



Discover a new world
at our business centres
ZAMBIA



A ONE-STOP BUSINESS AND COMMUNICATIONS FRANCHISE SERVICE



Find us at:

Long Acres, Alick Khata Road (HQ) • Manda Hill Shopping Mall
Kabulonga Shopping Centre • Waterfalls Mall (OS)



OUR VALUE PROPOSITION

“Everything we do, we believe in making genuine and lasting connections with individuals and organisations. We, therefore, focus on what they value most and not what we think they want. Our aim is to work with them to close the gap between where they are and where they want to be by using our products and services. We want to be the key that opens the lock. We are inspired by beauty, grace and simplicity. The way we deliver value and live our inspiration is by providing high quality products and services, in the best environment to meet expectations. We do this through our one-stop business and communication centres. Please let us serve you”



1. COMPANY BACKGROUND

3@1 is a franchise business operated by Kleiner Apex Communications (Kleiner Apex), a Zambian citizen owned company. The company runs a hybrid model of owner as well as franchise stores.

The 3@1 Business Services franchise concept is a one-stop retail offering in the business services and communications industry. There are currently 76 stores (2018), <http://www.3at1.co.za/> the majority of which are in South Africa. There are additional stores in Namibia and Uganda. Kleiner Apex owns the Master Franchise licence for Zambia and opened its first store at Manda Hill Shopping Mall, Lusaka in August 2017 and Kabulonga in May 2018. The company will have ten 3@1 retail outlets by end of 2020 in prime locations including Shopping Malls and centres in residential areas.

Boasting cemented partnerships with internationally recognisable brands like DHL, Kodak and Canon, and local brands like PostDotNet and McSpeedy. Our stores offer an ever-broadening selection of services compared to our competitors.

Name	Designation & Address	Contact Information
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Mr. Adrian Chimembe	Store Manager Shop L19A, 3@1 Manda Shopping Mall Cnr. Great East & Manchichi Road Lusaka Zambia	Cell: +26 (0) 97 952 4827 (Zambia) Email: mandahill@3at1.com



2. PRODUCTS & SERVICES

2.1 INTERNATIONAL, DOMESTIC EXPRESS COURIER & E-COMMERCE

We have partnered with DHL Africa, which gives us the ability to offer cost effective international and local courier services. We also provide an easy to use e-commerce drop off facility for online shopping.



To give customers value for money service within Zambia, we have partnered with MacSpeedy's a leading domestic courier and e-commerce company in Zambia, where we are able to offer a counter to counter service at value rates as well as receive your online purchases on your behalf.

<https://www.macspeedys.com>



2.2 WIDE FORMAT DIGITAL PRINTING



Each of our stores provides fantastic high quality print images and copy facilities by using state of the art equipment including colour and mono printers as well as wide format printers which can print all sizes.

- * Print sizes from A3 (297mmx420mm) to A0 (841mmx1189mm).
- On Plain Paper, Satin, Gloss, Vinyl and Canvas.



2.2.1 Photos on Canvas

We can print any image of your choice to a specified size on our quality canvasses as loose and as well as black mounted photo print, with turn-around times of 3-7 days.



2.2.2 Posters

Posters are a very effective method of conveying messages, ideas or any type of information.

We can help design and print posters for offices, schools, hotels, hospitals, retail outlets, restaurants, public places, special events and many more.

Sizes from A3-A0.



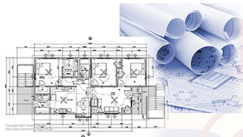
2.2.3 Retail Store and Window Branding

We print high-resolution images on vinyl to create colourfully branded walls and windows to give a professional-looking finish.

We offer the service to Shopping Mall owners as well as tenants.



2.2.4 Building Plans and Engineering



Whether you are an individual or company involved in all phases of housing or construction - from interior design and electrical to engineers and homebuilders - you can benefit from our wide format printing. We offer the ability to produce large-format documents with images, colour and graphics that a desktop printer cannot achieve.

We can do your print while you wait or deliver within a 10km radius.

2.2.5 Labels, Stickers and Menus

Labels are hugely beneficial to businesses and event organisers to enhance their brand and the event profile. We can create whatever special shaped stickers or labels you want. We have done wristbands and tickets for Zambia Fashion Week and other events as well as food products.



We print menus for restaurants on glossy or plain paper with an option of a laminated finish to make it more enticing to the customer.

2.2.6 Portable, Roll-up and X-Banners

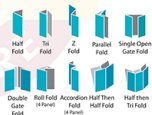
Our Roll-Up/Pull-Up or X-banners are available in standard size base frames and supplied with full colour digital print on lay-flat PVC, cloth as well as a durable carry bag.

Turn around time is 3-7 days.



2.2.7 Brochures, Presentation Folders and Custom-Made Certificates

Using a brochure is one of the best and most affordable way to reach a large audience for advertising your product or service. We help you design and then print a brochure in the fold of your choice and one that presents your best angle in a straight-forward and clear way to capture a business lead or sale.



Custom made certificates are an ideal way of recognising individual achievements, either at work, a competition or a short course. We can help you design and then print in a format of your choice, including lamination.

We can produce high quality presentation folders in a wide range of shapes, colours and sizes to allow you present your documents professionally.



2.3 TRANSFER BRANDING AND PROMOTIONAL PRODUCTS

Branding and image transfer onto large variety of items and broad range of applications from mugs and bags to t-shirts and caps. We do it all. If you need ideas on design, don't worry, we can arrange an appointment with one of our designers and help you design a suitable and catchy idea. We will print your valued item(s), package it carefully and safely and ready to be collected. But if you are cramped for time, we can arrange for delivery to you (at an extra cost). Turnaround time varies from 1 hour to 7 working days, depending on the complexity of design and quantity of items.



2.4 EXPRESS PHOTO PROCESSING AND DIGITAL PRINTING



We have an in-house Kodak self-service kiosk that will allow you to print digital images from mobile devices and social media sites. We will help and guide you on the best print image and size that fits your needs.



You can get your ID, Passport, Visa application and Driver's License photos as well as everything from wallet-sized to 8x12", printed in minutes.

You can select from many designs and add photos and graphics to create greetings cards, announcements and invitations as well as collages and calendars.



2.5 OTHER HIGH-QUALITY DOCUMENT SOLUTION SERVICES

2.5.1 Standard Printing and Copying

Each of our stores provides fantastic print and copy facilities, using state of the art colour and mono high-speed printers and copiers.

- Black & White Printing and copying - from A5 to A3
- Colour Printing & Copying- from A5 to A3
- For Business Cards, we offer a variety of designs, colours, and Paper thickness - 180gsm to 350gsm



For Flyers, we print black & white or colour in batches of 200, 500, 2 500, 5 000 and 10 000. But for large batches, we require a 7-day lead time.

2.5.2 Laminating and Binding

We laminate from ID card size all the way up to A0 and everything in between. Our high-quality pouches will protect your documents, while giving them a touch of class.



Thermal Binding



Wire Binding



Spiral Binding

We provide thermal and spiral binding services, allowing you to finish large documents with a professional edge. You can print a large document and keep it together with our binding service. Our binding gives your document a finished look to really do justice to your work, whether it is an internal document or a tender submission.

2.6 INTERNET AND COMPUTER USE



Our internet stations offer customers a virtual office. With high speed internet connection, customers can run their business, book airplane tickets, call over skype, check email, scan documents, do research or simply shop online.



2.7 STATIONERY AND CONSUMABLES

As a one stop business centre, we sell a range of business-related consumables such as paper, envelopes, packaging material, flash drives, print cartridges, memory sticks and related stationery.

We can get your office ready-to-use stamps such as a simple "date", "paid" or "posted" stamp or a professional rubber stamp customised to your needs.



2.8 SELECT THIRD PARTY PRE-PAID SERVICES

As a value add service to our walk-in- customers, we sell airtime vouchers for all the cell phone networks in Zambia and accept payments for subscriptions and other pre-paid services. We also offer selected Agency Banking and mobile money services.



2.9 BRANDED GAZEBOS

Branded gazebos are one of the most affordable and effective means of advertising. It is a great marketing tool, helping to convey your message and company brand. We specialise in a wide variety of gazebos. Each product comes in a variety of sizes and design options that can be tailor made to your design needs.

Digital print quality: We offer digital printing on a very durable UV protected polyester surface.

Durability: Gazebos are manufactured with only the best quality aluminum composite products to ensure that long-lasting effect.

Ease of use: Easy set up in less than 2 minutes because of the unique collapsing system.





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