



# COMPANY PROFILE



**B2Z**  
**LOGISTICS**

*We Make Sourcing and Delivery Easy*



Approved contractor by  
Tanzania People's Defence Force (TPDF)

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## Who We Are

**B2Z Logistics** is a full-service sourcing, supply, and logistics company that delivers Military, Defense, and Tactical equipment. We are based in Dar es Salaam, Tanzania, and have global capabilities as well as specialist expertise in military, defense, and tactical sourcing, procurement, and supply.

We always conduct business with strict compliance because we believe that quality is the lifeblood of the military and tactical industry. Using cutting-edge technology, consistent quality, and thoughtful after-sales service, we will continue to satisfy our clients in accordance with the "quality, delivery, and service" philosophy.

We sincerely hope to establish extensive cooperative relations with friends all over the world in the development of munitions and logistics equipment products. We will always uphold international norms and the principles of equality and mutual benefit.

### Mission & Vision

Our mission is to establish ourselves as the go-to supply chain logistics partner for military and tactical equipment by utilizing innovation, service excellence, and insight to foster sustainable growth and security.

Our Vision is to use logistics to connect people, law enforcement, and communities to a better future.



# Our Core Values - What distinguishes us from others

## On-time Delivery

We always provide value to all our clients. To grow our business, we believe that on-time delivery is our core competency.

## Latest Technology

We stay current with time and technology to run our business smoothly and to satisfy our clients.

## Safety & Quality

Safety is our commitment, and we recognize that we can only maintain our impeccable safety record with the support and compliance of every member of B2Z Logistics.

## Care for the Environment

Our HES procedures manual is a detailed guide to reducing risks to people and the environment.



## Our Services

### **Military, Defense, and Tactical – Sourcing & Supply**

We specialize in military, defense, and tactical equipment sourcing and take pride in our ability to locate old, new, and even the most obscure military, defense, and tactical equipment.

Maintaining a military that is prepared to face uncertain future security challenges frequently necessitates the acquisition and procurement of new and technologically advanced equipment, which is a significant cost for any country.

B2Z logistics has spent decades researching and evaluating military and tactical acquisition and procurement activities, providing critical recommendations to help military decision makers manage costs and streamline the acquisition process more effectively.

With over 14 years in the industry, we can boast significant military expertise, and our dedicated team members collectively have well over 50 years of experience to contribute.

Our strategic sourcing experts have worked with military and defense contractors across the country to identify cost-cutting opportunities in direct and indirect spend categories such as:

## I. Research & Development

Over the years, our Research and Development (R&D) department has participated in collaborative activities to innovate and introduce new products and services, with the goal of bringing new products and services to market and adding to the military's bottom line.



We recognize that continuous evaluation of existing products, services, and processes is an important part of R&D. If a product, service, or process no longer adds value to the military, it risks stagnating and possibly endangering a nation.

We also recognize that there may be instances where the technology developed can facilitate improvements that reduce costs, increase efficiency, or improve safety. This can include improvements to the product's manufacturing and production processes.

We are happy and willing to participate in lobbying for positive legislative changes that may require a product or process to change for it to remain viable and useful to the military.

## ii. Software & Cyber Security

Critical system defense from cyber-attacks has never been more difficult or crucial. It is essential to fully comprehend the security status of these networked and distributed assets in real-time when operating air, land, and sea vehicles and sending sensitive data across the country and the rest of the world.



B2Z Logistics has formed partnerships with top-tier vendors, each of whom specializes in a different area of hardware, software, and services. Although the scale and functionality of what each vendor can provide varies, they are all generally unified in this category by the ongoing support they provide for their products and services.

This entails giving regular updates, managing the retirement of hardware and software, working to develop specialized products and planning, having access to specialists, and offering help with on boarding and training.

You can be sure of round-the-clock protection and prompt updates to ensure that your resources are safe and secure from potential attacks when B2Z Logistics serves as your trusted software and cyber security liaison.

## iii. Communication Equipment

The Military and Department of Defense face many difficulties, but one of the biggest is communication. Any successful military operation has always depended on the efficient exchange of information, but never more so than in the present.



Military communication systems are made up of various systems that meet the various communication requirements of users across all military platforms. They are specifically made to meet the voice and data communication needs of land, airborne, and naval platforms in a secure and seamless manner.

With decades of experience creating military radios and communication systems for military institutions, we have partnered with top-tier communication vendors whose cumulative experience is combined with the most recent technological advancements to provide communication solutions that are seamless, secure, quick, and affordable.

Our partners offer HF and VHF military communications solutions that are renowned for their dependability and affordability, and their communications technology is supported by ISO9001:1008 quality assurance certification. We are confident in our ability to offer our Military and Department of Defense high standards of service across the nation because of our global distribution and support network.



#### **iv. Military Vehicles & Spare Parts**

We can offer combat-ready vehicle solutions thanks to our partnership with industry titans in the design, manufacture, and maintenance of best-in-class military vehicles and mobility systems.



This includes creating and implementing cutting-edge technologies to improve troop safety and mission accomplishment. Together with our partners, we establish the industry benchmark for maintaining fleet readiness and make sure that each solution receives global support for the duration of its life cycle.

## V. Unmanned Aerial Vehicles (UAVs)

Unmanned aerial vehicles (UAVs) are significant aircraft that are controlled remotely, autonomously, or both, and are equipped with a variety of sensors, electronic receivers, transmitters, and offensive weapons.



They are used by the Military for strategic and operational reconnaissance, for battlefield surveillance, and they can also be used to intervene directly on the battlefield by dropping or firing precision-guided munitions or indirectly by designating targets for manned systems to drop or fire these munitions on.

For the Military or Department of Defense, we can acquire any type of UAV, even those with special requirements for specialized roles. Together with our partners, we establish the industry benchmark for maintaining UAV fleet readiness and make sure that each UAV receives the required support for the duration of its life cycle.

## vi. Tactical & Anti-Riot Gear

We are the company you should turn to for all things tactical. We provide you with the best selection of tactical clothing and equipment to ensure a mission's success, backed by a top-notch customer relations team, in-depth knowledge, and fantastic partners.



To serve the members of the community involved in law enforcement and public safety, we created this reputation from the ground up. It's an experience that offers you the best discounts on the most advanced tactical and anti-riot equipment available. The tactical and anti-riot gear includes:

- ▶ Anti-Riot Gear e.g., batons, protector shields, helmets, full body protection suits etc.
- ▶ Ballistic Gear
- ▶ Tactical Vest
- ▶ Military Garment
- ▶ Military Footwear
- ▶ Military Headwear
- ▶ Military Backpack
- ▶ Military Accessories e.g., gloves, tactical belts etc.
- ▶ Military Uniforms&Badges

## vii. Military Shelters

Military shelters shield personnel, armaments, gear, and cargo from varying weather conditions. These structures can be quickly deployed to any location and modified in accordance with the needs of the mission.



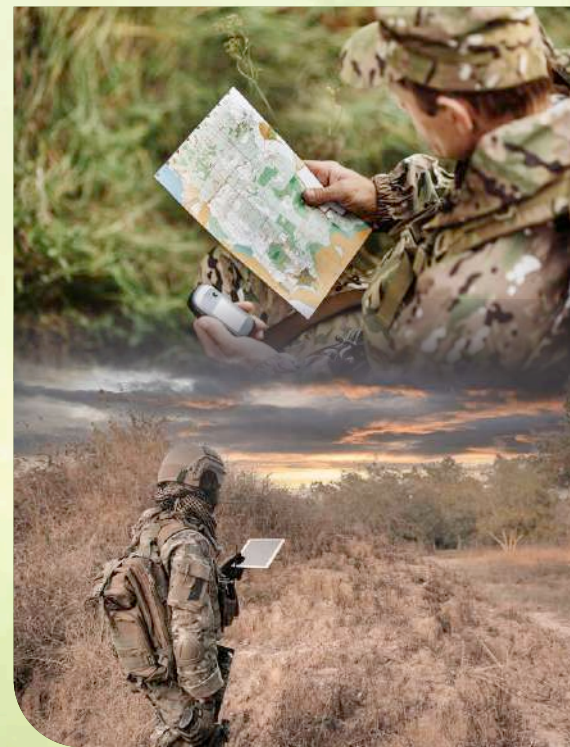
We have partnered with suppliers who can provide high-quality, military-grade shelter products and solutions that can be used in a variety of deployment scenarios, configurations, and fixed base operations for an extended period with minimal installation, repair, and maintenance costs.

Our military shelter systems and solutions include the following and are intended for use by armed forces:

- ▶ Pallets, shipping containers, quick-deployable shelters, and sustainment options that are all lightweight
- ▶ Turnkey military camps, portable shelters, and modular flat-pack buildings
- ▶ Field units, huts, lodging, shooting ranges, and storage areas
- ▶ Dual reefer containers and refrigerated ISO-certified containers
- ▶ Clear-span structures, tents, and shelters that are inflatable
- ▶ Expandable containers and high-pressure inflatable tents for use in defense applications
- ▶ Structures made of superior fabric for use by military organizations
- ▶ Military shelters on wheels

### viii. GPS and Scheduling Software and Equipment

We offer various military tracking systems that give real-time location data insights to various military branches. Our reasonably priced and thoroughly examined GPS tracking products can keep an eye on people, vehicles, and other assets anywhere in the world, making them an important military tool. As a result, the armed forces can increase asset protection, efficiency, and productivity both inside and outside of the country.



For the armed forces, our trackers use the most recent GPS technology to pinpoint precise locations. Geo-fencing, dashboards, customizable system alerts, and real-time maps are some of these technologies. Use our products to identify service members, stop the theft of military equipment, and safeguard your most important assets in a variety of situations. Listed below are a few justifications for selecting our military tracking devices:

- ▶ On a computer, smartphone, or tablet, track the movement of military vehicles and quickly locate these assets. Control military vehicles and reassign them in accordance with orders.
- ▶ Verify the whereabouts of military personnel while they are on missions or training.
- ▶ Check the security of those who serve in the military.
- ▶ Make better driver routes.
- ▶ Obtain statistical and historical information about the people, assets, and vehicles used in training or in actual situations.
- ▶ Increase transparency and accountability.
- ▶ By sending the appropriate personnel to the appropriate location, less labor is wasted.
- ▶ Protect military vehicles from theft.
- ▶ Increase productivity by providing team members with location information.

Whatever the circumstance, using our trackers is straightforward. Using the cables or magnets provided, you can fasten these covert devices to a military vehicle or piece of equipment. Then, on a single dashboard, you can view location information from all your GPS devices. With a swipe of your finger or a click of your mouse, you can gain more visibility into your military options.

## ix. Weapons and Ammunition

B2Z Logistics has formed alliances with top-tier vendors, each of which specializes in a specific type of weapon or ammunition. The weapons and ammunition divisions of our partners are global industry leaders with extensive experience in mastering the entire weapon and ammunition systems.



B2Z Logistics has formed alliances with top-tier vendors, each of which specializes in a specific type of weapon or ammunition. The weapons and ammunition divisions of our partners are global industry leaders with extensive experience in mastering the entire weapon and ammunition systems.

The divisions are focused on large and medium-calibre weapons and munitions, protection systems, propulsion systems, charge systems, and propellant powders. To provide precise and effective solutions against enemy threats, we have successfully combined world-class gun, ammunition, charge, and fuse technologies.

- ▶ Aerial Weapons
- ▶ Air Force Weapons
- ▶ Army Weapons
- ▶ Cannons
- ▶ Grenades
- ▶ Infantry Weapons
- ▶ Machine Guns
- ▶ Mortars
- ▶ Navy Weapons
- ▶ Rockets



Our portfolio of weapons and ammunition includes solutions for threat-appropriate, effective, and accurate firepower, as well as comprehensive protection. Whether on land, at sea, or in the air, B2Z Logistics, as one of the leading supply and logistics companies, provides impressive systems that ensure superiority on today's and tomorrow's battlefields and operational areas.



## x. Naval Equipment and Materials

Navies from around the world hope to gain a competitive advantage over rivals by outfitting their submarines, surface combatant ships, aircraft, and helicopters with cutting-edge equipment and weapon systems that improve long-range accuracy on moving targets.

A nation's ability to project its sea power and improve its capacity to detect, control, and engage newer threats in the contemporary maritime battlespace is greatly enhanced by the deployment of advanced and effective naval equipment including weaponry.



Additionally, seaborne helicopters and aircraft are being used more frequently to extend the range of surveillance in the vast ocean environment, improve power projection, and enhance naval combat capabilities.

Based on its intelligence, insights, and decades of industry experience, B2Z Logistics has partnered with some of the top manufacturers of naval equipment and material. The Naval equipment and material includes:

- ▶ Ship engines and other ship parts
- ▶ Deep dive drones
- ▶ Fast-firing naval guns and automatic cannons
- ▶ Electromagnetic railguns
- ▶ Light and heavy-weight torpedoes
- ▶ Anti-ship missiles
- ▶ Land-attack cruise missiles
- ▶ Submarine-launched ballistic missiles
- ▶ Naval mines

Our list of partners includes suppliers of various above-water and underwater weapon systems, equipment, and services. It also includes vendors of naval target detection and lock-on systems, weapon control modules, weapon alignment and tracking systems, and service providers for naval weapon installation, modernization, maintenance, and testing.



## Worldwide Procurement & Delivery

We have over ten years of procurement and supply chain management experience in over 50 countries. Our global network enables us to provide all benefits associated with a comprehensive global market assessment for your project requirements.



With offices in Hong Kong, Sao Paulo, Johannesburg, Singapore, Brazil, China, Kenya, Nigeria, South Africa, Russia, the United States, and Zimbabwe, we can penetrate logistically complex locations, giving our clients a distinct advantage. This has allowed us to serve a diverse and globally distributed client base in over 50 countries while benefiting from the following global efficiencies:

- ▶ Low cost of products and raw materials.
- ▶ Economic efficiencies such as tax breaks and low trade tariffs.
- ▶ Tapping into resources unavailable domestically.
- ▶ Alternate supplier/vendor sources therefore competitive pricing.
- ▶ Increase in total supply capacity.

### Quality Control

Our source and supply practices significantly reduce liability risks associated with uninformed or inexperienced procurement practices due to our experience and knowledge of the latest technologies in the field.



We provide technical assistance as needed, and we frequently fly engineers and managers to provide on-the-ground support for the machinery we have purchased on behalf of our clients.

Furthermore, our in-house testing facilities and 'Pipeline' track and trace system ensure that equipment performance is monitored in accordance with the manufacturer's quality assurance.

### End To End Supply Chain Management

B2Z Logistics can manage every stage of the supply chain, including product development, production, sourcing, customer returns, warehousing, and logistics, as well as supplier information management.



This all-inclusive service ensures consistent supply while assisting our clients in sourcing their needs in accordance with their long-term plans. Among the services we provide are:

- ▶ On-site supplier management on your behalf
- ▶ Production management of prototypes
- ▶ Handling price agreements and contracts
- ▶ Consolidation when dealing with geographically distributed suppliers
- ▶ Managing product customization with suppliers
- ▶ Technical assistance with equipment installation
- ▶ Follow-up services on delivered products and services, such as warranty issues and spare parts sourcing
- ▶ Importation
- ▶ Air freight and shipping
- ▶ Customs clearance
- ▶ Warehousing

### The B2Z Pipeline

The B2Z Pipeline is a safe Collaboration & Relations Manager system that has greatly improved the efficiency of our procurement and client relationship system. It enables our staff and clients to manage all procurement needs virtually from anywhere in the world.



This online system enables the user to log in at any time, track goods, view related documents, and stay up to date on all delivery and warranty proceedings. The following are the features of the B2Z cargo tracking system:

- ▶ The "B2Z Pipeline" works with different time zones to provide clear access to goods status, required documentation, photos, and records in real time.

- ▶ All documents, waybills, payments, invoices, and client input are linked in the collaborative hub.
- ▶ Staff at loading docks and factories have access to all data, including supplier/client contacts, product specifications, and any additional specifications requested by clients.
- ▶ Agents working with clients can also see the results of the loadings in real time.
- ▶ For added convenience, the "B2Z Pipeline" can be integrated with your email, notifying any subscribers of any changes pertaining to their products as soon as a new document is uploaded!



## Specialized Sourcing Solutions

With several decades of experience, we have developed relationships with a large network of suppliers, providing our clients with an exceptional variety of products and services.

Our proven experience in global sourcing enables us to conduct thorough market assessments and recommend the best fit, tailored to your specific needs and location.

For one-of-a-kind projects, our manufacturer database allows us to contact accessory factories, request a catalogue (if one is not already on file), and begin discussing various options with our client. If a product or raw material is not available, we work with the manufacturer to modify an existing product to meet our client's needs.



We can use a client's own labels or names on the products (dependent on product patents). For bespoke products, we can also accommodate color changes, personalized packaging, and so on.



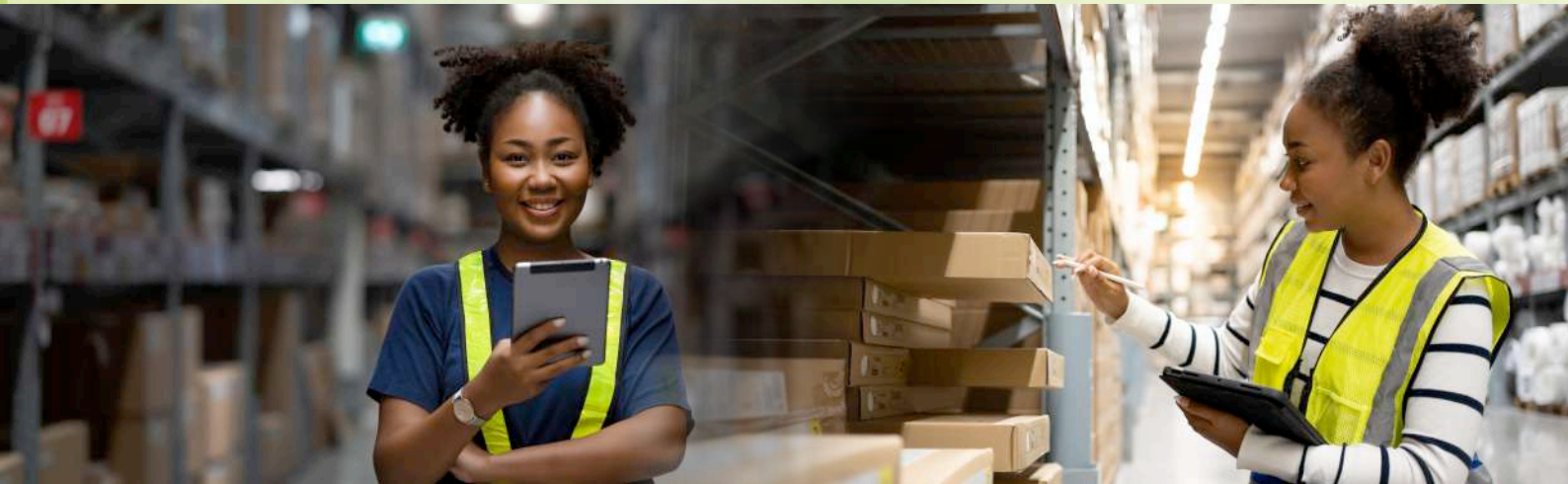
## **Comprehensive A-Z Procurement Project Management**

B2Z Logistics employs tried-and-true project management tools and practices, as well as clear key performance indicators. This infrastructure has enabled us to quickly transition from a resource provider to a full-service partner capable of viewing each contract as a project with its own life cycle.

### **The B2Z Logistics Procurement & Supply Process**

- 1. Request Received** - The customer submits a quote request to us (RFQ)
- 2. Enter the RFQ details into the system** - We enter the RFQ details into our online database system.
- 3. RFQ Details Assigned to Manager** - The request is assigned to the appropriate procurement and supply manager who has specialized knowledge and experience working with these types of goods.
- 4. Issue Three Quotes** - We place the request with the best suppliers using our extensive market knowledge. Then we give our client three quotes from which to choose.
- 5. Time to Decide** - Once our client has confirmed receipt of the quotations, we await word on whether they will accept one of them.

We can use a client's own labels or names on the products (dependent on product patents). For bespoke products, we can also accommodate color changes, personalized packaging, and so on.



### **Client Decides to Accept one of our Quotes**

1. Order Payment - We send an invoice based on the quote and wait for payment.
2. Factory Visit - We go to the supplier's factory to make sure they can export. We pass the quality certificates for the products once the checks have been completed to our satisfaction.
3. Sticking To the Schedule - The sales team communicates with the supplier on a weekly basis to ensure that they are adhering to the agreed-upon schedule for supply and delivery of the order.
4. Confirm Shipping Activity - The logistics department enters the planned shipping activity into the online database system to confirm that it has been booked.
5. Book Inspections - The logistics department will also book any necessary inspections, such as government inspections, field testing, and so on.
6. Final Factory Visit - We return to the factory one last time to inspect the goods and confirm that the order is ready to be loaded. We also take photographs to document our visit and the condition of the goods.
7. Prepare for Shipping - The goods are transported from the supplier and loaded into the warehouse of our choice, where they await shipping documentation.



## **Final Payment from our Client is Received**

1. Shipping Documents - We create all shipping documents and double-check with our clients to ensure that all details are correct.
2. Documents Sent to Client - DHL sends the documents to the client, along with waybills, packing lists, invoices, and any certificates or keys required for vehicles or machinery.
3. Two Keys - We always send one set of keys with any machinery or vehicle, and another set via DHL. This is to ensure that our client receives at least one set if the shipping line loses the keys that were sent with the goods.

## **ADVANTAGES**

Our experience and reputation are crucial, but there are some other things to know about us.

## **Comprehensive Procurement Management**

B2Z Logistics employs tried-and-true project management tools and practices, as well as clear key performance indicators. This infrastructure has enabled us to quickly transition from a resource provider to a full-service partner capable of viewing each contract as a project with its own life cycle.

The more supply chain processes you outsource to us, the more time you will have to devote to other important tactical operations. B2Z Logistics' supply chain is advantageous, secure, and convenient!



## Reliable Mediator

B2Z Logistics always enters contracts with suppliers in accordance with local and international law. We operate within a legal framework that virtually eliminates risk to our clients. Our quality assurance and traceability tools ensure supplier performance and production quality, lowering liability risks associated with inexperienced or uninformed procurement practices.



## Years of Experience

With our market expertise and strategic relationships, we help to shorten project life cycles and reduce costs caused by insufficient market assessment or a lack of vendor leverage. B2Z Logistics has decades of experience evaluating technology and innovation, which has grown into a significant asset that clearly secures our clients' competitive advantage.



## Offices on every Continent

We can easily source the most cost-effective solution for your military, defense, and tactical procurement needs because we have a presence on every continent, in major countries such as China, Spain, France, the United States, Brazil, Kenya, South Africa, Zimbabwe, Nigeria, Morocco, and Ivory Coast.

B2Z Logistics has a global database of thousands of audited factories and suppliers, and we are eager to share our resources with you to provide beneficial supply chain services.





**B2Z**  
**LOGISTICS**

***We Make Sourcing and Delivery Easy***

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