

VERSION 1  
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# *SA Logistics Ltd*

**QUALITY LOGISTICS SOLUTIONS**  
**LOGISTICS, TRANSPORT & FLEET MANAGEMENT CONSULTANTS**

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## 1. OUR FIRM

SA Logistics is a Logistics, Transport and Fleet management consulting firm that provides the following services:

- i.) Road Safety, Fuel, Maintenance & Fleet Management
- ii.) Projects support & logistics
- iii.) Training & Capacity Building
- iv.) Strategic Planning
- v.) Logistics Consultancy.

## 2. PHILOSOPHY & MISSION

At SA Logistics we work to a consistently high standard to provide quality solutions with the objective of attaining safe, clean & efficient logistics. We are committed to nurture and sustain a close working relationship with our clients and associates.

We are first and foremost a service company. As professionals we provide quality management services while observing all the necessary ethical requirements of independence, integrity, objectivity and due care & skill.

Effective alliances are based on mutual trust, careful planning and communications. SA Logistics must understand a clients business if it is to meet the clients needs. This is achieved by detailed consultation and discussion between the two parties. Based on this, SA Logistics will develop flexible plans to meet your current and longer-term growth plans. Maintaining good communications at all levels will help in achieving this goal.

## 3. FIRM STRUCTURE

**3.1 Mr. Michael K Sebalu** is the principle consultant and manager of the firm. He has been a sole practitioner under Sebalu and Associates since 1998 until 2000 when in addition to consulting started offering training and fleet management services, which necessitated the change of name to SA Logistics. Prior to that he worked in the private sector for 10 years.

Mr. Sebalu graduated with a Master of Science Degree in Logistics and Transportation from Cranfield University in UK. He holds Bachelor of Science degree in Business Management majoring in Operations Management from the RH Smith Business School, University of Maryland at College Park, USA where he was recognized as an outstanding returning student. He obtained a Higher National Diploma in Business and Finance from the SouthBank University in London. He is a certified automotive fleet manager (CAFM) and a chartered member of the Institute of Logistics and Transport.

Mr. Sebalu, has Consulted for and trained managers from NGOs, Governments and big commercial institutions. He is the head of the Stores and Materials Handling Module at the Uganda Management Institute, where he is an associate consultant. He has undertaken consultancies in fleet costing, training needs assessments, policy reviews, distribution optimization, telematics, vehicle procurement, and redesigning of logistics processes.

Mr. Sebalu is an experienced trainer and facilitates the company's defensive driving and fleet management training programs that have been running since 2002.

**3.2 Mr. John Odongo** is in charge of technical & associates communications. He organises our short courses and is in charge of driver trainers. He holds a BSC in mechanical engineering from Nairobi University and has attended several courses in Kenya and Japan. He has worked for General Motors Kenya, lectured and authored several articles on driver management & team building.

**3.3 Ms. Flavia Nanteza** is our client services executive. She is responsible for client care and marketing and assists in coordinating the firms programs. She holds a BA degree from Makerere University.

**3.4 Mr. Sam Ndahura** our associate consultant in charge of Logistical support functions. He holds an MBA specializing in supply chain management from the International Management Institute in Antwerp, Belgium. He works with a logistics and procurement firm and has varied experiences in supply chain management.

**3.5 Mr. Ibrahim Lutalo** is our associate in charge of statistics, statistical modeling and data management. He holds a bachelor's degree in Statistics and a masters' degree in Bio-Statistics and has extensive experience in; data management, monitoring & evaluation. He is an experience trainer and consultant

**3.6 Mr. Patrice Namisano** is an associate consultant, Patrice holds a Master's degree in Logistics and Transport from Cranfield University in the UK, and is a member of the Chartered Institute of Purchasing and Supply (CIPS -UK). He is a seasoned practitioner having held various senior logistics positions in British American Tobacco (BAT) in Uganda and Kenya and in Airtel Uganda.

Patrice is a visiting lecturer at Makerere University Business School where he was instrumental in the design of the Procurement and Logistics degree and used to lecture on a part-time basis. He has facilitated various coaching and mentoring programmes for his juniors at both BAT and Airtel.



#### 4. STRATEGIC PROFESSIONAL PARTNERS

SA Logistics has excellent formal partnerships with other leading local and international professionals with whom we carry out the objectives of our firm. They are reputable firms and individuals specializing in Supply chain modeling, Information Technology, Engineering, Telematics, Finance, Law, Human resource management, Energy scientists etc. They are called upon to enhance our capacity if the assignment requires their expertise. A full list of such colleagues and associates is available on request.

#### 5.0 CAPABILITIES

SA Logistics offers the following services (since 2002):

##### 5.1 UNDER OUR ROAD SAFETY & MAINTENANCE CONSULTANCY SERVICES WE OFFER;

- ❑ Risk assessments and fleet safety reviews
- ❑ Driver pre/post-employment tests & training
- ❑ Driver/Rider safety and development (defensive driving), anti car-jacking & 4WD/off-road training & Consultancy
- ❑ Preventive maintenance program design
- ❑ Maintenance outsourcing & in-sourcing feasibility reviews & supervision
- ❑ Records and legislation compliance including renewals of licenses, permits and insurance,
- ❑ Driver support and roadside assistance.
- Accident scene management
- ❑ Manufacturer's warranty management,
- ❑ Workshop evaluations

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#### 5.2 LOGISTICS SERVICES & PROJECTS SUPPORT

##### LOGISTICS & DISTRIBUTION

- ❑ Distribution audits and strategy
- ❑ Supply chain mapping and redesigning
- ❑ Inventory placement, tracking and forecasting
- ❑ Depot location and numbers
- ❑ Procurement information and advice
- ❑ Performance measurement and monitoring

##### LOGISTICS CUSTOMER SERVICE

- ❑ Customer Service Measurement, monitoring and control
- ❑ Customer Service audits
- ❑ Benchmarking

- ❑ Total management of service systems

#### **WAREHOUSE MANAGEMENT AND MATERIAL HANDLING**

- ❑ Management and operation of facilities
- ❑ Warehouse design
- ❑ Staff recruitment and training
- ❑ Handling and storage equipment requirements
- ❑ Warehouse costing
- ❑ Performance measurement, monitoring & control

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#### **5.3 FUEL & FLEET MANAGEMENT**

- ❑ Fuel audits and efficiency reviews
- ❑ Cost reduction strategies and services
- ❑ Fleet capital structuring i.e. lease, buy or hire, funding & taxation
- ❑ Vehicle allocation policy & Cash-for-car benefits strategy
- ❑ Fleet replacement policy & cycles reviews
- ❑ Whole life costing
- ❑ Fleet management information systems and telematics
- ❑ Vehicle procurement and disposal
- ❑ Fleet size & mix planning and vehicle & equipment utilization & condition studies

#### **5.4 Training & Capacity building in the above areas and we routinely offer:**

- ❑ Training needs assessments
- ❑ Basic fleet management training for managers with relatively limited fleet experience
- ❑ Advanced fleet management training for the experienced senior manager.
- ❑ Fuel administration & cards management, monitoring and reporting,
- ❑ Stores management & materials handling
- ❑ Special focus topic seminars
- ❑ Defensive driving/riding

#### **6.0 CLIENT BASE AND EXPERIENCE**

Since the beginning of our individual careers and as professionals under SA Logistics, we have handled various assignment, the following are some of the clients and assignments:-

- Government of the Republic of Rwanda -transport fleet policy review
- Government of the Republic of Uganda -Study of vehicle use in the public sector
- United Nations-MONUSCO defensive driving training for truck drivers
- SNV Holland -development of an Assets management policy for Adjumani district
- Instant Office -fuel & fleet management
- Basic Needs Uganda -vehicle procurement appraisal, & transport policy
- Kobil Uganda - Driver training needs assessment
- The Aids Support Organization (TASO) -Fleet efficiency review & Technical assistance on vehicle procurement
- AMSCO/apdf (an IFC/World Bank project) -Capacity building & training for fleet managers
- Orchid Detection Systems -fleet management information system for UEB
- Government of Uganda's Justice, Law and Order Sector (JLOS) -training needs assessments
- Uganda Police Force -Fleet audit
- Leaf U.K. -redesign of logistics processes
- Cave Wood Logistics UK -warehouse operations mapping & redesign
- National Insurance Corporation -IT network development
- World Food Program (WFP) -fuel management health check

### **Training of Fleet Managers**

We have trained transport managers, traffic controllers, logistics officers and managers in Uganda for over 60 organizations like: ActionAid, CNOOC, Action Against Hunger, Care International, Century Bottling Co., International Committee of Red Cross & red crescent, Kinyara Sugar Works, and The Aids Support Organisation (TASO), MTN, National drug authority, Posta Uganda, Uganda Electricity transmission company, UEB and WFP. Population Services International (PSI - Uganda), Century Bottling (Coca-Cola), Micro finance Support Center Limited, National Water & Sewerage Corporation, Britannia Allied Industries, Unilever, Stanbic bank etc

Under the African Management Services Company (AMSCO) in association with UNDP, apdf, IFC and the World Bank we have trained 30 fleet managers in Kenya for organizations like: Alcatel, Bob Morgan, Equator Bottlers, MOI University, Tibbet & Britten, Mobil Oil, Sony Sugar, UNDP and Oxfam.

### **Training of Drivers**

SA Logistics has trained over 5,000 drivers from more than 50 organisations mainly from NGOs and corporates and a few Government bodies. The trainees range from company drivers to senior executives; from motorcycle riders to heavy goods vehicle drivers; and from newly licensed drivers to drivers with over 40 years' experience. As senior executives normally have little time, special arrangements are made to fit in their schedules.

Attached in **Annex C** are the reference contracts from Organisations that have received similar training from SA Logistics and licenses from various Authorities.

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## SPECIFIC EXPERIENCES

Below are details of some recent specific assignments that SA Logistics has undertaken in defensive driving and riders' training. Other experiences can be found in the firm profile in *Annex F* or from the following link to our website <http://www.salogistics.co.ug/>

**United Nations MONUSCO** SA Logistics trains the UNs MONUSCO mission drivers. These are senior driver mostly involved in driving trucks to DRC and South Sudan and are required to drive to international standards, which SA Logistics achieved. *Contact: Olivia 039831245000*

**CNOCC Uganda** We train their drivers to drive in the exploration camps and in Kampala. They are mainly 4WD drivers employed from upcountry. SA Logistics has improved their driving as demonstrated by the risk assessment reports. *Contact Ivan: 0772798160*

**Brittania Allied Industries;** are manufacturers and distributors of FMCG like fruit juices and mineral water with a distribution fleet of over 50 trucks. We train their fleet drivers every 3 years in road safety. *Contact: HRM 0772 624788*

**Hertz Uganda** is a self-drive car rental organisation, we recently trained 15 of their fleet drivers in defensive driving and roadside First Aid. *Contact: Ali Razwan 0772 221415*

**Unilever-Uganda** is the distributor of leading household brands like Omo and sunlight. Although the company does NOT own a fleet of vehicles, employees use their personal vehicles for work and to commute to and from work. In line with their “*value life value safety policy*”, the company was concerned for its employees safety on the road and SA Logistics recently trained Unilever staff and all their distributors' drivers to gain a deep understanding of perception and recognition of hazards for accident avoidance. *Contact: Geoffrey Health & Safety Manager 0312 226200*

**UNOCHA -Uganda** (United Nations' Office for the coordination of Humanitarian Affairs) - SA Logistics successfully trained UNOCHA staff in defensive driving. The training was undertaken at the Ankrah Foundation Hotel in Mukono, Uganda. *Contact: UNOCHA Ruth Towers, Kampala, Uganda*

**Uganda Breweries Limited** is the brewer and distributor of Bell, Tusker and Pilsner Lagers in Uganda. The company uses a fleet of over 100 trucks, 50 motorcycles and 50 pickups. They were concerned about the high accident rate especially with trucks. SA Logistics undertook a needs assessment and trained all their drivers at the Luzira plant in a series of groups that were chosen according to type of vehicle and nature of work. The trainees also included motorcycle riders. Accidents reduced by 75 percent after the training. *Contact: Gabriel Safety manager 0752-427716*



**MercyCorps & Zoa** - are NGOs that had a combined training in Pader, Northern Uganda with a fleet of over 30 vehicles. Most of the vehicles are driven by outreach counsellors' upcountry. Some were ladies and the work was viewed primarily as counselling yet they spent 65% of their time driving. Many were relatively new on the road and unfamiliar with the 4wd type of vehicles they were using. SA Logistics trained them and the clutch handling immediately improved and the accidents reduced. Diallo 0392-703721



**PACE -Uganda (Formerly Population Services International-PSI)** is an NGO with a fleet of about 60 vehicles dealing with AIDS awareness and control. Most of the vehicles are driven by outreach counsellors' upcountry. Some were ladies and the work was viewed primarily as counselling yet they spent 65% of their time driving. Many were relatively new on the road and unfamiliar with the 4wd type of vehicles they were using. SA Logistics trained them and the clutch handling immediately improved and the accidents reduced. *Contact: fleet manager: Sam Kigundu 0414-232905*

**National Water & Sewerage Corporation** - the corporation has a fleet of over 120 vehicles and 150 motorcycles. They found that most of their motorcycle riders were not licensed although they were experienced. This was illegal and dangerous. SA Logistics trained the motorcycle riders for licensing and also trained its drivers in defensive driving. *Contact: The transport manager JamesAkena 0414-257800*

**Umeme Limited** is the electricity distribution company with a fleet of over 200 vehicles and 200 motorcycles. SA Logistics successfully trained their drivers and riders in accident prevention as part of their health and safety campaign to reduce accidents. SA Logistics also trained their learner riders for licensing. The trainees included lady riders with no prior riding experiences. *Contact: Julius Health and safety manager 0774-006387*