






## 1. Expand Into “Complete Security Solutions”

Most top competitors in Kenya don't stop at CCTV—they offer full systems like alarms, access control, and electric fencing

**Add these services:**

-  **Alarm Systems (Intruder & Fire)**
-  **Electric Fence Installation**
-  **Smart Locks & Door Access Systems**
-  **AI Surveillance (Face detection, motion alerts)**

 Create a page:

“Integrated Security Systems”


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## 2. Networking & IT Infrastructure (BIG OPPORTUNITY)

CCTV is now IP-based, meaning networking is a MUST.

**Add:**

- Structured cabling (LAN setup)
- Wi-Fi installation (homes, offices, schools)
- Router & firewall configuration
- Server room setup
- Network troubleshooting

 Many companies combine CCTV + networking already — this will increase your income per client.

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## 3. Access Control & Biometrics

This is HIGH DEMAND in:

- Schools
- Offices
- Apartments

**Add:**

- Fingerprint systems
- Face recognition entry
- Card access systems

- Gate/barrier systems

👉 Bundle it as:

“Access Control & Attendance Systems”

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#### 🕒 4. Time Attendance Systems (Payroll Integration)

This is a BUSINESS GOLDMINE.

**Offer:**

- Staff clock-in/out systems
- Biometric attendance
- Integration with payroll

👉 Target:

- SMEs
  - Schools
  - Factories
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#### 💡 5. Solar + Backup Power Solutions (VERY SMART IN KENYA)

Power issues = opportunity.

**Add:**

- Solar CCTV systems
- Inverter + battery backup
- Solar installation for homes & businesses

💡 Even cameras now come solar-powered in Kenya market

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#### 🧠 6. Smart & AI Solutions (MODERN UPGRADE)

This will make your company look *premium*.

**Add:**

- Smart home systems (lights, locks, CCTV integration)
- AI analytics (people counting, intrusion alerts)
- License plate recognition
- Remote monitoring dashboards


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## 7. Consultancy Services (HIGH-PAYING CLIENTS)

This is how you attract big companies.

### Offer:

- Security audits
- Site risk assessment
- System design & planning
- Project supervision

 Create a page:

“Security & ICT Consultancy”

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## 8. Maintenance Contracts (RECURRING INCOME)

Right now you install... then what?

### Add:

- Monthly/annual maintenance plans
- CCTV servicing
- System upgrades

 This creates **steady income**, not one-time jobs.

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## 9. Internet & ISP Services (ADVANCED LEVEL)

If you grow:

- Sell internet packages (resell ISP)
  - Install fiber connections
  - Offer business internet setup
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## 10. New Website Structure (IMPORTANT)

Your site should look like this:

### Services Menu:

- CCTV Installation
- Networking & Wi-Fi Solutions

- Alarm & Intrusion Systems
  - Access Control & Biometrics
  - Time Attendance Systems
  - Solar & Power Backup
  - Smart & AI Solutions
  - Consultancy Services
  - Maintenance & Support
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### 💡 11. Positioning (THIS IS KEY)

Right now you are:

👉 “CCTV Installers”

You should become:

👉 “**Security & ICT Solutions Company in Kenya**”

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### 🔥 Bonus: What Will Make You Stand Out FAST

Add these on your website homepage:

- “We Install CCTV + Networking + Solar + Access Control”
  - Packages for:
    - Homes
    - Businesses
    - Schools
  - Before/After project photos
  - Client testimonials (you already have some 👍)
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### ⚡ Real Talk

If you add:

- Networking
- Access control
- Solar

👉 You can **triple your income per client** because one customer can now buy 3–5 services instead of just CCTV.

## OUR CERTIFIED SECURITY & ICT EXPERTS

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 **Ian Okombo Makonjio**

### **Lead Security Systems Engineer**

#### **Professional Summary:**

Ian leads all field operations and installations, ensuring every project meets the highest standards. Known for precision and reliability, he oversees system deployment from planning to final testing.

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#### **Specialization**

- CCTV Installation & Maintenance
  - Structured Cabling & System Setup
  - Troubleshooting & System Optimization
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#### **Experience**

- Led multiple installations across residential and commercial projects
  - Ensures quality control and system performance
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#### **Quote**

“Every installation we deliver is built for performance, reliability, and durability.”

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 **Mikael Amihanda Shichenga**

### **Lead Security & Surveillance Specialist**

#### **Professional Summary:**

Mikael is the core technical brain behind I See Kenya's surveillance systems. With certified expertise in leading global CCTV technologies, he designs and deploys high-performance security solutions tailored for homes, businesses, and institutions.

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#### **Certifications**

- Hikvision Certification Program (Hikvision Certified Security Professional and associate)
- Dahua Technology Certification
- Tiandy Technologies Certification

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### Specialization

- Advanced CCTV & IP Surveillance Systems
- AI-Powered Security Solutions
- Remote Monitoring & Smart Integration
- System Design & Deployment

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### Quote

“Security is not just installation—it’s intelligent protection built to last.”

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### Augetsarm mutuka

#### Network & Infrastructure Specialist

##### Professional Summary:

Augetsarm specializes in networking and ICT infrastructure, ensuring seamless connectivity for all surveillance and security systems. His expertise bridges the gap between CCTV and modern network environments.

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### Certifications

- Cisco Certified (CCNA )

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### Specialization

- Network Design & Configuration
- Wi-Fi & LAN Infrastructure
- Router, Firewall & System Integration
- IP Surveillance Networking

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### Quote

“A strong network is the backbone of every smart security system.”

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### Timmy Zain

#### Security Solutions Consultant & Tracking Specialist

### **Professional Summary:**

Timmy drives business growth and client solutions, with a strong focus on vehicle tracking systems. He helps clients choose the right technology to secure their assets efficiently.

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### **Specialization**

- GPS Vehicle Tracking Systems
  - Fleet Management Solutions
  - Client Consultation & Sales
  - Security System Recommendations
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### **Quote**

“We don’t just sell solutions—we match technology to your exact needs.”

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### **Jimmi Kapchonge**

#### **Communications & Field Correspondent – Nairobi**

### **Professional Summary:**

Jimmi represents I See Kenya on the ground in Nairobi, handling client communication, site coordination, and project follow-ups. He ensures smooth interaction between clients and the technical team.

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### **Specialization**

- Client Relations & Coordination
  - Site Assessments & Reporting
  - Project Communication & Follow-up
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### **Quote**

“Clear communication ensures every project runs smoothly from start to finish.”

## **8. Final Positioning (CRITICAL)**

**Right now you look like:**

 **“CCTV installers”**

**After upgrade you will look like:**

**👉 “Certified Security & ICT Experts in Kenya”**