mwenezi in the value addition of marula fruits. The cluster will result in the value addition of the marula fruit whose fruit will produce, juice, wine, cosmetic oil and stock feed.

The cluster directly supports more than 3000 families.



Editorial Team

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**UNLOCK THE SECRETS TO SUCCESSFUL MARKET ENTRY:
TIPS AND TRICKS FOR BUSINESSES (OPINION)**

report by Kingston Gwatidzo

With 2023 poised for more export opportunities for local companies, ZimTrade is focusing on establishing new markets for local companies.

However, this is only half the work. Businesses need to understand the dynamics of penetrating new markets and more importantly how to better establish their products in those markets.

While ZimTrade offers extensive information on different markets through market surveys and market.

dissemination seminars, successful market entry also requires companies to critically analyse their brand position.

Brand positioning is about understanding the dynamics of your desired market and making sure your brand fits into it.

Doing this right, will attract more customers to your product and in turn, increase interest from buyers within that market.

Here are some factors to consider when trying to obtain your brand position:-

(i) Conduct market research

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(ii) Market share

Following research and having better understanding of targeted market, there is need to know what the potential market share will be like, should you take your product there.

ZimTrade also offers this extensive information through various market dissemination seminars, which you can get notified of by signing up here: <https://bit.ly/3SWHkzV>

Answering the following questions help inform your value proposition and product positioning.

For example, you might want to consider temporarily reducing your price to gain a foothold in this new market.

(iii) Social media research

When you enter a new market, it is important that your marketing strategies appeal to the habits and lifestyle of the customers you want.

The best way to get this kind of understanding is to conduct social media research that can really help tailor your product messaging.

Things like trending stories and hashtags can help you create the right product messaging to attract customers to your product.

In some cases this could also help with you establishing who the big buyers are in the market.

Culture and language in this instance also play a critical role.

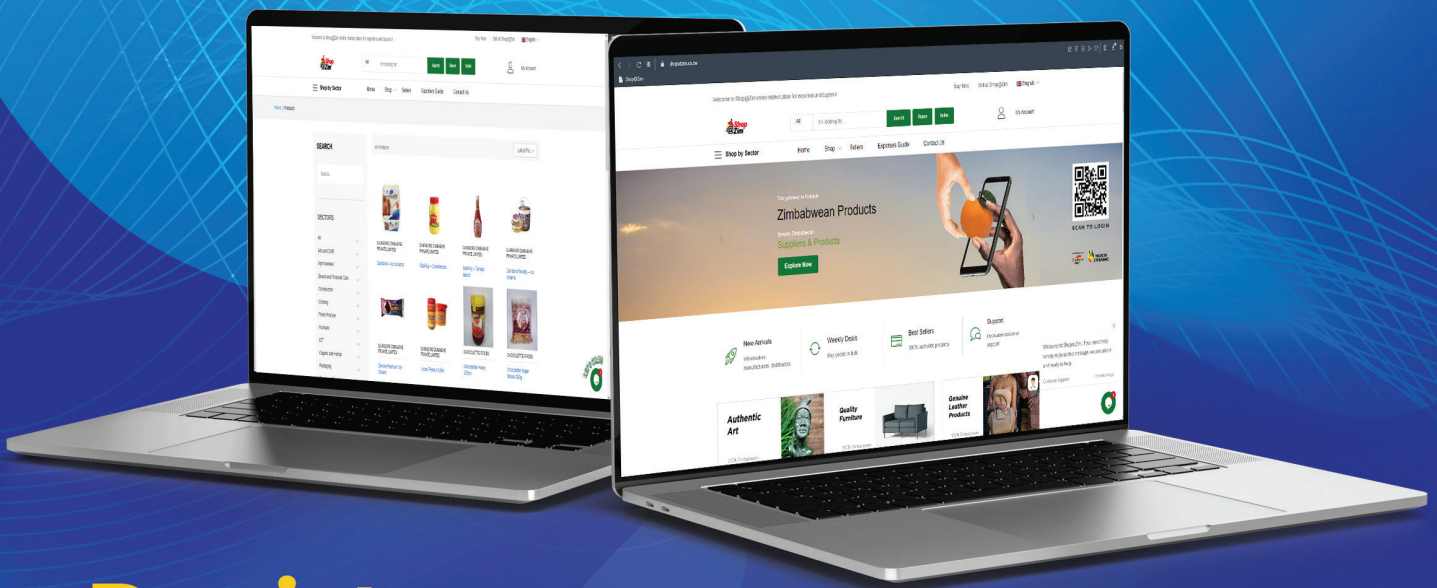


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PRODUCT FOCUS: REAP THE SWEET EXPORT PROFITS HONEY HAS TO OFFER

report by *Admire Jongwe*

HONEY PRODUCTION

Honey is collected from wild-bee colonies of domesticated apiaries.

Each year, an average colony produces between 27kg and 45kg of honey. The honey is stored in honeycombs and there are several methods for removing the combs.

- The sweeper, wearing a veiled helmet and protective gloves, simply sweeps the bees off the combs to collect the honey.
- The beekeeper injects some smoke into the apiary which makes the bees less aggressive and less likely to sting when opening the hive, thereafter, collects the honey.
- Use of a separator board to close the 'honey' chamber off from the 'brood' chamber. This forces the bees to move to the brood chamber towards their 'queen' through a hatch and not re-enter the honey chamber. The separator board is normally inserted roughly 2 to 3 hours before one wants to remove the honeycomb.

In all processes, the honeycombs are then removed from the hive and the honey may be extracted by crushing or using a honey extractor.

It is then further filtered to get rid of beeswax and other debris. To feed and preserve the colony, approximately one-third of the honey is left in the hive.

Although the market for raw honey is big, there is room to further value add the product to increase market value. Some of the products include wines, sweets, and spreads.

By products from processing honey can also be value added into products such as candles, and skin care and cosmetics products.

MARKET POTENTIAL AND REQUIREMENTS

In 2021, the United States of America was largest importer for honey having imported honey worth US\$666 million, followed by Germany and Japan with US\$311 million and US\$169 million respectively, according to Trade Map.

Exporting to countries, for instance in Europe, compliance with legally binding requirements is necessary.

These cover areas of food safety (traceability, hygiene, and control), pesticide residues, maximum residue levels for antibiotics in honey, GMOs, and the European Union's honey legislation.

According to Netherlands-based CBI, the increased European demand for honey and the insufficient supplies put exporters from developing countries in a very favorable position.

Therefore, this is the perfect time to enter the European honey market.

The demand for organic produces is continuously growing on the interna-

tional market therefore farmers should consider tapping into this production methods for them to enjoy more profits and lure more customers.

Research has shown that consumers are willing to pay a higher price for safer, higher quality organic products

EXISTING ZIMTRADE PROJECTS

Small holder farmers play a critical role in the counties quest to increase exports.

As such, ZimTrade has focused its strategy this year to developing export clusters in all provinces in Zimbabwe.

Apiculture has been identified as a priority sector for this initiative and given the growing demand for superfoods across the globe, exports of honey and other value-added products associated with it, could work to the advantage of producers.

As a result, ZimTrade is developing a honey export cluster in Manicaland to boost production and export of the product.

Working closely with businesses such as Chimani Delights, a processor of organic honey, ZimTrade plants to develop a well organised cluster that can make it easy for small producers to export.

Relevant capacity development interventions will be conducted to ensure farmers produce products that comply with expectations and requirements of targeted markets, including certifications.

The same model will be replicated across the country.

BELOW IS A LIST OF TENDERS CURRENTLY BEING FLIGHTED IN THE REGION
BOTSWANA

PURCHASER: AKENTEN APPIAH-MENKA UNIVERSITY OF SKILLS TRAINING AND ENTREPRENEURIAL DEVELOPMENT (AAM-USTED)

Bidding type: International Competitive Bidding
Tenders are invited for supply of Farm Vaccines.
Tender Notice AR/AAMUSTED/GDS/090/2022
Closing Date: February 03, 2023
More details on <https://bit.ly/3szupbt>

GHANA

PURCHASER: NURSING AND MIDWIFERY TRAINING COLLEGE FOMENA

Bidding type: International Competitive Bidding
Procurement Plan for supply of Building Materials.
Tender Notice AR/FNMTC/GD/017/2022
Email n/a
Closing Date: February 10, 2023
More details on <https://bit.ly/3LWaxbt>

PURCHASER: NURSING AND MIDWIFERY TRAINING COLLEGE KETE-KRACHI (NMTC-KK)

Bidding type: International Competitive Bidding
Tenders are invited for supply of ginger.
Tender Notice OT/KNC/GD/RFQ/22/2022
Email n/a
Closing Date: February 21, 2023
More details on <https://bit.ly/3LWaxbt>

Purchaser: GHANA NATIONAL GAS COMPANY LIMITED (GNGC)

Bidding type: International Competitive Bidding
Procurement Plan Cummins - Fire Pump Engines and Cummins Diesel Generators Servicing
Tender Notice GR/GNGC/TS/0069/2022
Phone number Tel: +233 (0) 302 744200
Closing Date: February 22, 2023
More details on <https://bit.ly/3LWaxbt>

KENYA

PURCHASER: TANA WATER WORKS DEVELOPMENT AGENCY

Bidding type: International Competitive Bidding
Tenders are invited for construction of water treatment works & rehabilitation of water supply pipelines for Mwai Kibaki Level VI hospital in Othaya, Nyeri County.
Tender Notice TWWDA/T/026/2022-2023
Email info@tanawwda.go.ke
Closing Date: February 14, 2023
Phone number n/a
More details on <https://bit.ly/3L9MjJD>

PURCHASER: EUROPEAN UNION

Bidding type: International Competitive Bidding
Tender details: Service Contract for Strategic Communication and Public Diplomacy Aiming at Enhancing Awareness of Eu-S Action and the Benefits of a Stronger Eu-Malawi Partnership.
Tender Notice 348542-2022
Email delegation-malawi-cfp-tenders@eeas.europa.eu
Closing Date: June 29, 2023
More details on <https://bit.ly/2Vjtv6x>

PURCHASER: NATIONAL GOVERNMENT CONSTITUENCIES DEVELOPMENT FUND

Bidding type: International Competitive Bidding
Tenders are invited for Supply of Cement, Reinforcement Bars, Paints, Assorted Hardware/Building Materials
Tender Notice GRN/NG-CDF/01/2022-2024
Email n/a
Closing Date: February 15, 2023
Phone number n/a
More details on <https://bit.ly/3L9MjJD>

PURCHASER: NATIONAL GOVERNMENT CONSTITUENCIES DEVELOPMENT FUND

Bidding type: International Competitive Bidding
Tenders are invited for Provision of Training Services to Constituency CDFCS and Staff
Tender Notice GRN/NG-CDF/27/2022-2024
Email susan.mwangi@cisp-ngo.org / adnan.muteti@cisp-ngo.org
Closing Date: February 15, 2023
More details on <https://bit.ly/3L9MjJD>

PURCHASER: ENYA AGRICULTURAL & LIVESTOCK RESEARCH ORGANIZATION

Bidding type: International Competitive Bidding
Tenders are invited for provision of supply, Installation and Configuration of big data infrastructure software
Tender Notice KALRO/KCSAP/NCB/007/2022-2023
Phone number +254722161085
Email george.ayogo@kalro.org
Closing Date: February 20, 2023
More details on <https://bit.ly/3L9MjJD>

MALAWI

PURCHASER: SOUTHERN REGION WATER BOARD

Bidding type: International Competitive Bidding
Tender details: Procurement of Supply and Delivery of Prepaid Water Meters
Tender Notice SRWB/PPWM/01/23
Email srwb-ipdc@srwb.mw
Closing Date: February 15, 2023
Phone number n/a
More details on <https://bit.ly/3svL0Nj>

PURCHASER: MINISTRY OF AGRICULTURE, IRRIGATION AND WATER DEVELOPMENT

Bidding type: International Competitive Bidding
Tender details: Rehabilitation of Irrigation Schemes in Zambombies in Zamcha, Angale, Balaka, Ntchez and Neno Districts.
Tender Notice MW-MOAIWD-335695-CW-RFB
Email kadewere@yahoo.co.uk
Closing Date: February 22, 2023
More details on <https://bit.ly/2Vjtv6x>

PURCHASER: NAMIBIA STATISTICS AGENCY

Bidding type: International Competitive Bidding
Tender details: Report & Brochure Design
Phone Number n/a
Tender Notice n/a
Email info@nsa.org.na
Closing Date: April 30, 2023
More details on <https://bit.ly/3xjlbRe>

NAMIBIA

PURCHASER: THE ORANJEMUND TOWN COUNCIL
Bidding type: International Competitive Bidding
Tender details: Supply and Delivery of Fertilizers and Chemicals to the Oranjemund Town Council
Phone Number Tel: +264-063 230500
Tender Notice G/ON B/ORTC-06/2022/23
Email procurent@ormdtc.com.na
Closing Date: February 20, 2023
More details on <https://bit.ly/3xjlbRe>

PURCHASER: ONGWEDIVA TOWN COUNCIL
Bidding type: International Competitive Bidding
Tender details: Supply & Delivery of UPVC Pipes to Ongwediva Town Council.
Phone Number Tel: +264-065233700
Tender Notice G/ONB/OngweTC -17/2022/23
Email n/a
Closing Date: February 28, 2023
More details on <https://bit.ly/3xjlbRe>

PURCHASER: AGRO-MARKETING & TRADE AGENCY
Bidding type: International Competitive Bidding
Tender details: Supply and Install Access Control/Bio-metric System
Phone Number +264-612023300/612023300
Tender Notice NCS/ONB/AMTA-02/2022
Email shawapalat@amta.na/ishikalepo@amta.na
Closing Date: February 22, 2023
More details on <https://bit.ly/3xjlbRe>

ZAMBIA
PURCHASER: CENTRAL ENERGY FUND
Bidding type: International Competitive Bidding
Tender details: Appointment of a Service Provider to Implement a Fully Managed Vulnerability Management and Security Incident and Event Management (Siem) Solution.
Tender Notice VMS/01/2023
Email scm-it@cefgroup.co.za /ber-lindar@cefgroup.co.za
Closing Date: February 15, 2023
More details on <https://bit.ly/3ijRZ8x>

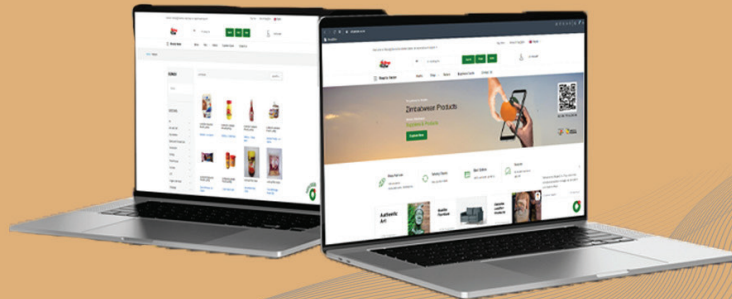
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