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## Crystal Clear puts Uganda on global ICT market

By Dorothy Nakaweesi  
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**KAMPALA** - Uganda has started benefiting from the increased demand for its Software services exportation internationally.

Crystal Clears Software Ltd is spearheading the export to over 50 countries, from a total of 200 micro-finance companies.

Crystal Clears received a Silver award at the recently concluded President's Export Awards 2003 for bringing earnings and marketing Uganda internationally through its exportation of software packages.

A local firm, Crystal Clear develops, markets and supports micro-finance software packages called 'Loan Performer' and since its inception in 1998 more than 200 micro-finance institutions from over 50 countries have been using their software world over.



L-R: The Executive Director, Mr Hans Verkoijen, Russian translator, Ms Erina Wesike and Senior trainer, Mr Eddie Wamushya.

Some of the countries where the company is exporting its services include South Africa, Kenya, Ghana, Sierra Leon, Kosovo, Georgia, Ethiopia, Philippines, Kyrgystan, Haiti, UK, Azerbaijan, Turkey, Swaziland and Zambia.

Mr Hans Verkoijen, the firm's Executive Director says his company has grown with annual turnover moving from Shs67 million a year after its inception to Shs415 million as of 2004.

"It has been a long journey. Imagine from one client to 200 now. The loan performer is now a leading product in the micro-finance industry, which is being recognised by even the World Bank," Verkoijen said.

He says the success of the loan performer is due to its philosophy of value addition to micro-finance as a business.

He projects his company doing even better this 2005 especially in reducing poverty.

"Crystal Clear indirectly contributes to this goal by creating a software that permits micro-finance institutions reach more clients and in order to give an extra dynamic growth we have made the next release of loan performer (version 7.03) which is going to free of charge," said Verkoijen.

The software service is translated in four different international languages:

English, French, Spanish, and Russian. The firm now targets translation into Chinese to be able to tap the one billion market.

They have opened up a branch in Costa Rica, Central America and have a partner in Senegal where they carry out training of the staff.

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