



Desknets Limited

Company Profile



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Executive Summary & About Us

Desknest Limited is a premier, dynamic Kenyan enterprise specializing in the supply of high-quality general office stationery and 100% genuine printing consumables.



Our tagline, “**Your Pen to Printer Partner,**” reflects our comprehensive approach to modern workplace needs. We cover everything from basic writing instruments to advanced corporate office printers and all associated consumables.

The Problem We Solve

Many schools, SMEs, and corporate entities struggle with counterfeit products, unexpected stock-outs, and unreliable delivery timelines. Counterfeit toners damage expensive hardware and lead to poor print quality, while supply delays disrupt critical workflows like school exam periods or corporate billing cycles. By supplying only genuine OEM products with fast delivery across the region, we protect your hardware investments, maximize operational uptime, and serve as a single, reliable vendor for all your administrative needs.



Mission & Vision Statement

MISSION

To be the most reliable "Pen to Printer" partner for Kenyan businesses and institutions by supplying authentic office supplies and genuine printing consumables, delivered on time, every time.

Mission

VISION

To be Kenya's most trusted office supplies brand by 30/12/2030, recognized nationwide for 100% product authenticity, zero stock-outs, and exceptional client service.



Desknest Limited

Your Pen to Printer Partner

Company History & Key Milestones

In 2026, the company officially incorporated in Nairobi, Kenya, as Desknest Limited, achieving key early milestones by becoming fully registered with the Kenya Revenue Authority (KRA) and securing essential AGPO certification, while simultaneously establishing a robust foundation for growth through strategic partnerships with authorized regional distributors.

2026 CORPORATE MILESTONES

Desknest Limited

Organizational Structure & Management Team



Desknest Limited

Your Pen to Printer Partner

OPERATES UNDER A LEAN, HIGHLY RESPONSIVE ORGANIZATIONAL STRUCTURE DESIGNED TO ELIMINATE BUREAUCRATIC DELAYS AND OFFER DIRECT ACCOUNTABILITY TO OUR CLIENTS.



MANAGING DIRECTOR

- OVERSEES STRATEGIC GROWTH, PARTNERSHIP COMPLIANCE, AND QUALITY ASSURANCE.



SALES LEAD

- MANAGES CLIENT ACCOUNTS, CUSTOMIZED CORPORATE CONTRACTS, AND FAST-RESPONSE PROCUREMENT REQUESTS.



CLIENTS

Desknest Limited

Products & Services Offered

1. Genuine Toners & Cartridges

We supply authentic printing consumables for leading global brands including HP, Ricoh, Riso, Kyocera, and Canon, complete with official manufacturer warranties and authenticity verification. This guarantees crisp, professional documents every time, protects your equipment from costly damage, and lowers your long-term

2. General Office Supplies

A comprehensive catalog containing premium printing papers, filing systems, pens, staplers, binding machines, and printer maintenance kits. This all-in-one solution streamlines your procurement process, allowing your administrative team to manage monthly essentials through a single invoice.



Desknest Limited

Products & Services Offered

3. Technical Printer Support Services

Beyond supply, we provide expert installation, user training, basic troubleshooting, and preventive supply planning. Our qualified technicians are fully equipped to repair and service multifunctional office printing products, drastically reducing printer downtime and ensuring zero disruptions during high-stakes periods like school exam seasons.

4. Corporate & School Accounts

Tailored credit facilities and structured supply contracts available upon approval. These flexible arrangements ease cash flow pressures for institutions, allowing you to secure vital supplies immediately and settle accounts under mutually agreed-upon terms.



TARGET MARKET & GEOGRAPHIC COVERAGE

TARGET MARKET



Primary Market

Schools, colleges, and educational exam centers requiring heavy, time-sensitive print volumes.

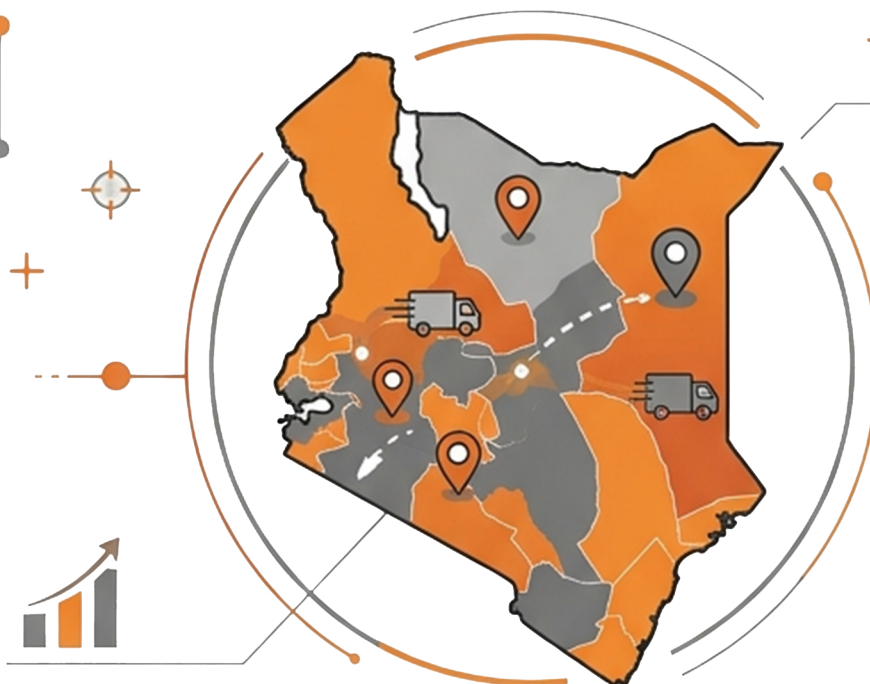


Secondary Market

SMEs, law firms, medical clinics, NGOs, and corporate offices seeking to optimize their administrative supply chains.



GEOGRAPHIC COVERAGE



Proudly serving clients across Kenya, with efficient logistics tailored for both local and regional deliveries.

Core Values & Company Culture

1. Authenticity First



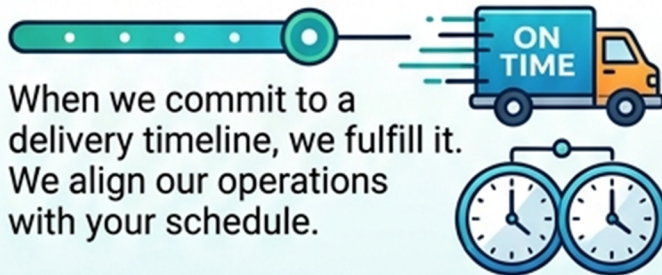
We strictly supply original products. We have a zero-tolerance policy for refills, clones, or counterfeits.



2. Unwavering Reliability



When we commit to a delivery timeline, we fulfill it. We align our operations with your schedule.



3. Customer Obsession



We offer lightning-fast communication via WhatsApp and email, backed by same-day delivery options for urgent orders.



4. Integrity



We build long-term relationships through transparent, honest pricing and product recommendations.



Achievements, Awards & Certifications



1. Regulatory Compliance: KRA & AGPO

Fully compliant with a valid KRA PIN and AGPO (Access to Government Procurement Opportunities) Certification registered in 2026.



2. Authorized Reseller Status

Currently in advanced stages of authorization with major OEM brands to guarantee direct factory-to-office authentication.



3. Proven Track Record

Already established as a trusted procurement partner for intensive exam-season printing within public secondary schools.



TRUSTED PARTNER

Financial Highlights

As an agile startup incorporated in 2026, Desknest Limited is currently in an aggressive growth phase. We are backed by solid working capital and lean operations, ensuring we can comfortably scale up to fulfill large-scale institutional and corporate orders.



Corporate Social Responsibility (CSR)



We believe in growing alongside the community that supports us:

- **Educational Sponsorships:** Dedicating a portion of our proceeds to sponsor school fees for needy students, keeping them in school.
- **Youth Employment:** Actively hiring, training, and mentoring local youth for logistics, delivery, and administrative roles to build valuable workplace skills.

FUTURE GOALS & STRATEGIC DIRECTION



PUBLIC SECTOR SCALE

SECURE COUNTY AND NATIONAL GOVERNMENT TENDERS VIA OUR AGPO REGISTRATION BY 2027.



PHYSICAL & DIGITAL EXPANSION

OPEN A FLAGSHIP WALK-IN RETAIL STOREFRONT AND OFFICIALLY LAUNCH OUR E-COMMERCE PLATFORM FOR SEAMLESS ONLINE ORDERING.



DIRECT DEALERSHIPS

ACHIEVE DIRECT DEALERSHIP STATUS WITH AT LEAST TWO MAJOR OEM BRANDS TO PASS ON MAXIMUM COST SAVINGS TO OUR CLIENTS.



MANAGED PRINT SERVICES (MPS)

INTRODUCE AN ALL-INCLUSIVE MPS MODEL FOR SCHOOLS AND SMES, PROVIDING HARDWARE, MAINTENANCE, AND CONSUMABLES UNDER A PREDICTABLE, SINGLE PER-PAGE FEE STRUCTURE.



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GET IN TOUCH



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