

**JOSATRONIC**  
**DATA SYSTEMS LTD**  
IDEAS THAT ALWAYS WORK

**COMPANY PROFILE**

# INTRODUCTION

AT JOSATRONIC DATA SYSTEMS our aim is to be one of the leading Information Communication Technology ( ICT ) Service parts providers in Kenya and the regions beyond. We plan to achieve great market share by world class technology, skilled personnel and a professional approach on our service delivery and understanding of our customer business needs.

“We aim to be market leaders in the provision of business solution through the application of world class hardware for Laptops, Desktops, Servers, software, Power products, Printers and plotters, networking technologies and services”.

We can aid at all stages of information technology process building up to totally integrated business solutions through the following sources of differentiation:

**Market Focus:** - A close understanding of the Kenyan market and the implications of our customers business.

**Responsive Organization:** - An ability to anticipate and adapt to market demands through a flexible, multi-skilled work force.

**Service Expertise:** - A complete solution designed and implemented to meet customer needs utilizing elements from various suppliers.

**Open Systems:** - Ensuring systems integration and compatibility to give the most effective mix of hardware and software for organizations.



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# VISION / MISSION

## SERVICE DELIVERY APPROACH



### VISION:

To be a leader in service provision that exceeds client's expectations in the ICT industry by continually striving to research and provide the best and reliable quality products and services.

### MISSION:

To provide responsive and appropriate ICT solutions to business and other organizations for increased efficiency and productivity

### SERVICE DELIVERY APPROACH

At JOSATRONIC DATA SYSTEMS Ltd we work closely with our clients to provide a product and service package that suits the circumstances, ensuring a smooth technological transition. Where the technology investment represents a first step towards computerization we analyze current data flows in order to determine the computer systems that will maximize the efficient running of our customers' business. The training needs of staff are also assessed and a training program designed and implemented.

Client's involvement and consultation aids mutual agreement on project deliverables, performance standards and time scales. This ensures a smooth rollout, minimum disruption to business and an end result that meets agreed objectives.



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# BUSINESS PARTNERSHIPS AND CORPORATE STRENGTH

## COMMITMENT TO OPEN SYSTEMS



### BUSINESS PARTNERSHIPS AND CORPORATE STRENGTH

To be a corporate solution provider **JOSATRONIC DATA SYSTEMS Ltd** has forged business partnerships with leading ICT manufacturing companies such as Footprint Africa Business Solutions, IBM, Seagate ,Western Digital,Transcend,Compaq / HP, DELL ,Epson, APC, Power Ware UPSes, MGE UPSes, G.E UPSes, Comtrac (Pty) South Africa and Microsoft Corporation. Those associations should continue to expand our strength in the market. Our reseller relationships with those world class information communications technology infrastructure providers will allow us to build systems that are not vendor centric, but will be tailored to customers' specific needs. This will be part of our commitment to open systems.

### COMMITMENT TO OPEN SYSTEMS

We shall harness different technologies from multiple vendors within a single coherent system which is a huge challenge for modern business. Our success shall be partly attributed to our commitment to open systems, breaking down barriers caused by incompatible systems without Jeopardizing existing investments in proprietary systems. This will allow our customers to concentrate on their core business free from the concerns of technology risk.



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# BUSINESS APPROACH / SERVICE AREAS

## OUR BUSINESS APPROACH

Our business approach shall be customer-driven based on three core values as follows:

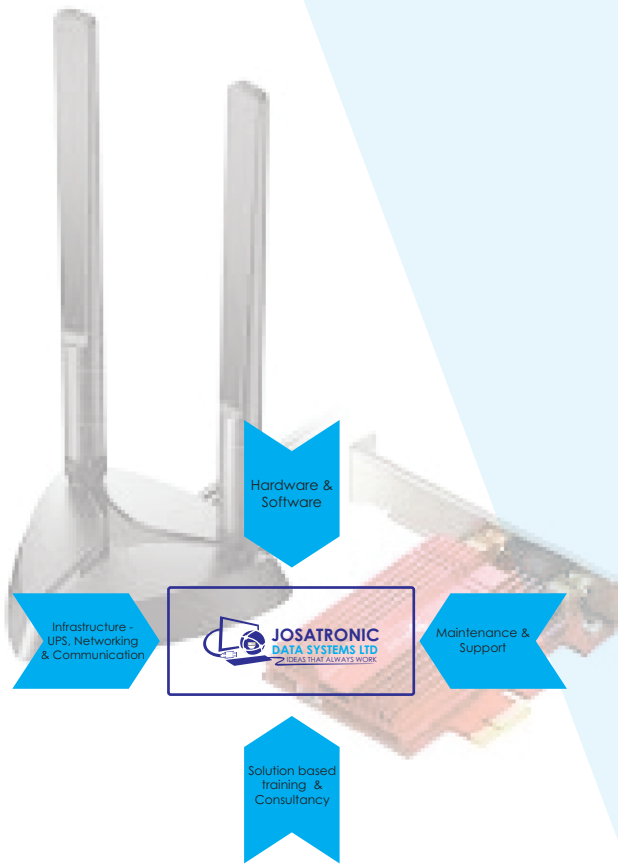
Customer focus: our customer focus strategy is aimed at acquiring and retaining selected clients through a constantly improving value proposition

Customer loyalty: by continuously listening to the needs of our customers and corresponding by providing them with the best ICT solutions, we ensure that a mutually beneficial and ethical business relationship is achieved so that trust is maintained throughout successive working engagements.

Customer service: we recruit, train and retain the best people for our team. Our goal is to become the most desirable ICT solutions provider in the market place, providing a service level beyond our customers' expectations.

## SERVICE AREAS

JOSATRONIC DATA SYSTEMS understands the differing complexities of network infrastructures, UPS and the business specific environment an enterprise operates in. We are committed to helping companies new to ICT to computerize their operations and achieve greater efficiency. We offer expanding organizations a range of hardware provision, software, networking and service areas of relevance to their organizations. Our commitment to open systems ensures compatibility of Technical Solutions.



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# WHY US?

## Premium USB-C Hub

10 in 1 Adapter



### **BENEFITS OF USING JOSATRONIC DATA SYSTEMS.**

The market for our products is extremely competitive and it is easy to assume that there is little difference between us and our competitors. This is not so, we shall commit ourselves to developing relationships with leading ICT suppliers to give our customers the opportunity to build systems of compatible components from the most appropriate sources. We are aware of the need to balance monetary investment and practical advantage to the business in the current business climate and will put forward solutions accordingly. In addition, our training and service options will ensure that our customers get the best out of any equipment/Spare part purchased from us, throughout its lifetime.

We shall offer our customers much more than just the components that make up our client's networks. Though those components are important, the correct installation, training and systems support ensure maximum accrued benefits from client's investments. Through the maximum support offered to our customers they shall always contact us on their needs before they choose our competition. Thank you for your reading and fairly analyzed action. Welcome to **JOSATRONIC DATA SYSTEMS.**



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# CLIENTELE



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