

Nilecom Ltd proud to be the biggest dealer for MTN Uganda

By Vision Reporter

Nilecom is honoured and proud to be a franchisee of Uganda's leading telecom company, Paula Namuli, the managing director, says. Having started out in 2001, Nilecom has been successful in selling and distributing MTN telecommunication products and services through a chain of MTN-branded outlets across the country, over 10,000 sub-distributors and a geographical zone covering Kampala, Wakiso, Luwero, West Nile and several retail fuel stations.

The products include SIM packs, mobile phone airtime, mobile handsets, fixed lines, internet as well as mobile money are delivered through sub-distributors either directly (through retail shops/direct sales agents), or indirectly, through third party stockists and retailers.

"Nilecom Ltd has come a long way since its inception. Our mission is to be the leading telecommunication distribution company in Uganda, distinguished by the quality of our services. The backbone of the company is guided and defined by the principles of honesty, integrity, transparency and respect. As we strive for the highest standards of customer care and satisfaction, the Nilecom's guiding principles determine and guide our internal relationships in business conduct as well as our relations with all external stakeholders," Namuli explains.

The customer needs are



Nilecom is responsible for distribution of MTN products through branded outlets

OUR MISSION IS TO BE THE LEADING TELECOMMUNICATION DISTRIBUTION COMPANY IN UGANDA

continuously evolving and developing at a very fast rate. The general business needs change on a daily basis and telecommunication solutions and service solutions are required to facilitate these needs.

"In my opinion, MTN Uganda Ltd has come this far due to its great customer service, attention to customer

needs and keeping up with the ever changing technology. Congratulations to MTN Uganda Ltd to coming this far in the Ugandan market. We commend your dedication to providing high class telecommunication services and business solutions to Uganda and we wish you further growth and continued prosperity," she adds.



Paula Namuli Nilecom's managing director

CHIMS TELECOM

The Directors, Management and entire Staff of Chims Telcom Congratulate MTN Uganda on Celebrating 18 years of a leading telecom.

As one of MTN Uganda's Leading Franchisees, Chims Telcom is proud to be associated with the most innovative Company in Uganda, as it marks 18 years of Excellent Service.



MTN AUTHORISED DEALER

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Chims is Providing MTN Services in Kampala, Wakiso and Rukungiri districts. We are also open 24 hours at our Nateete Branch for easing up Customers needs in all MTN Products.

CHIMS is the Largest Mobile Money Agent in Uganda with Branches in many districts of Uganda.

Congratulations MTN Uganda Well done



Dembelyo making strides

By Vision Reporter

Dembelyo has been in partnership with MTN for 15 years. Musisi Dembelyo, the director, says they sell airtime (retail and whole sale), do SIM card swaps, offer mobile money services and also act as sub agents for those who would like to do mobile money business, but have no capital or registered company.

"Our partnership with MTN has improved the lives of the 300 people that they employ. We started with one shop in Mukono district, but have since grown to 24 outlets serving in six districts which include Kiboga, Masindi, Kayunga, parts of Wakiso and Kibaale," Musisi explains.

He adds that they make sure there is enough stock

which is secured from MTN to ensure that their clients are served when need arises.

"As we grow with MTN, it is not all rosy. The telecom sector has significant challenges with fraud and robbery being at the fore front. We have lost employees during robberies. Internal fraud is committed through the direct sales distribution by our workers. So, as we celebrate with MTN, we are also working around the clock to find workable solutions to our problems," Musisi said.

He applauds MTN for the outstanding performance over the years.

"Through services like easing communication and bringing the mobile money service on board, MTN has made lives easy. I believe we are yet to see more of their innovations. For now, let us enjoy what they have to offer," Musisi concludes.