



MART NETWORKS

DELIVERING TOMORROW'S TECHNOLOGY, TODAY.

www.mart-networks.com

2026

COMPANY PROFILE

WHO WE ARE

We are Mart Networks, a family-owned B2B IT distribution business that has grown from a small operation in Nairobi, Kenya to a leader in our region.

We take pride in our roots and the values that have driven our success: integrity, hard work, and a commitment to serving our partners.

We don't just sell tech solutions; we help our partners thrive with innovative products and exceptional service. Our goal is to transform your business with technology.

As we expand, we remain committed to our values. Thank you for choosing Mart Networks as your tech solutions partner.

-Your Gateway to Smarter Technology.





EXPERIENCE MATTERS

With over 30 years of industry experience, 2,000 + partners, we've stayed at the forefront of disruptive advancements.

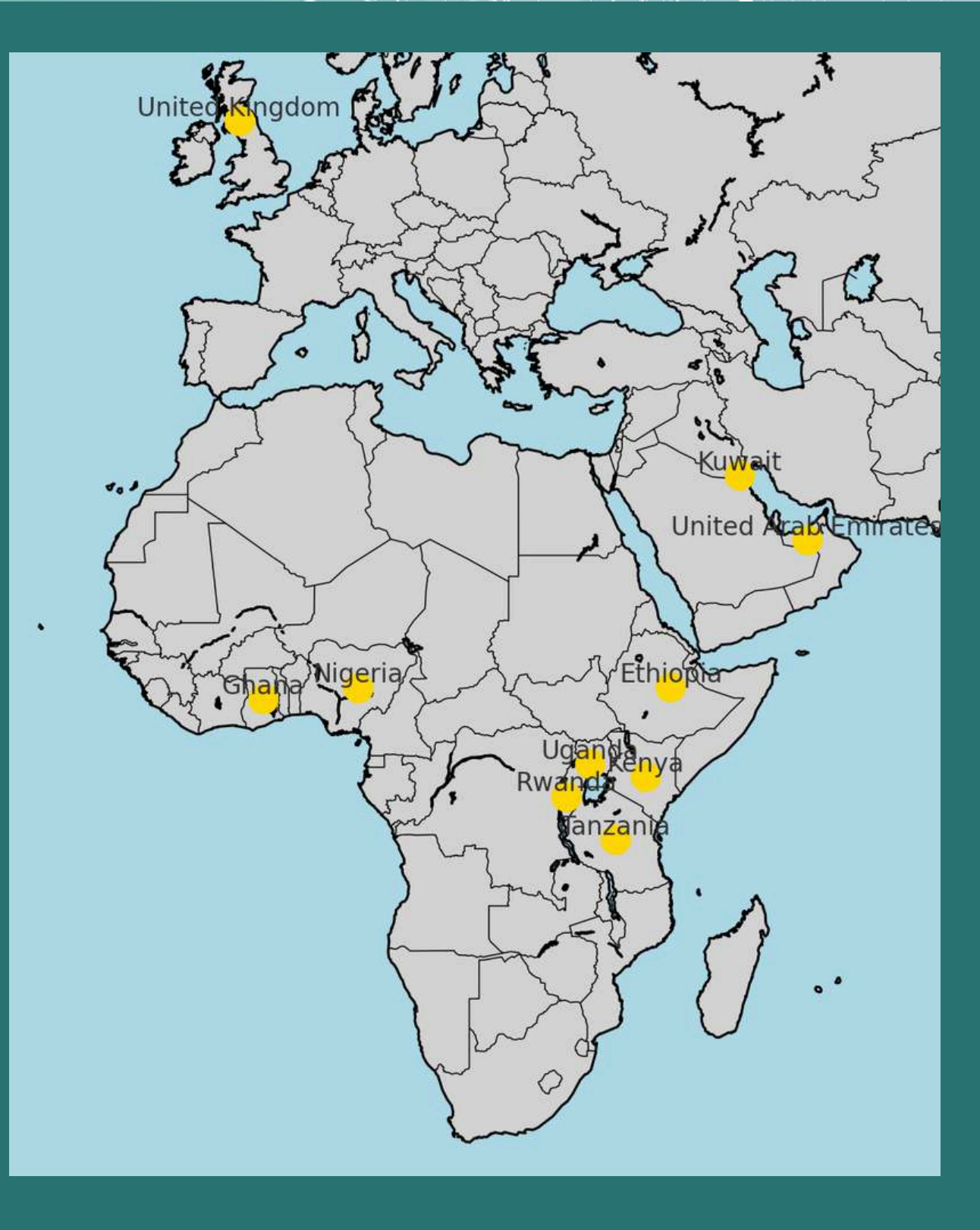
30

YEARS IN BUSINESS

2,000+

PARTNERS

GEOGRAPHICAL PRESENCE

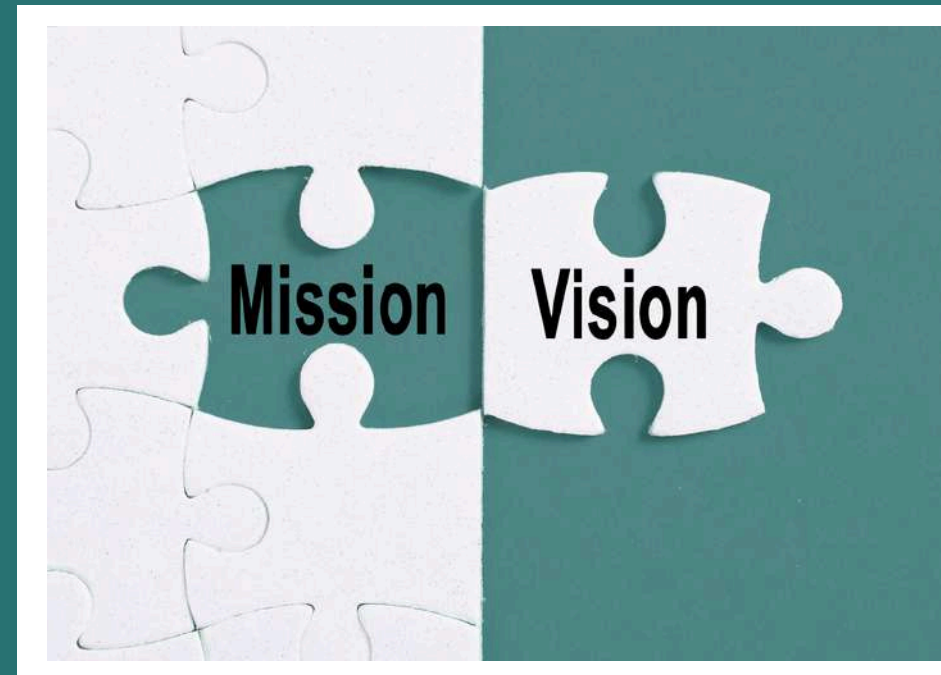


KE UG TZ RW ET NG GH UAE KW UK

We have strategic presence in 10 countries.
Kenya, Uganda, Tanzania, Rwanda, Ethiopia,
Nigeria, Ghana, UAE, Kuwait and UK

MISSION

At Mart Networks, our mission is to empower businesses across Africa and the Middle East with cutting-edge technology solutions that drive growth, innovation, and connectivity. As a value-added distributor, we go beyond supply by delivering trusted partnerships, expert support, and tailored services that ensure our customers and vendors succeed in an ever-evolving digital world.



VISION

To be the leading technology distribution partner in Africa and the Middle East, bridging global innovation with local opportunities, and shaping a future where businesses and communities thrive through accessible, reliable, and transformative technology solutions.



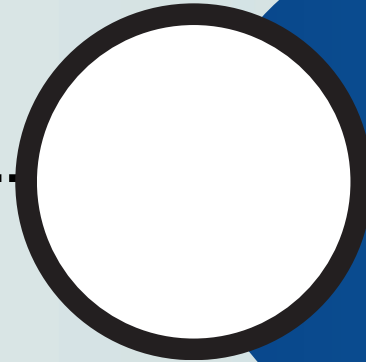
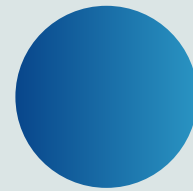
SERVICES & SOLUTIONS

www.mart-networks.com

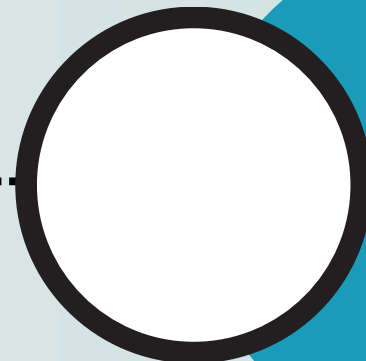
SMART INFRASTRUCTURE



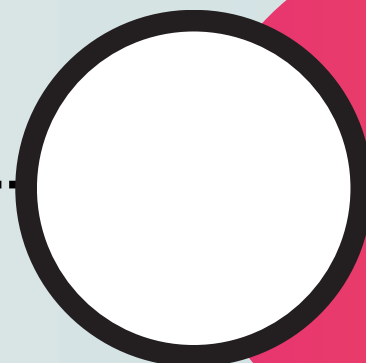
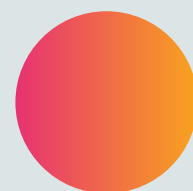
SMART INFRASTRUCTURE



The GIGANET brand is a global brand built on high quality, performance, innovation, reliability, and scalability. The brand provides solutions on Data Centres, Backup power, Racks and Cabinets and SMART Building. All our solutions have extended warranty and are designed and manufactured based on international standards and certifications.



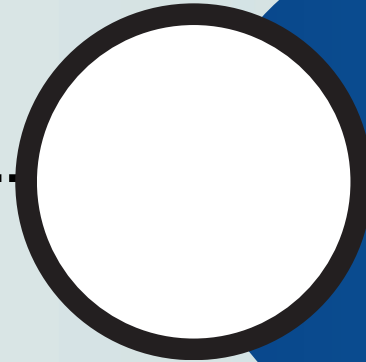
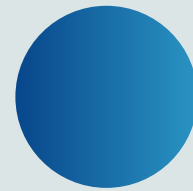
Siemon is an industry leader in manufacturing and innovation of high-quality, high-performance low-voltage infrastructure solutions for data centers, Intelligent buildings, enterprise LAN & wireless systems.



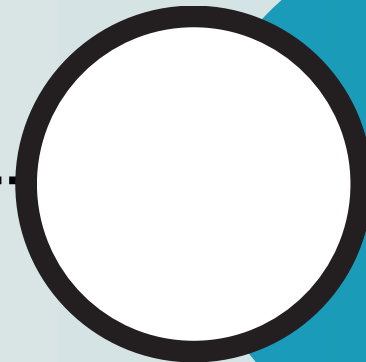
The Datacomms Network (DCN) is a UK brand designed for AI enabled Physical security (IP surveillance, Biometric, Intercom and Access control), SME LANS, Audio Visual and Networking to provide a cost effective, high quality, reliable, high-performance brand at a competitive price with extended warranty and support. The IP surveillance systems are fully compliant to NDAA, NSI2, SIRA, GDPR, ONVIF international standards. The Copper system with enclosures and Networking solutions are ideal for SME and deployment of physical security solutions.



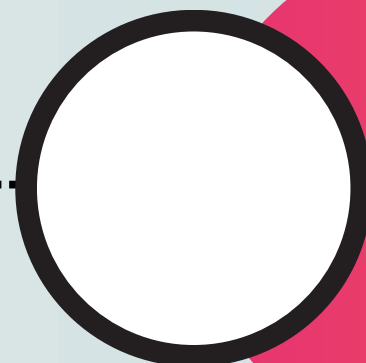
SMART INFRASTRUCTURE



Rittal is a global leader in enclosures, offering essential IT infrastructure like server racks and cooling systems. They protect sensitive electronics in industrial and industrial automation settings.



Worldwide leader in certification, troubleshooting, and installation tools for professionals who install and maintain critical network cabling infrastructure. From installing the most advanced data centers to restoring telephone service after a disaster, our combination of legendary reliability and unmatched performance ensures that jobs are done efficiently.



Plan, provision, model, track, and monitor all infrastructure across all sites.

With a focus on real user scenarios and real customer problems, we help data center operators manage tasks and processes faster and more efficiently than ever before, while saving costs and improving availability.



ENTERPRISE NETWORKING

ARISTA

Ruijie

Reyee



RAY
Secure Networking



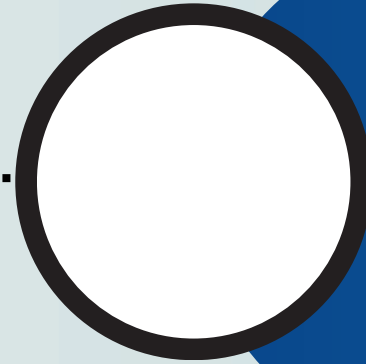
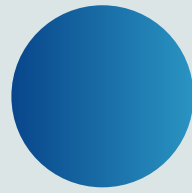
TELTONIKA



PROFITAP

ENTERPRISE NETWORKING

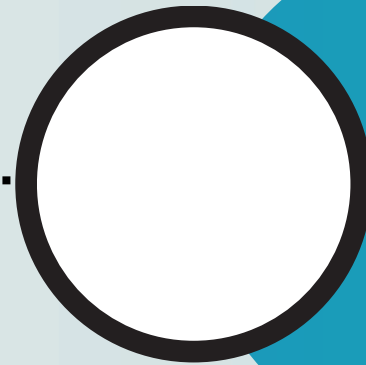
ARISTA



Arista Networks is an industry leader in data-driven, client to cloud networking for large data center, campus and routing environments. Arista's award-winning platforms deliver availability, agility, automation, analytics and security through an advanced network operating stack.



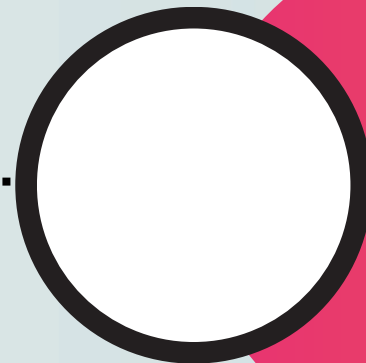
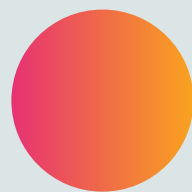
Ruijie | ReYee



Ruijie Networks has been building in-depth scenario-oriented application experiences through solution design and innovation in the industry, thus assisting the upgrade into the digitalization of all industries. Ruijie Networks dedicates itself in the R&D, design, and sale of network devices, network security products, and cloud desktop solutions. ReYee solutions is a cost effective SMB offering from Ruijie Networks.



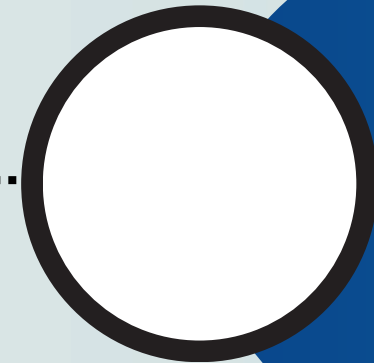
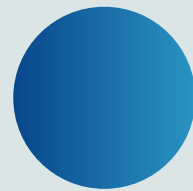
 **RAY**
Secure Networking



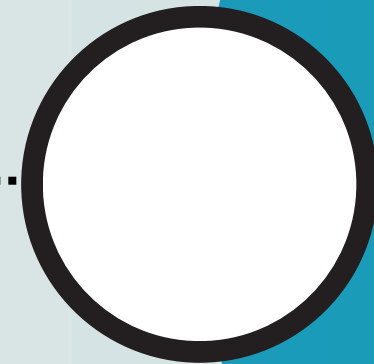
Secure, scalable networking solutions powered by SD-WAN and cloud-native security, tailored for enterprises, ISPs, and smart cities.



ENTERPRISE NETWORKING



Teltonika IoT group offers Industrial networking solutions via professional connectivity equipment - primarily routers, switches, gateways, and modems - for the most demanding applications in Industry 4.0, Smart City, and Green Energy sectors.



Profitap provides packet-based network intelligence to enhance network monitoring and bolster cybersecurity.

Its unified network observability platform offers reliable data access, traffic optimization, and robust traffic capture and analysis capabilities.

These solutions minimize network troubleshooting MTTR, eliminate downtime, support lawful interception, simplify network complexity, and strengthen security for both existing and new networks.

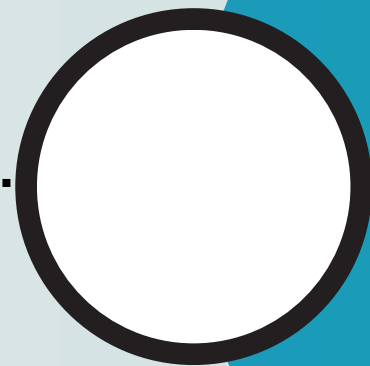
Serving over 1,100 clients across more than 70 countries, Profitap's network monitoring solutions deliver comprehensive visibility and analytics across all traffic, ensuring comprehensive insight into both physical and virtual infrastructures globally.



COMPUTE & STORAGE

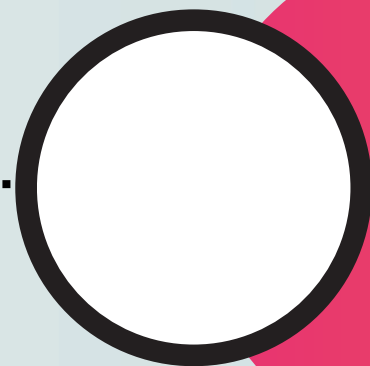


COMPUTE & STORAGE



Giga Computing Technology is an industry innovator and leader in the enterprise computing market. Having spun off from GIGABYTE, Giga Computing maintains hardware expertise in manufacturing and product design, while operating as a standalone business that can drive more investment into core competencies.

Offering a complete product portfolio that addresses all workloads from the data center to edge including traditional and emerging workloads in HPC and AI to data analytics, 5G/edge, cloud computing, and more.



QNAP (Quality Network Appliance Provider) is devoted to providing comprehensive solutions in software development, hardware design and in-house manufacturing. Focusing on storage, networking and smart video innovations, QNAP now introduces a revolutionary Cloud NAS solution that joins our cutting-edge subscription-based software and diversified service channel ecosystem.



CYBERSECURITY



SOPHOS



Infopercept

CYBERSECURITY

 **SOPHOS**

Sophos, now powered by the threat intelligence of Secureworks, delivers complete cybersecurity across endpoints, networks, email, and cloud.

Its next-generation firewalls block intrusions, ransomware, and advanced attacks before they reach your systems.

Endpoint protection uses AI detection, anti-ransomware, and exploit prevention to secure devices anywhere.

With MDR enhanced by Secureworks expertise, Sophos provides 24/7 human-led threat hunting and rapid response.

All protection is managed in Sophos Central, offering unified visibility, control, and resilience.



 **Infopercept**

Infopercept is one of India's fastest-growing Platform-Led Managed Security Services Companies, providing comprehensive cybersecurity solutions to global clients. Our services encompass all areas of cybersecurity, including Defensive Strategies, Offensive Tactics, Detection and Response, and Security Compliance. Our cybersecurity platform, 'Invinsense,' integrates various tools such as SIEM, SOAR, EDR, Deception Techniques, Offensive Security, and Compliance Measures.



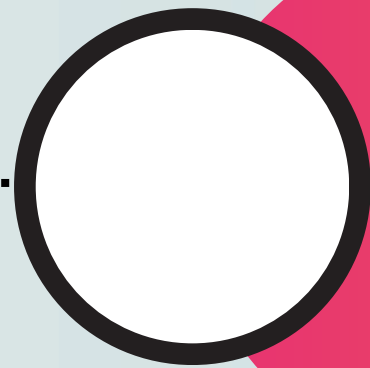


HYPERCONVERGED INFRASTRUCTURE



www.mart-networks.com

HYPERCONVERGED INFRASTRUCTURE



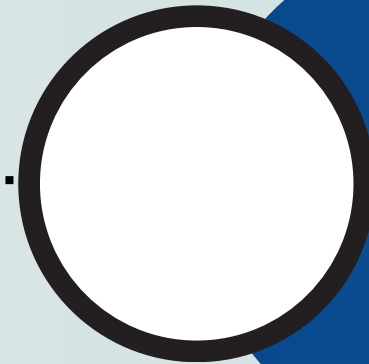
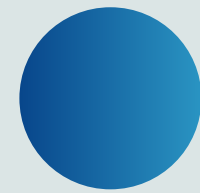
StorMagic offers enterprise-grade solutions for hyperconverged infrastructure, virtual SAN, and edge control based on open-source software.



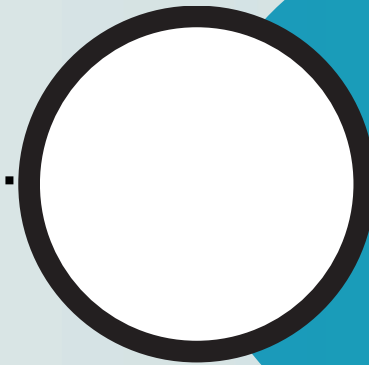
UNIFIED COMMUNICATIONS & VIDEO COLLABORATION



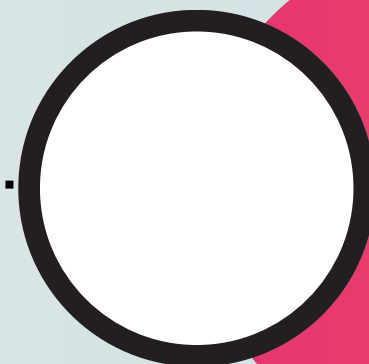
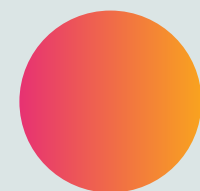
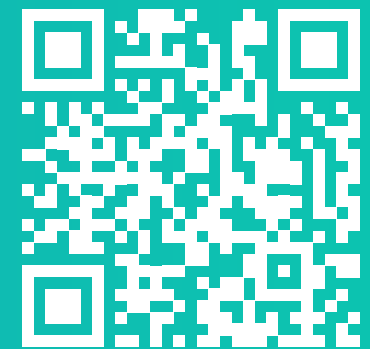
UNIFIED COMMUNICATIONS & VIDEO COLLABORATION



Mitel is a global leader in business communications with a broad portfolio offering world-class communications, collaboration, and contact center solutions. It is a leader in the UC space with over 35 million global users across 100 countries, including more than 7 million cloud users worldwide. Mitel is the only UC player that offers an end to end emergency, dispatch and response communication infrastructure.

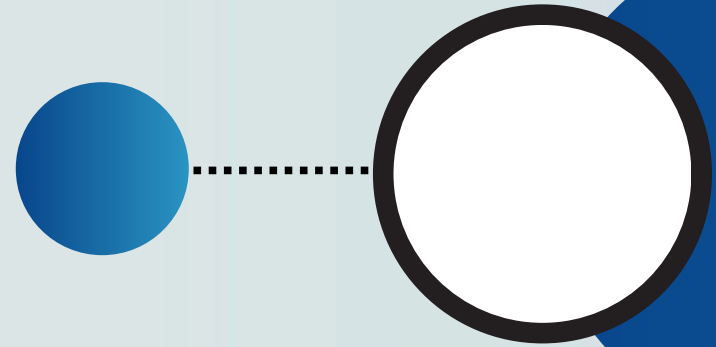


A pioneer of modern video technology, PeopleLink, after accomplishing its pan India coverage is now expanding its Global operations. Its range of offerings includes next generation Video technology and Audio Video peripherals across a wide range of focused industry verticals. PeopleLink offers the most robust customer / partner service in the Industry today.

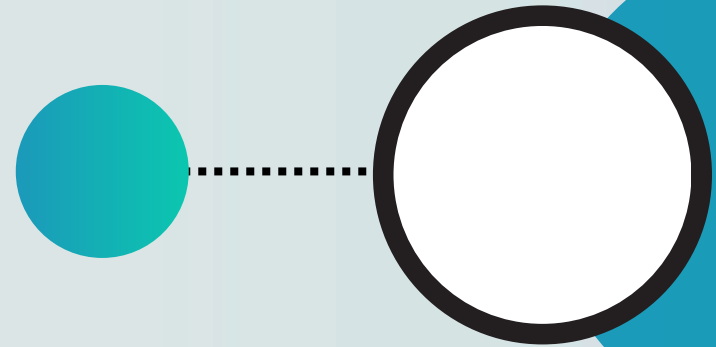


Leveraging decades of success in cordless telephony, VTech's diverse collection of telecommunication products elevates both home and business users' experience through the latest in technology and design.

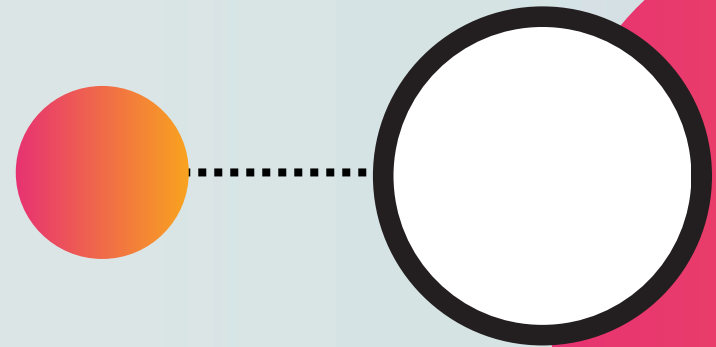




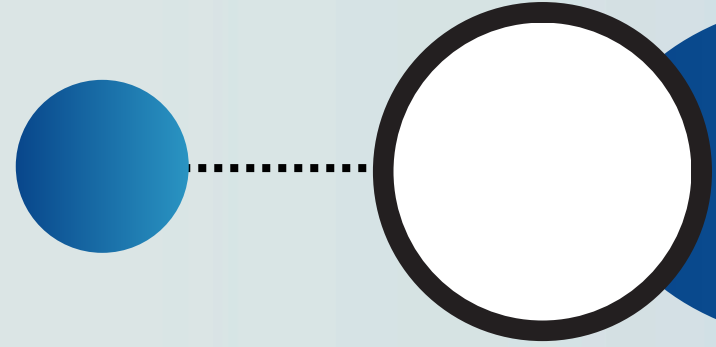
Fanvil is a leading provider of enterprise IP phones, hospitality phones, Intercom systems and healthcare nurse calling solutions.



Yeastar is a company that specializes in providing telecommunication solutions, particularly focusing on Voice over IP (VoIP) technology, IP PBXs (Private Branch Exchanges), Gateways and Cloud-based communication solutions, Call Center Solutions, VOIP software and APPS.



Interactive whiteboard - Infrared technology that turns any projector or screen into an interactive surface. Automatic calibration that allows up to 10 touch points, facilitating the simultaneous interaction of several users.
Integrated Hotspot - Simultaneously connects smart devices to browse the local content server or as a gateway to the Internet.
Artificial Vision - Advanced optical recognition technology to scan and process QR codes quickly and accurately.
Grade - Response recognition capability to automatically scan and evaluate physical tests and questionnaires.
It integrates AI tools that create assessment activities and personalized review plans for each student.



Our focus is on creating unique collaborative experiences has helped us create some amazing solutions. A&T provides you with professional video conferencing collaboration technologies that help you run your business better.



INTERGRATED PHYSICAL SMART SECURITY



ring



ZKTeco

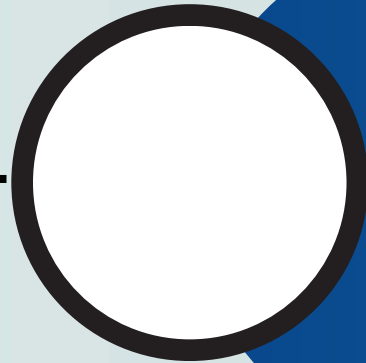
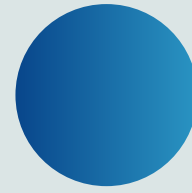


dcn
DATACOMM NETWORKS

INTERGRATED PHYSICAL SMART SECURITY



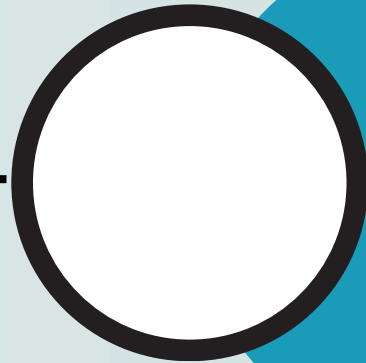
ring



Our mission is simple: make neighborhoods safer. As a smart security company, we strive to make safety and peace of mind accessible to everyone and empower communities to work together for one another.



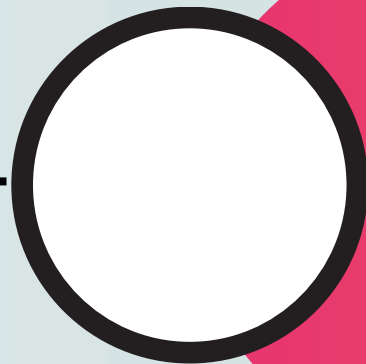
ZKTeco



ZKTeco is a global leader in biometric solutions and AI Cognitive Spatial Intelligence technologies. Specializing in biometric authentication and intelligent access management, ZKTeco reshapes human-machine interaction and digital transformation.



dcn
DATACOMM NETWORKS



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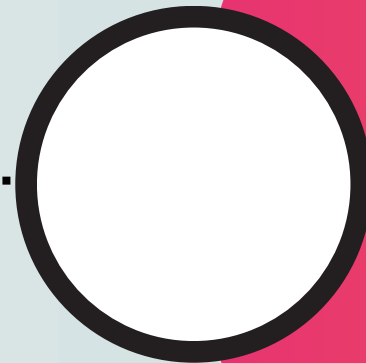
INDUSTRIAL AUTOMATION

Honeywell

Urovo

INDUSTRIAL AUTOMATION

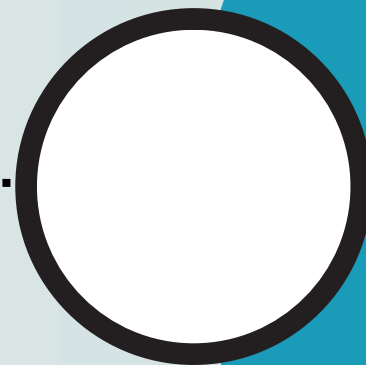
Honeywell



Honeywell is an integrated operating company serving a broad range of industries and geographies around the world. Our business is aligned with three powerful megatrends – automation, the future of aviation, and energy transition – underpinned by our Honeywell Accelerator operating system and Honeywell Connected Enterprise integrated software platform. As a trusted partner, we help organizations solve the world's toughest, most complex challenges, providing actionable solutions and innovations through our Aerospace Technologies, Industrial Automation, Building Automation, and Energy and Sustainability Solutions business segments that help make the world smarter, safer, as well as more secure and sustainable.



Urovo



UROVO is the world's leading industry application enabler, specializing in AI, Mobility, Barcode and RFID Technologies, Printers, and Payment Terminals. Committed to technological advancement and innovation, we provide cutting-edge digital solutions that drive smart transformation for clients across industries such as logistics, retail, finance, healthcare, manufacturing, government, and transportation.



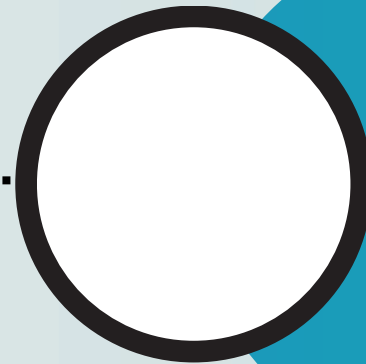
PREMIUM DISPLAYS, COMMERCIAL SCREENS & DIGITAL SIGNAGE

SAMSUNG

ZK DIGIMAX

PREMIUM DISPLAYS, COMMERCIAL SCREENS & DIGITAL SIGNAGE

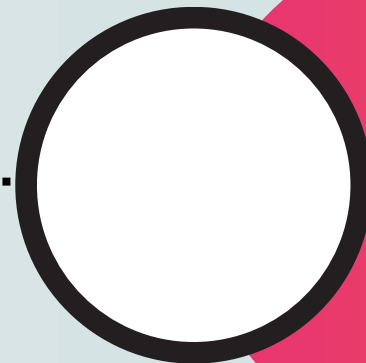
SAMSUNG



Enhance your visual experience with Samsung's premium displays, offering exceptional clarity, vibrant colors, and sleek designs.



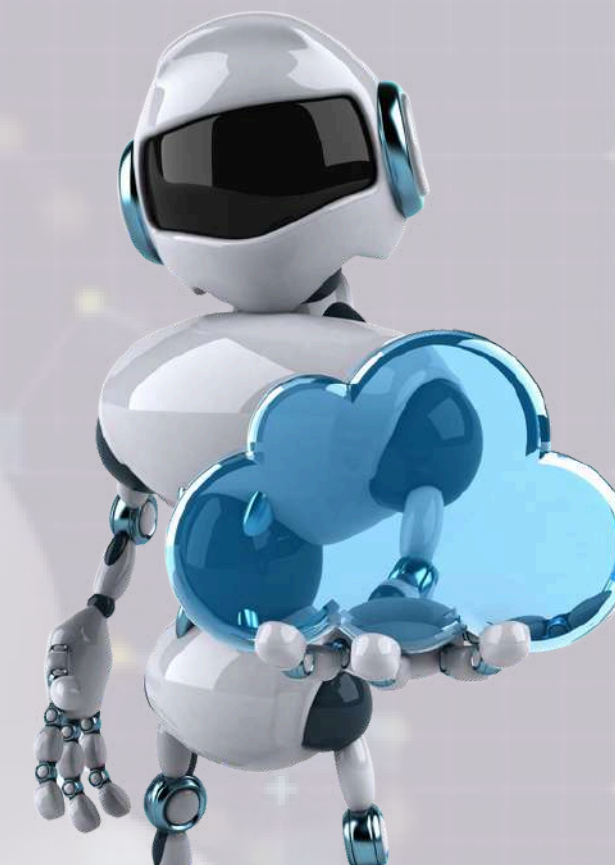
ZK DIGIMAX



ZKDigimax provides end-to-end solutions that encompass cutting-edge artificial intelligence technology, hardware, software, and services, streamline their processes and thrive in the digital era.



MART CLOUD SERVICES



**Cloud
Services**

**Infrastructure
as a Service
(IaaS)**

**Storage
as a Service
(STaaS)**

**Backup
as a Service
(BaaS)**

**Software
as a Service
(SaaS)**

**Virtual
Desktop
Infrastructure**

**Disaster
Recovery**



Artificial Intelligence - Powered Digital Transformation for Africa's Future
Powered by Intelligence. Built for Impact.

At Mart Networks we believe Africa's digital transformation should be led by African innovation. We are committed to guiding businesses toward their digital transformation goals with cutting-edge AI integration in established platforms.

Enterprise Platform Solutions Enhanced with AI

AI-Powered ERP and CRM

Complete business management suite with integrated applications enhanced with AI capabilities for CRM, Accounting, Inventory, HR, Marketing and Document management.

AI-Powered Collaboration

Social collaboration platform with AI-enhanced CRM, project management, communication hub, workflow automation and advanced analytics.

AI-Powered Business Apps

Enterprise-grade business applications powered by AI for Sales, Customer Service, Field Service, Supply Chain, Finance and Human Resources.

MART

Industry-Specific AI Solutions

Manufacturing

- Predictive Maintenance Systems
- Supply Chain Intelligence
- Production Optimization

Real Estate

- Intelligent Lead Management
- Property Valuation Intelligence
- Smart Property Management

Agriculture

- Smart Farming Systems
- Supply Chain & Market Access
- Financial Services Integration

Public Sector

- Enhanced Citizen Services
- Smart Urban Management
- Public Safety & Resource Optimization

Tourism

- Personalized Travel Experiences
- Operational Efficiency & Sustainability
- Safety & Security Enhancements

Finance

- Intelligent Customer Onboarding
- Transaction Intelligence
- Alternative Credit Scoring

IT TRAINING



BUSINESS TRAINING



GEOGRAPHICAL COVERAGE

	<u>EAST AFRICA</u>	<u>WEST AFRICA</u>	<u>MIDDLE EAST</u>
Giganet	✓	✓	✓
Siemon	✓	✓	✓
DCN	✓	✓	✓
Rittal	✓	✓	x
Fluke Networks	✓	✓	x
Sunbird	✓	✓	x
Arista	✓	✓	x
Ruijie/Reyee	✓	✓	x
Ray	✓	✓	x
Teltonika	✓	✓	x
Profitap	✓	✓	✓
Giga Computing	✓	✓	x
Qnap	✓	✓	x
Sophos	✓	✓	x
Infopercept	✓	✓	✓
StorMagic	✓	✓	x
IT & Business Training	✓	✓	✓

	<u>EAST AFRICA</u>	<u>WEST AFRICA</u>	<u>MIDDLE EAST</u>
Mitel	✓	✓	x
Peoplelink	✓	✓	x
Vtech	✓	✓	x
Fanvil	✓	✓	x
Yeastar	✓	✓	x
Tomi8	✓	✓	✓
A&T	x	x	✓
Ring	✓	x	x
ZK Teco	✓	x	x
Honeywell	✓	✓	x
UROVO	✓	✓	x
Samsung	x	✓	x
Commercial Displays: ZK Digimax	✓	x	x
Mart Cloud Services	✓	✓	✓
Mart Artificial Intelligence	✓	✓	✓

WHY CHOOSE US?

With our expertise and commitment to your success, you can count on us to be your reliable distribution partner.



BEST PRICING
& FLEXIBILITY



MULTIVENDOR
SUPPORT



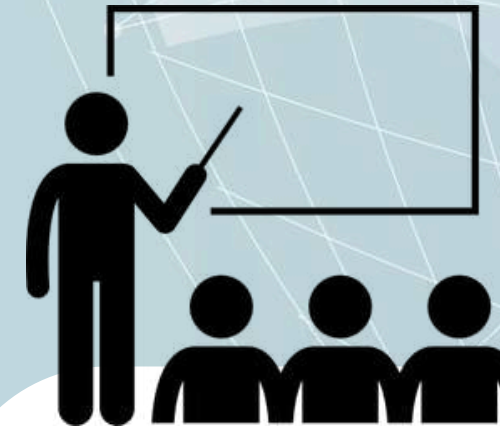
YOY
GROWTH



LOCAL STOCK &
CONSOLIDATION



SPIFF LAUNCH



TRAINING



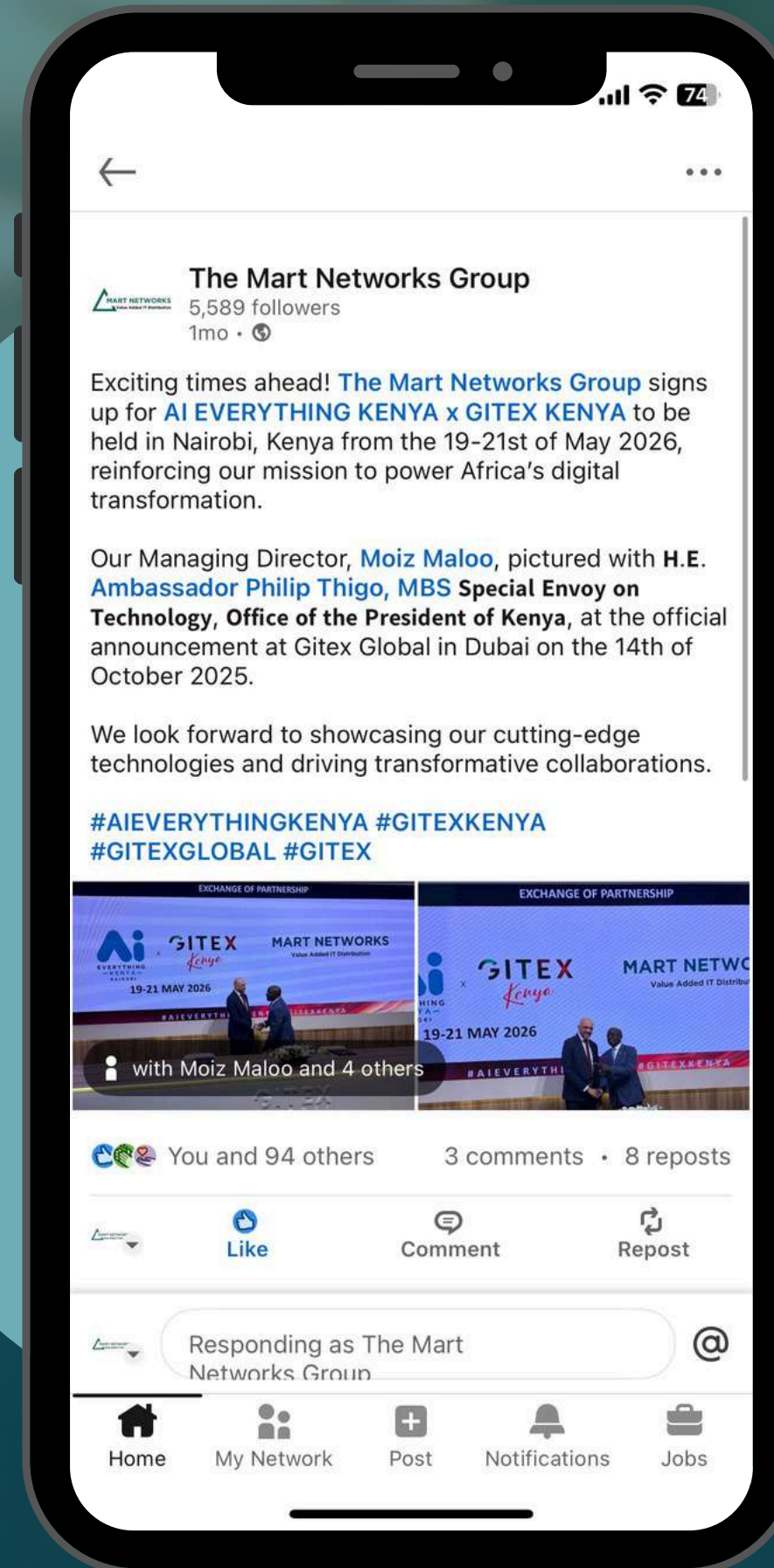
PRE & POST
SALES SUPPORT



STAY CONNECTED



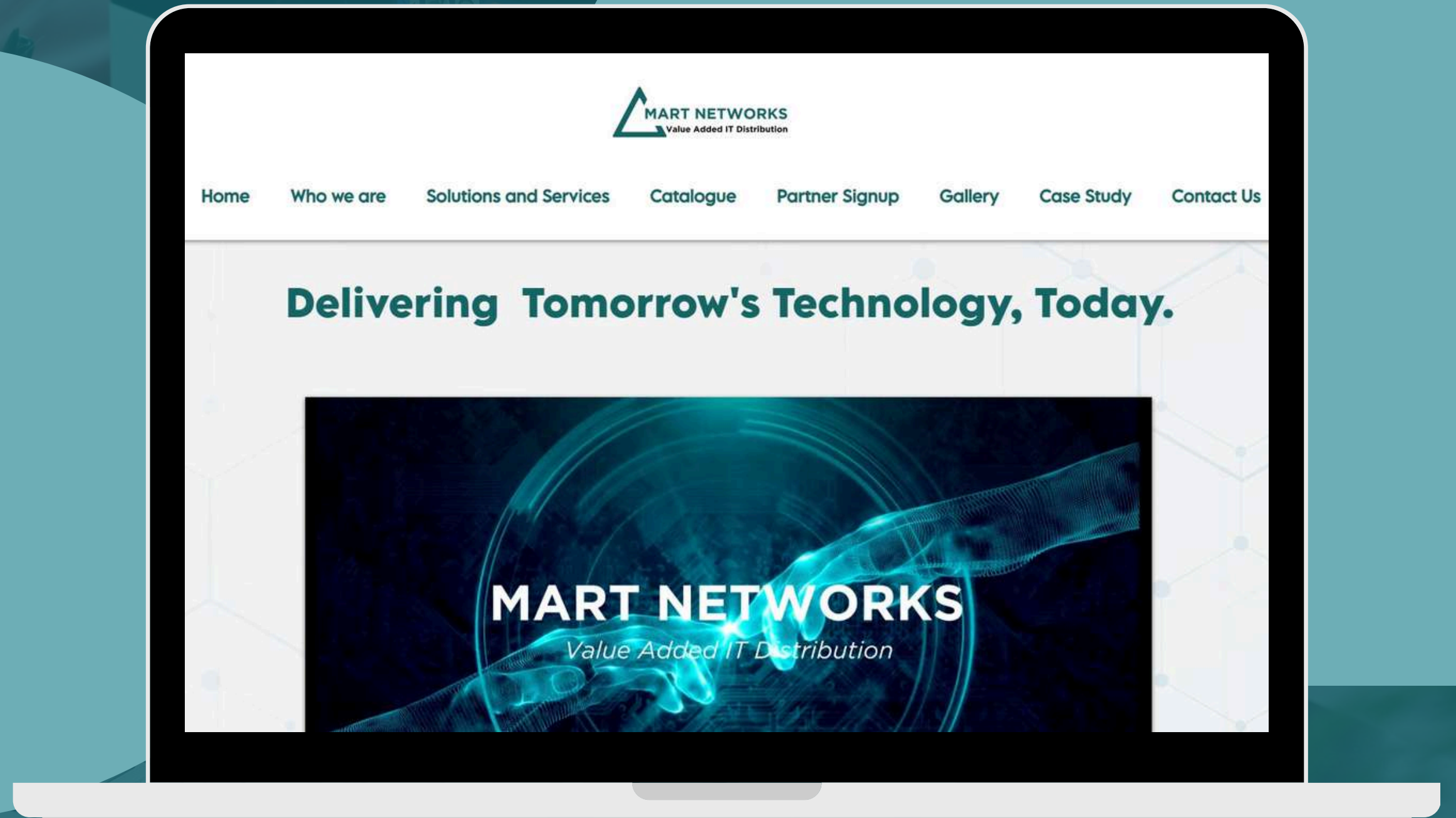
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Thanks, Contact Us

www.mart-networks.com

