

Kenya - Estonia Trade Mission Delegation
Business delegates – Retail Related Solutions

February 15 – 25, 2025

19. Company name:	Dakaney Kerow communications ltd
Year established:	
Website:	N/a
Number of employees:	11-50
Representative name:	Perminus Kabi
Rep's position:	Director
Industry segment:	Distribution Agro business
Briefly about the company:	We are distributors of EABL and Safaricom currently using Sage as our ERP. We are venturing into meat distribution and need a system that would efficiently run the enterprise
Product/service:	Distribution-Meat
Company competitive edge:	Our understanding of Route to Consumer
What are you looking to solve for your company with the visit to Estonia?	Systems that would enable us run our distribution business effectively especially the meat distribution business. Meat distribution business is tied with a hotel business and getting a software that handles hospitality and distribution in one package would be nice.
Overall goal of the visit:	Software solution
Any other comment	
Association:	ABSA Client



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



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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



Lufthansa



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

