

## New partners in Kenyan SMB market

AccessKenya Group has attained certification for the Cisco Channel Partner Program and is now one of only eight Cisco Premier Partners in Kenya.

By [Carole Kimutai](#) 23 Nov 2007

By achieving this certification, AccessKenya has established that it is competent to sell, install, and support Cisco Solutions. The company will benefit from an increased level of support from Cisco, including access to superior products and services, technical support, productivity tools, online training and comprehensive marketing resources.

As part of the certification, the company has also achieved the Cisco SMB Specialization, which focuses on small and medium-sized businesses. This specialized certification demonstrates AccessKenya's business and technological proficiency and expertise targeted to the SMB market and Cisco's associated SMB focused products. As part of the specialization, the company has been trained in routing and switching, wireless LANs and security technologies, amongst others.

"This certification will help us to spearhead our strategy of providing significant value for the SMB market and it will better aid us to design and develop more advanced solutions for those clients using market leading solutions from Cisco," said Jonathan Somen, MD, AccessKenya.

"We are probably the only company to have achieved this certification in the shortest time span of five weeks. We are excited to see their commitment and vision to want to drive this initiative and target the SMB market to which they can provide significant value and service," said Shahab Meshki, Regional GM, Cisco Systems.

### ABOUT CAROLE KIMUTAI

Carole Kimutai is a writer and editor based in Nairobi, Kenya. She is currently an MA student in New Media at the University of Leicester, UK. Follow her on Twitter at [@CaroleKimutai](#).

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