

Empowering small-business owners

Golani Phiri and Angie-Marie Bwalya form part of the growing network of accredited DStv-GOtv installers and MultiChoice agents in Zambia. They share their inspiring stories on how their passions drove them to seize the opportunity of being service providers to MultiChoice.

7 052

accredited installers



2 912

independent service providers



Case studies

Gomani Phiri

Gomani Phiri, with his penchant for fiddling around with technological devices, has literally 'fidgeted' his way into greener pastures.

"As a child I always wanted to fix things. Whatever broke down at home, I would play around to see how I could fix it," recalls Phiri.



Born in 1978 in Luanshya, he was part of a family of nine siblings - five boys and four girls. As a young man, Gomani enjoyed fidgeting with the installation of their home decoder and satellite dish whenever it had challenges with the signal, and surprisingly, it would start working again.

"I realised I could do the work obviously with more practice. So, I decided to venture into installation work. Although I had very little experience, I took the chance and left my then full-time job."

Without knowing that he could be accredited with MultiChoice for his talent, Gomani started installing DStv kits for people in the Ndola area.

"It was not as rosy as I thought in the beginning because it was difficult for people to trust that I could do the job perfectly especially without the accreditation from MultiChoice."

One day he met Collins Chisenga from MultiChoice's Technical and Field Services. Collins was highly impressed with a disk kit installation that Phiri had undertaken for a commercial customer. When he discovered Phiri was not an accredited installer, Chisenga promptly registered him for training at MultiChoice in Kitwe and Phiri received accreditation soon after.

Phiri is married with four wonderful children. His first-born daughter finished high school will be pursuing further studies in college. *"My children are in school because of this partnership with MultiChoice. Our lives have changed for the better and I am able to make enough money in a week that I would not make in a month. I am happy about what I do,"* says Phiri.

Supporting small business

Empowering small-business owners continued

Case studies

Angie-Marie Bwalya

Angie-Marie Bwalya resides in Zambia's Copperbelt town of Mufulira. MultiChoice services were in great demand, but no services readily were available. Bwalya always wanted to be an entrepreneur, and so, in 2015, she decided to launch Zelna, her MultiChoice Agency business.

“As a creative person with potential to see opportunities where there is a crisis, I noticed that one of the challenges people from Mufulira were facing was making subscription payments to MultiChoice. I then thought of how I would help and created an opportunity of being a MultiChoice Agent,” she explains.

Bwalya's thriving agency has expanded its service offering over the years to add more value to the miners. Aside from resolving customer issues and complaints, it also offers technical assistance to subscribers.

“My life now is better than it was before because I have benefited a lot from MultiChoice. I have grown in so many ways more so in terms of how to run a business.”

Her four employees have similarly benefitted by being employed and receiving training from MultiChoice. Not content with her significant achievement, Bwalya is keen to expand beyond Mufulira and is considering opening branches in Kitwe and in other neighbouring towns.

