Zambikes

Lusaka, Zambia
Dustin McBride
Organization type: hybrid
Project Stage: Scaling
Budget: $100,000 - $250,000
Website: http://www.Zambikes.com

- Business & Social Enterprise
- Social enterprise

Project Summary

Elevator Pitch

Concise Summary: Help us pitch this solution! Provide an explanation within 3-4 short sentences.

Zambikes is a social business that manufactures, assembles and distributes high quality bicycles, ambulance trailers and cargo trailer to underprivileged, empowering individuals to fight the mindset of poverty and address economic and social needs worldwide.

About Project

Problem: What problem is this project trying to address?

Issues with rural transportation and accessibility to healthcare, markets, and work due to lack of roads, bad roads, or lack of disposable income in impoverished areas. In Africa and in parts of South America, there is need for access to jobs, medical care, or need to carry good from farm to market. Having a bicycle or trailer can be the difference between life or death; or between "making it" or "missing it" in this world.

Solution: What is the proposed solution? Please be specific!

Rural transportation products designed specifically to meet needs of people with lower income in developing economies. We accomplish this by providing high quality bicycles, ambulance trailers, and cargo trailers to the developing world.

Impact: How does it Work

Example: Walk us through a specific example(s) of how this solution makes a difference; include its primary activities.

Zambikes is a social business that manufactures, assembles and distributes high quality bicycles, ambulance trailers and cargo trailer to the underprivileged, empowering individuals to fight the mindset of poverty and address the economic and social needs. Practically, weach product address different social, economic and health issues for developing economies. Our bicycle was specifically designed (we go straight to the manufacturer in China and design it ourselves) to meet the rugged roads in Africa and can help an individual carry product to sell, get to a job, therefore mobilizing people. Our ambulance trailer specifically addresses the need for access to rural healthcare where "land cruiser" ambulances cannot reach. It also address HIV positive people receiving their ARV's more easily and women being able to have safe child birth in a clinic opposed to in the village. Our Cargo trailer adds capacity to any bicycle or motorcycle in order to increase productivity for rural farmers trying to get goods from farm to market.

Sustainability

Marketplace: Who else is addressing the problem outlined here? How does the proposed project differ from these approaches?

Our peers are any other bicycle or trailer organization trying to improve the quality of rural transportation in impoverished areas. Other groups such as, World Bicycle Relief, Sakaramenta, Africycle, Project Rwanda, Cycling Out of Poverty, Bicycles for Humanity, and others. Most of these peers/competitors are focused on supplying used or new bicycles to areas of need. We are interested in selling relevant products to create long term sustainability and have branched out beyond just bicycles and into our trailers that are locally manufactured (increases local labor as well).

Team

Founding Story
In 2004, Vaughn Spethmann and Dustin McBride traveled with a team of fellow college students on a missions trip to Zambia. The people of Zambia quickly stole their hearts and opened their eyes to the difficult realities of poverty. During the team’s last day in Zambia, Vaughn accompanied a newfound friend, Benjamin, on a bicycle ride. It was difficult for Vaughn to ignore the state of the bicycles around them. They had cracked frames, bent rims and seat posts, missing spokes and were covered in rust. Vaughn asked Benjamin how much his bike had cost, to which he replied, “Used, it was $200 US.” After a lot of prayer and thinking through how they could address this issue with their business minds and compassionate hearts, they founded Zambikes with 2 Zambian partners, Mwewa Chikamba and Gershom Sikaala, in 2007.

**Organization:**
Zambikes

**First Name**
Dustin

**Last Name**
McBride

**Twitter URL**
https://www.twitter.com/zambikeofficial

**Facebook URL**
http://www.facebook.com/zambikes

**Organization Name**
Zambikes

**Organization Country**
Lusaka, Lusaka, LK, Lusaka

**Country where this project is creating social impact**
Lusaka

**Age of Innovator**
18-34

**Gender of Innovator**
Male

**How long has your organization been operating?**
1-5 years

The information you provide here will be used to fill in any parts of your profile that have been left blank, such as interests, organization information, and website. No contact information will be made public. Please uncheck here if you do not want this to happen.

**Innovation**

**How long have you been in operation?**
Operating for 1-5 years

**Social Impact**

**What solution(s) does your initiative address to help emerging entrepreneurs and small businesses grow and thrive in underserved communities? (select all applicable)**

**What has been the impact of your solution to date?**
We have distributed over 9,000 bicycles and 1,000 trailers (both ambulance and cargo trailers) around Africa.
We have trained over 50 undereducated employees (many whom are still working with us today).
We have designed the best ambulance trailer and cargo trailer for the African conditions (with help from American designer, Daryl Funk)
We have sponsored over 20 individuals with further education (from finishing high school, to trade schools, to receiving an MBA).
We have raised awareness worldwide (a lot through our unique bamboo bicycles) on the issues in Zambia and around Africa when it comes to poverty and lack of access to rural healthcare

**What is your projected impact over the next 1-3 years?**
We project to scale up operations in Zambia for Southern Africa, open a branch in Uganda for Eastern African operations, and Argentina and Brazil
for South American operations. We would like to build thousands of ambulances for rural health care access in those areas. We would like to provide quality bicycles across Africa and South America as well as Carts where needed.

What barriers might hinder the success of your project? How do you plan to overcome them?

With scaling up, we need to have the right people and the right partners. The biggest barriers will be to prove sustainability in any new market that we expand and then once proven, getting the funding to accomplish the task. We plan to raise money for feasibility and once we have received the needed information on sustainability, then we will approach social investors for expansion capital.

Winning entries present a strong plan for how they will achieve and track growth. Identify your six-month milestone for growing your impact

Open our new branch in Uganda and locally manufacture over 100 Zambulances and 100 Zamcarts into rural areas with partners.

- Identify three major tasks you will have to complete to reach your six-month milestone
  
  Task 1
  Sign MOU with local partner to manufacture zambulances and zamcarts
  
  Task 2
  Find partner to help distribute and monitor each unit in the field and give required feedback every month
  
  Task 3
  Raise enough capital to build all 200 units and distribute within 6 months.

Now think bigger! Identify your 12-month impact milestone

With positive feedback from the 6 month milestone, our 12 month milestone would be to have contracts for over 1,000 Trailers

- Identify three major tasks you will have to complete to reach your 12-month milestone
  
  Task 1
  Find partners to buy over 500 Zambulance trailers
  
  Task 2
  Find partners to buy or retails over 500 Zamcarts
  
  Task 3
  Build our own private entity to grow beyond the current partnership MOU.

Sustainability

Tell us about your partnerships

Our key partnership is with Zambikes USA, a 501c3 non-profit that aids in the start up and consulting process for Zambikes social enterprises around Africa. Zambikes USA helped to fund the first 2 years of operations while we were testing the market in Zambia but now only helps with some education sponsorship and consulting now and again.

Please elaborate on any needs or offers you have mentioned above and/or suggest categories of support that aren’t specified within the list

We need help to scale up when it comes to networking, marketing, partners, and funding. In the scale up process, we partner with local organizations so they will also receive help in supply chain, consulting, and funding from us potentially.

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