

Kenya - Estonia Trade Mission Delegation
Business delegates – ICT Solutions Vendor

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



with the support of



in cooperation with



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



12. Company name:	Josatronic Data Systems Limited
Year established:	Year 2012
Website:	www.josatronic.com
Number of employees	11-50
Representative name:	Maina Gichuki
Rep's position:	Director
Industry segment:	ICT - hardware sales ICT - network and structured cabling ICT - solutions vendor Cyber security
Briefly about the company:	We are a tech-focused ICT company specializing in the sales of ICT hardware and software, as well as providing ICT solutions. Our offerings include Microsoft packages, RFID solutions, Winware, server virtualization, and ERP systems. We serve a diverse range of clients, including corporate organizations, banks, NGOs, colleges, universities, and resellers who purchase hardware and software from us.
Product/service:	Computers, Laptops ,printers servers, tablets network switches and accessories
Company competitive edge:	Availability of Genuine channel products,quick delivery and aftersales support.
What are you looking to solve for your company with the visit to Estonia?	We are focused on integrating AI to enhance our service centers for aftersales support. Our goal is to implement advanced solutions for managing inventory and logistics more efficiently. We are looking for systems that can be installed to monitor machines in real-time, enabling remote support and troubleshooting. Additionally, we seek robust software support and cloud solutions that offer secure hosting, data backup, and remote access to client data.
Overall goal of the visit:	To learn how to take our company to the next level
Any other comment	
Association:	ABSA Client



10. Company name:	CRIMSON COMPUTER SERVICES LIMITED
Year established:	2014
Website:	www.crimsoncomputers.co.ke
Number of employees	6-10
Representative name:	SCHOLASTICA NAFUNA SIMIYU
Rep's position:	Founder & CEO
Industry segment:	ICT - hardware sales ICT - network and structured cabling ICT - solutions vendor
Briefly about the company:	At Crimson Computer Services Limited we pride ourselves on providing ict solutions to our clients which entails both corporate and personal.
Product/service:	Computer Sales Maintenance & Repair Network Configurations
Company competitive edge:	Timely delivery Quality products at a very competitive price After sale Services Our strategic location
What are you looking to solve for your company with the visit to Estonia?	We are focused on expanding our supplier portfolio to include more IT product suppliers, enabling us to offer a wider range of solutions. This includes sourcing software for cybersecurity, Red Hat solutions for servers, firewalls, and e-commerce solutions to establish a global presence. By enhancing our competitive edge and increasing sales, we aim to expand into new markets, ultimately driving revenue growth and ensuring long-term sustainability. We are seeking solutions in the following areas: - Strategies to increase our global presence, including a powerful search engine to improve website visibility. - Engagement in software development and solutions for cybersecurity and server maintenance. - Sourcing suppliers for IT products and related consumables to broaden our customer portfolio.
Overall goal of the visit:	Meaningful Networking and learn different strategies from fellow entrepreneurs to widen the knowledge in business and management.
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



	<p>health and government business. Given the lack of in-house capabilities, a visit to Estonia presents an opportunity to gain insights 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"> 1. Cybersecurity: Penetration testing and security assessment, focusing on government and education sectors. 2. Health Management Systems: Identifying robust solutions for digital health. 3. Partnership Opportunities: Exploring potential collaborations with Estonian firms. 4. Technical Training: Learning strategies to enhance the skills of technical teams. 5. Local Presence: Considering the registration of an organization within Estonia to facilitate partnerships and market entry.
Overall goal of the visit:	Business and Fun
Any other comment	Please share any more information that you may have.
Association:	ABSA Client



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



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"> Document management systems Digitization services Workflow solutions Business process management solutions Customized software solutions for automating manual processes <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



with the support of
trade
estonia



Lufthansa



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