



COMPANY PROFILE

SMART EDGE SOLUTIONS

"Elevate Your Tech"

TABLE OF CONTENTS

Mission Statement.....	1
Vision Statement.....	1
Company Overview.....	1
Services Offered.....	2
Our Commitment.....	3
Reference Points.....	4
Conclusion.....	5



1. MISSION STATEMENT



To deliver innovative and reliable technological solutions that enhance operational efficiency, productivity and digital transformation for our clients.

2. VISION STATEMENT



To become a leading provider of integrated ICT and business solutions in Malawi and the region, recognized for excellence, reliability and customer satisfaction.

3. COMPANY OVERVIEW



Smart Edge Solutions is a technology-driven company operating from Blantyre (Head Office) in Ethyo House next to Petroda Mbayani Filling Station, Malawi, specializing in delivering end-to-end solutions to businesses and organizations.

We focus on supplying, delivering, installing and maintaining essential technological equipment and services to meet the demands of modern operations.

With a client-centric approach, we aim to provide customized, scalable and cost-effective solutions that help businesses grow in a rapidly digitalizing environment.

4. SERVICES OFFERED

Our company offers a diverse range of services to meet evolving business technology needs:

Point-of-Sale (POS) Machines (EIS Compatible)

- Supply and delivery of high-quality POS machines that works with new system called EIS.
- Installation and configuration for operational readiness.
- Maintenance services to ensure continuous uptime and efficiency.



Software Solutions and System Customization

We specialize in the development, customization and supply of business software solutions designed to enhance operational efficiency in businesses.

Our expertise includes the sale and deployment of Point of Sale (POS) hardware and software.

In line with the Electronic Invoicing System requirements, we offer customization of existing ERP and accounting systems to ensure unified integration with EIS. Our solutions enable businesses to automatically capture, process and transmit VAT-compliant transactions in real time.

Importantly, our software solution is certified by the Malawi Revenue Authority, guaranteeing full compliance, reliability and data integrity in all fiscal operations.

Through continuous innovation and technical excellence, we help our clients transition smoothly into digital operations that are efficient, transparent and fully compliant.

Thermal Rolls Supply

- Supply of thermal rolls compatible with various POS machines and receipt printers.
- Consistent stock and reliable delivery schedules.



ICT Equipment and Related Goods

- Supply of a wide range of ICT hardware and software including computers, servers, networking equipment, and peripherals.
- Tailored solutions for SMEs, NGOs and public institutions.

General Goods and Services

- Supply and delivery of assorted business-related goods and services.
- Flexible procurement and logistics to suit client needs.

Consultancy Services

- Expert advice on technology selection, implementation, and optimization.
- Strategic assessments to identify areas for improvement and ensure maximum return on investment.

Installation and Repairs of Electronic Equipment

- Repair and setup of business electronics including office equipment, network devices and power solutions.

Installation and Repairs of Photocopiers

- We offer a full range of photocopier services—covering toner supply, maintenance and repairs—for businesses and organizations throughout Malawi.
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5. OUR COMMITMENT



- **Customer Satisfaction:** Building trust through excellent service delivery.
 - **Reliability:** Ensuring products and services are delivered on time and in excellent condition.
 - **Professionalism:** A team of skilled and experienced professionals to support your business needs.
 - **Support:** Dedicated after-sales services and responsive technical support.
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6. REFERENCE POINTS



We have successfully undertaken the following engagements, demonstrating our competence:

- Installation and service of POS devices to Nyasa Distributors, PEP Store Malawi, Chibuku Products LTD etc.....
 - So far, we have made close to 200 installations for EIS compatible Handheld POS devices to different traders in Malawi
 - Supplied and maintained POS machines, thermal rolls and ICT equipment to various retailers, supermarkets and corporate clients across Malawi
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7. CONCLUSION



Smart Edge Solutions stands as your reliable partner in technological advancement and business growth. We are dedicated to offering solutions that are not only efficient and scalable but also designed to meet the unique needs of each client. With a solid foundation of technical expertise, customer focus and innovation, we are committed to helping businesses thrive in an increasingly digital world.

We look forward to the opportunity to collaborate and contribute to your success.

CONTACT DETAILS



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