

BuuPass (Kenya)

Provided: Equity Capital

Founders: [Sonia Kabra](#) and [Wyclife Omondi](#)

Joined 54 Collective, formerly Founders Factory Africa, Portfolio: August 2022

Founded: 2017

Region: Kenya and Uganda

Problem It Is Solving: Inter-city travel

Business Overview



Full-stack marketplace for transport operators, fleet managers and travellers purchasing transportation tickets, digitising inter-city transport in Africa.

Impacted Region



A significant majority of the population use public transport to get around, however the current transit system is disorganised and chaotic.

BuuPass has built a full-stack marketplace for transport operators, fleet managers and travellers purchasing transportation tickets (including air and rail). The platform digitises the long-distance travel industry with a single & unified inventory marketplace while connecting operators to relevant third parties, therefore serving as a one-stop shop for all domestic travel.



Contributing to indirect employment by providing commuters access to transport, and connecting people to goods, services and resources.

BuuPass seeks to transform inefficient transport systems so they can become catalysts for growth and impact, thereby connecting people to opportunities, including employment and social mobility. Its current platform has served over 16 million passengers while providing greater linkages between economic centres through improved travel options for customers on a regular basis.



 **800+**

Routes are covered

 **1,250+**

Buses in operation

 **30+**

Served bus operators in Kenya and Uganda

 **150,000+**

Bus trips a month.



Through providing the transport sector with a centralised system, BuuPass seeks to prevent cash leakage, and fraud, and enhance the financial security of transport companies, thereby protecting jobs and creating improved livelihoods through job creation in the sector.

TUNL (South Africa)

Provided: Equity Capital

Founders: [Matthew Davey](#) and [Craig Lowman](#)

Joined 54 Collective, formerly Founders Factory Africa, Portfolio: August 2021

Founded: 2020

Region: South Africa

Business Overview



Tech-enabled courier platform that enables seamless and affordable parcel exports from Africa. TUNL enables SMEs and e-commerce sellers to sell and export more of their products at a significantly reduced cost

Problem It Is Solving:



Lowering shipping costs for SMEs wanting to export outside of Africa. TUNL's platform aggregates parcels and automates the shipping process, providing end-to-end tracking, air freight, customs brokerage, and final mile delivery. All parcels are fully insured, providing a seamless customer experience and peace of mind.

Impacted Region



Bambalam Case Study

Through leveraging TUNL's services, Bambalam - a seller of sustainable, comfortable and inclusive dungarees - increased its sale by 10x and conversions by 321%, supporting the company on the international stage, with downstream providers to Bambalam benefitting from increased demand for goods.



Supporting SMEs in South Africa to ship overseas, thereby creating increased job creation through the success of the businesses TUNL supports.



Has shipped parcels for over 1,000 merchants internationally.

Renda (Nigeria)

Provided: Equity capital

Founders: [Ope Onaboye](#) and [Abi Onaboye](#)

Joined 54 Collective, formerly Founders Factory Africa, Portfolio: June 2023

Founded: 2021

Region: Nigeria

Business Overview

Renda's mission is to simplify and facilitate the process of order fulfillment and retail distribution for e-commerce businesses across Africa.

Problem It Is Solving

Renda supports medium and large e-commerce businesses to get closer to their customers (primarily informal traders) by providing 3rd-part fulfilment infrastructure. Renda's services allow their customers to improve turnaround times and profitability, contributing to business growth and job creation throughout the e-commerce sectors and its broader value chain.

Success with 54CO

"When we started working with 54 Collective, formerly Founders Factory Africa, we needed to lay a good foundation for the growth of the business across technology, people and customers. In less than 12 months, we have been able to scale the business by 10x, roll out a robust technology solution and build a solid leadership team. 54 Collective's hand-on approach really helped achieve this and ensure we are set for a good 2024." - Ope

Impacted Region

- Through indirectly creating jobs within the e-commerce sector by supporting the growth of local companies through cost optimisation and providing logistics and storage infrastructure.
- As a result, it creates a virtuous circle by enabling greater velocity within the economy and bringing in informal operators into the formal economy.
- Renda has also provided financial support to budding entrepreneurs through partnering with LinkedIn Local Lagos's Entrepreneurship Fund.