

# Africa expansion strategy for One Channel

Local business solutions provider One Channel is expanding at a rapid pace throughout Africa, largely as a result of traditional mid-market ERP specialists looking for a true-cloud, post-modern ERP solutions for their medium to large customers.



Image by 123RF

In less than a year, One Channel has appointed more than 10 resellers in South Africa alone. The company is also represented by strategic partners in Namibia, Mozambique, DRC, Kenya, Ethiopia and Zambia.

One Channel CEO, Bernard Ford, says this is part of their rapid expansion strategy on the African continent. One Channel is aiming to establish local partnerships to help build teams of resellers and service providers around Acumatica in all African countries.?

One Channel has followed the evolution of business software from core accounting, to ERP and now to extended ERP and Cloud and has adapted its business model to deliver modern, cloud-based extensible systems.

Ford believes Africa will leapfrog the world in ultra-fast broadband and smartphone propagation over the next three to five years. One Channel is positioned to take advantage of this technological advance to unlock the most modern ERP and business software solutions for our African customers.?

Through its partnerships with the best solution providers, software developers and master vendors like Acumatica, One Channel offers the world's leading cloud-based ERP and Mobile Workforce solutions for medium sized to large organisations in many sectors and industry types.

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