

Kenya - Estonia Trade Mission Delegation
Business delegates – HR & Payroll Solutions

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 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



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Honorary Consul of the Republic of Estonia
Nairobi, Kenya

18. Company name:	Malibu Pharmacy Ltd
Year established:	1994
Website:	Malibupharmacy.co.ke
Number of employees:	101-200
Representative name:	Paul Nganga
Rep's position:	COO
Industry segment:	Healthcare - Retail Pharmacy
Briefly about the company:	Small chain pharmacies in major cities across Kenya
Product/service:	Pharmaceuticals
Company competitive edge:	Free delivery, e-commerce, corporate clients
What are you looking to solve for your company with the visit to Estonia?	Delivery app, ERP solution, e-commerce solutions, HR management solutions, PE funding
Overall goal of the visit:	Possibly good business networking and tourism
Any other comment	
Association:	ABSA Client



11. Company name:	Tim-Sky Media Services Limited
Year established:	2011
Website:	www.tim-skymedia.com
Number of employees:	11-50
Representative name:	Kamuzu Banda, Allosso
Rep's position:	Executive Director
Industry segment:	Public Relations and Digital Solutions
Briefly about the company:	Tim-Sky Media Services is an innovative and dynamic communication agency that offers strategic communication coupled with digital and creative elements of communication that allows brands to stand out and meet their business objectives.
Product/service:	Communication and Digital Solutions
Company competitive edge:	We offer un-matched communication and digital solutions
What are you looking to solve for your company with the visit to Estonia?	<p>I currently manage a business specializing in Public Relations, Digital Marketing, and Advertising, called Tim-Sky Media Services.</p> <p>Recently, we expanded our operations by registering a separate division, Tim-Sky Technologies, as we aim to venture into the IT and Digital App solutions space for businesses.</p> <p>We are actively seeking partnerships with businesses that develop apps—such as staff communication apps, HR management apps, and more—that we can collaborate with and co-develop for resale in the Kenyan market.</p>
Overall goal of the visit:	Learn and find partnership opportunities
Any other comment	
Association:	ABSA Client

