

TECHNOLOGY TO SECURE & TRANSFORM FINANCIAL SERVICES

A Decade Of Defining The COMESA
Financial Services Landscape



AITEC BANKING &
MOBILE MONEY

COMESA

10th
Anniversary

30-31 August 2016 | Sarova Panafric | Nairobi

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BACK TO THE FUTURE FOR FINANCIAL SERVICES



It is indeed a pleasure to be partnering with AITEC for their 10th annual Banking & Mobile Money Conference. The conference remains the premier SSA Banking conference and has been consistently ahead of the curve in addressing issues pertinent to the sector.

Kenya's banking environment has been moving at a dizzying high speed over the past year. It remains highly fluid following the series of bank failures (Dubai, Imperial and Chase Banks). In fact, The Economist recently characterized the Chase Bank failure as the first "social media" related run on a bank. We now live in a New World, where deposits can fly out the door via pressing a button on a mobile phone and without any customer turning up at your door.

The Central Bank Governor has signalled his intent to take the sector into a "New Normal" and is to be commended for his leadership. However, what is not in doubt is that Dr Njoroge has moved the dial big time. The dial has been moved for board members and their duty of care. The dial has been moved around IT after what was described as a robust and even intrusive audit ordered by the Central Bank. This moving of the Dial changes the calculus across the banking industry and therefore, this conference is timely in addressing what this "New Normal" means.

And only last week President Kenyatta signed the Banking Amendment Bill capping interest rates, turning the Dial several notches further!

From the technology and mobile money perspective, Kenya has been at the leading edge. Once upon a time, it was a story about Safaricom's M-Pesa. Today we have seen a kind of positive spill-over, with the arrival of algorithmic banking (you never physically visit a branch but are credit scored via your mobile phone) and even peer-to-peer lending. Innovation is gaining breadth and depth and the AITEC conference will allow Participants to catch up with the latest trends. CBA's M-Shwari got to 10 million customers quicker than Google; KCB added more customers in 2015 than in its entire previous history.

The purpose of the AITEC conference is therefore to give participants a glimpse into the future - and that future is not seen in the rear view mirror! We have to look forward, assisted by the 60+ expert speakers that AITEC has assembled from around the world for the

Aly Khan Satch

CEO,
Rich Management



Day 1 PROGRAMME

30 AUGUST 2016

8:00 AM REGISTRATION & NETWORKING, WITH REFRESHMENTS

9AM:
OPENING SESSION:

CONFERENCE CHAIRMAN

Aly-Khan Satchu,
CEO,
Rich Management,
Kenya



LOOKING FORWARD

Room 1 (Simba)

KEYNOTE PRESENTATIONS



MFIs: Expanding services to take financial inclusion to the next level
Benjamin Nkungi,
CEO, Association of Microfinance Institutions of Kenya



New Banking for a new era
Titus Karanja,
CEO,
Sidian Bank



Cyber-security and biometrics for the finance industry
Brian Colella,
CEO, SOSB Inc,
USA

KEYNOTE SHOWCASE PRESENTATION



Developing next generation payment services with mobile money and digital banking
Rajiv Bhatia,
Head of Mobile Commerce Sales EMEA, Ericsson



11:00 AM NETWORKING REFRESHMENTS



Day 1 PROGRAMME

30 AUGUST 2016

11:30
AM

SESSION 2 & 3

SESSION 2

Room 1 (Simba)

NEW PAYMENT CHANNELS & INNOVATIONS

MODERATOR

Nuhu Kanyike
Ecobank, Kenya

Virtual cards: Leveraging on Africa's
obsession with the mobile phone

Bernard Matthewman,
CEO, Interswitch East Africa

Processing merchants' C2B
mobile money payments: Glaring
opportunities in East Africa

James Mworira,
CEO, Empire Microsystems, Kenya

Digital Wallet:
The wonder pill for financial deepening?

Paul Mbugua,
MD, Eclectics, Kenya

Taking the m-wallet to the next level

Enrique Beza,
*VP Telecommunications Sales,
EMEA, Wirecard, Germany*

Social media banking –
Do banking on Chat

Niladri Sekhar Roy,
GM, Mobile Financial Services

SESSION 3

Room 2 (Duma)

NEW POLICY & INFRASTRUCTURE HORIZONS

MODERATOR

Zacchaeus Syengo
*Head of Marketing & Corporate Affairs,
Rafiki Microfinance*

M-Akiba: Mobile financial inclusion
in practice

Geoffrey Odundo,
CEO, Nairobi Securities Exchange

New financial products and horizons

Matthew Mukisu,
*Manager Derivatives,
Capital Markets Authority, Kenya*

Policy innovations in the financial
services sector: The Kenyan experience
and visions for the future

Alexander G. Owino,
*Consultant and Financial Sector Specialist,
Kenya*

Kenya's payment revolution: Are you in
or out?

Michael Mbuthia,
CIO, IPSL

Leveraging technology in a new
regulated policy environment

Antone Wambura,
CEO, Crescent Takaful Sacco

1:30
PM

NETWORKING LUNCH



Day 1 PROGRAMME

30 AUGUST 2016

2:30
PM

SESSION 4, 5 & 6

SESSION 4

Room 1 (Simba)

COMPLIANCE: THE IMPACT OF INTERNATIONAL TRENDS



MODERATOR

Kari Kingori
Consultant, Kenya

Aligning local standards to international trends

CPA Dr Patrick Ngumi,
CA, CEO, ICPAK

Standards, compliance & international trends: How local banks can catch up

Peter Onyango,
Investment Manager, Financial Institutions Africa, KfW/DEG - German Development Bank

How global financial services regulations are shaping Africa's banking sector

Samuel Kiragu, *Finance & Accounting Faculty & Compliance Consultant, NSCC, Canada*

SESSION 5

Room 2 (Duma)

PAYMENTS APPLICATIONS IN VERTICAL MARKETS

MODERATOR

Amolo Ng'weno
East Africa Regional Director, Bankable Frontier Associates

Retail: Convergence of traditional retail and ecommerce

Sailesh Savani,
CEO, Compulynx

Betting: The growing betting ecosphere, the technology behind it and the impact on the financial services sector

Baiju Shah,
CEO, Telemedia Africa

From the customer standpoint: Deliver trust to grow and scale digital transactions in Africa

Agnes Muthoni,
Head of Group Sales Effectiveness & Market Intelligence, Letshego Holdings, South Africa

Online Payments: The Road to Success

Eran Feinstein,
CEO, 3G Direct Pay Group, Kenya

SESSION 6

Room 3 (Chui)

SECURITY WORKSHOP



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World-class managed security services to fight cyber threats

Amitava Gupta,
GM Managed Services, Simba Technology, Kenya



Biometric Solutions for Security

Eliud Muriuki,
Head Banking Services Delivery, Simba Technology

4:00
PM

SESSION 7 & 8



Title Here

Title Here

SESSION 7

Room 1 (Simba)

**SELECTING AND MANAGING TECHNOLOGY,
SERVICE PROVIDERS AND PROJECTS**

A guide to sourcing technology

Debbie Watkins,
MD Asia Pacific, Middle East & Africa,
Fern Software, Singapore

SEVEN-MINUTE WONDERS:

Industry champions share the solutions they found and implemented for challenges faced by their organisations



SHOWCASE PRESENTATION

Utilising innovative location-based services to locate your customers and assets

Byron Moorgas, Key Account Manager &
Corne Eloff, Imagery Expert,
TomTom, South Africa



SESSION 8

Room 2 (Duma)

**COMPLIANCE
WORKSHOP**

Basel III: A revised market risk framework and the FRTB

Kari Kingori, Consultant, Kenya

How we managed the receivership payments for Dubai Bank using M-Pesa

Dr Walter Onyino, Head of ICT,
Kenya Deposit Insurance Corporation

Rolling out services for multiple countries on a limited budget

Nirmal Singh Sembi, Head, Technology &
Cluster Head EAC, Ecobank, Kenya

6:00pm | NETWORKING COCKTAIL RECEPTION



- ❏ Do you have low inactivity rates amongst your registered users?
- ❏ Seeking to deploy or manage your agent network effectively?
- ❏ Having challenges managing risk and fraud in your organisation?

Backed up by research, *The Helix Institute of Digital Finance* offers cutting edge insights operational insights and bespoke training in Digital Financial Services.

For more information on our courses, publications and reports, visit our website or call us on;

Contact **Evelyn Matibe**
info@helix-institute.com | +254 (0)706 610 005



Day 2 PROGRAMME

31 AUGUST 2016

8:00
AM

NETWORKING REFRESHMENTS

9:00
AM

SESSION 9 & 10

SESSION 9

Room 1 (Simba)

NEW SECURITY CHALLENGES AND STRATEGIES

MODERATOR

Mike Otieno

Executive Director, AITEC Africa

**Banking systems penetration:
A hacker's perspective and how to
mitigate insider threats in financial
institutions**

Dr Bright Gameli Mawudor, Ghana

**Monitoring security threats for enterprise
situational awareness**

William Makatiani,

Managing Director, Serianu, Kenya

**Robust risk management:
The key to a stable banking system**

Kari Kingori, Consultant, Kenya

**Cyber-security and biometrics for the
finance industry**

Brian Colella, CEO, SOSB Inc USA

SESSION 10

Room 2 (Duma)

CHALLENGER BANKS: STEPPING UP TO THE PLATE

MODERATOR

George Ombado,

Executive Director, ACCOSCA

**How microfinance organisations can
leverage technology to expand in a
competitive market**

Cameron Goldie-Scot,

CEO, Musoni Services, Netherlands

PANEL DISCUSSION

**How should challenger banks and MFIs
respond to new opportunities in a
disruptive market?**

PANELISTS

Debbie Watkins,

MD Asia Pacific, Middle East & Africa,

Fern Software, Singapore

Jacqueline Jumah,

Manager – Strategic Operations for Digital Finance,

The Helix Institute of Digital Finance, Kenya

Ben Wallingford,

Senior Analyst at MicroFinanza Rating, Kenya

11:00
AM

NETWORKING REFRESHMENTS



AITEC MATCHMAKING

"Match & Meet" programme to offer four
guaranteed face-to-face meetings at \$2,000

Call Carol on:
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Day 2 PROGRAMME

31 AUGUST 2016

11:30
AM

SESSION 11, 12 & 13

SESSION 11

Room 1 (Simba)

CRYPTO- CURRENCIES: DISRUPTIVE BANKING!

MODERATOR

Harry Hare,
Publisher, CIO East Africa

The Blockchain opportunity
for banks in Africa

John Karanja,
Founder, BitHub Africa, Kenya

Exploring the history and
future of crypto- currencies

Michael Kimani,
*Co-founder & CEO, Umati
Blockchain, Kenya*

How central banks can
leverage cryptofinance
and the blockchain to
help expand access to
financial services

Graham Tonkin,
*Head of Business Development,
Monetas, Switzerland*

Community Currencies

Caroline Dana Madagow
*Director, Grassroots Economics,
Kenya*

PANEL DISCUSSION

How regulators and banks
should respond to the Bitcoin
and Blockchain opportunity

SESSION 12

Room 2 (Duma)

BIG DATA & ANALYTICS: DEEPENING CUSTOMER PROFILES FOR GREATER INCLUSION



MODERATOR

Dennis Karanja,
*Cloud-based Analytics & Data
Discovery, Oracle, Kenya*

SPEAKERS

Ashirul Amin,
*Associate, Bankable Frontier
Associates, USA*

Using alternative data
analytics to increase
small-scale farmer access
to financial services

Allan Goodrich,
MD, G-Analytics, Zimbabwe

Credit risk profiling for
farmers without collateral

Peris Nyaboe,
*Co-founder & MD,
FarmDrive, Kenya*

SESSION 13

Room 3 (Chui)

FINTECH INNOVATOR PITCHES



Pitches from some of East Africa's most
promising Fintech Startups

MODERATOR

Dr Bright Gameli Mawudor,
Ghana

PRESENTATIONS

Amigoss

Jonathan Kibet

Mallan

Malcolm Kastiro

Mamabo Software

H Mambo

PayApp

Wati Bryan

OptiSmart

Francis Mbate

Zorowtech

Kelvin Makori

1:00
PM

NETWORKING LUNCH



Day 2 PROGRAMME

31 August 2016

2:30
PM

SESSION 14, 15 & 16

SESSION 14

Room 1 (Simba)

FINTECH INNOVATION FORUM

MODERATOR

Ali Hussein

Principal, Hussein & Associates

**Banks and fintech:
 Disruption or collaboration?**

Aaron Fu, *Managing Partner - Africa, Nest, China*

SHOWCASE PRESENTATION  **intellicap**

The case for bank and fintech innovator collaboration

Sheena Raikundalia,
Senior Advisor, Intellicap

Sam Wanjohi,
Founder, Popote Payments

SESSION 15

Room 2 (Duma)

WORKSHOP: CUSTOMER-CENTRIC FINANCIAL PRODUCT DESIGN

Debbie Watkins,
*MD Asia Pacific,
 Middle East & Africa,
 Fern Software, Singapore*

Financial institutions that serve low-income markets need to have a continual focus on ensuring their products will meet the needs of a complex and ever-changing market place. However, many do not study the competition they face from numerous informal products, including a wide range of community group schemes, which leads to insufficient focus on developing compelling solutions that will speak to their target market's pain points and therefore hinders their efforts to grow their client base.

SESSION 16

Room 3 (Chui)

SECURITY MASTERCLASS: THE ANATOMY OF AN ORGANIZATIONAL CYBER-ATTACK

Dr Bright Gameli Mawudor
*Cyber Security Consultant &
 Co-founder AfricaHackon*

Gabriel Mathenge
*Cybersecurity Consultant,
 Ernst & Young*

Charles Muiruri
*Mobile Developer & Mobile
 Offensive Security*

Vincent Obilo
Cyber Security Engineer

4:30
PM

CLOSING SESSION

SESSION 17

Room 1 (Simba)

FINTECH PIONEERS PANEL DISCUSSION

How are we going to take financial services to the next level and lay the foundations of an international banking centre?

MODERATOR

Sean Moroney,
Chairman, AITEC Africa

PANELLISTS

Danson Muchemi,
Founder & CEO, Webtribe

John Waibochi,
Founder & CEO, Virtual City

Agosta Liko,
Founder & CEO, PesaPal

Kamal Budhabhatti,
CEO & Founder, Craft Silicon

Dorcas Muthoni
CEO, Open World

5:30pm | CONFERENCE CLOSING & NETWORKING



Exhibitor Profiles

3G DIRECT PAY



Your Ultimate Payments Solution

Why 3G Direct Pay Limited?

3G Direct Pay Limited fills the gap between the providers (merchants) and the consumers. Since 2006 3G Direct Pay has been providing an open credit card and mobile money processing platform where the end customer can shop online with any provider and can pay in real-time using any payment option. 3G Direct Pay leads the African Aviation and Travel Market where hundreds of travel and aviation businesses, millions of end customers can shop, pay, sell and get paid at real-time.

How are we doing it?

Customer Connect – All Payments, Anywhere, Anytime

- The Platform An end-to-end real-time platform that facilitates sales and offers secure payments processing. The platform includes an interface to all types of online payments, credit cards, debit cards, pre-paid cards, PayPal, mobile payments, bank transfer and more. 3G Direct Pay's platform provides a multidimensional secure online payment solution to any merchant, it can be used as part of any e-commerce / booking website, can be used by any back office reservation system, and can be linked to any proposal / quotation and more.

- Payment Options 3G Direct Pay online payments platform is connected to all leading credit card types, Visa, MasterCard and American Express. In addition, the platform is also connected to PayPal and to the leading mobile money operators in East Africa (M-pesa, Vodacom, Airtel Money, Tigo Pesa, Zantel, MTN and more).

BITHUB AFRICA



BitHub.Africa is a commercial Blockchain Accelerator that is driving the adoption of blockchain technology and solutions across Africa. Our focus is developing innovative and relevant solutions using blockchain technology. We believe that blockchain solutions will make substantial contributions to rethinking and improving existing structures in the FinancialTechnology (FinTech) sector.

BitHub is bringing together expertise to drive the development and adoption of blockchain technologies with a focus on Africa. This is because we believe Kenya is the hotbed of innovative and disruptive financial technology based solutions e.g. M-Pesa. We also believe blockchain solutions will play a significant part in helping Kenya attain its Vision2030 goals and become a world leader in adopting of technology.

We provide analytical, development, maintenance and support services for organizations interested in deploying blockchain solutions. BitHub also trains and hosts blockchain developers at our hub in Nairobi creating the best pool of expertise in this area across the African continent.

BitHub was founded in December 2015 and officially started operations as a business in Kenya on 6th January 2016 and is currently trading as Space Kenya Networks Limited.

- **Email:** info@bithub.co.ke
- **Website:** <http://www.bithub.co.ke>
- **Facebook:** <http://facebook.com/bithubafrica>
- **Twitter:** <http://twitter.com/bithubafrica>
- **LinkedIn:** <https://www.linkedin.com/company/bithub-africa>



Exhibitor Profiles

Bongo Live



Bongo Live is a mobile messaging and solutions provider based in Dar Es Salaam, Tanzania and has been serving customers since May 2010. Bongo Live is also a licensed National Application Services provider with the Tanzania Communications Regulatory Authority (TCRA).

Bongo Live combines a team of individuals committed to bringing the next level of mobile technology solutions to East Africa. We believe that there is much more to be unleashed from the power of the mobile and we want to create services that empower businesses, NGOs, government and consumers.

Bongo Live in conjunction with its partner Ongoza FZC(UAE) has extensive partnerships and connectivity with mobile operators, sms aggregators and value added service providers across Africa to provide its customers with complete coverage and reach across the region.

What we believe in

A great customer service experience
Delivering what we promise
Technology empowers
Simplicity

<http://www.bongolive.co.tz/>

CIO



CIO East Africa Magazine is the leading Information and Communication Technology (ICT) industry magazine in East Africa.

The magazine mission is to provide ICT and Business executives with real-life, in-depth information on what their peers at other organizations are doing to leverage on the potential of ICT for business advantage. Published by custodians of industry knowledge through research, consulting and training, CIO Magazine highlights ICT opportunities, analysis and trends of the converging technologies. Through such authoritative information, the investors get business leads and end-users make informed technology choices. The publication fills in the yawning gap of sharing pertinent information on infrastructure, governance, applications and analytical news highlighting a balanced mix of case studies through best practice editorials. CIO Magazine covers the ever changing landscape of the competitive ICT sector. The publication chronicles the need and effect of changes in the once monopolized market. The publication provides the readership an in depth account of regulatory affairs, policy and investment issues within this fast growing sector of economy.

COMPULYNX LIMITED



"Smart" Business Solutions towards a "Smarter" World

Compulynx is the leading player in the technology solutions space for over 20 years in East Africa, Compulynx has successfully delivered Technology Solutions to over 400 business houses in over 30 countries. Our solutions have been a major contributor to business growth, transformation and increased efficiency as well as profitability for many of our customers spanning across Retail, Banking, NGO/Non Profit, Education, Government and Manufacturing sectors in Africa, the Middle East and Europe.

Our products and services give the edge to our business partners through our understanding their processes and ethos, and fashioning our services and products to meet their particular needs.



Exhibitor Profiles

Craft Silicon



Craft Silicon is an Information Technology company with a global presence that provides complete financial solutions from conception to implementation, support and maintenance. We cater services to more than 300 organizations in 45 countries across the globe in solutions ranging from Core Banking to Channels, while continuously building new and innovative solutions to cater to the ever changing needs of today's global market

Our vision is to be a leading provider of financial software and services in emerging markets globally.

We are based along Waiyaki Way, in the outskirts of Nairobi, Kenya and have offices in Uganda, Tanzania, Zambia and India

Contact details: Switchboard | +254 709 044 333 (Ext 313) | Mobile +254 700 175 584 (Raghav Gupta); +254 736 243 202

We have experience in different systems e.g. CBS, Agency Banking, Mobile banking, Mobile Wallets, CRM and Contact Centre, MPESA, Airtel money, Orange money, Clearing systems, HR systems, Workflow management systems, Microfinance Systems, EFT and RTGS systems among many other systems.

We are a technology savvy company with a mission to provide reliable, affordable and full solution to organizations of all sizes. With customers spread across 23 countries now, we believe that we are not only a technology or software provider but also an Information Technology Partner. We provide consultancy, hardware, software and infrastructure systems all packaged as complete solution. We have utilized technology from renowned software engineering powerhouses to develop next generation products that are compatible with the emerging web Standards and services. This has involved developing software components and applications for both Windows and Linux platforms.

ECLECTICS



Eclectics International is an ICT company offering banking solutions across 23 countries in Africa. Established 10 years ago, our offices are located in Kenya along Mamlaka Road Nairobi. We have an established specialised technical team of 150+ employees spread across different departments. Eclectics is a known force in the provision of ICT solutions in the financial market with over 200 banks using our systems and professional services across different countries in Africa.

FERN SOFTWARE



Fern Software has specialized in the provision of banking software since 1979, with customers in more than 30 countries. Based on 35 years' experience, Fern understands clearly the importance of delivering an effective and efficient solution that has sufficient flexibility and functionality to adapt to the organization as it changes over time and ensure its long-term success.

Fern is used to dealing with challenging environments such as remote locations with poor infrastructure, low or intermittent connectivity and competition for IT skills. Fern, and its regional partners, have the skills, experience and flexibility to create successful results in such circumstances.



Exhibitor Profiles

It is Fern's role to supplement the skills and experience of the clients' IT departments with particular reference to lending processes, plus control and integration within a centralized banking platform.

Fern Software is dedicated to helping financial institutions meet their business and social goals from over three decades of experience through our solution. To launch innovative and relevant financial services and to leverage data to inform strategic decision making.

For more information please visit:

<http://www.fernsoftware.com/> or contact us at info@fernsoftware.com

FON



Frontier Optical Networks (FON) Limited was founded in 2009 as a TIER-2 Network Service Provider, Application Service Provider (ASP) and Content Service Provider (CSP). It is a privately held Limited-liability Company registered in Kenya and has its offices in Nairobi. We are licensed to provide local, national and international backbone connectivity in Kenya.

Our Mission is to be the provider of choice for high value, high quality, fiber optic broadband solutions and our vision is to build East Africa's largest and most versatile fiber optic network for consumers and companies.

We have successfully rolled out 700KM of Metro fiber in Greater Metropolitan city of Nairobi and Thika County and a further 150KM in Mombasa. Our network is continually expanding. Additionally we have two established data centers at Royal Offices in Westlands and Soliton Park at North Airport Road, Nairobi. An additional data center and disaster recovery site is under construction in Mombasa.

Solutions we offer also include, amongst others, Managed Capacity, Disaster Recovery (Local

and International), Collocation/Hosting Facilities, Network Protection, Security, Redundancy, End to end International Bandwidth via EASSY/WIOCC, Mobile Backhaul, Internet bandwidth, FTTx and IP transit.

FRANKFURT SCHOOL OF FINANCE AND MANAGEMENT



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Frankfurt School of Finance & Management is a leading private business school and advisory institute in Germany with more than 50 years of experience in consulting, qualification and training services in all areas of banking and finance. With an impressive portfolio of services – ranging from degree courses to Executive Education Programmes, research projects to consultancy – Frankfurt School acts as an adviser, a catalyst and an educational partner to companies, organizations, and individuals embarking on new careers, and to experienced executives.

Frankfurt School has more than 20 years of expertise in the field of development finance and combines real world experience with academic excellence. Our International Advisory Services has successfully implemented more than 500 projects globally. IAS Products and Services provide development and implementation of customised technical assistance measures to support commercial banks and MFIs in a wide range of areas, such as: product development, strategic management, implementation of international credit lines and change processes.

Via the e-learning platform Linked, we offer a growing portfolio of development finance online programmes such as certification courses on topics of microfinance, microinsurance, SME finance, risk management, and climate & renewable energy finance.



Exhibitor Profiles

Our brand new programme is an affordable part time Online Master programme, the 'Online Master of Leadership in Development Finance'. An internationally recognized Programme targeted specifically at professionals interested in boosting their career in development finance.

For more information:

www.frankfurt-school.de/en

[www.linkedin-fs.de](https://www.linkedin.com/company/frankfurt-school)

www.frankfurt-school.de/online-master

HENGA



We are a great team of designers, developers and marketers set on revolutionizing the quality of Information Technology systems in Africa and the world at large.

From design to software development to online marketing; you're sure to find something of value to your business here.

Software Services:

- **Mobile Apps:** Android, iOS, Google APIs, Feeds manipulation and Custom designs.
- **Web Apps:** Interactive websites, Semantic Search Engines, Virtual Classrooms, e-commerce platforms

Marketing Services:

- **Digital Advertising:** Facebook and Google Ads
- **Data Visualizations:** Advanced Analytics of data
- **Search Engine Optimization:** Improve the ranking your online presence

Design Services:

- **Mobile GUI's :** Facebook and Google Ads
- **Website Mockups:** Advanced Analytics of data
- **Startup Design:** Logos,

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HELIX



The Helix Institute of Digital Finance was founded in September 2013 as a partnership between MicroSave, the Bill & Melinda Gates Foundation, the International Finance Corporation (IFC), and the UN Capital Development Fund (UNCDF), provides world-class training and cutting-edge research data for digital financial service providers. Our training courses are explicitly designed for mobile network operators, banks, financial institutions and third party providers seeking to increase the efficiency and profits of their digital finance business. Helix offers bespoke and public courses in Nairobi, Kenya.

In addition to, and supporting the training courses, The Helix Institute also publishes exclusive research reports on mobile money agent networks as part of its global Agent Network Accelerator (ANA) Research Programme. ANA, a collaboration between MicroSave and the Bill & Melinda Gates Foundation, is the largest research project on agent networks in the world, designed to determine what drives their success and scale. So far, The Helix Institute has offered 24 training courses, 10 bespoke and 14 public training to over 446 participants covering over 40 countries.

The Helix Institute offers the following courses;

- Digital Financial Services for MFIs (DFS4MFIs)
- DFS Risk and Fraud Management (R&FM4DFS)
- Product Development Accelerator (PDA)
- Agent Network Accelerator (ANA)
- Rethinking Marketing for DFS Uptake and Usage
- Data Analytics for Digital Financial Services (DA4DFS)



Exhibitor Profiles

ICPAK



The Institute of Certified Public Accountants of Kenya (ICPAK) was established in 1978 to regulate the accountancy profession and its members, locally and internationally.

Vision: A world class professional accountancy institute

Mission: To develop and promote internationally recognized accountancy profession that upholds public interest through effective regulation, research and innovation.

Credo: Uphold Public Interest

Core values: Credibility, Professionalism and Accountability.

ICPAK draws its mandate from the Accountants Act No 15 of 2008, which prescribes its functions as;

- Promote standards of professional competence and practice amongst members its members
- Promote research into accountancy, finance and related matters, and publication of books, periodicals, journals and articles in connection therewith
- Promote its international recognition.
- Advise the Examination Board on matters relating to examinations standards and policies;
- Advise the Minister on matters relating to financial accountability in all sectors of the economy;
- Carry out any other functions prescribed for it under any of the other provisions of this Act or any other written law
- Do anything incidental or conducive to the performance of any of the preceding functions.

Contacts

CPA Centre, off Thika Road, 10th Floor

P.O. Box 59963-00200, Nairobi

Tel: 0202304226/7, 0208068570/1

Mobile: 0727531006, 0721469169, 0721469796, 0733856262

Email:

icpak@icpak.com, memberservices@icpak.com

Website: www.icpak.com

JAMBOPAY



Jambopay is an innovative Payment Service Provider in East Africa.

Headquarter in Nairobi (KENYA), the company supports the revenue collection of organizations in several Parastals, Counties and industries (Media, Retail Business, Insurance, Education, Tourism, etc.), since 2009.

Jambopay innovative approach includes a unified payment gateway (m-Payment wallets, international credit/debit card, local debit card and money transfer operator) and a multi-channel revenue collection approach (Agent network, Online and mobile phone).

Client portfolio includes regional and local industry leaders.

KITOS



Kenya IT and Outsourcing Service (KITOS) is a Trade Association representing Kenyan Information Technology and IT Enabled Services (IT & ITes) member companies. It is a platform through which local SMEs in the sector engage with the government and other domestic and international players in the industry ecosystem.

Through its activities KITOS helps position and market IT & ITes companies for growth in the local market and inclusion in government procurement. It also helps IT & ITes SMEs build export capacities and explore foreign markets.

Main Objectives

- Provision of services to enable IT & ITes SME companies to become globally competitive



Exhibitor Profiles

- Advocacy and lobbying for policies that support the IT & ITeS/BPO sector in Kenya
- Promotion of industry collaboration through the establishment of new partnerships
- Development and implementation of strong industry standards

For more information on KITOS visit our website www.kitosafrika.org or you can talk to us via email: info@kitosafrika.org or call +254 725 097 917

MUSONI



Musoni (musonisystem.com) is a multi-award winning core-banking system used by more than 70 organisations in 14 countries around the world. The software has been consistently proven to help financial organisations improve efficiency, reduce costs, and expand outreach into the rural areas where the majority of the unbanked live.

Aside from the core banking functionality, Musoni has pioneered the use of new technology in microfinance, and as such is integrated with multiple mobile money transfer services, includes an SMS module for the sending of automated payment reminders, a tablet app that loan officers can use for offline data capture, a mobile banking app for clients and credit scoring to improve lending decisions. Musoni therefore helps financial organisations to leverage the latest technology sweeping across Africa, but at a fraction of the cost associated with traditional banking systems.

In recognition of their work, in August 2016 Musoni won the BBVA Financial Inclusion Award.

NATHAN CLAIRE



We are a value-driven technology advisory, consulting and services company that focuses primarily on the financial services sector. Through our understanding of the ways that new and not-so-new technology offers multiple bottom-lines to any industry, our range of clients and prospects have increased to include Insurance, FMCGs, Telcos, governments, etc.

NCG was established in 2005 by bankers and financial software solution providers with a combination over 100 man-years of related buy-side and sell-side finance technology experience. Consequently, we bring a unique repository of information, experience and expertise to the table.

As the world becomes smaller, the pace of business is increasing with mounting pressure from stakeholders, the competition, changing market requirements and toughening regulatory compliance issues. Correct application of technology, with its ability to accelerate and boost performance, is a critical success factor.

NATHAN CLAIRE, helping you create effective solutions
www.nathanclaire.com

RIVERBANK SOLUTIONS LIMITED



Riverbank Solutions Limited is a payments solutions provider offering innovative solutions in emerging markets targeted at various industries which include:

- Banking and Finance
- Government (Central and County)
- Micro-Finance



Exhibitor Profiles

- Educational Institutions
- Transit
- Retail Shopping
- NGOs
- Professional Services / Consulting
- Manufacturers

Vision

To be the leading payment solutions provider in the region delivering excellent, unparalleled service.

Mission

To deliver cutting edge disruptive technology in payments and associated areas, pay attention to the mobile nature of today's consumer behavior and innovate technologies in that area with speed.

OUR CORE VALUES

Flexibility

We anticipate and embrace change, thinking and acting beyond the scope of our responsibilities as we consistently strive to deliver superior solutions and services.

Creativity

We creatively seek out new ideas and best practices in our quest to overcome obstacles, achieve our goals and maximize on our potential through continuous improvement.

Dynamism

We uphold unwavering dedication, integrity and trust to the company as well as our stakeholders in our mission to provide remarkable service.

Serianu



Serianu Limited is Pan African Cyber security consulting firm with presence in Kenya, Ethiopia, Ghana, Botswana and Nigeria.

The firm provides dynamic, business-focused security monitoring and analytics solutions through a combination of consulting, managed services, and threat intelligence. By partnering with Serianu, risk-sensitive organizations are better placed to detect and act on threats to their business, manage compliance with security regulations and policies, and gain the insight needed to prioritize investments and assign scarce resources. Serianu is currently leading a continent-wide (Nigeria, Kenya, Ghana and Ethiopia) effort to develop research based insights on the state of cyber security in Africa. The results of this research will be published in the 2016 Africa Cyber security Report. Website: <http://www.serianu.com>
Email: info@serianu.com

SMOOTHTEL



Smoothtel is an ICT company that prides itself in delivery of cost-effective future proof solutions, backed by exemplary customer service. Over the last eight years, this 100% Kenyan owned company has continued to deliver much needed customer satisfaction in the field of ICT. Through a participatory design process, innovation and continued research, our highly skilled technical team has delivered tailor-made solutions across all sectors and industries. Smoothtel has built a wide portfolio of ICT solutions that includes:-

- Network solutions:- structured cabling, WLAN, fibre optic networks
- Unified Threat Management systems from Cyberoam
- Headset solutions from Plantronics
- Desktop & server virtualization solutions
- Video & audio conference solutions
- Audio visual solutions
- ICT security solutions

Website: www.smoothtel.com



Exhibitor Profiles

Software Dynamics



software dynamics

Software Dynamics Software Dynamics is a Pan African systems integrator registered in South Africa and Kenya with a client base that spans across different industries and countries. We seek to automate and extend the deployment of business solutions that align IT with the customer's business strategy. By streamlining the design and deployment of new systems and by automating operations Software Dynamics enables organizations to reduce operating costs and realize the business value from their technology investments. Our solutions are in 6 verticals,

Sales Force Automation >> FieldWorkX – Sales and Service mobile application that ensures orders, sales, meetings reach the Head Office ERP("we have done seamless integration with major ERP systems") in real-time and sales people do not have to travel back to the Head Office to deliver orders.

WorkForce Automation >> A cloud ready integration HR and Payroll Software

ERP Automation >> Microsoft Dynamics NAV & AX technical and functional consulting

Microsoft Finance Automation >> A cloud ready multi-functional Sacco and Microsoft Finance software

CRM Automation >> Microsoft Dynamics CRM technical and functional consulting

Data and Analytics >> | Predictive | Descriptive | Diagnostic | Prescriptive Analytics

Integrations Automation >> Enterprise Integration Bus | API infrastructure for Banks and Financial services with an In-Built MPESA API & SMS Gateway

TomTom

TOMTOM  **MAPS**

TomTom empowers movement. Every day millions of people around the world depend on TomTom to make smarter decisions, as we design and develop innovative products that make it easy for people to keep moving towards their goals.

Best known for being a global leader in navigation and mapping products, TomTom also creates GPS sports watches, as well as state-of-the-art fleet management solutions and industry-leading location-based products and services. Our business consists of four customer-facing business units: Consumer, Automotive, Telematics and Maps.

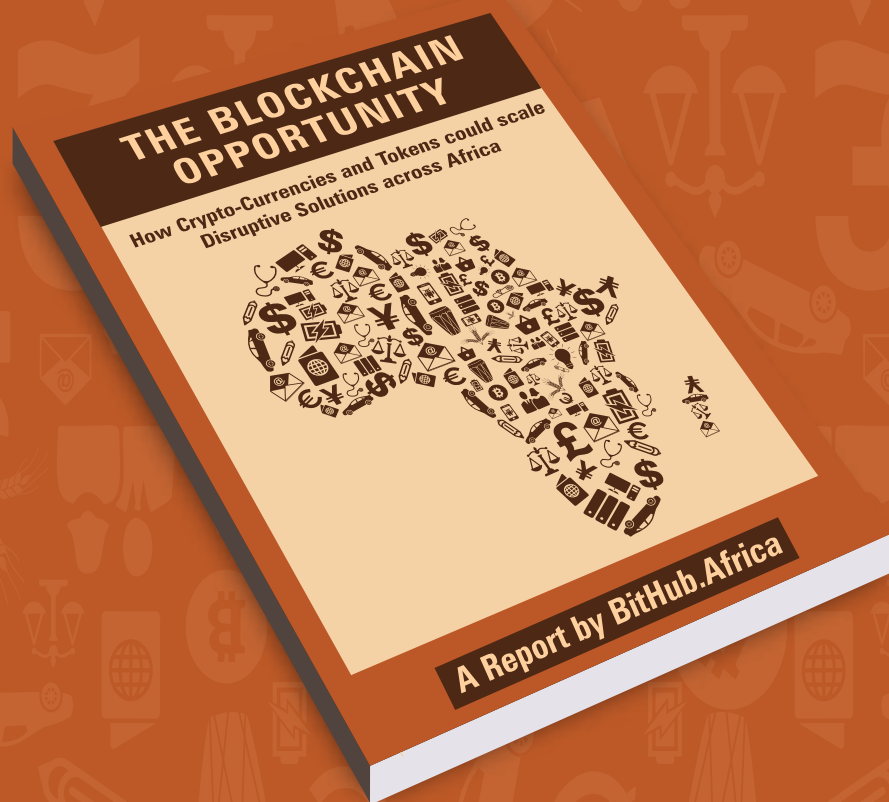
TomTom Africa falls under TomTom's Maps Business Unit, which is a leading provider of global map and traffic data sourced from a community of 450 million connected devices. We offer cloud-based products and platforms that allow developers easy access to TomTom's map API and content to create location-enabled applications.

TomTom Maps focuses on two types of customers: Consumer, where TomTom's products are incorporated in end user applications for smartphones, wearables and tablets, and on the internet; and Enterprise, serving government and traffic management agencies, and business users for location-based applications such as geographical information systems (GIS).

We are the premium source of global mapping, traffic and geospatial data, and your trusted location content partner to reach operational excellence.

For more information, please visit www.tomtom.co.za/geospatial

Book Launch: The African Blockchain Opportunity



Africa has been adopting mobile money platforms like M-Pesa, that enable digital transactions using fiat currencies, faster than any other region in the entire globe. In this Book we have comprehensively reviewed 16 Blockchain platforms that we believe are contributing to the Blockchain revolution across key sectors like Finance, Technology, and Commerce. We call this The Blockchain Opportunity. Find out what is coming next after Bitcoin and the African case-studies that prove the continent is ready for this new innovative technology.

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\$49.99

