

I N V E S T O R   P I T C H   ·   2 0 2 6

# EITSEC

T E C H N O L O G I E S   L T D

*Trusted Technology Partner.*

*Design · Build · Support · Scale.*

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## Growth Capital Round

Confidential · Accra, Ghana · [www.eitsectechnologies.com](http://www.eitsectechnologies.com)

*"Committed to creativity and innovation."*



# Ghana-based software development & IT consulting company.

EITSEC Technologies Ltd is a Ghana-based software development and IT consulting company working with businesses, government institutions, NGOs, and development programmes.

We focus on practical solutions that solve real operational problems combining hands-on technical delivery with a strong understanding of governance, policy, and organisational contexts.

## LEGAL & REGULATORY COMPLIANCE

-  Registered in Ghana (CS050880424)
-  Ghana Revenue Authority (GRA) tax compliant
-  Data Protection Commission registered
-  SSNIT registered employer



# THE OPPORTUNITY

Africa's digital economy is at an inflection point.

Across Ghana and West Africa, businesses, government agencies, and NGOs are racing to digitise but lack the engineering capacity and trusted local partners to deliver enterprise-grade software.

*EITSEC sits at the intersection of this demand: local presence, governance fluency, full-stack delivery.*

**\$180B+**

Africa IT services  
market by 2028

**11%**

Annual digital  
economy growth

**44M+**

African SMEs needing  
digital transformation

**7+**

Years EITSEC has  
been delivering

# THE PROBLEM

## Why digital transformation fails for African organisations.



### **Offshore vendors are too expensive**

Foreign agencies charge enterprise prices but lack local context, regulatory awareness, and on-ground support.



### **Local talent is scarce and fragmented**

Skilled developers exist but are hard to recruit, retain, and assemble into delivery-ready teams.



### **Off-the-shelf software doesn't fit**

Generic SaaS tools assume infrastructure, payments, and workflows that don't match African realities.



### **Security & compliance are afterthoughts**

Most projects ship without long-term support, leaving organisations exposed and operationally fragile.



# OUR SERVICES

Nine practical service lines, one delivery standard.

*We design, build, and support digital systems that help organisations work better, scale responsibly, and manage risk — combining technical delivery with governance fluency.*



## Custom Software

Bespoke systems built around your operations.



## Web Applications

Modern web platforms that scale with you.



## Mobile App Development

Cross-platform mobile for field and customer.



## IT Consulting

Digital transformation strategy & roadmaps.



## IT Research

Studies, feasibility, and technology assessments.



## Training & Capacity

Building digital skills inside your organisation.



## M&E for Digital Projects

Monitoring & evaluation for real impact.



## AI-Enabled Solutions

Responsibly applied AI for automation & insight.



## Network Connectivity

Reliable infrastructure to keep you online.



# SERVICE PRICING

Engagement tiers built for the African mid-market.

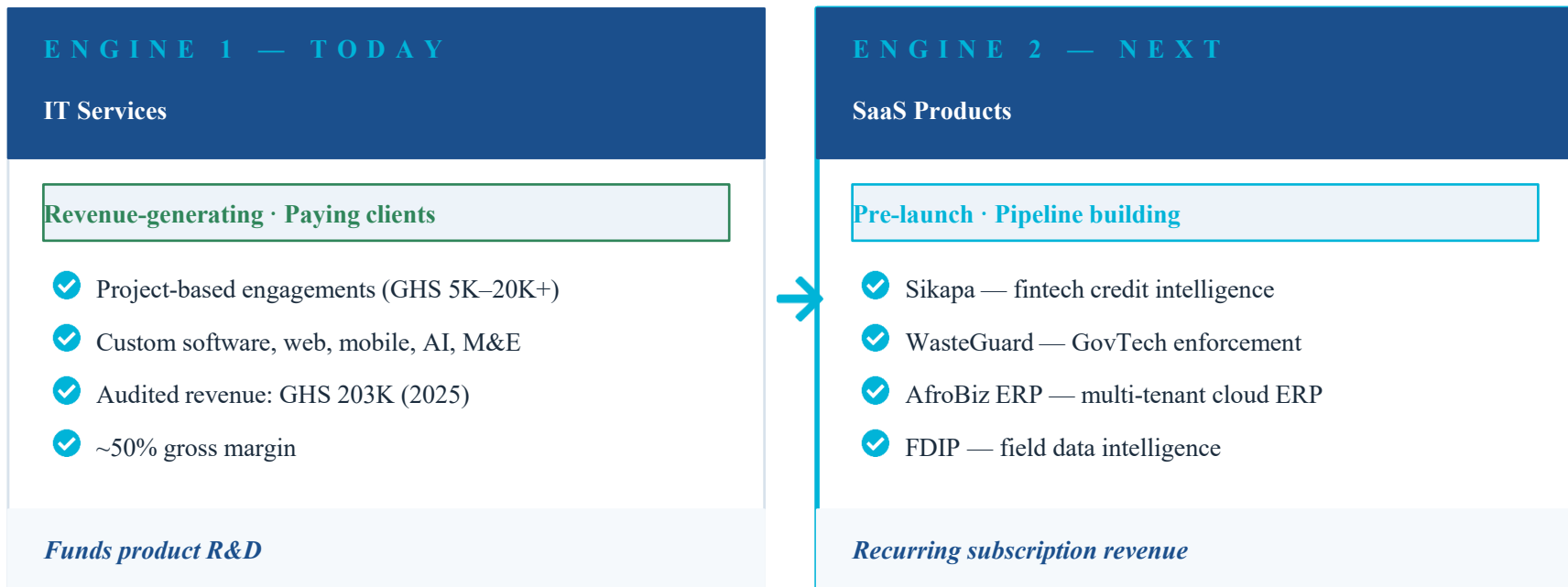
Service engagements range from quick-turn web projects to large enterprise builds — priced for accessibility while sustaining margin.

<b>STARTER</b> GHS 5K – 10K USD 500 – 1K	<b>PROFESSIONAL</b> GHS 10K – 18K USD 1K – 10K	<b>ENTERPRISE</b> GHS 20K+ USD 10K – 18K
<p><i>SMEs, startups, NGOs</i></p> <ul style="list-style-type: none"><li>✓ Landing pages &amp; web apps</li><li>✓ Small mobile apps</li><li>✓ Light IT consulting</li><li>✓ Training workshops</li></ul>	<p><i>Mid-size organisations</i></p> <ul style="list-style-type: none"><li>✓ Custom web platforms</li><li>✓ Multi-feature mobile apps</li><li>✓ M&amp;E systems</li><li>✓ Network deployments</li></ul>	<p><i>Government, large orgs</i></p> <ul style="list-style-type: none"><li>✓ Full custom software builds</li><li>✓ AI-enabled platforms</li><li>✓ Multi-module rollouts</li><li>✓ Long-term support</li></ul>

## B U S I N E S S   M O D E L

**Two engines: a profitable services business funding SaaS product launches.**

*Today, our IT services generate revenue from paying clients. Tomorrow, our four SaaS products convert that base into recurring subscription revenue at far higher margins.*



**The flywheel:** services revenue funds product development → products generate recurring revenue → recurring revenue funds expansion.

## OUR PRODUCTS

Four proprietary platforms, built for African realities.

*Beyond services, EITSEC has built four production-grade SaaS platforms targeting fintech, government, enterprise operations, and field data — each addressing a high-value problem in our market.*



### Sikapa

#### FINTECH CREDIT INTELLIGENCE

Converts SME financial activity into bank-ready credit intelligence for lenders.



### WasteGuard

#### GOVTECH ENFORCEMENT PLATFORM

Digital waste management & law enforcement for EHOs, Assemblies, and citizens.



### AfroBiz ERP

#### MULTI-TENANT CLOUD ERP

Eight integrated modules with country compliance engine and AI automation.



### FDIP

#### FIELD DATA INTELLIGENCE

Africa-first offline field data collection, workflow & AI analysis platform.



## PRODUCT 1 — SIKAPA

Credit intelligence for African SMEs.



**Sikapa**

**Fintech · Credit Intelligence**

Sikapa converts SME financial activity into bank-ready credit intelligence for lenders. We bridge the data gap that keeps millions of African small businesses locked out of formal credit turning everyday transactions into the underwriting signals banks need.

### KEY VALUE

#### Unlocking SME credit

- ✓ Lenders: bank-ready credit data on SMEs
- ✓ SMEs: a path to formal financing
- ✓ Banks: lower risk, faster decisions
- ✓ Regulators: visibility into SME activity



## PRODUCT 2 — WASTEGUARD

Real-time enforcement for cleaner cities.



WasteGuard

GovTech · Environmental Enforcement

A digital waste management and law enforcement platform that empowers Environmental Health Officers (EHOs), District Assemblies, and citizens to detect violations, issue spot fines, collect instant payments, and prosecute repeat offenders — all in real time.

### Detect

Field officers log violations

### Fine

Issue spot fines on the spot

### Collect

Mobile money & instant pay

### Prosecute

Track repeat offenders

*Target customer: Government of Ghana — Ministry of Local Government & MMDAs.*



## PRODUCT 3 — AFROBIZ ERP

Cloud ERP built for the African market.



AfroBiz ERP

Multi-Tenant Cloud-Native SaaS Platform Built for Africa

### 8 INTEGRATED BUSINESS MODULES

✓ Sales & Invoicing

✓ Inventory Management

✓ Accounting & Finance

✓ HR & Payroll

✓ Procurement

✓ Reports & Analytics

✓ Mobile POS

✓ Project Management

### DIFFERENTIATORS

**Country Compliance Engine** — auto-applies tax, social security, filing & invoice rules per country. **AI Automation Layer + No-code Workflow Builder** across all modules.



## PRODUCT 4 — FDIP

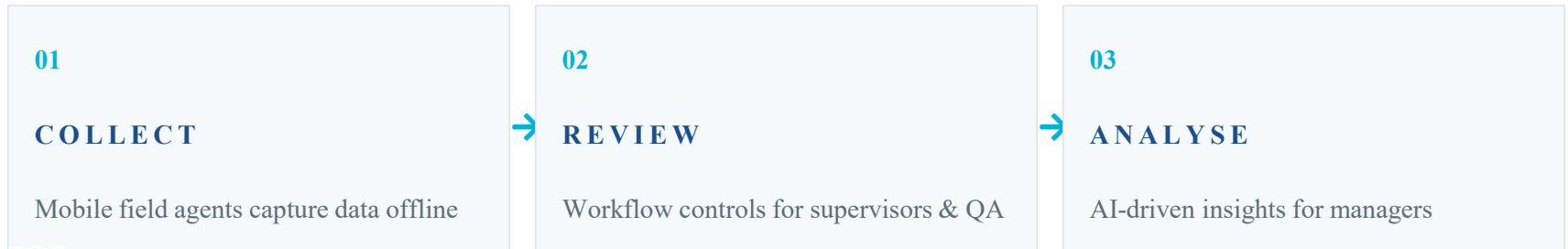
### Field Data Intelligence & Workflow Platform.



**FDIP**

**Africa-First Field Data Collection · Workflow · AI**

FDIP helps organisations collect data in the field, review it through workflow controls, and analyse it with built-in AI. Web for managers, supervisors, and analysts. Mobile (offline-capable) for field agents working anywhere.



# TRACTION

Services generating revenue today. SaaS products on deck.

## SERVICES — LIVE

Paying clients · Audited revenue

**GHS 203K** 2025 Revenue (audited)

**+87.6%** YoY revenue growth

**GHS 50.8K** 2025 PBT (profitable)

### Recent milestones

- ✔ Admin costs cut 67% YoY
- ✔ Total assets nearly 2x (145K → 280K)

## PRODUCTS — PRE-LAUNCH

4 SaaS platforms · Pipeline building

 **Sikapa** Built · Lender pilot prep

 **WasteGuard** Built · Govt of Ghana target

 **AfroBiz ERP** Built · SME beta cohort prep

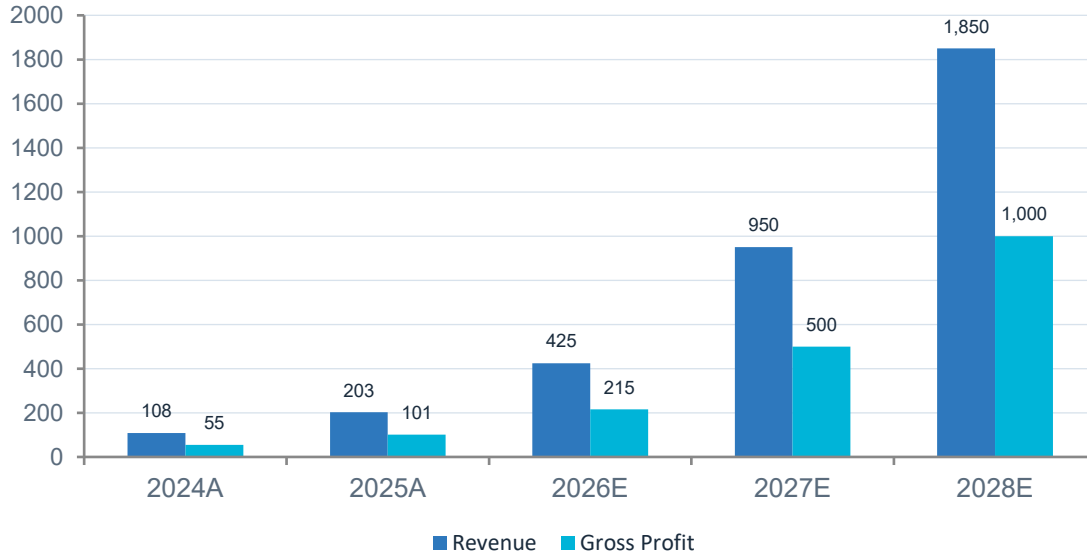
 **FDIP** Built · NGO pilot prep

*All four platforms target launch in 2026 — funded by services revenue + this raise.*

# FINANCIAL PROJECTIONS

Building on a real audited base.

## Revenue & Gross Profit Outlook (GHS '000)



**GHS 425K**

2026E Revenue

**108%**

3-Yr CAGR (25→28E)

**GHS 1.85M**

2028E Revenue Target

**~50%**

Gross margin (steady)

Projections grounded in audited 2024 & 2025 actuals. The next three slides decompose this curve into customer × ACV math, year-by-year milestones, and the regional pilot plan that anchors the 2027 leap.

# BOTTOMS-UP REVENUE BUILD

The arithmetic behind GHS 1.85M by 2028.

Three revenue engines, each with a defensible customer × ACV math. Numbers reflect 2028E targets — the GTM plan to land them is on the next slide.

## VOLUME SAAS

GHS 930K

2,300 customers × GHS 400 ACV

*Sikapa + AfroBiz · SMEs*

- ✓ 800 Sikapa SME subscribers
- ✓ 1,500 AfroBiz ERP seats
- ✓ Self-serve + partner channels
- ✓ Recurring monthly revenue

## MUNICIPAL CONTRACTS

GHS 420K

12 contracts × GHS 35K ACV

*WasteGuard · Assemblies & MMDAs*

- ✓ 8 District Assemblies (Ghana)
- ✓ 4 regional pilot wins
- ✓ Annual licence + support
- ✓ Sticky procurement cycles

## ENTERPRISE FI

GHS 500K

8 contracts × GHS 62K ACV

*FDIP · Banks, MFIs, Donor Programmes*

- ✓ 5 Tier-2 banks & MFIs
- ✓ 3 donor / NGO programmes
- ✓ Multi-year SaaS contracts
- ✓ Highest gross margin tier

## PATH TO GHS 1.85M

**Milestone bridge: how we get from GHS 425K to GHS 1.85M.**

*The 2027 leap is where most projections break. We anchor it in two specific events: Côte d'Ivoire and Liberia going live. The 2028 step is Sierra Leone plus scaling what already works.*

### 2026 → 2027 · THE LEAP

425K → 950K

#### Driven by 2 country launches + product GTM

- ✓ Côte d'Ivoire pilot launches Q1 2027
- ✓ Liberia pilot launches Q2 2027
- ✓ 2 more WasteGuard MMDA wins (Ghana)
- ✓ 3-4 FDIP enterprise wins (banks, MFIs)

*Sikapa & AfroBiz cohort scale-up*

### 2027 → 2028 · SCALE

950K → 1.85M

#### 3rd country + scale of proven markets

- ✓ Sierra Leone pilot launches Q1 2028
- ✓ Côte d'Ivoire moves pilot → scale
- ✓ FDIP cross-sell into pilot-market FIs
- ✓ 2,300 SME volume seats achieved

*Recurring SaaS > 70% of mix*



**Downside case:** at 50% execution we still hit ~GHS 925K by 2028 — 4.5× today's base, profitable at current cost structure.

# REGIONAL EXPANSION DE-RISKED

Three pilot markets, each with a defined entry plan and kill criterion.

West Africa entry sequenced by language difficulty, market size, and partnership readiness. Each pilot has a 9-month kill criterion before scale capital is deployed.

## CÔTE D'IVOIRE

Q1 2027

Pilot launch · 31M people · XOF

*Francophone · strongest economy*

- ✓ Products: AfroBiz + Sikapa
- ✓ Entry: Abidjan fintech / bank partner
- ✓ Risk: BCEAO regulation, talent
- ✓ Kill criterion: 80 SMEs in 9 months

## LIBERIA

Q2 2027

Pilot launch · 5M people · USD-pegged

*Anglophone · trade-corridor play*

- ✓ Products: Sikapa + FDIP
- ✓ Entry: Ghana–Liberia trade SMEs
- ✓ Risk: small TAM, infrastructure
- ✓ Kill criterion: 1 FI partner signed

## SIERRA LEONE

Q1 2028

Pilot launch · 8M people · SLL

*Anglophone · donor-funded entry*

- ✓ Products: WasteGuard + FDIP
- ✓ Entry: NGO & donor partnerships
- ✓ Risk: FX volatility, payments
- ✓ Kill criterion: 2 contracts in 9 months

## BOARD & LEADERSHIP

Experienced governance, hands-on execution.



**Mr. Christ Kwabla-**  
**Banker**

**BOARD  
CHAIRMAN**

Provides governance oversight and strategic direction.



**Mrs. Theodora Williams**  
**Anti**

**Development Specialist  
BOARD MEMBER**

Brings cross-sector expertise to corporate governance.



**Mr. Emmanuel Kpogo**  
**Marketing and Procurement**

**Expert  
BOARD MEMBER**

Contributes industry insight and stakeholder engagement.



**Dr. Martin Mabeifam**  
**Ujkapa lecturer, IT**

**Expert  
BOARD MEMBER**

Adds policy and academic depth to board deliberations.



**Mr. Godson Charnor**  
**CHIEF**

**EXECUTIVE  
OFFICER**

Co –Founder and CEO.  
Leads vision, technology, and growth.



# WHO WE SERVE

Partnering across sectors for digital success.



## Private Sector

*Businesses & Startups*

Custom software,  
web/mobile, digital  
transformation for  
growth.



## Government

*Public Sector  
Institutions*

Secure systems,  
governance solutions,  
accountable service  
delivery.



## NGOs

*Development  
Organisations*

M&E systems,  
capacity building,  
technology for  
impact.



## Education

*Training Institutions*

Digital learning,  
capacity building,  
teaching &  
administration.



## Innovation

*Hubs & Donor  
Programmes*

Scalable tech,  
research support,  
measurable-impact  
solutions.

*Solutions adapted to local realities while aligning with international standards.*



# Raising \$2.5M to scale across West Africa.

**\$2.5M**

Series A · Equity Round

## Use of Funds

- 30%** Engineering team expansion
- 30%** Product GTM: Sikapa, WasteGuard, AfroBiz, FDIP
- 20%** Regional pilots: Côte d'Ivoire, Liberia, Sierra Leone
- 10%** Sales, BD & enterprise contracts
- 5%** Operations & compliance

## 18-month milestones:

**\$3M ARR · 3 new countries · 4 SaaS products · 10 engineers**

LET'S WORK TOGETHER

# Partner with EITSEC.

*Africa is digitising once. We're building the engineering bench that delivers it.*



## CONTACT

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## VISIT US

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*Confidential*

*Thank you.*