PRESENTATION OVERVIEW

**SUMMARY**

* **Engagements Overview**: Key engagements from March 12th to March 22nd, 2025, include meetings with Microsoft, Huawei, Equity, CRA, and other organizations. Discussions focused on leveraging IP solutions, strategic customer engagements, and potential partnerships.
* **Microsoft Engagements**: Microsoft engagements involved discussions with key personnel like Phyllis Mwigi and Kunle Awosika. Topics included leveraging IP solutions, strategic customer support, and ECIF status for SATH Kenya. Specific opportunities with I&M Bank, Exim Bank Tanzania, and Centenary Uganda were highlighted.
* **Huawei Engagements**: Huawei engagements included discussions with Dionne Getata on cloud partnerships and joint events. Key points included the need for more resources, joint account engagements, and the potential addressable market. Specific organizations like Haco, Carrefour, and Quick Mart were identified for co-sell opportunities.
* **Equity Bank Engagements**: Engagements with Equity Bank involved discussions on security solutions, Azure Open AI POC, and M365 Copilot adoption. Key personnel included CISO Charles Wanyoike and GCIO Michael Kwofie. The focus was on supporting security requests and project approvals.
* **Other Key Engagements**: Other engagements included meetings with Tile and Carpet, DGIT, and CRA. Discussions focused on partnership opportunities, renewal and upsell of solutions, and joint market engagements. Specific action items and follow-up sessions were planned.
  + **Tile and Carpet Engagement**: Tile and Carpet engagement involved customer appreciation, discussing business state, and assessing leads. Key takeaways included addressing E-tims delays, upcoming renewals, upsell for Microsoft defender, addition of 30 users for MS Business Application Licenses, and replacement of Sophos with Fortinet.
  + **TAC Engagement Status**: Lead value of $116k was identified, including renewals and upsells. Discussions covered ETIMS completion, M365 renewal, MS Defender upsell, MS Business Application add-on, and Fortinet engagement. Services and license opportunities were in progress, along with customer week voucher follow-up.
  + **DGIT Engagement**: Meeting with DGIT focused on assessing SATH partnership for joint engagements in Cybersecurity solutions. Follow-up sessions were planned to review market accounts and leads. Bi-weekly in-person syncs were set up to evaluate revenue potential.
  + **CRA Engagement**: CRA engagement involved discussions on structure and regional coverage. A high-level evaluation of partnership was conducted, with Fresia preparing a proposal for SATH review. Ndubuisi supported follow-up with Fresia.
  + **SATH Kenya Support**: SATH Kenya support included reviewing business state, marketing engagements, and resource support. Introduction to Code Ware and Medi Smart leads was made, with plans for resource onboarding and marketing cost reduction. Investment preparation for resource support was required.
  + **Summary Engagement Status**: SATH demonstrated commitment to OEM by participating in Microsoft AI Tour. New human capital resources were added, supporting revenue objectives and existing opportunities. New pipeline/leads totaled $294k, with $650k in March executive visit support. New commercial partner DGIT and potential P2P partners CRA and Impax were introduced.

**SUGGESTIONS**

1. Slide Design: The slides have a dark background with red geometric designs. Consider using a lighter background with contrasting colors to make the text more readable and visually appealing
2. Engagements Slide: The slide outlining engagements from March 12th to March 22nd, 2025, lists key organizations and individuals involved. You could use icons or logos of the organizations to make the slide more visually engaging
3. Microsoft Contributions: The slide detailing contributions and takeaways from Phyllis Mwigi and Kunle Aworika + Lionel Moyal could benefit from bullet points to clearly separate each individual's contributions and takeaways
4. Microsoft Presentation: The slide outlining the presentation by Kelvin Muriungi could include visuals or diagrams to demonstrate the capacity and skills in delivering Dynamics CRM engagements
5. Engagement Status: The slides presenting engagement statuses with Microsoft and Huawei could use color-coded status indicators (e.g., green for completed, yellow for in progress, red for not started) to quickly convey the progress of each activity.
6. Summary Slide: The summary slide could include a visual representation of the engagement status, such as a pie chart or bar graph, to provide a quick overview of the progress
7. Stakeholder Mapping: The slide listing key stakeholders could use photos or icons to represent each stakeholder, making it easier to identify them
8. Thank You Slide: The final slide with the "THANK YOU" message could include contact information or a call to action, such as inviting the audience to visit the website or follow on social media