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**TECHNO BRAIN,**  
Empowering Lives In Africa Through  
Strategic It Based Business Solutions.

Orange Botswana struts  
its "Superfast" 4G

**DOW AgroScience**  
Harnessing the Power of Science  
to solve the Challenges of the  
Growing world.





Mr. Manoj Shanker - Techno Brain CEO

# TECHNO BRAIN, Empowering Lives In Africa Through Strategic It Based Business Solutions.

BY NELSON LAWRENCE

**T**echno Brain, a regional benchmark in the Information Technology and Communication sector has grown to become Africa's leading provider of custom software applications offering innovative software applications and solutions to Governments, NGOs and other Privately owned companies. The company began as a Training Centre in Tanzania in 1997 and has grown over the years achieving massive development becoming Africa's leading custom software application provider.

Techno Brain provides custom software application, IT Products, BPO / ITES and IT Training to clients across the globe. The company, classified as a people oriented organization is proud to be a leading custom

software application development company in Africa that provides conducive work-environment and opportunity to lead & grow.

At an interview with the CEO of the company, Mr. Manoj Shanker he mentioned that, "Our operations cut across a number of countries in the African region including Tanzania, Burundi, Ethiopia, Ghana, India, Malawi, Mozambique, Namibia, Nigeria, Rwanda, Mauritius, South Africa, Botswana, Lesotho, South Sudan, Swaziland, UAE, Uganda, UK, USA, Zambia, Zimbabwe and headquartered in Kenya."

"The most unique proposition about Techno Brain is its ability to provide customers

complex business solutions fully designed and developed in Africa. For example, we are the first company in the region to develop solutions like Automated Finger Print Identification System for Police departments that increases criminal tracking efficiencies, Revenue Managements Systems which helps local governments to electrically collect and manage revenues and many more. In this quest, we have built more than 70 solutions and 11 products for African requirements at affordable African prices. These innovative solutions bring value to customers in terms of cost of ownership, creating employment, building capacity and delivery of high value services which was not possible before." He further added.

Being the only and the first company in the Sub-Sahara African region to be accredited CMMI Level III certification for quality process, the company has been on the forefront on enhancing development of Africa's IT sector. It is for this sole reason that they have managed to build a high tech technology company in Africa by Africans, by empowering both their employees and clients.

"In addition, Techno Brain is also the partner of choice having achieved numerous awards like Microsoft Partner of the Year, Google Innovation Award amongst many more. They have also been named the 2014's 2nd fastest growing Technology Company in Africa in by Deloitte Fast 50 Technology program having attained 621% growth in five years. The exponential growth and innovation has seen us become the only African IT company that has grown to be present globally (Africa, UK, Asia, USA, Middle East) in and the IT partner of choice by world recognized IT companies like Microsoft, SAP, Oracle, IBM amongst others." Explained Mr. Manoj Shanker.

The company has developed imperative business affiliations working with other institutions and authorities with an endeavour to build the African Knowledge economy and in the process empower the citizens, industry and youth, who are pillars of any growing economy. In this relation, the work as the advisory council for various universities, Government Capacity building master plans, Technology councils which works around aligning the needs of the nation's workforce development plan to the needs of the industry and academia. This will ensure ready workforce to the industry having trained over 500,000 students since the past 17 years that have largely

contributed to the knowledge economy.

"Techno Brain is an equal opportunities employer whose core focus is 'Empowering Lives' within Techno Brain and in the local communities within which we conduct our business. Fundamentally the strength of any economy in today's world is based on the skills and capabilities of its people. We believe that we have a key role to play in building that capacity, particularly in crucial IT skills, both through providing employment and through the work of our training operations. Techno Brain is a significant employer in Kenya, currently providing work and opportunity for more than 500 people. In 2014 alone we recruited and trained 213 new staff." Stipulated the CEO.

The company also strives to make a contribution through the solutions they deliver, whether they be solutions to enable governments to deliver better service to their constituents, for example the digitization of medical records for Kenyatta National Hospital, for private companies to improve effectiveness and profitability or solutions focused on the disadvantaged or vulnerable in our society, such as our work with Child Helpline Kenya.

Mr. Manoj Shanker also mentioned that, "Terms of knowledge and skills at Techno Brain, we continuously improve individual performance and productivity by encouraging a culture of learning where every employee has opportunities to discuss or seek support from their managers through Performance Conversations. We encourage employees from the onset, during on-boarding, to view every single interaction, task or activity as a learning opportunity. Moreover, we provide many

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Learning & Development Initiatives that contribute to each employee's personal & career growth including Coaching and Mentoring, Learning Circles, Leadership Pipeline training and Career Building sessions."

In culmination, it is therefore vivid that the increasing demand and opportunities for technology skills will provide the platform for strong growth in the training business. The BPO business will benefit both from increasing acceptance of the benefit of outsourcing in the local market as well as recognition from the global market that Africa is now ready to take and operate substantial offshore operations. This means that the regional economy presents a lucrative platform for growth and development for the company in the next few years.

As Africa's economies grow so too will the need for enterprise solutions within the private sector. Techno Brain's strong partnerships with SAP, Oracle and Microsoft and our CMMI level 5 accredited delivery service places us in a strong position to deliver the quality solutions this growing sector will demand moving forward.

My business philosophy has always come down to one word: PASSION. Steve Jobs once said, "The only way to be great, is to love what you do." I see that passion everyday with the young talented individuals I work with. The talent young talent Africa has to offer is greatly valuable to Africa's economic growth and I am honoured to be part of this growth." Cited Mr Manoj Shanker- CEO Techno Brain Limited.

