



**EAST AFRICAN ONLINE TRANSPORT
AGENCY**

AGENDA

CONNECTING AFRICA: USING TECHNOLOGY TO PROMOTE TRADE IN AFRICA

PRESENTATION BY:

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CEO

AGENDA

1. Connecting Africa- EAOTA's Story
2. The Move to Technology
3. Challenges facing Shippers & Transporters
4. What we do
5. The Future

CONNECTING AFRICA

- The EAOTA beginning- the move into logistics

CONNECTING AFRICA

- Why should we trade amongst ourselves:-
 1. Cultural similarities (easier to understand each other)
 2. Population growth at 2.5%
 3. GDP's are growing e.g. Rwanda at 7%
 4. Trade blocs are integrating (integration of EAC, COMESA & SADAC is currently underway already)

THE MOVE TO TECHNOLOGY

- EAOTA's story towards the move to technology
 1. Inefficiency
 2. Side businesses by staff in logistics firms
 3. Manipulation of logistics by forwarders
 4. Bribery/ corruption in the industry

THE CHALLENGES IN CONNECTING AFRICA



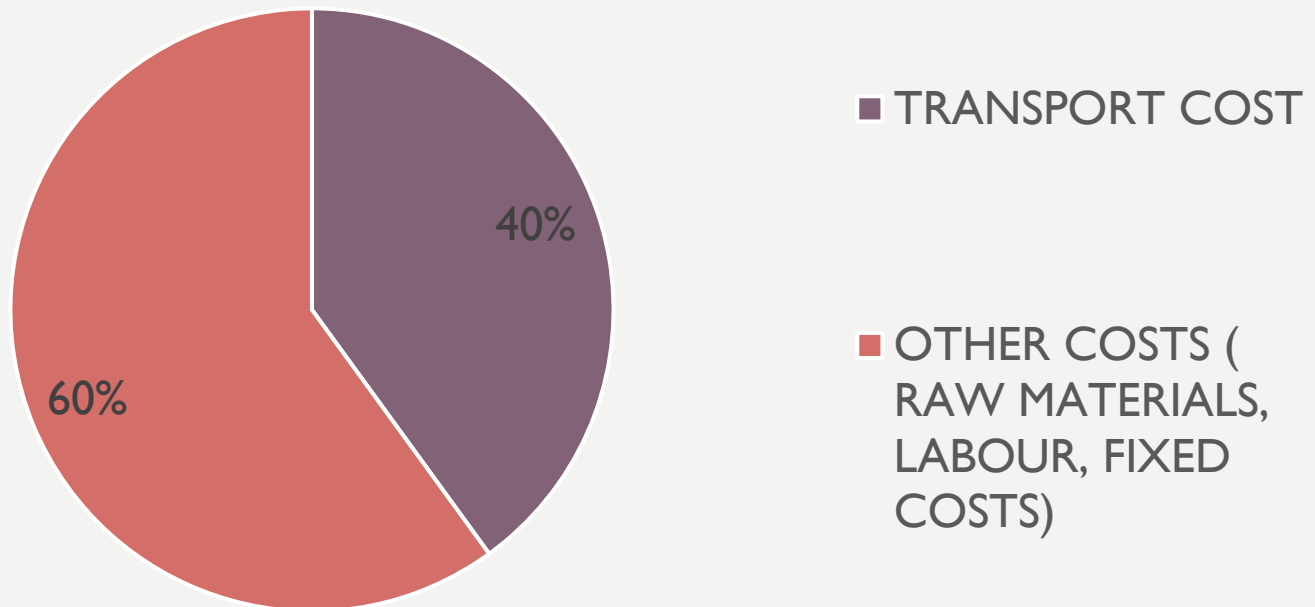
CHALLENGES FACING SHIPPERS

1. Access to information (customs or border requirements)
2. Easy access to available transport
3. Security of cargo- tracking the cargo
4. Demurrage or penalty charges
5. NTB's (e.g. regional politics/road blocks etc.)
6. High transport costs (40-70%)

COST OF TRANSPORT

- World bank reports transportation in East Africa as a significant portion of the cost of goods.
- In Kenya, as high as 40% of the cost of goods.
- In the hinterland countries, as high as 70% of the cost of goods.

COST OF GOODS IN KENYA



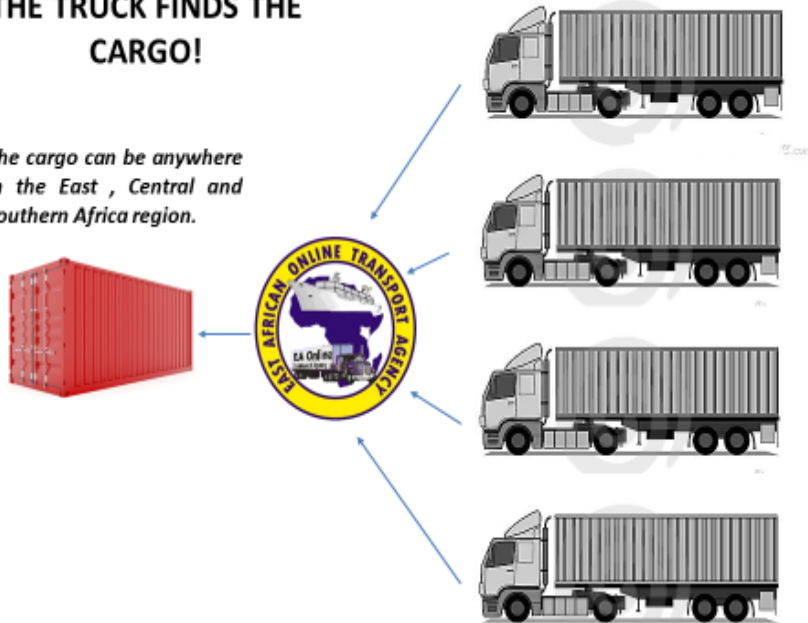
CHALLENGES FACING TRANSPORTERS

1. Lack of sufficient cargo loads
2. Low rates or delayed payments (facilitating NTB's vs long credit periods)
3. Poor management of resources(fleet management, drivers &staff)
4. Loading & offloading times
5. NTB's (customs, loading clerks, multiple agency verification processes, ports, police etc- SA taking 90 minutes for trucks to enter, load & leave port)

HOW WE ARE CONNECTING AFRICA

THE TRUCK FINDS THE CARGO!

The cargo can be anywhere in the East, Central and Southern Africa region.



www.eaotransport.com



The Right Truck



The Right Location



The Right Time

HOW WE ARE CONNECTING AFRICA



Talk to us today on + (254) 704-490-491, + (254) 41-231-6559 Or Email us for Enquiries

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Useful Links

Kenya Ports Authority

Kenya Transport Association

Kenya International Freight and Warehousing Association (Kifwa)

Kenya Shippers Council



[Do you have cargo to transport? See Available Transportation.](#)

[Are you a transporter looking for cargo to transport? See Available Cargo.](#)

[Available Transport](#) [Available Cargo](#)

Welcome to East Africa online Transport Agency official website

Our Mission is to provide tailored transportation services to meet your unique transport needs. We provide transport services within Kenya and the eastern Africa region. We transport your cargo on a direct basis within the fastest times possible...read more

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HIT COUNTER

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WHAT WE DO

- What we are promoting :-
 1. Efficiency
 2. Convenience
 3. Expertise
 4. Information
 5. Transparency
 6. Security

OUR MISSION


- *Connecting people*
- *Connecting business*
- *Connecting Africa*
- *Improving Lives*

THE FUTURE

- What the future holds currently:-
 1. Expansion of Ports
 2. Growth in the sizes of Ships
 3. Growing populations
 4. Growing trade amongst countries (integration)
 5. Growing economies
 6. Massive investments by governments in infrastructure & use of ICT

THE FUTURE

- BUT WHERE IS THE PRIVATE SECTOR?
 1. Do we have enough trucks to move all the cargo out of the ever expanding ports?
 2. Is private sector at the same level with governments in terms of planning? Are they aware of the plans?
 3. Do we have sufficient truck holding areas in ports or truck tops along our corridors?
 4. Impact of growth in logistics:- road safety, congestion, pollution



‘We cannot do today’s business with
yesterdays methods and still be in
business tomorrow’



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