Proposed By :

JIMAK TACTIQ integrated services Ltd

Date :

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Vehicle Inspection and Certification Services Proposal

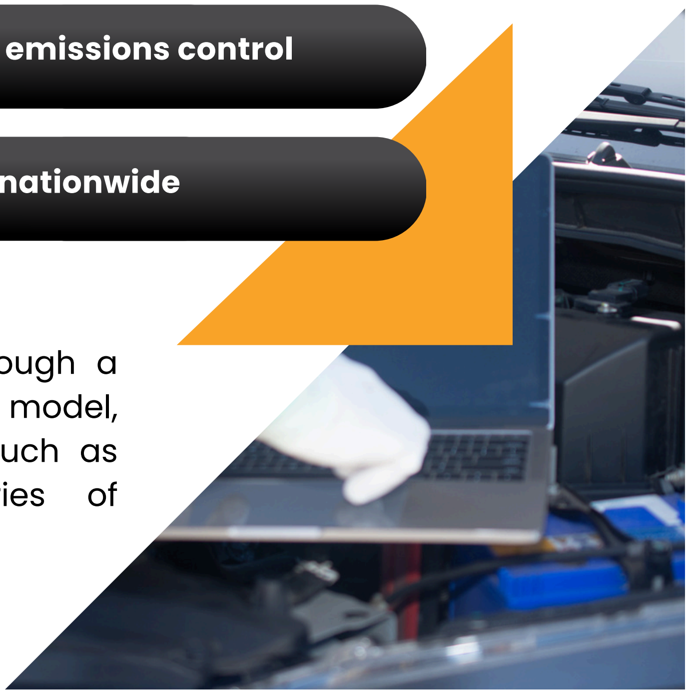
Executive Summary

The Vehicle Inspection and Certification Service (VICS) is a technology-driven, standardized vehicle inspection system designed to improve road safety, environmental compliance, and regulatory transparency in Nigeria.

Modeled after global best practices such as the UK MOT system, VICS will:

- **Reduce road accidents caused by faulty vehicles**
- **Eliminate fradulent roadworthiness certificates**
- **Improve air quality through emissions control**
- **Digitize vehicle compliance nationwide**

The project will be executed through a Public-Private Partnership (PPP) model, working with regulatory bodies such as FRSC, VIO, and State Ministries of Transport.



Vision And Mission

Vision

To become Nigeria's most trusted and technologically advanced vehicle compliance system.

Mission

To ensure every vehicle on Nigerian roads meets minimum safety and environmental standards through transparent, efficient, and technology-driven inspections.

Business Description

VICS will deploy modern inspection centers equipped with:

01 **Automated diagnostic systems**

02 **Emissions testing machines**

03 **OBD scanning technology**

04 **Digital certification platforms**

Expanded Service Offering

Additional Services:

01 Mobile Inspection Units (for fleets & remote areas)

02 Annual Compliance Subscription Plans

03 Insurance-linked Inspection Certification

04 Accident Investigation Reports (for insurers & courts)

05 Vehicle History Reports (Carfax-style Nigerian version)

Market Position (Improved Farming)

Positioning Statement

Vehicle Inspection and Certification Service (VICS) is positioned as Nigeria's premier vehicle compliance, safety, and environmental certification platform, providing a transparent, technology-driven alternative to the fragmented and often unreliable vehicle inspection processes currently in operation.

Unlike traditional roadworthiness certification systems that rely heavily on manual processes and are vulnerable to inefficiencies and fraud, VICS combines advanced diagnostics, digital certification, real-time data management, and nationwide accessibility to create a trusted ecosystem for vehicle owners, regulators, insurers, transport operators, and the general public.

VICS is not merely an inspection service; it is a **National Vehicle Compliance Infrastructure Platform** designed to support safer roads, cleaner air, improved transportation standards, and economic growth.

Strategic Market Position

VICS occupies the intersection of four critical national priorities:

Road Safety

With thousands of preventable road accidents occurring annually due to vehicle defects, VICS serves as a proactive safety intervention that identifies and addresses mechanical failures before they result in accidents.

Environmental Sustainability

As Nigeria continues to experience rapid urbanization and increased vehicle ownership, emissions from aging vehicles remain a major contributor to air pollution. VICS provides a structured emissions monitoring and compliance system that supports national environmental objectives and global climate commitments.

Strategic Market Position

VICS occupies the intersection of four critical national priorities:

Digital Governance

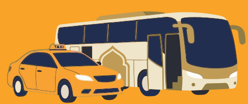
By digitizing vehicle inspections, certifications, and compliance records, VICS supports government efforts to modernize regulatory services, improve transparency, and reduce fraudulent practices.

Economic Development

Through nationwide deployment, VICS will stimulate employment, strengthen the automotive services sector, and create opportunities for mechanics, technicians, technology providers, logistics companies, and local businesses.

Target Market Segments

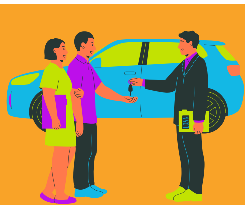
Private Vehicle Owners
Individuals seeking reliable and legally compliant vehicle certification services while ensuring the safety of their families and assets.



Commercial Transport Operators
Owners and operators of buses, taxis, tricycles, ride-hailing vehicles, and logistics fleets who require periodic inspections to remain compliant with regulations and maintain operational efficiency.

Corporate Fleets
Organizations managing company vehicles, logistics fleets, rental cars, and delivery services that require structured maintenance and compliance management.

Insurance Companies
Insurers seeking reliable vehicle condition data to improve underwriting accuracy, claims assessment, and risk management.



Vehicle Buyers and Sellers
Individuals and dealerships requiring independent vehicle condition reports to facilitate transparent transactions in the used vehicle market.

Government Agencies
Federal, state, and local government institutions responsible for transportation regulation, road safety enforcement, environmental monitoring, and public sector fleet management.

Brand Positioning

VICS will be Recognized as:

> “Nigeria’s Trusted Vehicle Safety and Compliance Authority.”

Competitive Positioning

Traditional systems vs VICS

Attribute	Traditional	VICS
Process	Manual	Automated digital systems
Certificates	Paper-based	QR-enabled digital certificates
Transparency	Limited	Real-time verification
Enforcement approach	Reactive	Preventive safety
Operations	Isolated	Integrated national platform
Data	Minimal collection	Data-driven decision making

Unique Value Proposition

Long-Term Market Vision

Within ten years, VICS aims to become the national benchmark for vehicle compliance and safety management, with a presence in all 774 Local Government Areas and a centralized digital platform that supports:

- Roadworthiness certification
- Emissions compliance
- Vehicle identity verification
- Automotive data analytics
- Fleet management solutions
- Vehicle transaction verification

Ultimately, VICS will evolve from a vehicle inspection company into a critical component of Nigeria's transportation infrastructure, supporting safer mobility, sustainable development, and economic growth nationwide.

Stakeholder & Partnership Strategy

VICS will deploy modern inspection centers equipped with:

01 **Automated diagnostic systems**

02 **Emissions testing machines**

03 **OBD scanning technology**

04 **Digital certification platforms**

Stakeholder & Partnership Strategy

Key Partners

- Federal Road Safety Corps
- Vehicle Inspection Offices (VIOs)
- State Governments
- Insurance Companies
- Transport Unions (NURTW, RTEAN)
- Fleet Companies (Uber, Bolt, Logistics firms)

Revenue Leverage

- Government-backed Enforcement = Guaranteed Demand
- Insurance Partnerships = Recurring Revenue
- Fleet Subscriptions = Predictable Cash Flow

CSR Component

1

Youth Automotive Skills Program

- Train Nigerian youth as:
  Certified vehicle inspectors
  Auto diagnostics technicians

- Partner with technical schools

2

Rural Access Initiative

- Mobile inspection vans deployed to underserved areas
- Subsidizd inspections in rural LGAs

3

Clean Air Nigeria Campaign

- Public awareness on emissions
- Incentives for low-emission vehicles
- Partnerships with environmental NGOs

Implementation Plan

Phase 1 0–3 months	Phase 2 4–9 months	Phase 3 10–24 months	Phase 4 2–5 years

1. **Foundation (0–3 months)**
   Regulatory approvals, PPP agreements, pilot site acquisition

2. **Build-out (4–9 months)**
   5 flagship centres, staff recruitment and training, technology platform launch

3. **Expansion (10–24 months)**
   Full operations, 15–20 cities, fleet partnerships established

4. **Nationwide (2–5 years)**
   774 LGA penetration, franchise model, potential IPO or acquisition

Phase 1 pilot centre cities

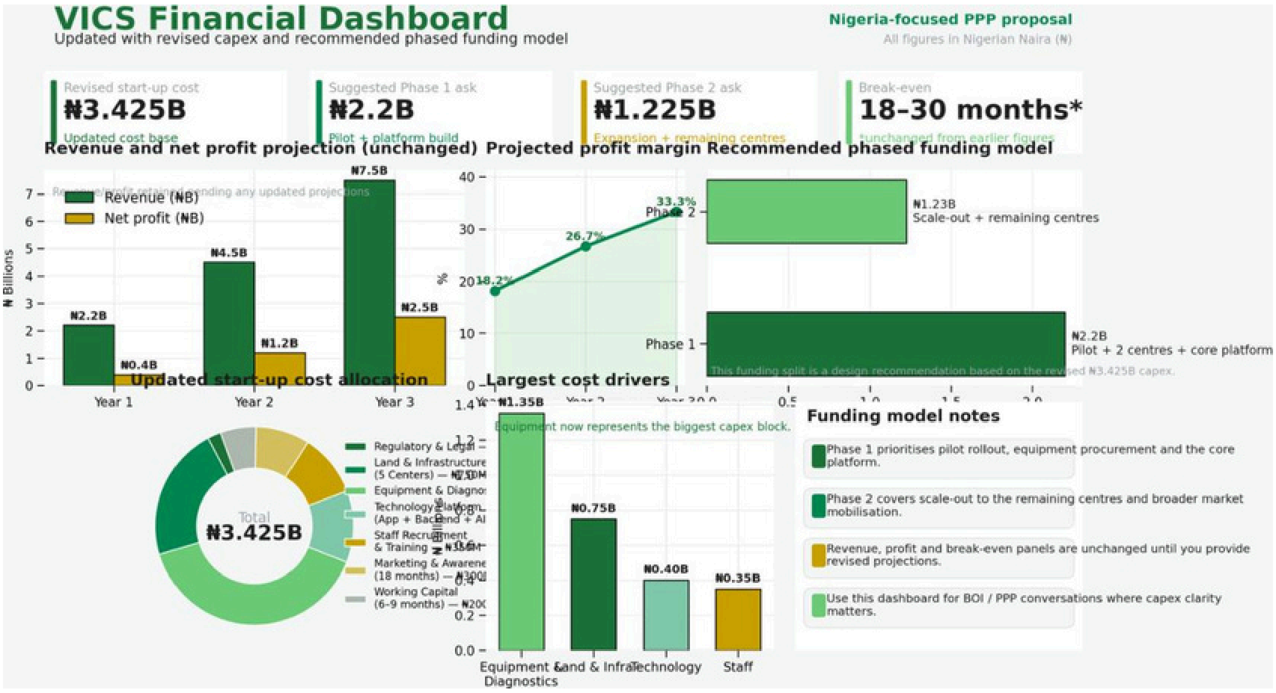
- Abuja
- Lagos
- Kano
- Ibadan
- Port Harcourt

Revised Financials

Start-Up Cost

Equipment & diagnostics	₦1,350M
Land & infrastructure (5 centres)	₦750M
Technology platform (app + AI)	₦400M
Staff recruitment & training	₦350M
Marketing & awareness (18 months)	₦300M
Working capital (6–9 months)	₦200M
Regulatory & legal	₦75M
Total investment required	**₦3.425 billion**

VICS Financial Dashboard



Year 1 revenue	Year 3 revenue	Year 5 revenue	Break-even
₦1.65B	**₦8.1B**	**₦18B**	**18–36 mo**
5 centres	30 centres	60 centres	from launch

Projected net profit by year

Year 1	5 centres	₦350M	+₦350M
Year 2	15 centres	₦1.25B	+₦1.25B
Year 3	30 centres	₦2.8B	+₦2.8B
Year 4	45 centres	₦4.8B	+₦4.8B
Year 5	60 centres	₦7.5B	+₦7.5B

Recurring revenue streams

- Subscription plans (₦30k–₦100k/yr)
- Fleet contracts (₦5M–₦50M/yr)
- Data monetisation (insurers & regulators)
- Certification API for government

Expected Outcomes

Upon successful deployment of the ₦3.425 Billion investment, VICS will:

01 ESTABLISH A NATIONALLY RECOGNIZED VEHICLE INSPECTION BRAND

02 OPERATE OVER 30 INSPECTION CENTRES ACROSS NIGERIA

03 CREATE OVER 2,000 DIRECT JOBS AND THOUSANDS OF INDIRECT JOBS

04 CONDUCT OVER 1 MILLION INSPECTIONS ANNUALLY

05 GENERATE SUSTAINABLE RECURRING REVENUES THROUGH INSPECTIONS, FLEET SERVICES, CERTIFICATIONS, AND COMPLIANCE SOLUTIONS.

06 IMPROVE ROAD SAFETY AND EMISSIONS COMPLIANCE NATIONWIDE

Governance & Compliance

- Independent audit system
- Digital verification (QR + central database)
- Anti-corruption framework
- Governement dashboard access

Technology Architecture

- Central cloud-based database
- Mobile app for users
- Inspector handheld devices
- QR verification system
- Ai-powered fault prediction (future phase)

Exit/Scale Strategy

- Nationwide concession model
- Franchise model for LGAs
- Potentila IPO or acquisition
- Integration with national vehicle registry

Key Strengths (Refined Summary)

- Strong government alignment
- Massive untapped market
- Recurring reverse model
- High social impact
- Scalable nationwide infrastructure

Thank You!

Contact Us

JIMAK TACTIQ integrated services Ltd