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DELIVERY
COMPANIES

FOR ECOMMERCE IN NIGERIA

Why this ebook?

Online shopping is no longer a concept for majority of Nigerians, it's become part of our everyday lives with people opting to buy online rather than brace the weirdness of street markets.

But while this concept is now commonplace, and we see more ecommerce sites opening up to offer a wide range of products or serving niche markets, we also keep running into the problem of product delivery and things like cash-on-delivery payments.

As a freelance contractor to several small businesses, the most frequent questions I get are “how do we accept payments online?” and “How do I deliver the products to my customers? Which delivery companies do you know?”

This is why I wrote this guide, to help everyone get access to a list of delivery companies available across the country and what they offer.

I hope you find it useful, over 20k people already have on the blog.

What to consider when choosing a delivery partner

Do they offer business rates?

This is a no brainer, if they do not offer competitive rates for businesses, they're probably not ready for SMEs. This will only be acceptable if the courier only focuses on SMEs, in which case the standard rates should apply. But be sure to at least try to negotiate a deal

How is payment made?

It'll be operationally difficult to pay for every delivery, having a payment schedule helps you best. For example, paying up at the end of every month, or when you get to a certain amount. And in rare cases, like with ACE, paying upfront. I'd advise against the upfront schedule though, you don't want to be tied to a company in case they turn out crappy

Cash on delivery services?

Cash on delivery or pay on delivery is a popular payment option in Nigeria. Especially for small businesses that haven't exactly built trust with their customer base yet. So check to see which company offers cash on delivery and what the service fee for that is like

Handling returns

Like I mentioned in a [previous post on returns/refunds](#), returns is an important part of ecommerce too. You don't want to wait till you get your first return request before you figure it out. Try to confirm if your delivery company caters for that before hand

Opportunities to scale

As a small business you're probably looking for a service that can give you cheap costs. However, never compromise on scalability. Can the company that currently delivers 2 products a day keep up with 10? Can they keep up with 100? If no, what's your plan for a company that can deliver at scale? Always be sure to have a backup plan if your current or soon-to-be partner won't be able to keep up with increasing scale.

List of delivery companies

Company	Website	Email	Phone	Pay on Delivery?
Push	http://www.push.ng/	team@push.ng	NA	Yes
MSF Delivery	http://mfsdelivery.com/	NA	08030785155	
Gbelo	http://gbelo.com/	hello@gbelo.com	08159611353	Yes
Mr Shopper	http://www.mrshopper.com.ng/	hello@mrshopper.com.ng	08023234914	Yes
ACE Logistics	https://www.ace.ng/	info@ace.ng	NA	Yes
Courier Plus	http://www.courierplus-ng.com/	enquiries@courierplus-ng.com	+234-1-2793170	
City Run	http://www.cityrunng.com/index.html	info@cityrunng.com	07052278056	
Max	http://max.ng/	info@max.ng	08072030834	Yes
Nationdelivery	http://www.nationdelivery.com/index.php	NA	09099900250	
Qick Delivery	http://www.quickdelivers.com/	help@quickdelivers.com	08090667663	Yes
Tranex	http://tranex-ng.com/	tranex@tranex-ng.com	07046182356	
Tranzit	http://tranzit.ng/tranzitit.php	mailus@tranzit.ng	0700-1000-100	
Drop Buddies	http://www.dropbuddies.com/web/	ask@DropBuddies.com	0909 999 1652	Yes

List of delivery companies

Company	Website	Email	Phone	Pay on Delivery?
Zippy	http://www.zippy.com.ng/	info@zippy.com.ng	0700-2255-94779	
KOS Delivery	http://kos.ng/	enquiries@kos.ng	08180092233	Yes
EMS Speed Post	http://www.emsng.com/	csu@emsng.com	09087100300	
Errandboy	http://errandb.com/	NA	08111173668	
Red Star Express	http://www.redstarplc.com/	enquiries@redstarexpress-ng.com	01-2715670	
Ekesons Parcel Services	http://epsng.net/	info@epsng.net	07088685149	
ErrandEx	http://www.errandex.net/	cs@errandex.net	+234-1-8183256774	
Delivery Bros	http://deliverybros.com/	howfar@deliverybros.com	08156796295	

Conclusion

Logistics can be a complex thing to deal with, especially if you're going into ecommerce for the first time. But having a list like this should help jump start your search. And if you're lucky, you might not have to do much more research beyond this.

If you need more help, reach out to me on contactme@osazeosoba.com

Thanks for reading!