



# aitec

east africa



ict summit

## Conference & Exhibition

Oshwal Centre, Nairobi

### 24-25 October 2012

THEME:

## Smart Cities > Smart Societies > Smart Enterprises

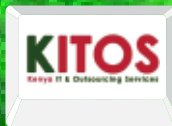
An AITEC Africa Event



25 years of service to Africa's ICT Community

S I N C E 1 9 8 7

Host Country Partners



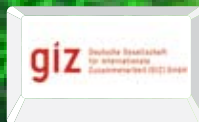
Smart Solutions Partner



Gold Sponsor



Open Source Partners



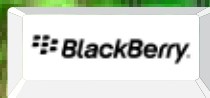
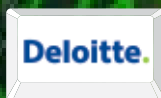
Communications Infrastructure Partner



Specialised Workshop Sponsors



Showcase Presentation Sponsors



Human Resource Partner



Hospitality Sponsor





Karibu!

It is my pleasure to welcome you to the 2012 AITEC East Africa ICT Summit – which coincides with the celebration of our 25th anniversary. It was in October 1987 that we published the first edition of Computers in Africa magazine as the continent's first journal for computer professionals. Starting before the dawn of the Internet, his began our exciting journey through the development of Africa's ICT sector.

All along we have emphasised collaboration and partnerships with other stakeholders in the sector and I'm pleased that the Summit programme this year exemplifies this approach, with a multiplicity of sponsors and partners contributing to the content.

I particularly want to thank IBM as our Smart Solutions Partner for the valuable input they have provided to help bring the conference them of "Smart Cities > Smart Communities > Smart Enterprises" to realisation.

It has also been a pleasure working with Digital Age Institute and LIWA Trust to develop the ICT Skills Gap Forum as part of the Summit, which is intended to develop a concerted strategy between academia and industry to develop the ICT skills base needed for Kenya's ambitious development plans for the sector.

Open Source will also contribute substantially to building the foundations of an effective ICT industry in East Africa and so we are delighted to be working with ict@innovation, a programme of FOSSFA and GIZ, to provide a highly stimulating Open Source Forum, rich in leading-edge knowledge-sharing for ICT professionals across all sectors.

It is my pleasure to invite all delegates to "Network, Learn, Do Business" at AITEC East Africa 2012.

Yours sincerely

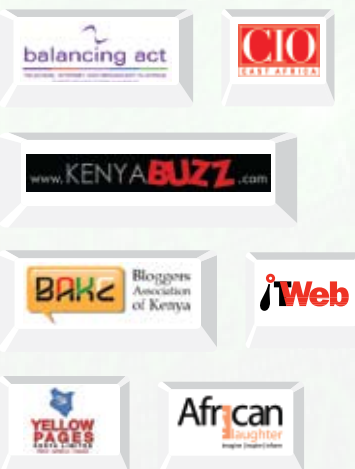
Sean Moroney  
Chairman, AITEC Africa



Supporting Organizations



Media Partners



DAY 1: Wednesday 24 October, 2012

9 am

SESSION 1 — AUDITORIUM  
OPENING PLENARY SESSION

MODERATOR

Sean Moroney, Chairman, AITEC Africa

Welcome Address

Hon Samuel Poghiso, Minister of Information & Communications, Kenya (TBC)

A vision for smarter cities in Africa

Lynn Reyes, Smarter Cities Business Development Manager, IBM Middle East and Africa

Smart Cities, Smart Communities and Smart Enterprises: The next frontier in Africa

Eric Osiakwan, Director, Ghana Cyber City

The Konza Techno City vision

Dr Bitange Ndemo, Permanent Secretary, Ministry of Information & Communications, Kenya

Tatu's smart city vision

Ashley Holman, Deputy Head of Urban, Planning and Management, Tatu City.

SHOWCASE PRESENTATION

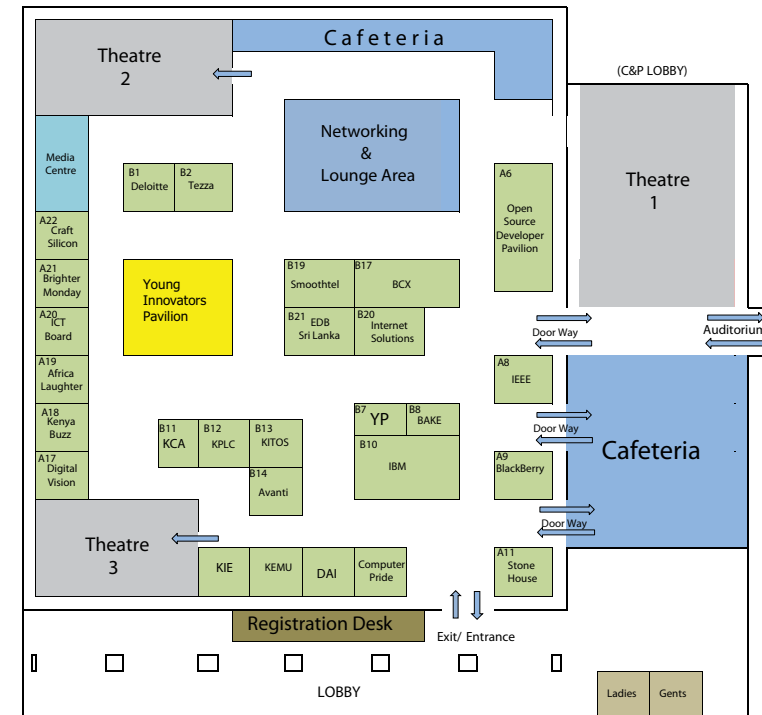


A smart enterprise vision and the roadmap to BlackBerry 10



Shaun Hathrill, Channel Sales Manager: Enterprise, East and Central Africa, Research in Motion, Kenya

EXPO Floor Plan





11 am

**SESSION 2 — Theatre 1**

**CLOUD COMPUTING FORUM**



**MODERATOR**  
*Delano Longwe, Sales Director, IBM East Africa*

**SHOWCASE PRESENTATION**



**The hidden implications of cloud computing**

*Marthinus Van Jaarsveld, Partner, Africa Technology Leader, Deloitte and Nikhil Hira, Partner, Tax Services, Deloitte, Kenya*

**The changing business landscape of the cloud era: Reduced IT costs and increased business value**

*Julian Liebenberg, GM: Business Development – Private Sector, Business Connexion, South Africa*

**OpenBusiness: Cloud-based value innovation for SMEs**

*Dorcas Muthoni, CEO & Founder, Openworld, Kenya*

**SESSION 3 — Theatre 2**

**SMART CITIES FORUM 1**

**MODERATOR**  
*Serena Davies, IT Manager, Bahati Ridge Development*

**Smart cities: How IBM is using technology to help city leaders**

*Gerard Nkusi, Central, East and West Africa Software Solution Executive Architect, IBM, Kenya*

**Automated meter Infrastructure: The basis of effective consumer care and smart grid enablement.**

*Andrew Strachan, Industry Principal: Service Industries, SAP, South Africa*

**The role of VSAT technology in broadband provision for smart cities and smart communities**

*Job Ndege, MD, iWayAfrica Services, Kenya*

**The dynamics of Ka-band in Africa**

*Mike Fiddes, Sales Director ME & Africa, Avanti Communications, UK*



**1pm — AUDITORIUM**

**VIEWING OF eWasteland**

A compelling documentary by David Fedele on Ghana's e-waste threat.

**SESSION 4 — Theatre 3**

**SMART ENTERPRISE WORKSHOP**



**Collaboration for smarter workplaces and smarter cities**

*Moses Aluodo, Product Sales Specialist, Collaboration, Cisco*

In today's business climate, collaboration is more critical than ever. Businesses are expected to do more with less. The global workforce is rapidly growing. Employees are using many different devices to communicate. By bringing voice, video, and collaboration applications together with Cisco, you can increase your business productivity, make decisions faster, and get closer to customers, partners, and employees. Join us and let us show you how Cisco collaboration solutions can benefit your organization.

2 pm

**SESSION 5 — Theatre 1**

**OPEN SOURCE FORUM**



**ict@innovation: Creating business and learning opportunities in Africa using free and Open Source software**  
*Evans Ikua, FOSS Certification Manager, ict@innovation, Kenya*

**Free and Open Source business models**  
*Isaac Kigen, Lecturer, Strathmore University*

**Linux Professionals Institute certification**  
*Anthony Mwai, MD, Linux Learning Centre*

**What a Ksh10,000 Point of Sale (POS) system does for our economy**  
*Bernard Owuor, MD, Niko Hapa*

**Innovative Open Source solutions in higher education institutions**  
*Patrick Shabaya, Director of Strategy*

**Open Source: Practical solutions to run county governments**  
*Dennis Gichangi, Director, Development, DewCIS Solutions*

**Open Source library management systems**  
*Bernard Shiundu, University Librarian, Strathmore University*

**SESSION 6 — Theatre 2**

**DATA SECURITY TRAINING WORKSHOP**



**Log Management**  
*Dr Almerindo Graziano, CEO, Silensec, UK*

A log can be defined as a trace generated by an application, a system or a device capturing information about a specific event that has occurred. Logs can be physical, such as the logs contained in a visitors log book, or more usually electronic, such as web transaction logs, firewall logs, database logs etc. A typical midsized organization will have devices, computer systems and applications generating thousands of logs daily. Logs contain information of varying degree of sensitivity, such as information that needs to be kept confidential and stored securely for a defined number of years with specific access control restrictions. For this reason logs need to be adequately managed to avoid exposing the organization to information security risks.

4 pm

**SESSION 8 — Theatre 2**

**Risk management: Disaster recovery and business continuity**

*Julian Liebenberg, GM: Business Development – Private Sector, Business Connexion, South Africa*

**Mobile security considerations for the smart enterprise**

*Edwin Moindi, Regional Information Security Manager, PriceWaterhouseCoopers, Kenya*

**The 2012 Kenya Cyber Security Report: Getting back to security basics**

*William Makatiani, Director, Serianu*

**The Commonwealth Cybercrime Initiative: How it is assisting Eastern African countries**

*Alice Munya, Steering Committee Chair, CCI, Kenya*

**SESSION 7 — Theatre 3**

**PANEL DISCUSSION**

**How can East Africa develop, monetise and export its ICT expertise?**

**MODERATOR**  
*Vincent Kaabunga, Chair, IEEE Kenya Section*

**PANELLISTS**  
*Kageni Wilson, Founder & CEO, Iona Cloud, Kenya*  
*Ravi Sikand, Director, Corporate Financial Services, Deloitte, Kenya*  
*Kamau Kagotho, Sawasawa, Chief of Engineering, Kenya.*

**SESSION 9 — Theatre 3**

**SMART SOCIETIES FORUM**

*In partnership with*



**MODERATOR**  
*Daudi Were, GM, Ushahidi*



**DAY 2: Thursday 25 October, 2012**

9 am

**SESSION 10 — Theatre 1**

**SMART CITIES FORUM 2**

**The value of integrated back office applications in enabling a Smart City**

*Andrew Strachan, Industry Principal: Service Industries, SAP, South Africa*

**How social media can be used to mobilise citizen involvement in city governance, civic pride and effective management**

*Japie Swanepoel, CEO, interactive Concepts, South Africa*

**Mapping for smart cities & communities**

*Byron Moorgas, New Media Manager, MapIT, South Africa*

**SHOWCASE PRESENTATION**



**Cloud computing: Latest trends in Africa**

*Muriithi Njagi, Senior Manager - Management Consulting, KPMG, Kenya*

**SESSION 11 - Theatre 2**

**PANEL DISCUSSION**

**MOBILE APPLICATIONS IN HEALTHCARE**

**MODERATOR**

*Victor Gathara, Consultant, Text to Change, Kenya*

**PANELLISTS**

*Edward Omete, CEO, Health Info, Kenya*

*Khalila Salim*

*Ryoba Charles, Head Corporate Solutions, GurulT, Kenya*

11 am

**SESSION 12 - Theatre 1**

**ICT SKILLS GAP FORUM**

*In partnership with LIWA Trust & Digital Age Institute*



**Theme:** "Closing the gap between industry and academia."

**SESSION 13 - Theatre 2**

**PANEL DISCUSSION**

**BUSINESS ANALYTICS USE IN KENYA**

**PANELLISTS**

*William Makatiani, Director Serianu*

*Edwin Moindi, Regional Information Security Manager, PriceWaterhouseCoopers, Kenya*

*Dr Almerindo Graziano, CEO, Silensec, UK*

*Charles Oduor, Director, Technology Advisory Services, Deloitte, Kenya*

CONTINUED FROM PAGE 6

**MODERATOR**

*Professor Koi Muchira Tirima, Director, Centre for Research, Teaching and Learning, Inoorero University*

**WELCOME ADDRESS**

*Dr Bitange Ndemo, Permanent Secretary, Ministry of Information & Communications*

**SECTOR ASSESSMENTS**

*David Svarrer, CEO, Digital Age Institute, Kenya*

*Mary Kiguru, Head, International Centre for Outsourcing Studies, Kenya Methodist University.*

*Martin Muckle, MD, Stonehouse*

*Kevit Desai, Chairman, Linking Industry With Academia Trust (LIWA)*

**PANELLISTS**

*Kamal Budhabhatti, CEO, Craft Silicon*

*Charles Nduati, GM, JKUAT Enterprises*

*Guillermo Miranda, HR Director – Talent, IBM Africa & Middle East*

*Andrew Lewela, BPO Manager, Kenya ICT Board*

*Emmanuel Kweyu, Deputy CEO, @iLab, Strathmore University*

*Prof Shaukat Abdulrazak, CEO, National Council for Science & Technology*

*Faizal Mirza, Group CTO, Cellulant*

*Prof Henry Thairu, Vice-Chancellor, Inoorero University*

*Dr Almerindo Graziano, CEO, Silensec UK.*

*Mustafa Abdullahhai, MD, Computer*

*Professor Ddembe Williams, Associate Dean, Faculty of Computing & Information Management*

**KCA University**

*Prof Robert Gateru, Principal - Nairobi Campus, Kenya Methodist University*

*Jyoti Muckerjee, CEO, Software Technologies*

*Meredith Beal, Knight International Journalism Fellow, Africa Media Initiative*

*John Kimotho, Senior Deputy Director, Media & Extension Services, Kenya Institute of Education*

*Kennedy Yegon, IT Officer, GESCI*

2 pm

**SESSION 14 — Theatre 2**

**SECURITY PANEL DISCUSSION**

*In partnership with*



**PART ONE**

**HOW DOES CLOUD COMPUTING INFLUENCE INFORMATION SECURITY AND HOW SHOULD WE EMBRACE IT REGIONALLY?**

**PART TWO**

**THE ROLE OF LAW ENFORCEMENT IN FIGHTING CYBER CRIME**

**PANELLISTS**

*Edwin Moindi, Regional Information Security Manager, PriceWaterhouseCoopers, Kenya*

*Lucy Munga, Associate Director, Barclays Africa, Kenya.*

*Collins Ojiambo, Forensic Analyst, Central Bank of Kenya.*

*Paul Roy, Regional Technology Advisor, Microsoft.*

*Jona Owitti, Director, Security Risk Solutions*

*William Makatiani, Director, Serianu*

*Vincent Kaabunga, Chair, IEEE Kenya Section*

4 pm

**CLOSING PLENARYSESSION — Theatre 1**

**DELEGATE PRIZE DRAW & BEST STAND AWARDS**

**SESSION 15 — Theatre 3**



**MOBILE TRAINING WORKSHOP**

**Mobile device management**

*Dr Almerindo Graziano, CEO, Silensec, UK*

In today's information economy every person has at least one mobile device, being that a phone, smartphone, a tablet PC, a laptop etc. In a business environment it is not uncommon for people to own multiple such devices, some of them provided by the company for business purposes, some others privately owned by the employee. Mobile devices such as smart phones have become extremely powerful, integrating the computing power and functionalities of small portable computers and, while the use of such devices can increase productivity and revenue, most modern organizations face enormous new challenges.



**AFRICAN LAUGHTER**



African Laughter is Kenya's largest independent producer of Internet content. It has built a reputation for quality, creativity and passion, and supplies many of the nation's top public companies.

Its name reflects its ambition to be a driving force in Africa's transition to a healthier and wealthier future. The company's team of young, Kenyan professionals is committed to expanding opportunities for all East Africans by getting information out that will transform lives. This ethos drives every project that African Laughter undertakes.

<http://www.africanlaughter.com/>

**AVANTI COMMUNICATIONS GROUP**



Avanti's first satellite called HYLAS 1, launched on 26 November 2010 and is the first superfast broadband satellite launched in Europe. The second satellite, HYLAS 2, launched on 2 August 2012 and extends Avanti's coverage to Africa and the Middle East. Avanti's third satellite, HYLAS 3, to be launched in partnership with ESA in 2015, will provide further capacity in the EMA region. 80% of Avanti's fleet capacity will address the Emerging telecommunications markets of Africa, Caucasia and the Middle East.

[mike.fiddes@avanticyprus.com.cy](mailto:mike.fiddes@avanticyprus.com.cy), +357 9972 1833

**BLACKBERRY KENYA**



We specialize in provision of blackberry accessories. Have you ever bought an expensive phone and experienced the frustration of not getting a replacement of parts or addition of Accessory.

We set out to solve this need and we have. We do Blackberry trackball replacement, tailored silicon covers, boxed pouches, slip on poaches, Blackberry housing, Blackberry Batteries. You will find this and more under one roof.



**BRIGHTERMONDAY**



**OVERVIEW**

BrighterMonday.com is a free recruitment publication. We assist recruitment agencies and employers in finding the right candidate for any job in East Africa (Kenya, Tanzania and Uganda) by offering them a large network on which they can advertise their vacancies. Our service is 100% FREE for Jobseekers.

**Our Stand**

Online recruitment is our game and as market leaders we value our main resource which is the internet. We have recognized the critical need for online based recruitment and with this, brightermonday.com has staked its claim as the top recruitment website in the region. Join us as we seek to revolutionize the manner in which online advertising is done.

**Our Driving Force**

Brighter Monday is big on Ideas; we focus our energy on tapping the right market niches, creating a stir in the market that effectively draws in the numbers. The internet is the new frontier and it is our awareness of this fact that drives our passion for online advertising. Our innovative approach towards great potential of the internet is the fuel we need to stay ahead of the pack.

**Core Service**

You need to cost effectively get the right candidates applying for your vacancies. No matter the size of your organization, you can advertise your vacancies on BrighterMonday and reach over 1 million professionals in the Eastern Africa region. We also provide customized banner advertising to suit virtually any business model.

**Advertising Muscle**

Brightermonday.com has a dedicated team that is constantly monitoring and optimizing your Job Adverts to ensure best performance. In addition to this we employ world class technology (including personalized Job Alerts and CV Matching) to ensure your Job Ad reaches its intended audience. Thousands of recruiters and recruitment companies across East Africa already advertise on the most trusted online recruitment website.

**Quick Stats**

**Numbers don't lie and here's the proof:**

- Regional coverage with over 12 million hits and more than 4 million page views
- Over 1 million regular readers per day
- Ranked as Kenya & East Africa's top recruitment network by traffic - Source: Alexa Corp
- Voted #1 Job Search mobile app in Africa – Source: The East African
- Monthly growth rate of 10%

**Contacts:**

Website: [www.brightermonday.com](http://www.brightermonday.com)

Email: [sales@brightermonday.com](mailto:sales@brightermonday.com)

Phone: +254-20-800 9400/1 or +254-20-354 6209

Head Office: 14 Riverside, Grosvenor Suite 1st Floor

**BUSINESS CONNEXION**



Business Connexion (Pty) Ltd is a leading integrator of innovative business solutions based on information and communications technology (ICT). With just over 6600 employees and a track record spanning over 30 years, Business Connexion runs mission-critical ICT systems and manages products, services and solutions for JSE listed and key public sector organisations, parastatals and medium-sized companies.

Business Connexion has a unique business model and vision that centres on establishing the company as a world-class provider of the Connective Intelligence needed to amplify the simplicity, richness and affordability of end-users' connective interactions as they work across the African continent and around the globe. This represents the company's approach to configuring and integrating business solutions, which we develop and implement by drawing on expertise from entrenched competencies across the organisation.

The International division supports the group's clients who have an international footprint. Business Connexion has a presence in Mozambique, Namibia, Zambia, Nigeria, Kenya, Tanzania and the United Kingdom. Moreover, the group has an extensive partner network in a further 22 African countries.

In order to deliver a world-class service, Business Connexion has developed strong relationships and attained top-level certification with many of the world's leading ICT suppliers. To find out how we can connect your business to a world of endless possibilities, please visit: [www.bcx.co.za](http://www.bcx.co.za)

**CRAFT SILICON**



How can we do things differently?

When the finance industry is not constant, how can our way of thinking be?

When the wheels of time turn, the dynamics of most industries change. The Finance sector is no difference because over the years since over the years, it has evolved through the cycles of boom and downturn, which has challenged the functioning of all allied fields. Furthermore, the phenomenon of globalization has added new dimensions to this already volatile sector.

At Craft Silicon we have, since our inception in 1998, stayed ahead of the ever-changing times, with our core expertise in the domain of providing customised software solutions for the financial sector. How did we succeed in this? Simple. We never believed in waiting for the future to evolve, we

rather shaped it with our lateral thinking and radical view of things.

Each passing day, we have reignited our passion of delivering world-class solutions with one question, 'Is there a better and different way of doing things?'

<http://www.craftsilicon.com/>

**CIO**



CIO EAST AFRICA is the leading magazine for the Information and Communications Technology (ICT) industry in East Africa, published by Kommunikation Ultimate Limited (KUL) in conjunction with the International Data Group (IDG), a world-renowned publisher of legendary brands.

The publication highlights ICT investment opportunities, innovation, intellectual property and trends of the converging technologies. Through such authoritative information, the investors get business leads and end-users make informed choices.

CIO East Africa has launched two successful platforms, the CIO Executive Breakfast Series, The Year Ahead and the CIO 100 Awards and Symposium.

CIO100 Awards and Symposium is a competition that awards excellence in the execution of IT projects and recognizes the organizations and the people behind those projects. The two products provide for an interactive platform where the sector leaders from both the supply and demand side can meet and interact.

Since its inception just about three years ago, the magazine and its other products have proved to be a good platform for the Industry to congregate and share, network and learn. CIO East Africa is focused on delivering timely and accurate information about the trends and development of the sector to enable, you, our audience to make informed technology investment decisions.

**CISCO**



**Cisco – Over 25 Years of Innovation:**

Cisco, (NASDAQ: CSCO), the worldwide leader in networking that transforms how people connect, communicate and collaborate, celebrates over 25 years of technology innovation, operational excellence and corporate social responsibility.

At Cisco customers come first and an integral part of our DNA is creating long-lasting customer partnerships and working with them to identify their needs and provide solutions that support their success.

The concept of solutions being driven to address specific customer challenges has been with Cisco since its inception.





Husband and wife Len Bosack and Sandy Lerner, both working for Stanford University, wanted to email each other from their respective offices located in different buildings but were unable to due to technological shortcomings. A technology had to be invented to deal with disparate local area protocols; and as a result of solving their challenge - the multi-protocol router was born.

Cisco is now shaping the future of the Internet by creating unprecedented value and opportunity for our customers, 65,874 employees, investors and ecosystem partners and has become the worldwide leader in networking - transforming how people connect, communicate and collaborate.

At Cisco we are committed to innovation - research and development is a core component of our corporate culture. Cisco spends nearly \$5.2 billion a year in R&D, making us one of the top R&D spenders in the world. When looking at R&D as a percentage of revenue Cisco matches or exceeds industry peers and secures our commitment to innovation.

**Cisco - Committed to ICT Growth in Kenya:**

Cisco's strategy in East Africa is to assist governments, policy makers, corporations and service providers in their absorption of ICT which we believe is a key enabler of new economic development.

Cisco starting its local presence since 2003, formally inaugurated its East African (EA) headquarters in Nairobi on 27th November 2007. The office is one of the 9 key strategic hubs for the sub-Saharan African market, and also serves as a training and competency centre as well as a reference site. The Nairobi office is the lynch-pin to enable East African countries to achieve this. Nairobi was the right choice as Cisco's East African headquarters, in that it enables to spearhead all of Cisco's East African activity. Furthermore, Kenya has witnessed considerable growth and development in the ICT arena over the past few years.

Cisco's Networking Academy Program in Kenya has enjoyed some remarkable achievements. Cisco Networking Academies in Kenya belong to a wider community of Academies known as Partnership Academies. These Academies were formed under the LDC Initiative, a partnership between Cisco Systems, UNDP, USAID, UNITEs, and ITU. Formed in 2000, following the G-8 Summit, these partnerships have established Networking Academies in 40 of the world's 49 LDCs. These partnerships have created opportunities for IT skills development in participating countries, empowering them to accelerate progress, attain sustainable development, and fully integrate into the world economy.

**Cisco in Africa:**

Cisco sees big opportunities in Africa and is committed to supporting Africa's long-term goals:

Cisco is committed to increase broadband penetration in the region and be a thought leader on the "Digital agenda". Technology and education are the great equalizers.

Provide greater access to education opportunities for

individuals, communities, and nations...

impact standard of living and the economic prosperity of countries.

**A Disciplined Approach to CSR in Africa:**

At Cisco, corporate social responsibility (CSR) is a disciplined approach that creates sustainable benefits for our business and global communities through responsible business practices and long-term investments. We apply the same business discipline to CSR as we do to all other areas of our company:

- Invest with a goal of sustainable, long-term return on investment
- Apply our core competencies (networking and communications expertise, collaborative partnerships, innovative approaches, and business acumen)
- Create scalable, replicable, sustainable models for maximum impact
- Engage employees in our CSR vision, strategy, and business execution
- Measure CSR impact (monitor, evaluate, and report) for continuous improvement
- Engage with internal and external stakeholders to analyze and prioritize current/emerging risks and

**Links and URL's:**

For more information about Cisco in Africa please visit our website on [www.cisco.com/web/EA](http://www.cisco.com/web/EA). Information about Cisco can be found at <http://www.cisco.com>

**COMPUTER PRIDE**



Established in 1990, Computer Pride Ltd is one of the leading computer firms that have a centre that is specialized in providing training services on Information Technology.

The company has also singled out itself as providers of up to date and thorough Total IT Solution. It is comprised of over sixty young professionals who are experts in their field and provide high quality training and consultancy services.

Computer Pride offers numerous market-oriented courses and challenges that continue to draw people from all cadres of life.

At CPL, we believe in helping our students achieve the dreams of their lives. Over the 19 years of our existence, we've helped thousands of students and professionals undergo the right training, attain the right certifications and eventually enhance their career prospects.

Four core distinctions: Right Technology, Right Certification, Right People and Right jobs have given us the coveted leadership over other Computer training centers. And we take pride for being among the best in the Kenyan market territory. Indeed, we are now a pioneer in the high-end Computer training industry.

In line with our vision to impart quality training we have allied with global leaders in the field of Information Technology. We are certified and accredited by the following: Microsoft Partners, Microsoft Partner - Learning Solutions, Microsoft Partner - Mid Market Solutions, ICIDL Certified Training & Testing Center, Middlesex University

Partner Institution, EC - Council Accredited Training Center, Oracle Approved Education Provider, NCC Education Accredited Partner, Prometric Authorized Testing Center, Pearson VUE Authorized Testing Center, Cisco Learning Partner Associate, SagePastel Gold Business Partner, Approved by Ministry of Higher Education, Science & Technology, Registered with Directorate of Industrial Training, Approved by the Commission of Higher Education

**DELOITTE**



Deloitte in Kenya is one of the longest established professional firm of accountants in Kenya. Its history begins in 1907 with the formation of Ramsay & Gill. In 1915, this firm became Gill & Johnson and today, with 11 partners and about 300 employees in offices in Nairobi and Mombasa, Deloitte is among the largest accounting firms in Kenya.

Our clients range from the largest and most prestigious organisations in the country, including nearly 30% of the companies quoted on the Nairobi Stock Exchange, to sole traders.

Our clients come from a wide variety of local and international organisations, including manufacturing, financial, distribution, service, agricultural, governmental and charitable bodies, representing the complete spectrum of the private sector, development agencies, non-governmental organisations and parastatals.

**Mombasa**

The Mombasa office provides its clients with audit, tax and accounting services, including insolvency services. The office works closely with our teams in Nairobi in areas like consultancy and other specialist service lines to ensure all clients in the coastal area are offered the same wide range and high quality of services as they would receive in Nairobi.

Contact: <http://www.deloitte.com/>

**DIGITAL AGE INSTITUTE**



Digital Age Institute Ltd has been in existence since 2004. In these 8 years, the corporate has built an extraordinary competence in IT Education. The institute has within this period of time educated and certified many very competent IT Developers. The Institute is approved by Ministry of Higher Education, Science and Technology to do Technical Training for Kenyan Citizens, and has been certified by City & Guilds to do examinations within the newly launched 7267 series 200 and 300 of Software Development Examinations. Furthermore, Digital Age Institute Ltd. is working in close collaboration with City

& Guilds to develop a whole new series of examinations within highly advanced software development which builds directly on the City & Guilds 200 and 300 series of examinations. From 2009 we offer to establish in-house corporate institutions tailored to the individual corporate needs and with examples in the education sampled from the corporate itself. We will however take care of examination and certificate.

Besides the participation in our education, the students have developed a long line of bigger and smaller systems for their own use and for use in various corporate businesses. Thus Digital Age Institute makes these resourceful competences available for corporate businesses on very flexible and favorable conditions for outsourcing of development of IT-solutions. Outsourcing of IT-solutions could take place on site, or off site. Digital Age Institute can work either from our offices, or at your location.

Finally, we offer management advisory services about IT Infrastructure, Project organisation, Software Production etc, based on experience in carrying our larger European IT Projects. This service is offered separately or in conjunction with outsourcing.

<http://www.digitalageinstitute.com/> (+254) 2211154, 2213008, 2213009 / [contacts@digitalageinstitute.com](mailto:contacts@digitalageinstitute.com). This e-mail address is being protected from spambots. You need JavaScript enabled to view it.

**EXPORT DEVELOPMENT BOARD, SRI LANKA**



**World Class Solutions that Make a Difference**

Sri Lankan software has been exported to regions such as North America, EU, Australasia, East Asia, Middle East and Africa.

According to the A.T. Kearney's Global Services Location, Sri Lanka ranks 21st among the global players. In a recent study, A.T. Kearney categorized Sri Lanka as a hidden gem for ICT.

Sri Lanka also acts as an offshore development centre for several fortune 500 companies from the USA, Ireland, U.K., Australia etc. and joint venture development companies from Sweden, Norway, USA, Japan etc.

Sri Lanka is the first country in South Asia liberalized its economy. Sri Lanka has well established road network with a quality supply of power, modern office facilities and a well-developed set of support infrastructure services. In addition to export of software and other services, Sri Lanka exports more than 2000 products to almost every country in the world.

Sri Lanka offers ample recreation facilities within just two - three hours of driving from its capital Colombo. Exquisite beaches, wild





life sanctuaries, cultural heritage sites dating back to 5th B.C. beautiful hill country views, surfing and other water sports along with exciting night life make Sri Lanka a truly tropical paradise to live and work in. This leads to mixing business and pleasure which has never been this easy for the discerning expatriate professional or to the frequent business traveller.

Contact Info: Saman Maldeni, Director / Export Services, Sri Lanka Export Development Board, Level 6, No. 42, Nawam Mawatha Colombo 2, Sri Lanka.

**IBM EAST AFRICA**



IBM East Africa drives the kind of innovation that transforms our client organisations into effective, competitive players in their markets.

Our legacy in Kenya spans over 50 years, during which time we have been involved in building the fabric that links together one of Africa's most pivotal economies.

We actively seek out ways to extend local relevance to our global Smarter Planet strategy by helping governments and industries become more inter connected, instrumented and intelligent.

Kenya's position within the East African region places it at the nexus of regional growth. In 2009, IBM opened a dedicated office that allows it to be closer to the growing number of government agencies, banks and telecommunication firms that require harmonised IT solutions.

It has helped position IBM's proposition in Sub Saharan Africa, allowing us to provide client organisations with unmatched professional Strategic Outsourcing and Business Process Outsourcing services.

As the East African financial sector continues to grow, we have delivered a growing number of solutions to banks and financial firms who are operating in the region. Our suite of specialised products have been well-received by a wide-range of customers who are keen to streamline their processes in order to meet changing regulatory and customer demands, as well as those who seek to extend their business lines in line with current trends.

**INTERNET SOLUTIONS**



Started in 1993, Internet Solutions has grown from an ISP to a Global Converged Communication Service provider and a Telco Aggregator delivering value to our clients through our product line as below :

- Carrier: solving the last mile dilemma.
- Connectivity: linking organisations internally and externally.
- Communications: linking people - media, access and device rich person-to-person communications.
- Cloud: locating systems - sourcing and situating computing resources and content optimally.

With presence in 12 African Countries , strategically peering in IXP's in South Africa, East Africa, Europe, Asia, America, and running NNI's (RFC 2547) with partners like AT&T, C&W,TATA,NTT and VERIZON we are able to provide very complex solutions maintaining high SLA across all industries.

These solutions are based on a world-class, secure and resilient private MPLS network and partnership with the world's leading technology vendors such as Cisco, Microsoft and Symantec. IS owns over 9000 m2 of data centre space across South, East ,West Africa and Europe ranging from Tier2 to tier 4.

Our services are governed by standards such as ISO20000, ITIL 3.5 and AVVID , driven by market's technological dynamism run by a team of over 1400 experts doing what they love and loving what they do!

Contact: [www.is.co.za](http://www.is.co.za)

**KENYA BUZZ**



Registered in 2007, KenyaBuzz Limited is based in Nairobi. KenyaBuzz is 'THE' information source for "what's on" in Kenya. KenyaBuzz updates content daily and features the most comprehensive and accurate event and lifestyle information in Kenya. The company mission is to provide a customized service to readers and advertisers.

KenyaBuzz is: A Lifestyle Website [www.kenyabuzz.com](http://www.kenyabuzz.com). The website provides the most accurate and comprehensive event listing information available in Kenya, including sports, theatre, music, art, festival, and cinema and has an average traffic of 4 million hits every month.

A Monthly Magazine: A popular free monthly issue, launched in May 2009 is distributed through P.O Boxes, Nakumatt and Chandarana stores, Embassies, hotels, cafes, recreational centers and universities. The magazine has a readership of more than 60,000 and is printed on high quality bond paper, in full color.

An E-Newsletter: A free weekly email newsletter sent to our 5,500 subscribers with event listings for the week and other lifestyle information and which draws readers to the KenyaBuzz website for further information.

A Content Provider: KenyaBuzz supplies event and business listing content to several media sources and media platforms.

For advertisers, KenyaBuzz offers a unique opportunity to maximize advertising impact by directly targeting the AB audience at very competitive advertising rates and with a variety of advertising sizes, spaces and media.

Contact: <http://www.kenyabuzz.com/>

**KCA UNIVERSITY**



**Comprehensive Business University**

As a renowned institution offering unique and exciting programmes, KCA University has built a reputation as a comprehensive business university that delivers innovation to aid and delight its customers. Our well-respected brand is our most valuable asset. It embodies all that we stand for, conveys the beliefs and principles upon which we operate and serves as our introduction in any forum.

**Driving Change**

The University takes pride in producing world-class graduates with the opportunity to fulfill their potential and the ability to change the world. The process starts at the beginning of our students' university life by encouraging the talented individuals to study at the university. The university has embraced yet another new concept of enrollment management through which it aims to accord students the best possible experience of university life, promoting their education through excellent teaching, superb facilities and a wealth of extra-curricular activities.

**Providing a Firm Life Foundation**

The university provides students with a firm life foundation for career development and advancement, flexibility that allows our graduates to utilize acquired skills in a variety of settings that has made the institution a place of choice for budding entrepreneurs regionally. In line with the university's steadfast commitment to the promotion of ethical leadership in the country and region, the university continues to have heavy content of ethical leadership in all the academic programs and has been declared a drug free zone by the National Agency for Campaign against Drug Abuse in Kenya (NACADA)

[www.kca.ac.ke](http://www.kca.ac.ke)

**KENYA ICT BOARD**



**Objectives**

1. Develop, launch and sustain a globally compelling brand marketing campaign for Kenya ICT
  - a) Spearhead the development of ICT technology park in Kenya.
2. To develop and promote competitive ICT industries in Kenya
  - a) Develop and launch and drive a National System of Innovation for Kenya
  - b) Spearhead capital development for ICT entrepreneurs and business owners

3. To develop world class Kenyan ICT institutions
  - a) Establish and Position the ICT Board as a global innovator (GLOCAL)
  - b) Become the principle partner in the digitization of government and the implementation of e-government initiatives
  - c) Accelerate the development of ICT skills in tertiary institutions
  - d) Establish a central repository of ICT knowledge for the development of the sector
  - e) Develop and implement a formal partnership with the stakeholders in ICT sector
4. To increase ICT access, utilization for all Kenyans (become a principle driver in bridging the digital divide)
  - a) Identify or develop, and support ICT communities across Kenya
  - b) Develop nationwide grassroots awareness about ICTs
  - c) To develop a national framework for ICT skills development

Contact: <http://www.ict.go.ke/>

**KENYA METHODIST UNIVERSITY**



Kenya Methodist University is a chartered, private, Christian University founded by the Methodist Church in Kenya and is among Kenya's most renowned institutions of higher learning. KeMU's Main Campus is situated five kilometres from Meru Town at the slopes of Mt. Kenya.

The University maintains an ecumenical character at the core of its activities, ensuring that its graduates are not only well grounded in their areas of expertise but also in high levels of moral and ethical values which are generally lacking in modern society. Further, KeMU has campuses in Meru, Nairobi, Mombasa, Nakuru and Nyeri and offers a wide range of educational and professional programs, ranging from Certificate to Doctorate across a whole host of disciplines and subject-areas. These include Information Technology, Humanities, Pure & Applied Sciences, Religion, Social Sciences and Health Sciences. The University has a total student population of 10,500 currently and an alumni base of about 10,000.

The University is a certified Microsoft IT Academy, a certified CISCO Academy, a certified EC Council Authorised Training Partner (for professional courses in IT Security such as the Certified Ethical Hacker) and recently the University launched the International Centre for Outsourcing Studies (ICOS) with license from BPO Certifications Institute (BCI) Inc of USA to offer globally recognized Business Process Outsourcing (BPO) certifications. One of the certifications to be offered at KeMU is the Certified Technical Support Associate (CTSA) which offers IT and such related technical assistance to customers. The University is working closely with the Kenya ICT Board and other industry bodies





to champion this BPO training centre, the first of its kind in East & Central Africa region. BPO is a key project of Vision 2030 and the Konza Technology City. In total, the University has over twenty five (25) collaborations and partnerships in various fields and disciplines.  
[www.kemu.ac.ke](http://www.kemu.ac.ke)

## KENYA POWER



### Who We Are

Kenya Power is a limited liability company which transmits, distributes and retails electricity to customers throughout Kenya. Kenya Power is a public company and is listed at the Nairobi Stock Exchange (NSE).

### Our Vision

To provide world class power that delights our customers.

### Our Mission

Powering people for better lives.

### Our Core Values

#### Our core values signify:

Customer First  
One Team  
Passion  
Integrity  
Excellence

### Our Quality Policy

Kenya Power is committed to providing high quality customer service by efficiently transmitting and distributing high quality electricity that is safe, adequate and reliable at cost effective tariffs. The Board, Management and staff of Kenya Power are committed to effective implementation and continual improvement of the Quality Management System that complies with ISO 9001:2008 in order to consistently meet its customers and other stakeholder's requirements and expectations.

Kenya Power has diversified into telecommunication as a utility telecommunications (U-Telco) having acquired a Network Facility Provider-Tier II Licence from the Communication Commission of Kenya (CCK). The company has developed a fully-fledged business "U-Telco" for its fibre optic business Unit the Telecommunication Business Unit (TBU). This initiative aims to;  
To maximize return on investment (ROI) through leasing out of its fibre optic infrastructure to licensed retail application and content service providers.



## KITOS



### Share with friends

The Kenya Information Technology and Outsourcing Services (KITOS) was established under Cap 108 Laws of Kenya. KITOS is a private sector association developing and promoting the use of industry-wide standards to improve BPO and ITES as a management practice, profession, and industry in Kenya.

### Vision

A Kenyan Association with an African experience and a global vision for BPO and IT Enabled Services

### Mission

To place Kenya as the best outsourcing destination in Africa.

Contact: <http://kitosafrika.org/>

## OPEN SOURCE PAVILION

Under the auspices of:



ict@innovation – Creating Business and Learning Opportunities in Africa using Free and Open Source Software (FOSS)

ict@innovation is an international capacity building programme, implemented in partnership by FOSSFA - The Free Software and Open Source Foundation for Africa and GIZ - Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH.

The ict@innovation programme offers advanced training courses for training institutions and trainers on:  
business models and business development for IT SME –  
how to integrate FOSS services in your training portfolio  
how to get certified in basic FOSS technical skills (Linux Admin Certification)

Main objective of ict@innovation is to foster small and medium-sized enterprises (SME) in the field of Free and Open Source Software in Southern, East and West Africa.

### Participating Companies:

ict@innovation  
JS Engine  
DewCIS Solutions  
Niko Hapa  
Alliance Technologies  
LPI East Africa  
iLab (Strathmore University)  
OpenWorld  
Dynamic World Technologies

## SMOOTHTEL



Smoothtel is a professional ICT infrastructure specialist that provides its customers with innovative solutions that ensure the optimization of application availability and manageability, without processes getting complex. The customer is always right, that's what Smoothtel stands for. We have traceable references and a wide range of expertise in the field, proven by partners and skilled manpower.

Partnering with world leaders in ICT, Smoothtel delivers seamless and customer focused solutions. Besides being a Cisco Certified Premier partner, Smoothtel also works closely with TANDBERG, KONFTEL, PLANTRONICS, NCOMPUTING, and SIEMON among others.

Contact: <http://www.smoothtel.com/>

## YELLOW PAGES



More than just a telephone directory  
The Yellow Pages is Kenya's foremost business publication. A nationwide business classified directory, published in full-color, it acts as the only viable 'one-stop' reference point for the entire Kenyan leisure, domestic, manufacturing and business community.

To-date, the company has published: The Yellow Pages Directory 1986 – 2009

Benefits of the Yellow Pages :-

- Customer friendly and optimum quality
- Constantly up-dated, always current
- Guaranteed optimum distribution
- Ten million readers
- Proven marketing tool
- Budget-friendly advertising rates

## STONEHOUSE LTD



Stonehouse Ltd is a Nairobi-based company that provides web-based services and computer hardware.  
Stonehouse is the Kenyan distributor for Aleutia Ltd (UK) energy efficient computers. These computers are unique in that they have been designed specifically for the African environment. They have applications in schools, hospitals

and solar powered environments.

### Energy Efficient Computers

Normal desktop computers use approximately 130 Watts of power. The Alurtia Computer is an energy efficient computer that only uses 25 Watts of power, providing an energy saving of 80%. It has been designed to have a low energy requirement which can easily be supplied by batteries charged by solar power. Its storage disk is solid state which means it does not rotate as do conventional storage disks and requires little power for operation. In use it produces little heat and no noise so does not require an energy consuming cooling fan. Furthermore it does not suffer from dust being drawn into the system by the fan as is common with conventional PCs so has low maintenance needs. As they require less energy solar installations are CHEAPER as less panels and batteries are required. The screen uses the latest low energy technology to produce high definition results and the brightness can be varied to suit the conditions.

Email: [info@stonehouse.co.ke](mailto:info@stonehouse.co.ke)

## YOUNG INNOVATOR PAVILLION



Supported by National Council for Science and Technology and the Chandaria Foundation

The Most Outstanding Innovator on show will be presented with a Samsung Galaxy tablet, to be presented by Manu Chandaria

### Innovators

Anthony Mutua  
Elijah Kupata  
Morris Mbetsa  
Arif Makau  
Silas Kegodu  
Virtual Designs  
Story Cookers  
Animations

### Innovation

Shoe Charger  
3G Remote Camera  
Car Tracker  
Mobile information Transmitter  
Speed recorder (black book for cars)  
Virtual Billboard  
Children books Applications/

NOTES

---

---

---

---

---

---

---

---

---

---







## The route to a simple solution is usually extraordinary

With our secure multi-tenant Cloud, dynamic, scalable business solutions are yours on demand

When it comes to making extraordinary connections, nothing comes close to the human brain. That's why it's the inspiration behind our secure Cloud Computing services. By integrating and hosting your systems within our Cloud, we can create simple, yet dynamic, easily scalable solutions for your business needs. Providing unsurpassed security for your data, while significantly reducing your operating costs. We call it the amplifying power of Connective Intelligence™.

The intelligence to arrive at the best and simplest solutions for our clients' businesses through connecting our people, technology and our partners.



Scan here to find out more about Business Connexion Cloud.



bcx.mobi/  
www.bcx.co.ke

**Business  
Connexion**

*Connective Intelligence™*