

## Kenya - Estonia Trade Mission Delegation

### Business delegates – Blockchain

**February 15 – 25, 2025**

17. Company name:	Andelzi Services Limited
Year established:	2017
Website:	www.andelzi.com
Number of employees:	6-10
Representative name:	Helen Longwe
Rep's position:	Managing Director
Industry segment:	Fintech - mobile money and related wallets Fintech - Enterprise payment management Fintech - lending services
Briefly about the company:	Andelzi Services Limited is a premier payroll solutions provider in Kenya, offering cutting-edge, technology-driven services to simplify complex payroll challenges for both private and public sector organizations
Product/service:	Andelzi Services is a provider of payroll solutions
Company competitive edge:	Our collaboration with leading global players leverages advanced, globally recognized payroll technology to address complex payroll challenges. By offering efficient, accurate, and reliable services, we empower our clients to streamline operations, enhance compliance, and focus on growth. Our commitment to innovation and excellence positions us as a trusted partner in both the private and public sectors.
What are you looking to solve for your company with the visit to Estonia?	The Estonia and Finland business trip in February 2025 presents a unique opportunity for Andelzi Services Limited to explore partnerships, expand market reach, and adopt best practices from the Nordic region, known for its innovation and robust technology ecosystems. As a payroll solutions provider Andelzi Services can establish connections that enhance service offerings and open doors for international collaboration. Market Expansion Opportunities: 1.) Position Andelzi Services Limited as a gateway for Nordic companies looking to establish or grow operations in Kenya and East Africa. Offer tailored payroll solutions to Nordic firms with Kenyan subsidiaries or operations. 2.) Develop Tech Partnership with Payroll Solution Providers by collaborating with Nordic companies offering complementary payroll software to integrate or expand service offerings. 3.) Explore partnerships with firms specializing in artificial



**Lufthansa**



	intelligence (AI) for payroll analytics or blockchain for secure payroll management.
Overall goal of the visit:	Develop strategic tech business partnerships for Andelzi Services Limited
Any other comment	
Association:	ABSA Client



with the support of  
**trade estonia**



**Lufthansa**



in cooperation with  
  
 Honorary Consul of the Republic of Estonia  
 Nairobi, Kenya

14. Company name:	Randiki Studio LTD
Year established:	2021
Website:	randikistudio.com
Number of employees:	11-50
Representative name:	Joseph Randiki
Rep's position:	Director/CEO
Industry segment:	ICT - software development
Briefly about the company:	Randiki Studio is a dynamic ICT company specializing in a wide range of technology solutions, including software development, web design, and comprehensive ICT services tailored to meet diverse client needs. In addition, Randiki Studio operates a robust media branch that provides high-quality media services to companies across the globe. With skilled teams strategically based in East Africa and Europe, the studio delivers world-class content and solutions while ensuring seamless operations in its active markets. Currently, Randiki Studio is operational and positioned to serve clients with innovative ICT solutions and exceptional media expertise.
Product/service:	Software development, Networking, Media
Company competitive edge:	Global Presence and Rapid Deployment With teams strategically located across East Africa, Europe, and other regions, Randiki Studio can quickly mobilize resources and deliver solutions within a short turnaround time, often completing projects in a matter of weeks.
What are you looking to solve for your company with the visit to Estonia?	<p>Randiki Studio seeks to leverage this visit to Estonia to address the following key priorities for our business:</p> <ol style="list-style-type: none"> <li>1. Strengthening Digital Solutions for Non-Profits <ul style="list-style-type: none"> <li>• We are looking for partnerships with tech companies and software providers that can enhance our existing digital solutions for tracking and monitoring non-profit projects abroad.</li> <li>• Exploring innovative tools, such as real-time data collection platforms, AI-powered analytics, and automation, to improve efficiency and accuracy for our non-profit clients.</li> </ul> </li> <li>2. Advancing Media Capabilities <ul style="list-style-type: none"> <li>• Estonia's advanced digital infrastructure provides an ideal opportunity to collaborate on solutions that enable real-time documentation, data visualization, and media production for non-profits working globally.</li> <li>• We aim to connect with companies specializing in digital storytelling and multimedia innovation to enhance the impact of our media services.</li> </ul> </li> <li>3. Access to Cutting-Edge Technologies <ul style="list-style-type: none"> <li>• Estonia is a leader in e-Governance, blockchain, and digital transformation. We want to explore partnerships that will allow us to</li> </ul> </li> </ol>



	<p>adopt and integrate these technologies into our solutions for data transparency, project reporting, and monitoring.</p> <p>4. Strategic B2B Partnerships</p> <ul style="list-style-type: none"> <li>• Establish connections with tech providers, startups, and innovation hubs in Estonia to strengthen our operational capabilities and deliver more effective digital solutions to our global non-profit clients.</li> <li>• Seek collaboration with businesses that can provide customized ICT solutions for non-profits operating in challenging and remote regions.</li> </ul> <p>5. Expanding into the European Market</p> <ul style="list-style-type: none"> <li>• Estonia’s ecosystem serves as a gateway to the European market. We want to explore opportunities to scale our operations, reach new clients, and showcase our expertise in digital solutions and real-time project documentation.</li> </ul> <p>6. Knowledge and Innovation Exchange</p> <ul style="list-style-type: none"> <li>• Learn from Estonia’s expertise in digital transformation and data-driven innovation to enhance our capabilities and improve turnaround times for delivering projects to clients.</li> </ul> <p>By achieving these goals, we aim to strengthen our position as a trusted provider of digital monitoring solutions and real-time media services for non-profits worldwide while fostering meaningful partnerships within Estonia’s dynamic tech and business ecosystem.</p>
Overall goal of the visit:	To establish strategic partnerships and explore innovative technologies that enhance our digital solutions and real-time media services for non-profits, while expanding our market reach into Europe and leveraging Estonia’s expertise in digital innovation.
Any other comment	
Association:	ABSA Client



9. Company name:	Agrails
Year established:	2023
Website:	agrails.com
Number of employees	11-50
Representative name:	John Mugendi
Rep's position:	CEO
Industry segment:	ICT - software development Climate and Agriculture
Briefly about the company:	We enable businesses to assess, price and respond to climate risks and opportunities.
Product/service:	AgRails technology combines ground truth data with enriched satellite imagery to provide the most accurate data on smallholder farms - AI models - DATA AGGREGATION IN NEAR-REAL TIME - API INTEGRATION - DATA ENRICHMENT & CUSTOMIZATION
Company competitive edge:	Enabling our clients 70% cost reductions and 100X market access through transparent and accurate investigative platform for risk assessment and supporting the MRV for carbon credits.
What are you looking to solve for your company with the visit to Estonia?	Estonia boasts a dynamic ecosystem of AI and machine learning companies that could bring substantial benefits to Agrails.com. By collaborating with these innovative firms, Agrails.com can leverage advanced technological solutions to enhance its services, elevate customer experiences, and boost operational efficiency. To maximize this opportunity, we plan to compare our existing AI and machine learning models with those available in Estonia, aiming to identify gaps, adopt new solutions, and integrate complementary technologies that align seamlessly with our systems.
Overall goal of the visit:	Accessing new markets potential.
Any other comment	
Association:	ABSA Client



13. Company name:	Computer Revolution Africa Group
Year established:	1995
Website:	www.cragroup.co.ke
Number of employees	51-100
Representative name:	Lydia Njaaga
Rep's position:	Director Business Development and Strategy
Representative name:	Nyaga Anthony Njiru
Rep's position:	CFO
Representative name:	Kimani, Bob Chege
Rep's position:	CTO
Industry segment:	ICT - hardware sales ICT - software development ICT - network and structured cabling ICT - solutions vendor Cyber security Fintech - apps Fintech - Enterprise payment management
Briefly about the company:	Computer Revolution Africa Group is an IT end to end solutions provider. Our Current HQ is in Nairobi Kenya. We offer end to end IT solutions for Government, Financial Services, Manufacturing and Education Sectors. We have a big wealth of experience, and we are currently going through our expansion phase both in Africa and looking out into the globe.
Product/service:	IT Hardware, IT Software and IT Services
Company competitive edge:	Computer Revolution Africa has a great wealth of experience serving Government, Financial Services, Manufacturing and Education Sectors. We offer Premium services and also partner with the Top IT Vendors. We are currently Microsoft Licensing Solutions Provider. AWS Advanced Partner, Dell Gold Partner, Fortinet Gold Partner, Sophos Gold Partner just to name but a few. We are currently offering Microsoft Services to the majority of the Government organization included all Most of the Parastatals, Most of the Tier 1 and Tier 2 Banks in the Country as the as the Key Education providers. We take the time to understand our customers and in turn deliver services that help offer their customers all that is required for them.
What are you looking to solve for your company with the visit to Estonia?	From the Visit to Estonia, we hope to appreciate the digital progress they have made in their country and hopefully be able to replicate the same to the markets in Africa. Cybersecurity, innovation, and public sector solutions are critical areas of focus, particularly in digital health and government business. Given the lack of in-house capabilities, a visit to Estonia presents an opportunity to gain insights



	<p>into their advanced digital progress and explore ways to replicate similar solutions for markets in Africa. Key areas to explore include:</p> <ol style="list-style-type: none"> <li>1. <b>Cybersecurity:</b> Penetration testing and security assessment, focusing on government and education sectors.</li> <li>2. <b>Health Management Systems:</b> Identifying robust solutions for digital health.</li> <li>3. <b>Partnership Opportunities:</b> Exploring potential collaborations with Estonian firms.</li> <li>4. <b>Technical Training:</b> Learning strategies to enhance the skills of technical teams.</li> <li>5. <b>Local Presence:</b> Considering the registration of an organization within Estonia to facilitate partnerships and market entry.</li> </ol>
Overall goal of the visit:	Business and Fun
Any other comment	Please share any more information that you may have.
Association:	ABSA Client



with the support of



in cooperation with



Honorary Consul of the Republic of Estonia  
Nairobi, Kenya

1. Company name:	Daraja Plus Ltd
Year established:	2015
Website:	www.darajaplus.com
Number of employees:	11-50
Representative name:	Amina Abubakar
Rep's position:	Group CEO
Industry segment:	Digital marketing and communication
Briefly about the company:	Daraja Plus Ltd is a behavior change communication company where we focus on developing last mile interactive campaign geared to influence behavior. We collaborate with partners to develop programmatic and gaming interventions.
Product/service:	Digital marketing
Company competitive edge:	Digital marketing and communication We develop Information, Education, and Communication (IEC) materials and execute on the ground. We manage the production end to end
What are you looking to solve for your company with the visit to Estonia?	<p>We are seeking partners to collaborate with in developing tools and technologies that are easy to deploy and scalable in rural communities. Daraja, as a provider of digital services, is eager to invest in cutting-edge technologies and tools, including AI, VR, and gaming software, to drive innovation in the communication industry.</p> <p>Our focus includes exploring advancements in AR marketing solutions, AI-driven market intelligence engines and tools, and blockchain-enabled marketing verification systems. Our ambition for 2025-2027 is to transform the digital landscape with groundbreaking initiatives.</p>
Overall goal of the visit:	To meet like minded entrepreneurs who want to be at the forefront of technology and innovation development for our industry
Any other comment	I would like to know more about the conference, security for foreigners in Estonia and cost.
Association:	





8. Company name:	Ariel Technology Limited
Year established:	2014
Website:	www.arieltech.co.ke
Number of employees:	11-50
Representative name:	Chira, John Munyiri
Rep's position:	Chief Executive Officer
Representative name:	MUNYIRI MERCY
Rep's position:	Director
Industry segment:	ICT - hardware sales, ICT - solutions vendor, Cyber security
Briefly about the company:	<p>Ariel Technology is a leading provider of cybersecurity solutions since 2011 in EA region. We protect business and enterprises with best cybersecurity solutions in the market.</p> <p>Our projects in many customer sites major in Endpoint Protection, network perimeter protection and data security. We have projects ongoing at government agencies such as KRA, CBK, Banking industry, Manufacturing and other commercial entities.</p> <p>Primarily, we empower organizations to thrive in the digital space without stress of cyber threats. Our commitment is to enable digital transformation and innovation.</p> <p>We embrace innovation, excellence, and integrity, reflecting the company's commitment to delivering high-quality solutions and services. Ariel Technology upholds high ethical standards.</p> <p>Our mission: To build trust and confidence in the digital ecosystem through cutting-edge technology, relentless innovation, and uncompromising commitment to security excellence.</p> <p>Our vision is to become the trusted leader in cybersecurity innovation, setting the standard for protection, privacy, and peace of mind in an ever-evolving digital landscape. We envision a world where individuals and organizations can confidently embrace technology, knowing that their digital assets are safeguarded with the highest level of security and integrity.</p>
Product/service:	Antivirus Solutions - Endpoint Protection, Extended Detection & Response (EDRs) Ransomware Protection, Digital Forensics Services. Other services - Data Encryption, Email Security, Endpoint



	Detection and Response, Identity Management, Access Control, Support and Maintenance Services.
Company competitive edge:	We provide Solution Licensing and continuous support to our customers throughout the license tenure. We also train the internal support staff for our customers. We also have very elaborate Cybersecurity Awareness Programs for all organisation Employees. This is through automated platforms that we provide and service.
What are you looking to solve for your company with the visit to Estonia?	To network and learn from advanced players in this field and partner in solutions that can benefit our clients. We thrive in partnerships. Looking at our 10 year strategy, we desire to build more strong partnerships with global players in cybersecurity. This will enhance and strengthen our capabilities in the ever changing threat landscape, to include modern technology for cyber Défense which can benefit our customers.
Overall goal of the visit:	Learning, networking and build partnerships as we tour the country/region. More Business opportunities and partnerships also gaining new exposure of our host country
Any other comment	We shall intend to travel with my spouse who is a co-director in Ariel Technology.
Association	KNCCI



4. Company name:	Geda Ltd
Year established:	2009
Website:	www.geda.co.ke
Number of employees:	6-10
Representative name:	John Waweru
Rep's position:	Chairman
Industry segment:	ICT - software development ICT - solutions vendor Cyber security Fintech - apps
Briefly about the company:	Geda is a Kenyan fintech company specializing in cybersecurity and digital identity solutions. They provide services like remote electronic identification, qualified e-signatures, and qualified e-seals. Geda is committed to enhancing digital security and enabling efficient online transactions.
Product/service:	We are licensed by Communication Authority of Kenya to provide Digital and Advanced signatures with partnership of Evrotrust of Bulgaria.
Company competitive edge:	Strong company culture and employee loyalty.
What are you looking to solve for your company with the visit to Estonia?	Ai and machine learning in preventing sophisticated cyber attacks
Overall goal of the visit:	Looking for a Partner in the field of Cyber Security.
Any other comment	
Association:	Personal contact



20. Company name:	Coseke Kenya Limited
Year established:	1999
Website:	www.coseke.com
Number of employees:	11-50
Representative name:	Geoffrey Thuo
Rep's position:	Group Managing Director
Industry segment:	ICT - software development
Briefly about the company:	<p>Founded in 1990, Coseke is a Pan-African IT solutions specialist dedicated to transforming how organizations of all sizes manage their information and workflows.</p> <p>We focus on delivering cutting-edge information and content management solutions that enable businesses to capture, manage, share, and preserve their information assets. Our solutions help reduce overhead costs, enhance operational efficiency, and streamline business processes.</p> <p>With a strong presence in East Africa, Coseke operates offices across three countries, offering a wide range of ICT services, including:</p> <ul style="list-style-type: none"> <li>Document management systems</li> <li>Digitization services</li> <li>Workflow solutions</li> <li>Business process management solutions</li> <li>Customized software solutions for automating manual processes</li> </ul> <p>Additionally, we boast a talented in-house team of software developers, ensuring we can tailor our solutions to meet the unique needs of each client. Coseke is committed to driving innovation and delivering impactful solutions that empower organizations across the continent.</p>
Product/service:	EDMS, ERP, Digitisation, E-Board, E-Cabinet etc
Company competitive edge:	We are market leaders in Digitization and process Automation in East Africa. We create value across the IT spectrum with a focus on innovation, structuring transformation and unlocking growth in all aspects of business development. It's time for your businesses to streamline workflow and increase productivity with industry-complaint solutions customized to your company's specific needs.
What are you looking to solve for your company with the visit to Estonia?	Coseke is looking to build partnerships with like-minded companies to deliver innovative software solutions tailored for our key sectors such as government, banking, healthcare, and manufacturing. By



	collaborating with tech partners in Estonia, Coseke can leverage advanced technologies like blockchain, AI, and cybersecurity to enhance solutions and stay competitive. Additionally, Coseke aims to gain insights from Estonia’s renowned digital transformation initiatives and learn best practices for scalable IT solutions. These partnerships will enable co-development of customized software to meet the unique needs of emerging markets.
Overall goal of the visit:	Making new partnerships with software solutions providers and sign up as resellers in our region.
Any other comment	I would like to see a list of participants from Estonia so that I engage where need be in advance, for purposes of a fruitful visit.
Association:	KNCCI

