

# COMPUTECH LTD

## COMPANY PROFILE-BFSI



# Welcome to Computech

Founded in **1987**, Computech Limited is a Premier Enterprise IT Solutions partner with over **38 years** of experience, specializing in innovative IT solutions that unlock new business possibilities. Headquartered in **Kenya**, with offices in **Tanzania, Uganda, Rwanda, and Zambia**, Computech offers local, regional, and global expertise to help businesses thrive with cutting-edge technology and trusted service. Our team crafts tailored solutions for success and long-term growth, focusing on innovation and meaningful partnerships to empower organizations across the region.





## About us

**50M+**

Annual Revenue

**38 years**

Proven Track Record

**600+**

Clients Trust Us

**5000+**

Projects Completed

**5 Countries**

Regional Presence

**200+**

People

### Our Vision

To be Africa's most respected and trusted provider of technology for business

### Our mission

To deliver innovative solutions that empower growth and transformation.

### Industry focus

**BFSI**

**Public Sector**

**Retail**

**Healthcare**

**Telecom**

**Education**

**Manufacturing**

### Our subsidiaries

**NEWCORE** IOT

  
**TRADETROVE**

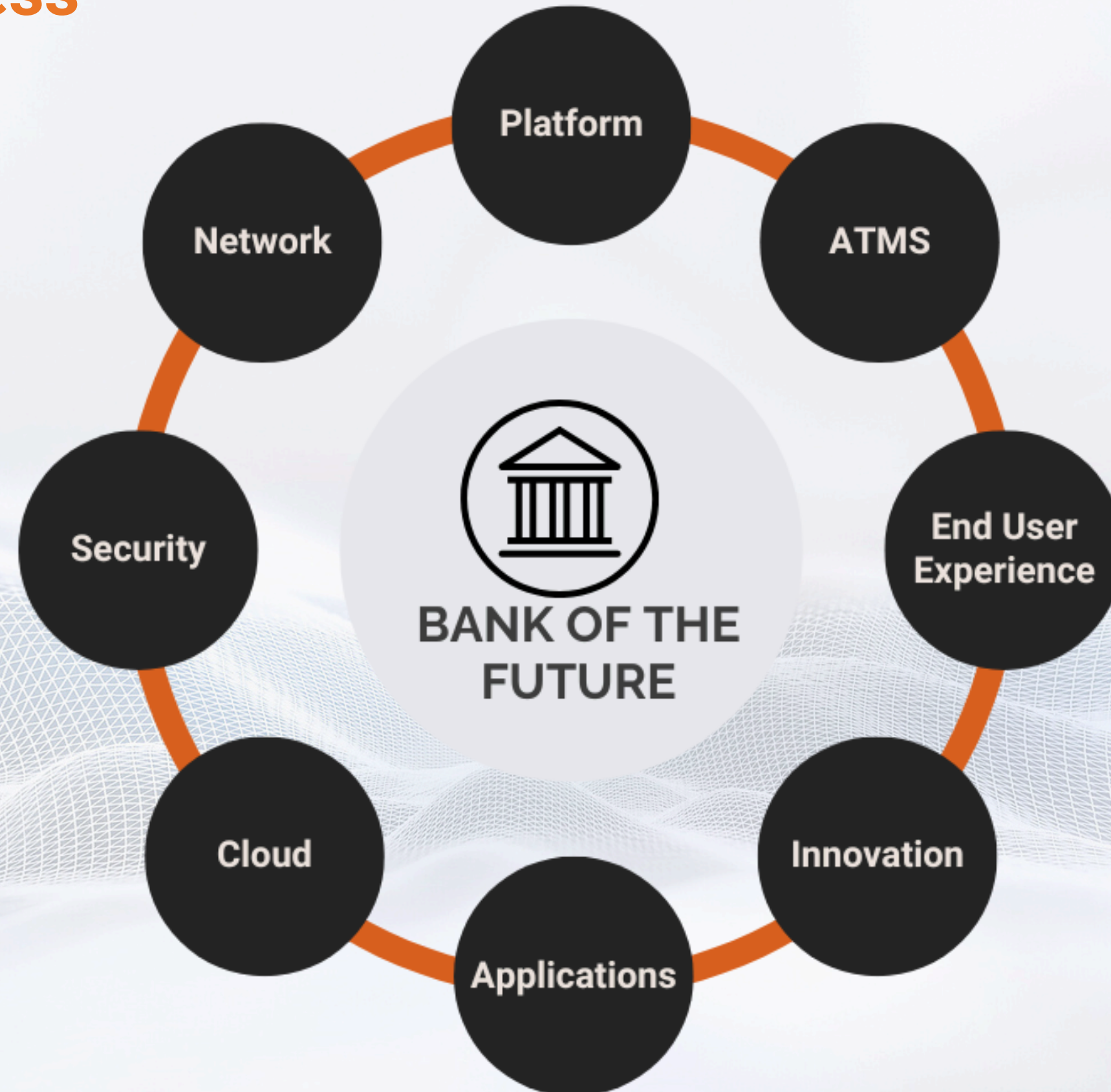
 **KEY DATA**  
SYSTEMS  
*We Have a Solution For You!*

 **COMPUTECH**  
HEALTHCARE SOLUTIONS LTD

 **StratusCloud**  
TECHNOLOGIES



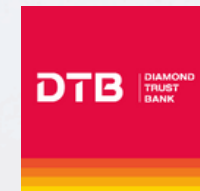
## Our line of business





# Our customers

Our customers span multiple industries, trusting us to deliver innovative and reliable technology solutions that drive their success.





# Our partners

Computech Limited collaborates with global technology leaders to provide cutting-edge solutions.





# BFSI Overview

<b>30M\$+</b> Annual Revenue	<b>38 years</b> Proven Track Record	<b>100+</b> Clients Trust Us	<b>1500+</b> Projects Completed	<b>5 Countries</b> Regional Presence	<b>200+</b> People
---------------------------------	--	---------------------------------	------------------------------------	---	-----------------------

**Domain:**    ◦ Data Center    ◦ Cyber Security    ◦ Contact    ◦ Connectivity    ◦ BCP Solutions    ◦ ATM

**Services:**    ◦ Infrastructure management    ◦ Network and security    ◦ Cloud    ◦ End User Experience

## Some of Our Clients



## Some of Our Partners





# BFSI- Our Capabilities

## Platform and Cloud

## Network

## Security

## Digital transformation

Solution	Key highlights	Experience
<ul style="list-style-type: none"> <li>◦ Compute -Servers , Blades , HCI, CI , Engineered Systems Virtualization Solutions – Compute &amp; Storage – block, object, file OS , Database &amp; Runtime DW, Data Lake, Bigdata &amp; Reporting Back-up, Archival &amp; Data Management Solutions Microservices, DevOps</li> </ul>	<ul style="list-style-type: none"> <li>◦ Strategic partnership with 28+ Vendors</li> <li>◦ Professional services –Design, Sizing, implementation &amp; SLA Platform agnostic Centralized Patch Mgmt. and IT Operations Mgmt.</li> <li>◦ Consulting and service-oriented</li> </ul>	<ul style="list-style-type: none"> <li>◦ License Optimization to cut down TCO</li> <li>◦ Microsoft O365, Share Point</li> <li>◦ Cloud Solution – Lift &amp; Shift &amp; Application Modernization</li> </ul>
<ul style="list-style-type: none"> <li>◦ <b>Data Center Network</b> – SDN Architecture (Spine &amp; Leaf)</li> <li>◦ <b>Campus Network</b> – Routing &amp; Switching, SDA/SDLAN</li> <li>◦ <b>WAN</b> – SDWAN</li> <li>◦ <b>Wireless</b> – WiFi 6 / WiFi 6E / WiFi 7</li> <li>◦ <b>Collaboration</b> – Contact Center (Cloud &amp; On-Prem), IP Telephony, Video Conferencing</li> <li>◦ <b>Network Monitoring &amp; Management</b> – AIOps</li> </ul>	<ul style="list-style-type: none"> <li>◦ Strategic partnership with Leading Vendors in this space</li> <li>◦ Consulting Approach to Network Architecture / Design</li> <li>◦ Multiple Deployments across the Region</li> <li>◦ Professional Services – Security Hardening, Implementation, SLA Skill Support</li> </ul>	<ul style="list-style-type: none"> <li>◦ Africa's 1<sup>st</sup> Cisco Webex Cloud Contact Center Solution Deployment at a leading Tier 1 Bank in East Africa</li> <li>◦ Migration of Legacy DCN to SDN Based DCN at a couple of Banks in Kenya</li> <li>◦ Migration of WAN from MPLS to SDWAN at a leading Tier 1 Bank in Kenya.</li> </ul>
<ul style="list-style-type: none"> <li>◦ <b>Endpoint Security</b> – EDR/XDR, Endpoint Management</li> <li>◦ <b>Network Security</b> – NGFW, NAC, Secure Email, Audit Mgmt., DNS Security</li> <li>◦ <b>Security Operations</b> – SIEM, SOAR, NDR, TIP, CTEM, Threat Hunting, VM, PM, IR, Managed SOC</li> <li>◦ <b>Data Security</b> – Data Classification, DLP, PKI, Encryption, DAM, Tokenization</li> <li>◦ <b>Application Security</b> – WAF, API Security, DevSecOps, Identity Security, DDoS Protection</li> <li>◦ <b>Cloud Security</b> – SASE, CSPM, DSPM, CDR</li> </ul>	<ul style="list-style-type: none"> <li>◦ Strategic partnership with Leading Vendors in this space</li> <li>◦ Consulting Approach to Security Architecture &amp; Regulatory Compliance</li> <li>◦ Vulnerability Assessment and Pentest Services</li> <li>◦ <b>Professional Services</b> – Policy Review, Implementation, SLA Skill Support</li> </ul>	<ul style="list-style-type: none"> <li>◦ One of the largest EDR Deployment in at a leading Tier 1 Bank in East Africa</li> <li>◦ DLP Deployment Experience at both Banking as well as Telco Environment</li> <li>◦ Multiple SIEM Deployments and ongoing Support in the Region</li> <li>◦ Secure SDWAN Deployment with a leading Bank in the region.</li> <li>◦ Have done VAPT for a leading Pharma company in the region</li> </ul>
<ul style="list-style-type: none"> <li>◦ Automation</li> <li>◦ License Optimization to cut down TCO</li> <li>◦ Cloud Solution – Lift &amp; Shift &amp; Application Modernization</li> </ul>	<ul style="list-style-type: none"> <li>◦ High Availability, Security and SLA Compliance</li> <li>◦ Optimized Microsoft 365 E3 Licensing</li> <li>◦ Hybrid Azure AD Implementation</li> </ul>	<p>Designed AWS Architecture for a Bank's Core App including Security, Networking and Disaster Recovery</p> <ul style="list-style-type: none"> <li>◦ Implemented Hybrid Azure AD for Seamless Identity Management</li> <li>◦ Reduced Costs and increased productivity with 365 E3 Optimization for Financing Company</li> </ul>



# BFSI- Our Strategic Solutions



## Network & Security

### Network Infrastructure & Management

Network Architecture & Design  
Routing, Switching & Wireless  
SDN & SDWAN Technologies  
Network Automation & Monitoring

### Cyber Security & Security Ops

NGFW, Secure Email, Zero Trust Sec,  
Endpoint Security, SASE, CSPM, MFA  
SIEM, NDR, TIP, CTEM, VM, PM  
Incident Response & Forensics

### Cloud & Data Security

SASE, CSPM  
Identity Security  
DLP & Encryption  
Compliance & Regulatory Sec

### Application & Communication Security

WAF, API Security  
DevSecOps, DAST, SAST, SCA  
DDoS Protection  
NAC, DNS Security, Audit Mgmt.



## Platform

### Data Center solutions

Data Centre – Modular  
Datacenters & Container DCs  
Data Centre Physical Security – access  
control and IP Surveillance

### Platforms and automation

Infrastructure Solutions  
OS , Database & Runtime  
Infrastructure as a code  
Data center audit solutions 8 AIOps  
DW, Data Lake, Bigdata & Reporting

### Business continuity solutions

Back-up, Archival & Data  
Management Solutions Cyber  
Resiliency Solution Business  
Continuity Automation

### Public cloud

Cloud Solution – Lift & Shift Application  
Modernization



## Cloud

### Business Continuity and DR

Cloud Backup, High Availability, S3,  
Blob Storage

### Security and Monitoring

Identity and Access Management,  
Defender for Cloud, Log Management,  
CloudWatch, WAF, Encryption, MFA

### Collaboration

Modern workspace, MS Teams,  
SharePoint, Google Workspace,  
Intune

### Public cloud

Cloud Solution – Lift & Shift  
Application Modernization  
Compute Resources-EC2 and Virtual  
Machines, M365, S3, Blob Storage,  
Databases-RDS, SQL, IAM, Entra ID



# Providing seamless solutions across the region

## Enabling Bank To Improve Customer Experience



### Top Bank in E.A

10+ years of trusted partnership with the Bank.  
A major financial institution with multiple branches across East Africa faced challenges in managing its global communications and network infrastructure. The Bank selected Computech to design a secure, scalable, and compliant solution to enhance customer service, streamline operations, and improve network performance across all its locations.  
By leveraging Cisco's Cloud Contact Center, IP Telephony, SD-WAN, and Campus Network Solutions, Computech helped the bank transform its IT infrastructure, improve business agility, security, and customer engagement.

## Enhancing Security Posture for a leading Bank



### Tier 1 Bank in E.A

7+ years of trusted partnership with the Bank.  
A leading financial institution with over 10,000 employees and operations in multiple countries facing an increasing number of sophisticated cyber threats selected Computech to Design and Deploy an EDR and Encryption Solution to strengthen its cybersecurity framework.  
The deployment of the Symantec EDR significantly strengthened the Bank's cybersecurity posture. The combination of AI-driven detection, real-time response, and compliance support enabled the organization to mitigate risks effectively while maintaining seamless operations.

## End-to-End Network Transformation



### Tier 1 Bank in E.A

12+ years of trusted partnership with the Bank.  
A major financial institution with over 100 branches faced critical challenges in managing its aging network infrastructure. The bank required a complete network transformation to improve scalability, security and performance while ensuring compliance with stringent financial regulations.  
To address these challenges, Computech designed and implemented a Huawei Software-Defined Networking (SDN) solution across the bank's data centers, campus LAN, and WAN which helped them achieve a highly scalable, secure, and efficient IT infrastructure

## Successful Vulnerability Mgmt. Deployment in a Financial Institution



### Tier 2 Bank EA

A leading financial institution with multiple branches facing growing cybersecurity risks due to unpatched vulnerabilities in its IT infrastructure selected Computech to consult and design the right Solution to provide an automated, scalable solution to identify, assess, and remediate vulnerabilities across its endpoints, servers, and cloud environments while ensuring compliance with strict banking regulations.

We deployed Qualys VMDR with Patch Management whose automation, Risk-Based Prioritization and scalability helped the Bank stay ahead of evolving cyber threats while maintaining seamless banking operations



# Providing seamless solutions across the region

## Enabling Bank To Scale through innovative solutions.



### Top Bank in E.A

Supplied, implemented, and supported the Huawei private cloud solution platform for the bank with a deal value of 3 million USD.

Supplied, implemented, and supported the Commvault & Huawei Backup platform and Cyber resilience solution (Airgap) for a top bank in Kenya with a deal value of 2 million USD. This solution has greatly improved the bank's data protection and recovery capabilities.

Supplied, implemented, and supported the GPU systems for AI analytics solutions for the entire bank with a deal value of 1 million USD. These systems have enabled advanced data analysis and improved decision-making processes.

## Ensuring Business Continuity



### Service Provider

We successfully supplied, implemented, and supported the Commvault & Backup platform along with a Cyber resilience solution (Airgap) for the entire bank. This solution, valued at 2 million USD, has significantly enhanced the bank's data protection and recovery capabilities, ensuring seamless data backup and robust cyber resilience.

Additionally, we provided production storage solutions for most of the bank's applications and databases. This initiative, valued at 1 million USD, has optimized the bank's storage infrastructure, ensuring high availability and performance. Our solutions have enabled the bank to manage its data more effectively and improve overall system efficiency.

## End-to-End IT Infrastructure



### Tier 1 Bank in E.A

Supplied, implemented, and supported production storage solutions for the entire applications and databases with a deal value of 3 million USD.

Supplied, implemented, and supported the Commvault & Huawei Backup platform and Cyber resilience solution (Airgap) for a top bank in Kenya with a deal value of 1 million USD. This solution has greatly enhanced the bank's data protection and recovery capabilities.

Supplied, implemented, and supported core banking infrastructure and technology with Oracle with a deal value of 2 million USD. This has significantly improved the bank's operational efficiency and scalability.

## Efficiency and consolidation



### Utility Institution

We successfully consolidated all billing, Enterprise Resource Planning (ERP), and related utility solutions for Kenya into a highly efficient and integrated system.

This comprehensive solution is powered by Oracle Engineered Systems, ensuring robust performance, scalability, and reliability. The implementation of this system, valued at 6 million USD, has significantly streamlined operations, enhanced data accuracy, and improved overall service delivery.

By leveraging the advanced capabilities of Oracle Engineered Systems, we have been able to optimize resource management, reduce operational costs, and provide a seamless user experience for all stakeholders involved.



# BFSI DETAILED OFFERINGS



# Platform horizontal

50+

Customers

50+

Implementations

10+

Product Partners

## Platform Expertise

- 50+ needs assessment
- 50+ Infrastructure assessment

- 10+ Skill support
- 50+ Deployments



- Consulting( Platform infrastructure)
- Implementation Services
- Skill Support

## Proof of Work

Leading East African Bank	Deployed and Supported their compute infrastructure	Leading Tier 1 Bank	Deployed and Supported their platform infrastructure, backup infrastructure and Operating System for 11 servers
Leading Hospital Chain	Implemented and Supported their back up infrastructure and Operating System	Leading Telco	Deployed and supported their backup infrastructure and operating svstem for 2 servers.
Leading Public institution	Implemented and Supported their Operating system achieving reduced recovery time in the process.	Leading Retail outlet	Deployed and supported their Operating System and Backup infrastructure for 3 servers



# Networking Horizontal

30+

Customers

100+

Implementations

30+

Product Partners

## Network Expertise

- 10+ Network Design
- 5+ Migration

- 100+ Deployments
- 70+ Skill Support



- Consulting (Design and Architecture)
- Implementation Services
- VAPT & Policy Review
- Skill Support

## Proof of Work

Leading East African Bank	End-to-end Transformation of Legacy Network Architecture to Software Defined Networking across DC, LAN and WAN	Leading NGO	Network Setup and Skill Support of their Core & Access Switches, Enterprise Wireless across the Campus
Leading University	Network Setup and Skill Support of their Core & Access Switches, Enterprise Wireless across the Campus	Leading Energy Provider	Have Deployed and have been supporting their Collaboration Solution and Campus Network
Leading Hospital Chain	Network Refresh of their DC, Campus Core & Access Switches and Enterprise Wireless	Leading Insurance	Network Refresh of their Campus Access Switches and Enterprise Wireless



# Security Horizontal

30+

Customers

50+

Implementations

20+

Product Partners

## Network Expertise

- 10+ Network Design

10+ Security assessment

10+ Architecture review
- 10+ Skill support

50+ Deployments



- Consulting (Security Architecture & Compliance)
- Implementation Services
- Managed services
- Skill Support

## Proof of Work

<b>Leading East African Bank</b>	Implemented and Supported their SOC Platform (SIEM, SOAR and TIP)	<b>Leading Airline</b>	Implemented and Supported Network Access Control solution for their headquarters and 20+ branches
<b>Leading Financial Institution</b>	Implemented and Supported their SOC Platform (SIEM and SOAR)for 20+ of their network devices	<b>Leading Insurer</b>	Deployed and Supported their Cloud managed End point Security Solution for 100+users, and Perimeter firewall
<b>Leading Hospital Chain</b>	Implemented and Supported their Endpoint Security Solution	<b>Leading Manufacturing</b>	Conducted Vulnerability Assessment and Penetration Testing of their IT and OT Environment and submitted a Comprehensive Report.



# Cloud Horizontal

20+

Customers

20+

Implementations

3+

Product Partners

## Cloud Expertise

- 30+ Licenses

10+ Backup and DR
- 5+ Skill support

10+ Migrations



- Infrastructure as a service
- Security posture
- Infrastructure assessment
- Software as a service

## Proof of Work

Leading East African Bank	Implementation and support of 5 Banking Application and Hybrid AD, Data backup and disaster recovery on the cloud	Leading Public Institution	Upgrade of 5 Exchange servers and implemented a Hybrid Exchange solution, integrating on-premises servers with Exchange Online.
Leading Bank	Implementation of Hybrid AD, Security on Cloud, and device management for 500+ devices. Enhanced security compliance	Leading Health Training Institution	Migration of 5 Applications, achieving a 99% Uptime and a reduced operational cost of 20%
SME	Migration and support of 5 applications to the cloud, transferring over 2 TB of data. Achieved 99.9% uptime and reduced operational costs by 20%.	Retail Chain	Deployment and support of Identity Management, Device Management and security. Implementation of Backup and DR



# Catalogue of Our End User Experience



## CONSULTING

- Assessment
- Transformation
- Solution evaluation



## RUN THE BANK ENDPOINT SUPPORT

- Service desk
- Business and Technical Support
- L1/L2/L3 support
- Local customization & enhancements
- Application Operation & support



## PREVENTIVE MAINTENANCE

- Proactive upkeep with quarterly, Bi-annual or On-Demand Options
- Scheduled Preventive Maintenance exercises
- Comprehensive Support



## MANAGED DATA MIGRATION

- Migration strategy, planning
- Data Extraction, Cleansing
- Transformation & Loading
- Data Reconciliation
- Dress Rehearsal, Trial Run & Cut-overs



## CERTIFIED WARRANTY CENTER

- End-to-end Warranty support for commercial products.
- Authorized repairs and replacements for compliance and cost efficiency.



## BREAK/FIX WORKSHOP

- **Expert** repairs for desktops, laptops, servers, printers and more.
- Spare Management Facility



## BUSINESS PROCESS MANAGEMENT

- Business Process re-design
- Gap Analysis
- New functionality requirements
- Regulatory requirements
- Target Operating Model



## TRAINING

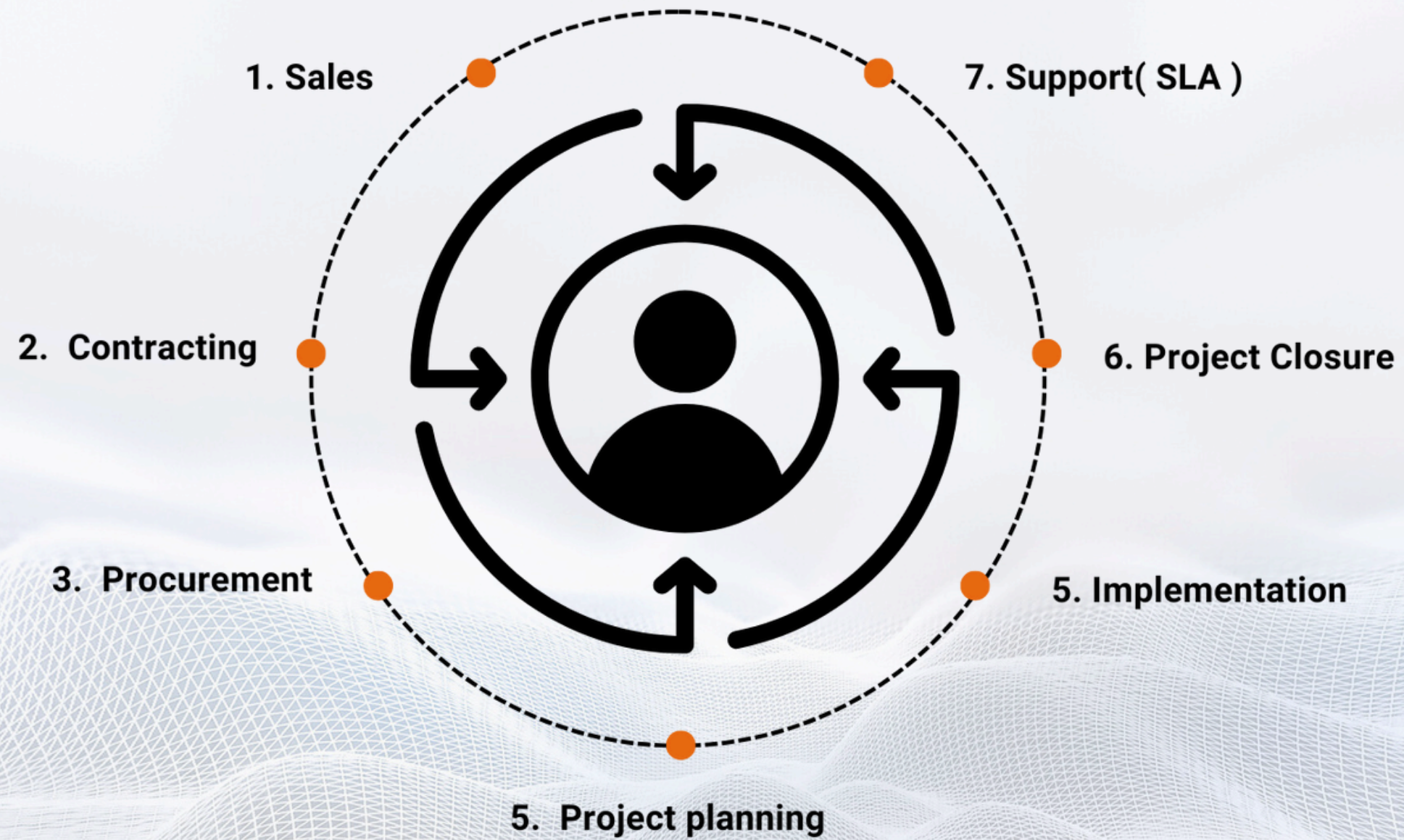
- End user training & enablement
- Customized Tech, Funct, Operational trainings



# BFSI OUR PROCESS



# BFSI- Our Process



## Core Process Offerings:

- Experience and insights
- Cost Optimization
- Customer Engagement
- Enhanced Operational
- Timely project implementation



# BFSI REGIONAL OVERVIEW



# Zambia

## DN Product Portfolio

- DN Series®: Scalable and integrated ATM solutions
- DN Vynamic® Software: Enhance banking experiences
- DN AllConnect Services: Optimize ATM operations
- DN Vynamic Transaction Middleware: Acquiring & Issuing

## ATM Expertise

- 10+ Network designs
- 50+ Migrations
- 5+ Migrations
- 5+Skill support



## DN Series ATM Solutions

Lobby ATM Solutions

Through the wall ATM Solutions

Drive Up ATM solutions

Sidecar solutions

## Proof of Work

Top Tier Pan African Bank	Successful integration of Diebold Nixdorf groundbreaking DN Series Cash Recycling System to CR2 Sparrow Switch.
Large Commercial Bank	Teller Automation Solution to streamline cash handling processes to reduce costs and increase security.
Growing Industrial Bank	Implementation and Support for Vynamic View Self-Service Monitoring & Management Software.

## Customers



Stanbic Bank  
A member of Standard Bank Group



access



First Capital  
BANK



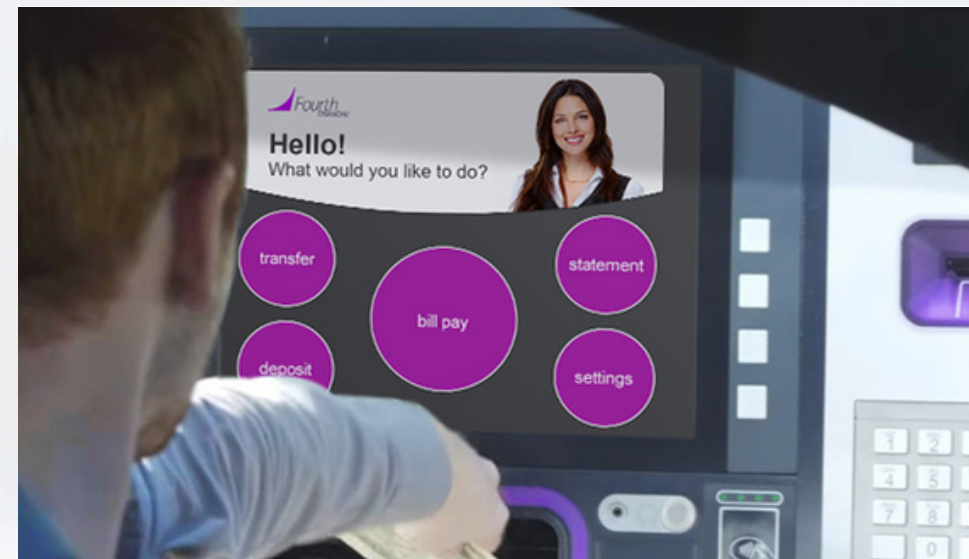


# DN ATM Solutions From Computech



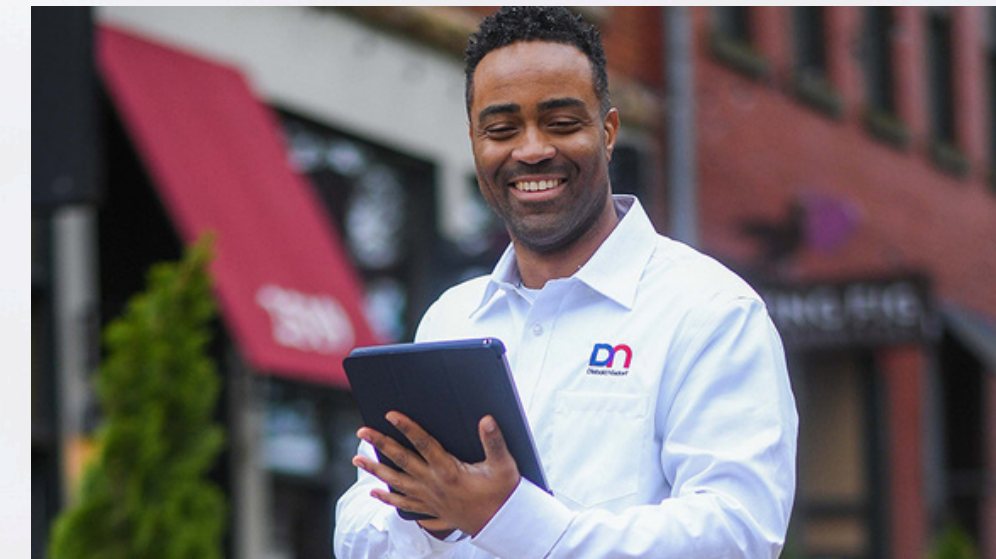
## DN Series ATMs

Meeting the Diverse Needs of Today's Empowered Customers through DN's Cash Dispensers, Cash Recyclers, ATS and Kiosks. Managing the full lifecycle from concept to delivery acceptance.



## DN Vynamic Software

Banking software as dynamic as today's journey-driven landscape. Vynamic Transaction Middleware (Instant Payments , Acquiring & Issuing); Vynamic View Monitoring; Vynamic Security and Vynamic Connection Points



## DN All Connect Services

Remove the Complexity and Access the Full Value of Your Self-Service Channel.



# Tanzania

- VMware Certified Professional
- XFusion FCIA Certified
- IBM Infrastructure support Capabilities
- Commvault solutions Architect
- VEEAM VMSP

## Enterprise Expertise

- Implementation services
  - Consulting
- Managed services
  - Skill Support



## Verticals and reference customers

- Banking and Finance
- Public sector
- Education
- Telcom and media

### Proof of Work

Top Tier Pan African Bank	Implementation of Commvault Solution Architect –data protection, backup & disaster recovery planning. Impact on 3 major banks
Large Commercial Bank	Implementation of Veeam VMSP (Saas and Cybersecurity) to protect hybrid environments and SaaS workloads.
Public institution	Infrastructure development and execution utilizing next-generation servers. Impact on 3 major public institutions

## Customers





# Computech Limited- Your premier Enterprise IT solutions partner



## Tailored IT Solutions for Every Business Need

At Computech Limited, we recognize that each business has unique needs. Our customized IT solutions are designed to optimize your specific workflows, streamline processes, and align with your business objectives, ensuring you achieve maximum efficiency and growth.



## Cutting-Edge Technology and Innovation

We are at the forefront of the tech industry, continuously leveraging the latest advancements in IT. Our innovative solutions empower your business to stay ahead of the competition by integrating the most current technologies to improve productivity, security, and scalability.



## Proven Expertise and Experience

With years of experience and a team of highly skilled professionals, Computech Limited has a proven track record of delivering successful IT projects across diverse industries. Our expertise ensures that your IT infrastructure is managed with the highest level of proficiency and reliability.



## Exceptional Customer Support and Service

Our commitment to client satisfaction goes beyond just providing solutions. Computech Limited offers round-the-clock support, proactive monitoring, and rapid troubleshooting, ensuring that your IT systems run smoothly and without interruption.



# Contact Us

FOR QUESTIONS AND CLARIFICATIONS

## COMPUTECH KENYA

Waiyaki Way, Westlands  
Computech House

### PHONE NUMBER

+254 730 141 000

### EMAIL ADDRESS

[info@computechlimited.com](mailto:info@computechlimited.com)



## COMPUTECH TANZANIA

Dar es Salaam  
Diamond 6th Floor, Mirambo Street

### PHONE NUMBER

+255 222 111 022

### EMAIL ADDRESS

[sales@computech-ics.co.tz](mailto:sales@computech-ics.co.tz)



## COMPUTECH RWANDA

Kisimenti, Kigali  
2nd Floor Nobiscum House

### PHONE NUMBER

+250 794 422 030

### EMAIL ADDRESS

[info.rwanda@computechlimited.com](mailto:info.rwanda@computechlimited.com)



## COMPUTECH ZAMBIA

Lusaka  
Kabelenge Road

### PHONE NUMBER

+260 211 239 801

### EMAIL ADDRESS

[Info.zm@computechlimited.com](mailto:Info.zm@computechlimited.com)



## COMPUTECH UGANDA

Plot 194  
Kakungulu road, Kibuli

### PHONE NUMBER

+265 414 346 547

### EMAIL ADDRESS

[info.uganda@computechlimited.com](mailto:info.uganda@computechlimited.com)

