



Our reputation is the proof.....

COMPANY PROFILE



Obanda Holdings LTD

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THE ORGANIZATION

Obanda Holdings Limited (OHL) is a wholly Kenyan owned company registered and incorporated in Kenya in September of the year 2016. Our registered office is located at NHIF Building, Basement No.1, Ragati Road, Nairobi.



We specialize in the provision of cost effective products and services ranging from consultancy, complete ICT solutions, electronic products and accessories, office automations, stationeries, event planning and management, among others all over Kenya.

We focus on delivering high-impact solutions that incorporate customized functionality specific to the client's requirements. The combination of thorough process, comprehensive experience and expansive creative vision enables us to provide solutions, services and products that are innovative, usable and reliable.

Obanda Holdings Limited was established in response to the growing market demand for high quality innovative solutions at affordable prices.

Our commitment to refining the development has allowed us to introduce a wide range of products as well as customized solutions that enable businesses to simplify their operations. With business experience and an ongoing relationship with well-established companies, our staffs have worked with business leading companies to acquire an in depth understanding of the latest technologies and processes.

Obanda Holdings Limited is a complete solutions provider devoted to understanding business needs and timelessly developing the best breed of turnkey solutions for all sorts of requirements for organizations and individuals.

Our Vision	To become a leading company offering the best, reliable, valued added solutions to our consumers and stakeholders
Our Mission	To increase benefits and value added to customers and stakeholders
Our Values	<ul style="list-style-type: none"> As a company, and as individuals, we value integrity, honesty, openness, personal excellence, constructive self-criticism, continual self-improvement, and mutual respect. We are committed to our customers and partners and have a passion for technology. We take on big challenges, and pride ourselves on seeing them



	<p>through.</p> <ul style="list-style-type: none"> We hold ourselves accountable to our customers, shareholders, partners, and employees by honoring our commitments, providing results, and striving for the highest quality.
Our Strength	<ul style="list-style-type: none"> As a company, and as individuals, we value integrity, honesty, openness, personal excellence, constructive self-criticism, continual self-improvement, and mutual respect. We are committed to our customers and partners and have a passion for technology. We take on big challenges, and pride ourselves on seeing them through. We hold ourselves accountable to our customers, shareholders, partners, and employees by honoring our commitments, providing results, and striving for the highest quality.
Our Bankers	<ul style="list-style-type: none"> Equity Bank, Community Branch

Our Team

Obanda Holding Limited strives to employ personnel of skill, integrity and enthusiasm, and provide them with the opportunities to be exposed to different technological challenges. Armed with this unique combination of strengths, we are confident that we can supply any product and services required by our customers.

Our personnel have the strong technical background and relevant work experience to meet the customers' expectations.

Our staff is a good blend of diverse talent and hospitality-trained personnel, with extensive expertise in implementing business-enabling solutions for our clients, so that they can focus time and resources on their core business.

By developing strong partnerships with leading technology vendors, and our comprehensive knowledge of mature and emerging trends, we design highly innovative solutions with a commitment to results and ultimately, customer satisfaction.

Company's Key Personnel

We shower all our praise to God the Almighty with His grace has enabled Obanda Holdings Limited to achieve such invaluable achievements to the benefits of its stakeholders. Within a very short time, OHL has been able to become among the best companies in Kenya and its surroundings.

The company is committed to continuous development of competence in an endeavor to evaluate and sustaining competitiveness at national and international level. This will be accomplished through standardization of technology application, and in the management of industrial grade products and service production.

As a business organization OHL has the ambition to become a leader in business in counterpoised by immense responsibility of actively participating in the development of the community. That is indeed our vision. We want to become a vital player in the advancement of business opportunities in Kenya.

OHL has a staff compliment composed of highly skilled, experienced and motivated individuals with backgrounds varying from ICT, electronics engineering, sales & marketing, finance and insurance.

Company Directors

Silas Obanda – Chief Executive Officer

Silas holds a Higher National Diploma (HND) in Electronics Engineering from (Jomo Kenyatta College of Agriculture & Technology - now JKUAT) and Kenya Polytechnic (now TUK).

His current roles as the Chief Executive Officer include but are not limited to:

- Directing and controlling the work and resources of the Company and ensuring the recruitment and retention of the required numbers and types of well-motivated, trained and developed staff to ensure that it achieves its mission and objectives.
- Preparing of a corporate plan and annual business plan and monitor progress against these plans to ensure that the Company attains its objectives as cost-effectively and efficiently as possible.
- Providing strategic advice to the Company, to keep management aware of developments within the industry and to ensure that the appropriate policies are developed to meet the Company's mission and objectives and to comply with all relevant statutory and other regulations.
- Establishing and maintaining effective formal and informal links with major customers,

relevant government departments and agencies, local authorities, key decision-makers and other stakeholders generally, to exchange information and views and to ensure that the Company is providing the appropriate range and quality of services.

- Developing and maintaining research and development programs to ensure that the Company remains at the forefront in the industry, applies the most cost-effective methods and approaches, provides leading-edge products and services and retains its competitive edge.
- Preparing, gaining acceptance, and monitor the implementation of the annual budget to ensure that budget targets are met, that revenue flows are maximized and that fixed costs are minimized.
- Developing and maintaining an effective marketing and public relations strategy to promote the products, services and image of the Company in the wider community.
- Representing the Company in negotiations with customers, suppliers, government departments and other key contacts to secure the most effective contract terms for the Company.
- Developing and maintaining Total Quality Management systems throughout the Company to ensure that the best possible products and services are provided to customers.
- Developing, promoting and directing the implementation of equal opportunities policies in all aspects of the Company's work.
- Overseeing the preparation of the Annual Report and Accounts of the Company.
- Developing and directing the implementation of policies and procedures to ensure that the Company complies with all health and safety and other statutory regulations.

He has got more than 20 years of both technical and managerial skills having served in various companies in various capacities. He has been instrumental in establishment and growth of Obanda Holding Limited to its current standing.

Benjamin Mwangi – Director – Business Development

Benjamin holds Bachelor's Degree in Building Economics from University of Nairobi.

His current roles as the Business Development Director include but are not limited to:

- Developing growth strategies and plans
- Managing and retaining relationships with existing clients
- Increasing client base
- Having an in-depth knowledge of business products and value proposition
- Writing business proposals
- Negotiating with stakeholders
- Identifying and mapping business strengths and customer needs

- Researching business opportunities and viable income streams
- Following industry trends locally and internationally
- Drafting and reviewing contracts
- Reporting on successes and areas needing improvements

Benjamin has got more than 15 years of both professional and managerial skills having served in various companies in various capacities. He has been instrumental in establishment and growth of Obanda Holding Limited to its current standing.

Morris Njehia Gad – Director - Technical Services

Morris holds a Diploma in Computer and Information Technology from Kenya Polytechnic (now TUK).

His current roles include but are not limited to:

- Managing implementation and support teams to provide first class post-sales support to the company's entire customer base
- Providing input into the pre-sales process and act as a lead on implementation, support and service issues, strategy and approach
- Developing and growing a new post sales Implementation and Service Management function
- Setting up of clear objectives, evaluate progress and instill a high performance culture with focus on team work, service excellence and ownership for resolving customer issues
- Setting up, managing and improving standards and procedures within the team
- Ensuring working practices are well defined and operational with minimal disruption using technology to improve efficiency as appropriate
- Managing the team and individual performance, technical and skills development
- Encouraging open communication between team members, suggesting and driving forward ideas about how the team can work more effectively together
- Cascading business objectives and targets to the team
- Reviewing daily priorities and take appropriate action to ensure results are achieved
- Remaining aware of new product developments in the area of technology providing input and tactical direction to the business on customer service and support challenges
- Liaising with the internal functions including sales, product management, engineering, network operations, provisioning and other service functions
- Ensuring high quality, up-to-date documentation exists for all implementation and service arrangements
- Ensuring test labs are maintained to agreed standards and all relevant testing is documented



- Providing input into the company implementation and service strategy

Morris has also obtained various certifications which have enabled him to effectively lead the technical teams in post-sales implementation and support of projects in all areas.

He has got more than 10 years of both technical and managerial skills having served in various companies in various capacities.

Key Personnel

<p>Robert Macharia Wambui (Senior Engineer & Operations Manager)</p>	<ul style="list-style-type: none"> • BSc. Computer Engineering • Installing and Troubleshooting of Structured LAN Cabling • Installation, Configuration, Testing, Training and Commissioning of Local Area and Wide Area Networks Active Communication Devices like Switches and Routers, etc. • Installation of wireless Local Area Networks • Installation, Configuration, Repair and Maintenance of Computers and Peripherals • Installation and Configuration of Computer Operating Systems and Application Software
<p>Keziah Otieno (Sales & Marketing Manager)</p>	<ul style="list-style-type: none"> ✓ Builds business by identifying and selling prospects; maintaining relationships with clients ✓ Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options ✓ Sells products by establishing contact and developing relationships with prospects; recommending solutions ✓ Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements ✓ Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors ✓ Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies ✓ Contributes to team effort by accomplishing related results



	as needed
<p>Kelvin Kabii (Sales & Marketing Engineer)</p>	<ul style="list-style-type: none"> ✓ BSc. Computer Science & Engineering - Second Class Lower Division - Maseno University ✓ CCNA – Networking Basics Certificates ✓ CCNA - Routers & Routing Basics Certificate ✓ Centurion Programmable Logic Controls Certificate ✓ Computer Repairs & Maintenance Certificate ✓ 10 years' experience <p>Duties</p> <ul style="list-style-type: none"> ✓ Serves customers by identifying their needs; ICT adaptations of products, equipment, and services ✓ Identifies current and future customer service requirements by establishing personal rapport with potential and actual customers and other persons in a position to understand service requirements ✓ Provides product, service, or equipment technical and engineering information by answering questions and requests ✓ Establishes new accounts and services accounts by identifying potential customers; planning and organizing sales call schedule ✓ Gains customer acceptance by explaining or demonstrating cost reductions and operations improvements. ✓ Submits orders by conferring with technical support staff; costing engineering changes. ✓ Develops customer's staff by providing technical information and training ✓ Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies <p>Contributes to team effort by accomplishing related results as needed</p>
<p>Alice Kinya Wakai (Office Administration/Bid Executive)</p>	<ul style="list-style-type: none"> ✓ Bachelors of Business Administration – Supply Chain Management Option (2nd Class Honours – Upper Division ✓ Certificate in Computer Packages ✓ Duties ✓ Planning and assisting with the Bid/Pitch response process and delivering documents in line with the company's brand



	<ul style="list-style-type: none"> ✓ Managing the response process and engage with all parts of the business to ensure a professional, compliant and compelling proposal is submitted ✓ Timely planning, management and completion of the allocated sections of Bid/Pitch submissions ✓ Organizing the review of the submissions against client requirements ✓ Compiling, updating and maintaining a library of company standard documentation ✓ Maintaining records relating to submissions and successes ✓ Building internal and external relationships with individuals associated with the Bid/Pitch process in order to create quality Bids/Pitches ✓ Developing of a creative approach to the writing and presentation of Bids/Pitches; ✓ Identifying opportunities to enhance and improve the process, whilst sharing best practice with the team ✓ Have a clear understanding and interpretation of the questions within the pre-qualification questionnaire and tender documents ✓ Constructs relevant answers which clearly answer the clients question and portray the company in the best possible light ✓ Ensure accuracy and up to date information is placed in all tender and pre-qualification questionnaire documents ✓ Customer care relations
<p>Kevin Gatimu (Technical Engineer)</p>	<ul style="list-style-type: none"> ✓ Diploma in Information Technology ✓ Siemon Certified Designer/Installer for structured cabling Systems ✓ Siemon Certified Optical Fiber Installer ✓ Cisco Certified Network Associate ✓ IBM Wireless Security Solutions for Lenovo ✓ CAK certified Installer of Voice and Data solutions ✓ UPS cabling and Installation ✓ 6 years' experience LAN/WAN installation <p>Specialized in:</p> <ul style="list-style-type: none"> ✓ Preparation of tender documents for LAN/WAN, UPS and



	<ul style="list-style-type: none"> UPS cabling ✓ LAN/WAN Design, Costing, implementation ✓ Preparations of Warranty Documents for Structured cabling installations ✓ Project Supervision and Management ✓ UPS cabling and installations ✓ Network installation, troubleshooting and maintenance ✓ Wireless installation and configurations ✓ General hardware maintenance
Kennedy Masakhwe (Hardware & Communications Engineer)	<ul style="list-style-type: none"> ✓ Bachelor of Information Technology (BIT) – JKUAT ✓ CCNA, Dell Certification ✓ Over 6 Years' experience ✓ Specialized in: ✓ Installation, Repair and Maintenance of Servers, PCs, printers and Networks ✓ Cisco Network Installations and Configuration ✓ Network Design & Structured Cabling ✓ Ubiquiti Networks Installation and Configuration ✓ Microsoft Products installations ✓ CCTV cameras installations & configurations ✓ Antivirus installations and support

Clients

Our current and past clientele to whom we provide (d) personalized products and solutions, support and consultancy comprises the following:

Organization	Function Undertaken
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<p>South Nyanza Sugar Company Limited (SONY Sugar)</p>	<ul style="list-style-type: none"> Supply, Delivery, Installation, Configuration and Maintenance of Structured Network Cabling, Local Area Networking, Wireless LAN, Data Centre Modeling & Construction, Access Control, CCTV Cameras, Large UPS Equipment, etc
<p>University of Embu</p>	<ul style="list-style-type: none"> Supply, Delivery, Installation, Configuration and Maintenance of Structured Network Cabling, Local Area Networking, Wireless LAN, Air Conditioning, Large UPS Equipment, etc Supply, Delivery and Maintenance of ICT Equipment, Peripherals, Networking Equipment, Accessories, Antivirus Software, Microsoft Windows OS and Office Suite
<p>Prime Bank Limited</p>	<ul style="list-style-type: none"> Supply, Delivery, Installation, Configuration and Maintenance of Structured Network Cabling, Local Area Networking, Supply of ICT Equipment & Peripherals, etc
<p>Kenya Forestry Research Institute (KEFRI)</p>	<ul style="list-style-type: none"> Supply, Delivery, Installation, Configuration and Maintenance of Structured Network Cabling, Local Area Networking, Cisco Unified Comminutions with IP Telephony
<p>Federation of Kenya Employers (FKE)</p>	<ul style="list-style-type: none"> Supply, Delivery and Maintenance of ICT Equipment, Peripherals, Networking Equipment, Accessories, Antivirus Software, Microsoft Windows OS and Office Suite Annual Contractual Maintenance of all the computer Equipment and Peripherals
<p>Micro & Small Enterprise Authority (MSEA)</p>	<ul style="list-style-type: none"> Supply of Signage Artwork for MSEA Stand ASK Grounds Jamhuri Branding of MSEA stand at Jamhuri ASK Grounds
<p>Kenyatta International Convention Centre</p>	<ul style="list-style-type: none"> Supply of telecommunication and hardware tools and accessories
<p>East Africa Public Health Laboratory Network Project (EAPHLNP)</p>	<ul style="list-style-type: none"> Supply, Installation, Configuration & Commissioning of Video Conference System for Busia, Wajir, Kitale and Machakos Laboratories
<p>Kenya Forestry Research Institute</p>	<ul style="list-style-type: none"> Supply, Delivery, Installation, Configuration and Maintenance of Structured Network Cabling, Local Area Networking, Cisco Unified Comminutions with IP Telephony

International Peace Support Training Centre (IPSTC)	<ul style="list-style-type: none">• Supply, Delivery, Installation, Configuration and Maintenance of Structured Network Cabling, Local Area Networking, Cisco Unified Comminutions with IP Telephony. Supply, Delivery and Maintenance of ICT Equipment, Peripherals, Networking Equipment, Accessories, Antivirus Software, Microsoft Windows OS and Office Suite
HJFMRI – Kericho	<ul style="list-style-type: none">• Supply, Delivery, Installation, Configuration and Maintenance of Structured Network Cabling, Local Area Networking, Cisco Unified Comminutions with IP Telephony