



Transforming Local Contractors into Data-Driven Construction Companies

To Support the Delivery of Tanzania Development Vision 2050

The Kings Builders Ltd Case Study

CRB ANNUAL STAKEHOLDERS CONFERENCE - AUGUST 2026

AGENDA

What We Will Cover Today

01

The Opportunity

Will today's contractors be ready for Vision 2050?

02

The Evolution

From traditional, to system-driven, to data-driven

03

The Data-Driven Contractor

Definition and the five pillars that sustain it

04

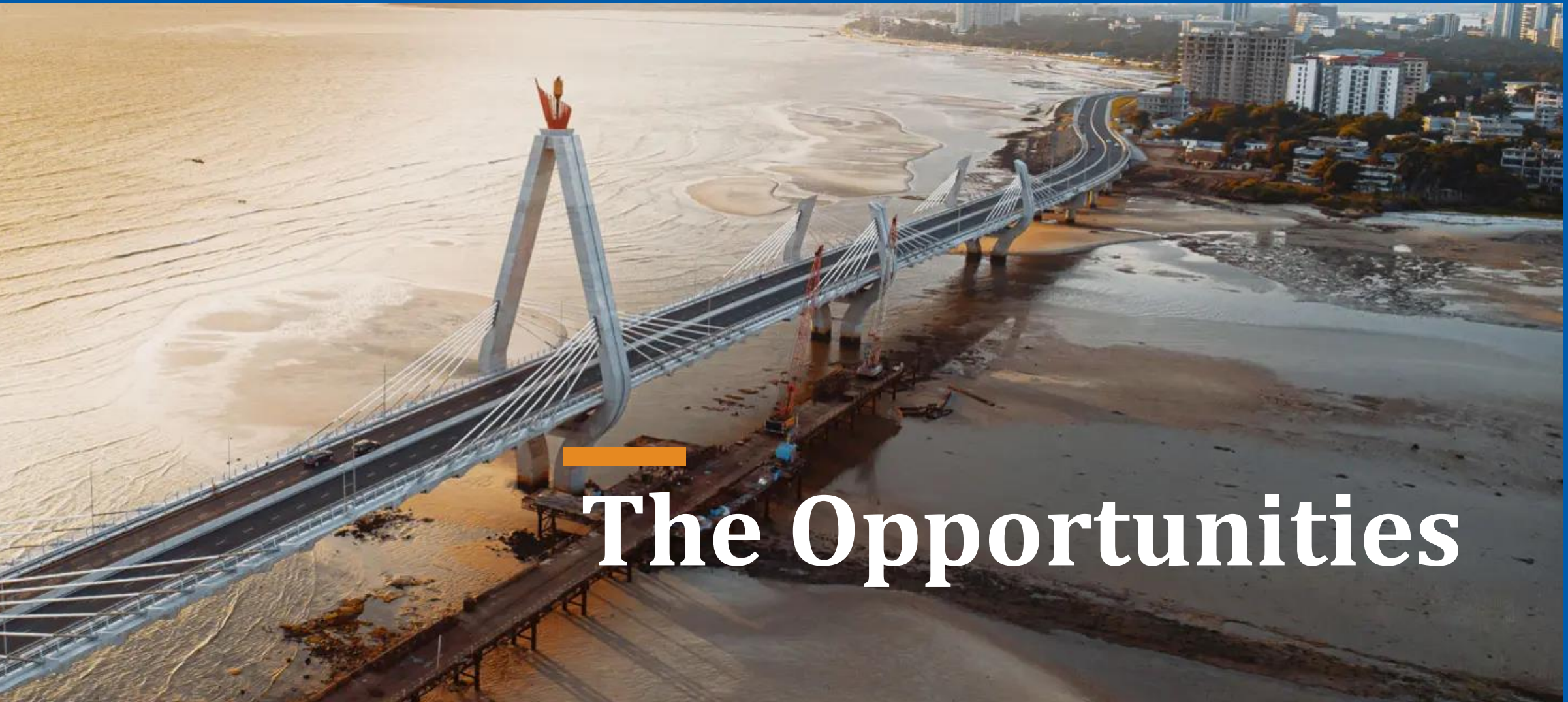
Our Journey

How Kings transformed and uses ICT in practice

05

Live Demo

A practical on how to use the TACTIVE System



The Opportunities

01 — THE OPPORTUNITY

— WHO WE ARE

A Tanzanian Contractor

Kings Builders Ltd is a locally owned construction company delivering civil and building works across the country. Our foundation is engineering capability, plant capacity and a delivery record, the same foundation most contractors in this room are built on.

What we do



Civil Works

Roads, and General Infrastructure Projects

How we do it



Integrated Systems

Through an integrated system, one platform, One source of truth



Will Today's Local Contractors Be Ready to Build Tanzania Development Vision 2050?

Over the next two decades, Tanzania will continue investing heavily in infrastructure. The question is not whether the projects will exist but it is whether our companies will be prepared to deliver them competitively, efficiently and sustainably.

Vision 2050 will require local contractors that can control cost, time, resources, quality and risk consistently not only contractors with strong equipment and engineering capability.



The Evolution

The Evolution of the Local Contractor

Preparing for Tanzania Development Vision 2050

STAGE 1

Traditional Contractor

- Engineering excellence
- Strong execution
- Equipment & experience
- Paper-based processes
- Department-based operations



STAGE 2

System-Driven Contractor

- Standardized processes
- Integrated management
- Paperless workflows
- ERP-enabled operations
- Organized information



STAGE 3

Data-Driven Contractor

- Real-time visibility
- Data-driven decisions
- Predictive management
- Integrated governance
- Continuous improvement

The change is progressive: engineering capability remains the foundation; systems create discipline; integrated data then gives management visibility, control and better decisions.

Our Digital Transformation Journey

From spreadsheets, to stand-alone systems, to one integrated platform



PHASE 01

Excel and Paper

Separate spreadsheets per department
Paper approvals and site records
Information held by individuals
Reporting compiled manually



PHASE 02

Basic Stand-Alone Systems

Accounting and payroll packages
Stand-alone estimating tools
Better records, still disconnected
Re-entry of the same data



PHASE 03

TACTIVE Integrated ERP

SOPs documented before selection
ERP evaluated against our processes
System configured around Kings
Training, testing and formal go-live



PHASE 04

Data-Driven Management

One source of truth across functions
Job cost and progress in real time
Exception-based management
Continuous improvement of workflows



The Data Driven Contractor

What Is a Data-Driven Contractor?

A construction company that integrates leadership, people, standardized processes, technology and reliable data to make faster, better and more transparent decisions.

A Data-Driven Contractor connects people and departments through

standardized workflows

so that management decisions are based on current, reliable information rather than phone calls, isolated spreadsheets or assumptions.



Technology alone does not create a Data-Driven Contractor. Integration does.

How to build the Data-Driven Contractor

A SUSTAINABLE DATA-DRIVEN CONTRACTOR



Leadership

Set the digital vision, governance and accountability while investing in the right tools that uses data to manage performance.



Empowered People

Build digital capability, ownership and a culture of adoption. Here employees are trained, understand the value of the systems and use them consistently.



Standardized Processes

Create consistent workflows before digitization i.e., define how work should be done across projects, sites and departments before introducing technology



Integrated Systems

Connect functions and create a single source of truth such as finance, procurement, HR, project management and site operations share information rather than operating in silos.



Data-Driven Decisions

Turn operational data into timely management action dashboards, reports and analytics enable faster decisions on cost, progress, resources and risk.

The five pillars work as one system: leadership drives adoption; trained people follow standardized processes; technology integrates those processes; reliable data turns daily activity into management intelligence.



Our Journey

The Kings Builders Transformation Journey

1

Strategic Decision

Leadership chose to move from project-driven to system-driven operations.

2

Business Standardization

SOPs and core processes were documented before digitization.

3

Select the Right ERP

TACTIVE was chosen to fit our construction processes and growth needs.

7

Continuous Improvement

We keep improving workflows, data quality, discipline and reporting.

4

Organizational Alignment

Roles, reporting lines and SOPs were aligned to the new workflows.

5

System Customization

The provider configured the system around Kings Builders' processes.

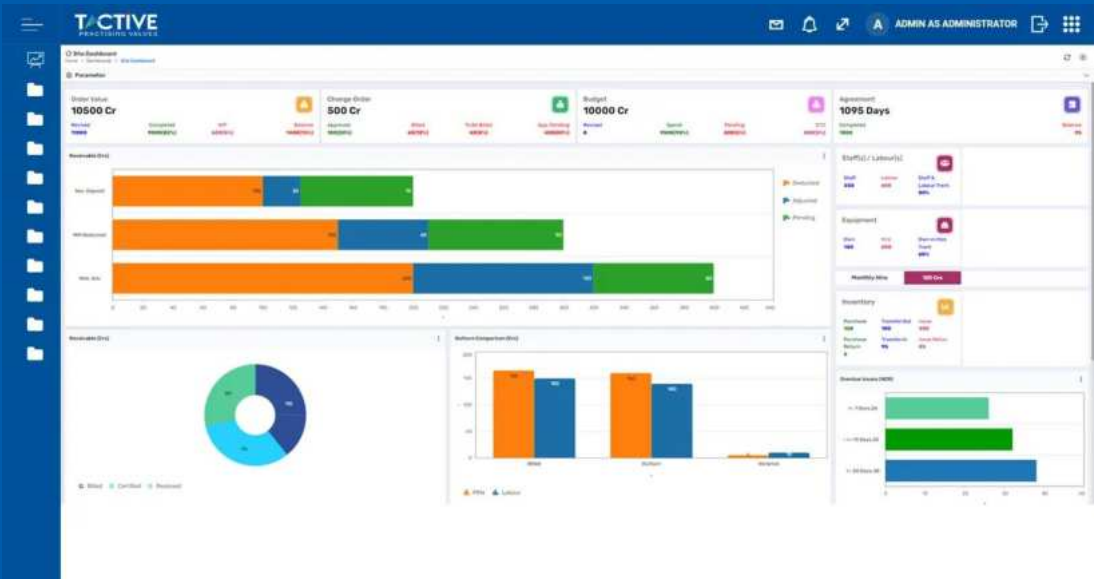
6

Training & Go-Live

Users were trained, the system tested and a formal Go-Live implemented.



One Company • One System • One Source of Truth



Tendering & Estimating

Budgeting & Scheduling

HR & Payroll

Finance & Accounts

Construction Operations

Management Reporting

Plant, Equipment & Fuel

Inventory & Materials

Document Management

Mobile Access

Procurement

Project Management

Information is captured once and shared across the organization in real time.

Lessons from the Kings Builders Journey

1

Start with
strategy, not
technology.

2

Standardize your
business Process
before digitizing it.

3

Choose an ERP that
fits your business
not the other way
around.

4

Prepare the
organization before
implementation.

5

Invest in people as
much as
technology.

Go-Live is not the end. The system must keep improving as the company, projects and management requirements evolve.

What Has Digital Transformation Changed at Kings Builders?

What Changed?

BEFORE

- ✗ Phone calls to confirm site data
- ✗ Paper files and manual records
- ✗ Spreadsheets prone to error
- ✗ Delayed management visibility

AFTER

- ✓ Information available almost instantly
- ✓ One integrated digital platform
- ✓ Real-time, reliable reporting
- ✓ Faster, higher-quality decisions

RESULT: Better Visibility • Faster Approvals • Stronger Accountability • Better Cost Control • Better Resource Control • Higher-Quality Decisions

Building a Sustainable Data-Driven Contractor

Challenges and Enablers of Sustainable Digital Transformation



CHALLENGES

- Resistance to change
- Skills development
- Ongoing technology investment
- Maintaining data quality
- Financial sustainability



ENABLERS

- Strong leadership
- Continuous training
- Organizational discipline
- Reliable business processes
- Predictable cash flow

Sustainable digital transformation requires continuous investment in people, systems and organizational capability.





Thank You.

Let us build stronger local contractors. Let us build Data-Driven Contractors.
Let us build Tanzania together.