



Eden Technics Limited

<https://eden-technics.com>

COMPANY PROFILE

INTRODUCTION

Eden Technics Limited is a company registered in Kenya and has its office on 2nd Floor, Vision Plaza, Mombasa Road, Nairobi. We have cultivated sound resolution with our esteemed customers for providing quality ICT Consultancy Services, IT Strategy Development, Digital Transformation, Projects Management, Process Management, Data Analytics Solutions, ERP implementation, Application Development, Network Solutions and ICT Hardware products. The company is owned by Kenyans with experience in provision of IT Strategy Formulation, ICT Consultancy, IT Business transformation, innovation, project management and technology solutions deployment running for over 60 collective years. The company specializes in Projects Management Consultancy, Digital Transformation, Business solutions design, process automation, IT Strategy, applications development and outsourcing of business solutions, IT infrastructure implementation, Cloud Computing, and Business Process Automation. We thrive in delivering as promised, with a key objective of exceeding customer expectations in all engagements.

VISION, MISSION AND CORE VALUES

As a provider of integrated ICT Consultancy and services company, ETL is structured and operates around a set of Vision and mission. Our team adhere to corporate core values that differentiates us from close competitors.

VISION

To be the preferred provider of ICT Consultancy expert advice to private and public sector in East, Central and Southern Africa. We intend to achieve this by

- Providing IT Consultancy services for formulation and implementation of ICT Strategies
- Building relationships with our clients based on mutual trust and respect
- Continuously improving our client service approach while adjusting to changing technological and business trends

MISSION

To be a successful LEADER in provision of Business and Digital Transformation Consultancy services in Africa offering innovative, creative and inspiring ideas, by developing roadmaps to deploy ICT solutions in a structured manner using the best technological tools to get exceptional results.

VALUES

Our clients know that they are in good hands with Consulting practice that focusses on creating and delivering value. Our values are.

- Absolute integrity
- Quality Client Service
- Care, Trust and Respect
- Continuous Improvement

Why us?

Our clients prefer working with us due to our comparative strengths in ICT in the region . Our clients have told us that they prefer working with us due to the following.

- Extensive international experience of our Professionals
- Experience, Knowledge and understanding of East, West, Central and Southern Africa region
- Progressive and innovative approach, tools and methods
- Business understanding and not just technical IT gurus
- Resources mobilization based on specialized technical skills required in every engagement

Our Consultancy Approach

Innovation, effectiveness and efficiency are Eden-Technics' hallmarks. Our approach is collaborative and based on complimenting and supporting our client's rich business knowledge with our IT Consulting skills. We are a center of ICT expertise, dedicated to advising and coaching clients and partners to manage the most challenging technology and business opportunities. We invest in advancing knowledge in technologies that drive suitable business metrics. Our human resource skill set is the embodiment of our commitment to working with clients to explore business solutions. We validate our Clients IT Investment plans with research, benchmarking and return of investment modeling. We provide you program and change management and adopt strategy during systems implementations to ensure optimal results. This is made possible by our extensive project management experience. Our Professionals consider market drivers that impact business and industry sector in addressing key strategy components that measure success and adapt the appropriate direction.

MOTO

DELIVERY ON TIME AND IN FULL (OTIF)

Staff

- We attract, motivate and retain human resources who are innovative, self-driven and passionate in their skilled areas of expertise.
- We expect staff integrity, civility, openness and support for others
- We value innovations, employee involvement, organization flexibility and personal ambition.
- We recognize and value the benefits in the diversity of people, ideas and culture.
- We have developed partnership with top University in Kenya from where we tap top grade technology students who we continuously integrate into technology innovation, software development and client-service delivery

Customers

- We offer our customers world class transformational ideas, products and solutions.
- We consider our customers as our partners and by understanding their needs, we respond fairly to their requirements and live up to our commitments.
- We support our customers in benchmarking with international corporates in which owners of our company have had several year's experience working and interacting with at various levels
- We invest and strive to be experts and the best in key technologies necessary for our customers' success.

Ethics

- We comply with the applicable laws and regulations at all government levels wherever we do business. We encourage open business practices, disclosing all

our supply chain and stages in service delivery to our clients.

- We offer ethical services with integrity and diligence. Corrupt practices have no space in our business operations

OUR SERVICES

Eden Technics Limited specializes in provision of digital and business transformation solutions, through innovation, ideation, design, development and agile project management practices. We are not an IT infrastructure vendor but a Digital transformation partner who partners with customers to first understand business challenges and identify solutions and digital opportunities that will catapult the customers competitive edge beyond the competitors in the industry. We strive to first understand business function and blend business challenges with IT trends and thereafter design solutions that transform businesses into innovative digital organizations. We free up our clients to focus on their core business thus enabling you improve efficiency in service delivery. Our range of solutions and services include the following:

Aviation IT Solutions

Our senior IT Consultants have over 25 years' experience in development, deployment and support of aviation solutions. We pride ourselves in having Senior Consultants who were part of key airline innovation committees such as IATA **StB** and **Think Tank** Committee, the team which innovated airline e-ticketing, NDC, One order and IATA e-Payment solution among other aviation revolutionary innovations. Our consultants have been members of international airline alliance IT Executive Boards as well as having participated in a number of airline industry hackathons. We are experts in provision of the following aviation IT Services and Solutions.

- Aviation ICT Strategy
- Aviation systems sizing, evaluation and selection
- Airline systems integration

- Airline e-Commerce solutions
- Partnerships with global solutions providers such as MRO, Operations Control, Crew management, Flight operations solutions and Data Analytics

IT Consultancy

Our Strategic ICT Consulting services integrates with corporate business strategy. We integrate our expertise in strategic change, process improvement and technology to provide solutions to clients as they strive to improve service delivery. Our strategic ICT Consulting Services include.

- ICT Strategy development and implementation
- Business and IT Alignment
- Business process mapping and reengineering
- ICT Security and best-use Policies
- Design of Change management frameworks

Business Process analysis and process mapping.

We support our customers in as-is process mapping, identification of automation gaps, or process bottlenecks, identify lean process opportunities, develop To-be processes and drive adoption of lean business process to improve efficiencies. So we encourage our customers not just to automate but to bridge process efficiency gaps.

IT Solution Sourcing

We have end-to-end business IT solutions sourcing templates. We partner with businesses to gather business requirements, identify automation opportunities, research on best solutions in the industry, identify potential suppliers, prepare RFPs, develop evaluation criteria, vendor evaluation and selection, contracts negotiations and provide implementation quality assurance. With over 60 years' experience in managing IT solution sourcing, selection, implementation and operations, we have the skills and experience to support customer manage IT vendors.

Projects Management

Our leadership are members of PMI International and PMI Kenya chapter. We adhere to project management standards and best practices. Our team of professional project managers with certifications in PMP and Prince II and several years' experience in both Agile and Waterfall Project Management Methodologies will support our clients in end-to-end ICT projects delivery. We partner with clients in setting up project teams, identification of project stakeholders, project initiation, project planning, project backlog documentation, agile sprints definition, project review meetings, monitoring progress, steering committee and workstream reporting, managing vendor quality assurance, risks management, change management, Release management and transition to production controls.

Digital Transformation

Our expertise in digital transformation spans several years. Our lead consultants, have spear-headed digital transformation initiatives in major corporate organizations in Kenya. Our head of Digital transformation has been a board member of international corporate alliances for several years and was a member of a Global Technology think Tank and innovation steering groups that came up with several global business transformation ideas over the years. Our lead consultants will partner with business to identify digital transformation opportunities, identify robotic process automation gaps and match opportunities to initiatives and digital tools that will propel the client to a new level in digital transformation space. We support organizations in developing digital transformation roadmap aligned to its customer journey

Business Solutions Design and Development

We partner with organizations in assessing opportunities to either buy or build solutions. Our opportunity assessment matrix helps organizations size opportunities in terms of cost, time to market, future growth, first in the market, support and maintenance. We help organizations decide on better options for internal or outsourcing applications development. We partner with our clients' internal resources to development solutions that will transform client's e-commerce, e-retail and e-payment solutions. We develop web and mobile apps using the best of breed apps development tools. Our business solution development division covers the following areas;

- Web design and development
- Mobile apps development
- Intranet and extranet development
- Ad-hoc applications development
- Business applications integrations
- Data warehouse Business Intelligence and analytics

ICT infrastructure

Our IT infrastructure team focuses on delivery of best of breed IT hardware and building IT networks geared towards enabling business access both on-premises and cloud IT services and solutions. Our expertise in IT infrastructure is hardware independent. We are appointed Lenovo and HP hardware partners in East Africa. We are a certified reseller of Redington ICT Distribution provider in East Africa. Our partnership with top brands in ICT hardware gives us the best price offers in the Industry and provides us with international hardware warrantee.

Our network infrastructure team have expertise in bot LAN and WAN solutions. We help clients implement SD WAN, IP VPNs, Home network connecting to corporate networks, inter-branch networks, network security among other network solutions.

End-User Computing Solutions

We supply computers, computer accessories, IT consumable, printing solutions, laptops, tablets, and all kinds of end-user computing solutions through official HP and Lenovo distribution channels in Africa. Our end-user computing products are customized to suit



our clients' requirements. Based on the source of our end-user computing devices, we guarantee our customers reliability and durability of products sourced from us through official end-user computing distribution channels.

OUR DRIVE

To stimulate sales, motivate clients and employees and strengthen corporate identity.

PRICE AND QUALITY

Our goal in sales is to maintain a partnership with our clients. We strive to price our services, solutions, and products in accordance with Customer needs and requirements. As partners, our services and solutions prices are customized to suit specific customer needs.

BACKUP SERVICES

We are highly committed to providing backup services and adhere to after sales support. We have an established operations service department manned by highly qualified and competent personnel dedicated to deliver without time limits ensuring that customer business operations are not affected by downtimes associated with solution or technology failures.

CREDIT TERMS

We offer flexible terms of payments that can be negotiated both during and after implementation of solutions. We allow credit terms up to 30 days from the date of invoice to most of our reputable clients.

DELIVERY


Our products and solutions are readily available, and we deliver within the shortest time possible upon confirmation with client's official local purchase order.

CLIENTS.

EDEN TECHNICS LTD has a wide variety of clients ranging from Government, private and international organizations. A list of our clients and client testimonials are included in appendix I.

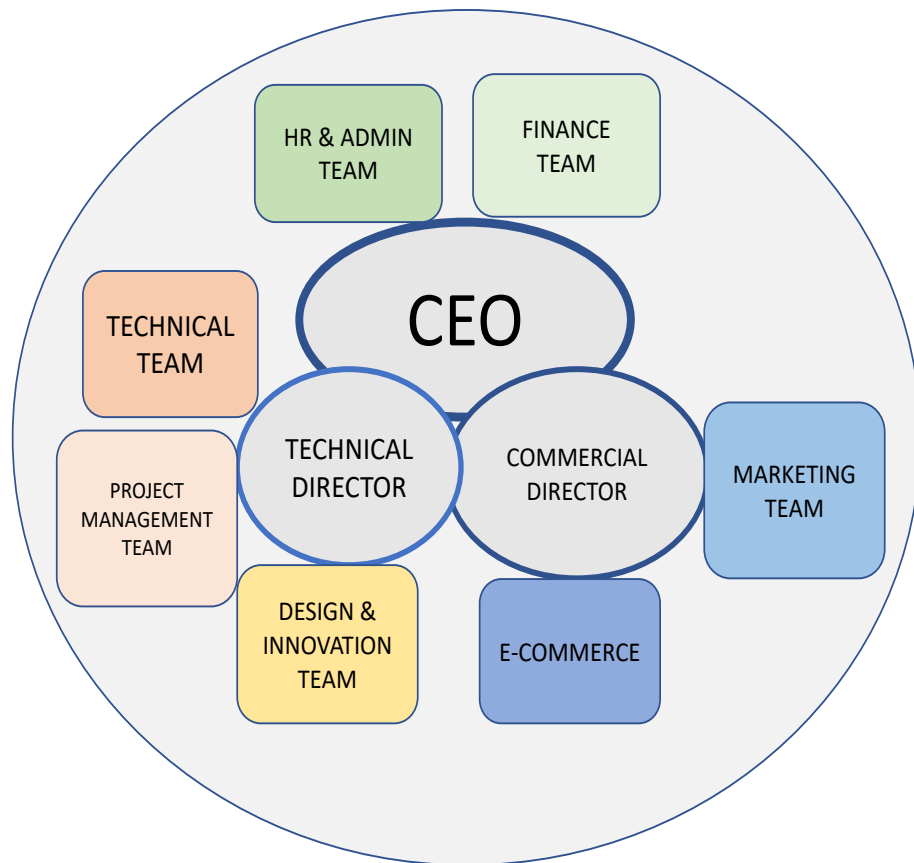
LEGALITY

We declare that our company is legally registered in Kenya, is law abiding and tax compliant. Attached are our company Certificate of Incorporation, VAT and PIN certification.



OUR TEAM

ETL Has a strong broad-based team that is well integrated and united around the strong leadership of the CEO, Commercial Director and technical Directors. Top leadership is structured around provision of services to our clients. Below is a high-level composition of the ETL team



APPENDIX I

CLIENT	Kenya Revenue Authority P. O. Box 50030-00200 Nairobi Tel: 0799 031177
LOCATION	Nairobi, Kenya
NATURE OF BUSINESS	Kenya Government Tax and Revenue collection authority
SERVICE OFFERED	<ul style="list-style-type: none">• Project management Consultancy• Data Analytics requirements analysis• Datawarehouse design Consultancy• Oracle BI upgrade from OBIEE to OAS• Dashboards and Reports Analysis
CUSTOMER BENEFITS	Design, development and implementation of Corporate Datawarehouse, corporate dashboards and reports
CONTACT PERSON	Ronald Otieno
DESIGNATION	DW&BI Project Manager

CLIENT	First Quantum Holdings Limited P. O. Box 50030-00200 Nairobi Tel: 0799 031177
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LOCATION	Nairobi, Kenya
NATURE OF BUSINESS	Corporate marketing, advertising, creative designs and brand management
SERVICE OFFERED	Provision of ICT Strategy Supply, installation and Support ICT Equipment Provision of IT Infrastructure support & maintenance
CUSTOMER BENEFITS	Long term Digital Strategy, digital transformation, IT Hardware and Software solutions provision to support business agility and growth
CONTACT PERSON	Peter Ochola
DESIGNATION	Director

CLIENT	World Neighbors P.O Box 14728 00800, Nairobi, Kenya P. 254-20-2713886 F. 254-20-2713887/ www.wn.org
LOCATION	Nairobi, Kenya
NATURE OF BUSINESS	Community Development. Agriculture Research. Support of rural widows and orphaned children
SERVICE OFFERED	Support and Maintenance of ICT Equipment. Software Development
CUSTOMER BENEFITS	Reduced Mean time before failure for ICT Equipment. Faster response and restoration of ICT Equipment
CONTACT PERSON	Prof. Chris Macoloo
DESIGNATION	Regional Director - Africa

CLIENT	MIKWA CONSTRUCTION COMPANY P.O. Box 6771-00100 Tel. 0721 857719
CONTACT PERSON	Michael Wanjohi
DESIGNATION	General Manager
LOCATION	NAIROBI
NATURE OF BUSINESS	Building Construction
SERVICE OFFERED	Network installation, Supply of Computers, Computer accessories and printers. Support and maintenance of ICT equipment
CUSTOMER BENEFITS	Faster delivery of equipment ordered at short notice

CLIENT	Samobit Solutions Limited P.O. Box 30259 -00100 Tel. 0724 550 426 www.samobit.com
CONTACT PERSON	Winnie Adhiambo
DESIGNATION	Technical Director
LOCATION	NAIROBI
NATURE OF BUSINESS	Metrological Services
SERVICE OFFERED	Domain registration, Website Design and development
CUSTOMER BENEFITS	Reliable delivery of service on time and within budget

Partnership Documents

Certificate of Partnership



EDEN TECHNICS LIMITED

Kenya

is an approved member of the HP Partner program and
qualifies as HP Business Partner FY22.

A handwritten signature in black ink, appearing to read 'Luciana Broggi'.

Luciana Broggi

SVP & Global Head of Channel and Global Accounts



**Infrastructure
Solutions
Partner**

Lenovo

Authorized

**PC
Partner**

Lenovo

Authorized