



Mr. Ayub Kato
Country Representative
of Frontier Technologies & Services

Ayub Kato sports a wide smile, chubby cheeks and a stout frame. "Ayub", as he is fondly referred to by close friends and associates, speaks with a soothing tone as he conducts a training session on customer service for hotel and call center employees.

Few things make Ayub happier than speaking to keen learners, and sharing his skills with others. His generosity stems from the fact that he too is a beneficiary of the goodwill of others after his father passed on during his senior six vacation. Ayub's first job was as security guard at the Sheraton Hotel in Kampala.

"After the death of my father in S6 vacation, the world came to an end for us as family. I decided to move in with friends in Kamwokya. A neighbor who worked at the Sheraton at the time asked if I wanted to be a casual laborer

Ayub Kato – driving Frontier Technologies Africa to the top



during Christmas. I obliged and that's how my journey started," Ayub says.

Ayub saved up and got enrolled in the prestigious Makerere University where he pursued a bachelor's degree in Hotel and Catering, Hospitality Administration/Management completing in early 2003.

Soon, he took on a second job; juggling one job as a cleaner of an office, every morning in Kampala and then the night shift at the Sheraton, before going to school in the evenings. While at the Sheraton, Ayub was driven by the dream of being employed as a permanent staff.

Ayub's unwavering determination and dynamic personality saw him enroll and get additional qualifications from Kenya's Utali College and the American Hospitality Academy.

While in the US, Ayub gained valuable experience between October 2003 and October 2010 as director of operations at the Residence Inn by Marriott Hilton Head Island SC, Assistant General Manager at the Hampton Inn BWI Airport in Baltimore, Regional Service Coach at Vista Host and General Manager Baywood Hotels.

As managing director of Frontier Technologies and Services Africa, Ayub's goal now is to ensure that service delivery is improved not only in Uganda but in Africa.

Ayub manages over 250 staff and consultants worldwide, coordinating projects in the USA, Togo, Ghana, Nigeria, Uganda, Senegal, Cote d'Ivoire, DRC, Sierra Leone, Kenya, South Sudan, Gambia, DRC, Malawi, China, Rwanda and Liberia.

Frontier Technologies (FT) operates managed network services and call center services in the U.S., Africa, Asia, Eastern Europe, and Latin America. FT has experience in implementing over 280 technology projects, including agricultural projects in the last 20 years.

The company also offers innovative IT solutions for private industries along the agricultural value chain. Frontier Technologies provides end-to-end custom solutions utilizing innovative, cutting-edge, dynamic technologies to meet any business need, big or small.

FT also provides Call Center Services that are designed to reduce in-house expenses, provide excellent customer service at all times, standardize your customer service across multiple channels and deliver excellent customer service through experienced quality care professionals.

Frontier Technologies also provides Travel Visa Services. FT has provided quality visa support services for the past 7 years in Nigeria, Togo, Gambia, Liberia, Sierra Leone, Ghana, South Africa, Senegal, Guinea, Mauritania, Niger, Burkina Faso, and the U.S.

FT's expertise in establishing and managing contact centers and creating a global web presence enables it to deliver cost-effective solutions to help embassies and consulates drive tourism to their country and boost national revenue.

FT is the local distributor for Cacamel IP Phone Company and Pasco Science Products.

Pasco is a manufacturer of renowned modern tools and technology that are necessary for student success in science. No one combines innovative, easy to use products with world-class support like they do.

Whether you need noise cancellation microphones, single and double piece earphones for call centers, tools for teaching science, Voice Over the Internet - IP phones, or Private automatic branch exchange (PABX) switch boards that simultaneously connect 300 users and 50 concurrent calls – Frontier Technologies and services is the place to go.

Frontier Technologies and services also provides website Domain Name Hosting and Domain Name Service (DNS) as well providing detailed web statistics such as the number of hits, number of unique visitors, identity of visitors by country and other customizable. FT creates these cutting edge websites for as low as Shs 250,000.

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