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More Than a Distributor

How Mobio Is Reshaping Smart-Device Supply Chains

Inside the quiet rise of a UK distributor supporting the mobile repair industry with speed, technical know-how, and a practical service-led approach.



Repairing Trust, Delivering Growth: Mobio's Role in the Evolving Tech Supply Chain

In the mobile and electronics industry, dependability is often just as valuable as innovation. Mobio Distribution Ltd has earned its place in the industry by focusing on both. Founded in 2019 by Directors Chris Zammatt and Josh Harrison - who identified the need for a transparent and service-led mobile parts distribution model in the UK - the company is headquartered in Banbury and works with repair professionals and resellers across the UK and Europe. Mobio has built a strong reputation among repair professionals, resellers and sourcing managers for its reliable stock availability, smart logistics, and service-led business model.

While many distributors compete on price or scale, Mobio has carved out a niche by embedding itself into the operations of its partners. From providing tailored product ranges and technical guidance to developing local refurbishment capabilities, Mobio acts less like a vendor and more like a collaborative engine behind its customers' growth. And in an industry where the right part delivered a day late can mean a lost client, that level of reliability is invaluable.

A Partnership Model with Practical Impact

Mobio's approach is grounded in practical support. "We don't see ourselves as just another wholesaler - we see ourselves as your partner in growth," says Director Chris Zammatt. That partnership begins with fast access to in-demand stock but runs far deeper, from advising on stock management to sharing market insights that help repair shops and refurbishers boost their margins.

Their support also includes API integrations and even creative fulfilment workarounds-like temporarily housing customer stock onsite to meet urgent demand. These aren't flashy moves, but they're the kind of problem-solving that builds long-term trust.

"When you grow, we grow - and that's the kind of partnership we believe in."

- Chris Zammatt, Director

Stock, Speed and Strategy

Mobio's operational backbone is built for agility. A mix of predictive analytics, strong supplier relationships, and smart warehousing ensures next-day delivery remains the norm - even as product cycles accelerate. Automation has helped scale this responsiveness, but the company hasn't sacrificed flexibility or oversight in the process.

And while many wholesalers are still reactive, Mobio proactively adapts to shifting OEM restrictions and customer expectations-offering a rare combination of consistency and responsiveness. "Instead of cutting corners, we double down on trust, quality, and value-added services," says Zammatt. "It's about staying grounded, adaptable, and committed to the values that drive us forward every day."

Looking Ahead: 3PL, Refurbishment and Future Integration

Mobio's next chapter includes an expansion into full-service 3PL, refurbishment, and reverse logistics. By integrating these services into its platform, Mobio aims to become a comprehensive operational partner - streamlining workflows from warehouse to customer doorstep.

Its commitment to refurbishment isn't just a sustainability play - it's a business strategy rooted in quality and control. With UK-based reglazing and polishing due to launch next quarter, the goal is to reduce emissions, speed up turnaround, and support local tech skills. The model will be scalable across Europe, offering partners a localised and consistent repair pipeline.

This attention to detail - right down to packaging and finish - reinforces Mobio's focus on service quality. "We're focused on making refurbished devices feel as close to new as possible," says Zammatt.

The strategy reflects a deeper shift: Mobio doesn't want to be just a reliable supplier - it wants to be indispensable. With a growing footprint in Europe, a strong presence at ITC Malta 2025, and a reputation for practical execution and long-term reliability, the company is positioning itself as a trusted long-term partner to the evolving tech repair sector.

For more information, visit: mobiodistribution.co.uk

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