

konic
solutions limited

Company Profile

Contact Us



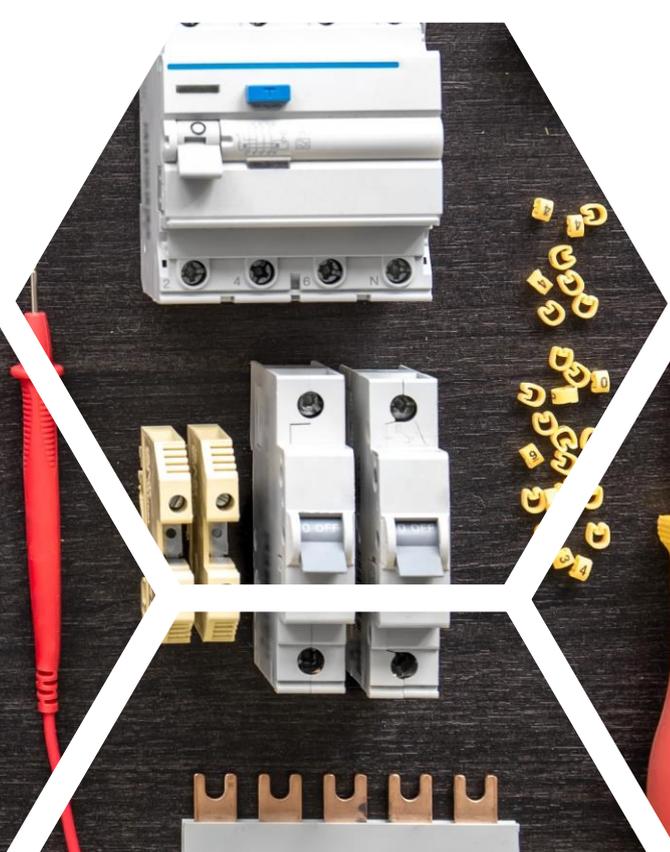
Cell: +26 (09) 696 84451



Mount Meru Filling Station,
Plot 37051 Kansanshi Road
Mushitala, Sowlezi



Email: chali@konicolutions.co.za



WHO WE ARE

Konic Solutions (Zambia) Limited is a wholly Zambian owned and managed private business set up to create a lasting footprint in the utilities, mining, manufacturing and related industries. We operate as distributors and agents of global Original Equipment Manufacturers (OEMs) who market and/or distribute our strategic partners' products and services. We are currently the official agents for LS Cables & Systems Ltd of South Korea, a global leader in the cabling industry. We have forged very strong relationships with other prominent OEMs of quality energy and power products spanning across Asia (China, South Korea, India), Europe (Greece), and Africa (South Africa).

The founding directors and employees of Konic Solutions bring together a combination of highly diversified managerial experience, energy and skills. Our company is built on the strength of our networks with our suppliers, clients and other stakeholders, which have been established through doing business and working in the industries we serve over the years. We aim to become the leading company in the industry by providing our clients with high quality products and excellent service.

OUR VISION

To be the industry leaders through providing our clients with high quality products and excellent service.

We envisage achieving our vision through fairness, business ethics, national reach, technological expertise, building long term relationships with all our associates, customers, partners and other stakeholders.

OUR MISSION

Our mission is two-fold: I) to render satisfactory services, quality products at competitive price and at right time to the customer on behalf of the OEMs; II) to be an internationally recognized corporation that provides solutions to Manufacturing Companies, Mining Companies, Utilities Companies (electricity, railway, telecommunication and water sectors, etc.).

OUR VALUES

- Commitment to fair business practice
- Professionalism and leveraging resources, skills and expertise
- Offering high quality products and services
- Personalised services



SKILLS & EXPERTISE

- Business Management
- Negotiating
- Customers Relations
- Communication and legal skills
- Tendering

KEY COMPETENCIES

- Understanding the dynamics of the energy industry
- Economic empowerment policies and strategies
- Networking & Marketing
- Partnership with reputable manufacturing companies who provide durable products and back up services on all products
- Technological expertise in power products, projects and related equipment
- Vast experience in the energy and power industry

OUR PRODUCTS:

I. High Voltage and Medium Voltage Electrical products:-

- Distribution and Power transformers
- Distribution Line Fittings & Accessories
- Transmission Line Fittings & Accessories
- Cables and Conductors
- Circuit Breakers
- Switchgears
- Motors
- Gears
- Pumps
- Valves
- Transformer Bushings
- Energy Meters and Solutions

II. Residential and commercial prepayment meters

III. Mining equipment

IV. Mining Cable

V. Cost-effective energy optimising products such as heat-pumps, energy efficient lighting and motion sensors

VI. Other equipment for manufacturing and heavy industries

VII. Protective Clothing



Our SERVICES



- Assisting OEM's in preparing end-to-end technical and commercial tender documents
- Providing pre-bid consultancy to utilities to design tender specifications
- Assisting clients in preparing export documents as per format advised by various utilities
- Providing after sales services.
- EPC representation for turnkey projects.
- Installation of mini substations
- Installation of meters including demand meters
- Laying of 4 X core cables ranging from 16mm to 185mm in sizes
- Laying of HT cables ranging from 95mm to 185mm in sizes
- Jointing of cables LV and HV
- Excavations for cable laying
- Planting of BMK and RMU
- Conducting terminations of all sizes
- Constructing and maintenance of street lights
- Overhead lines
- Conduct power lines audit
- Meter reading
- Meter cut offs and reconnections
- Substation Maintenance
- Building and house wiring
- Site clearing and grubbing
- Supply and install electrical equipment
- Servitude negotiations and registration on beha of the client
- Survey of power line route and pegging of towers
- Project Management (Consultant) in electrical infrastructure
- General trading



Circuit Breakers



Transformers



Overhead Lines



Pumps &



Transformer Bushing



Substations Maintenance

Our Partners



LS Cable & System
New Name of  LG Industrial System

BVALVE
Flow, Systems & Controls, S.L.U.

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