



An Entrepreneur's Journey Through Chaos, Courage & Reinvention

About Me



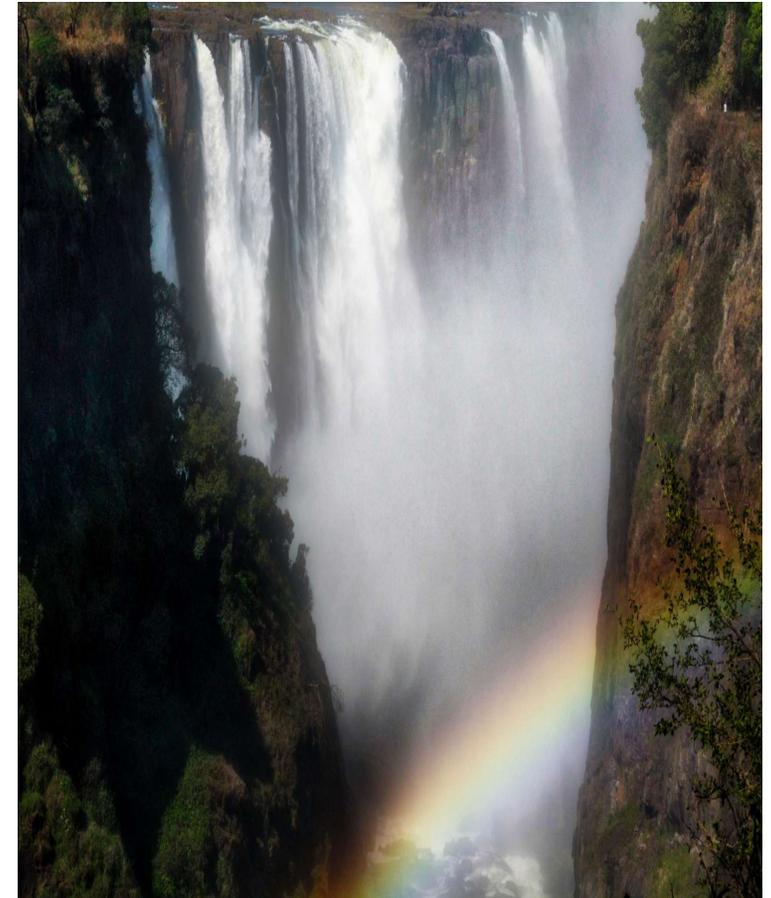
All About Action

Where It Rains 24/7

The only "rainforest" on Earth created by a waterfall

Just like entrepreneurship — **constant storms**,
but incredible beauty if you stay in the mist

"Mosi-oa-Tunya" — The Smoke That Thunders



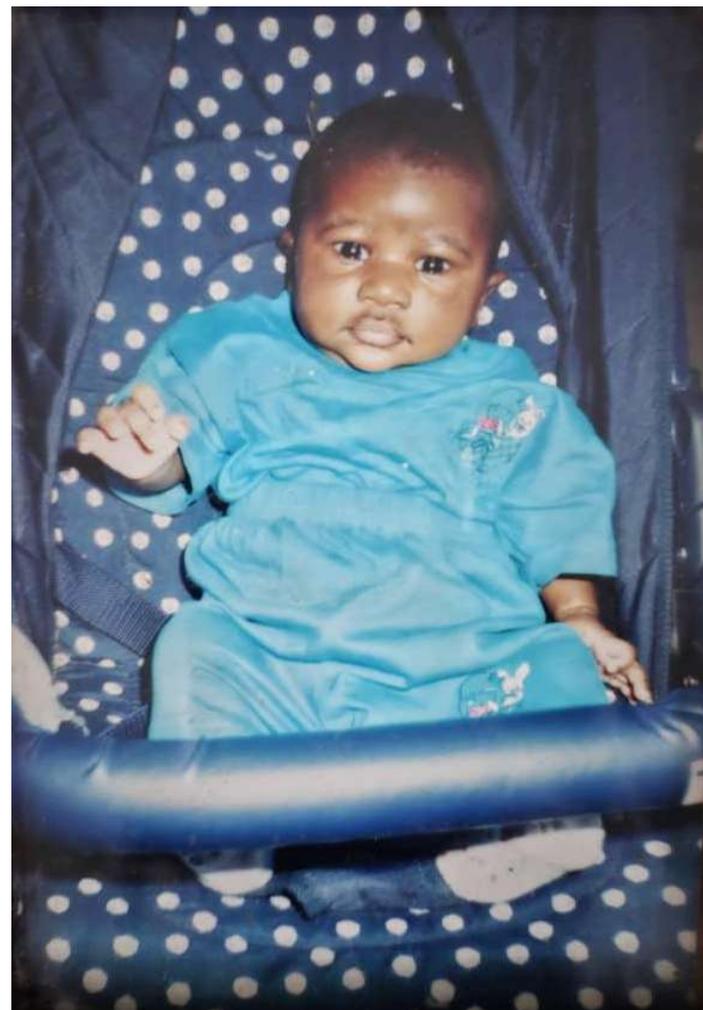
& Very Pregnant Wife

The perfect recipe for starting a company:

But I had something money can't buy:

Axis Solutions was born from necessity & networks

✓ **Maximum motivation**



\$100,000,000,000,000

Zimbabwe Hyperinflation



Still My Customer.

Relationships got me the client
Relationships helped me deliver
(Because I definitely didn't know Linux)

The Lesson:

- Be Bold — knock on every door
- Ask For Help — ego is expensive
- Use Relationships — your network is your net worth



Josephine Saurombe

IT Manager at CMB

CarnaudMetalBox Zimbabwe

Zimbabwe

The One Who Completes You

A great business isn't built alone.

You need someone who *completes* you, not
copies you.

*— former banker, brilliant with
figures, a master networker, and grounded.*

Me? A techie through and through.

The Lesson:

Find someone who knows your strengths



Drastic Innovation

The Fiscalization Solution nobody asked for
(but everybody needed)

Lessons in Innovation:

- Innovate WITH your customers, not AT them
- Get an anchor customer early — one believer is enough
- Don't wait for the law to be "right"



Rev  ax



Monopolise.



Breaking Boundaries

From IT to Healthcare?

"You're not a doctor!" — Everyone

Industry boundaries are imaginary lines drawn by people afraid of change

Lessons:

- Challenge Myths — "you need a medical degree"
- Break Professional Cults — expertise is learnable
- Convergence is where the magic happens



Built in Lusaka, Zambia



& Counting

From Zimbabwe to 12 African nations
Scaling across the continent

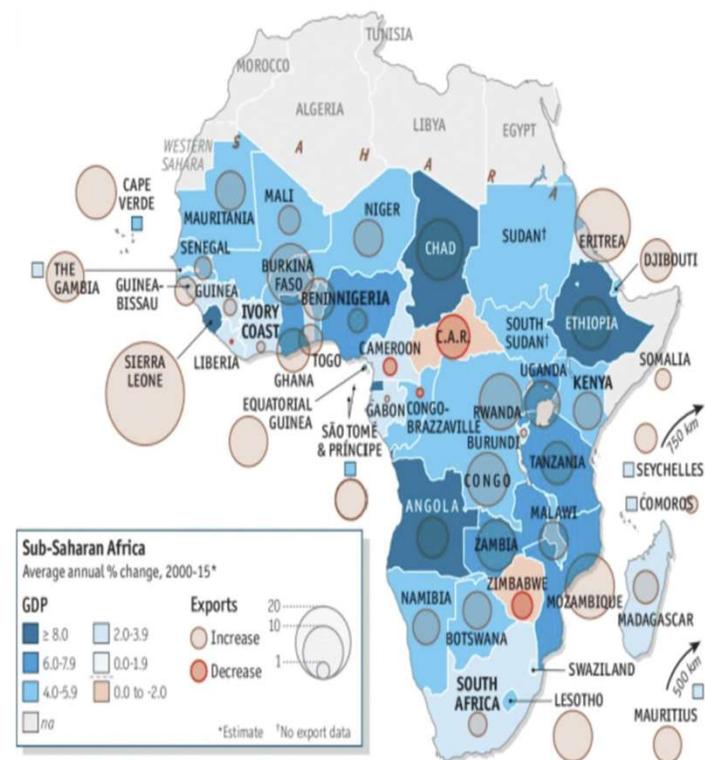
The Expansion Playbook:

- one thing done brilliantly
- you can't do Africa alone
- what only YOU can bring to the table

Every country is different. Every market has its own madness.



"The Big African Market"



Source: International Monetary Fund, World Economic Outlook Database, October 2015
onomist.com

Fintech & Bio Computing



Rural Industrialization

- Depend on what we produce and
- Produce what we depend on
- Massification



MhaziSpray

Smart AI Knapsack Sprayer

- ✓ Correct Dose (L/ha)
- 📍 Proof of Work Heatmap
- ☁ Remote Cloud Access
- 📄 Recipe & Compliance Logs
- 🔋 Swappable Battery
- 🔒 Reduces Theft & Misuse

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Spray Smart. Prove It.
\$ More money in the bank

Is The Ultimate Skill

Forget programming.

Forget accounting.

Forget your MBA.

The ability to reinvent yourself.

The last man standing isn't the strongest. It's the one who kept reinventing.

What's next? I don't know. And that's the point.



THE PLAYBOOK

01

Your network is your net worth

02

Ask for help. Ego is expensive

03

Survive the VUCA. Adapt or die

04

Build with customers, not for them

05

Own tech + scale + brand = win

06

Industry lines are imaginary

07

One thing done brilliantly first

08

The only constant survival skill



Remember: Ready, Shoot, Aim.
The aim gets better with every shot.

Questions?



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