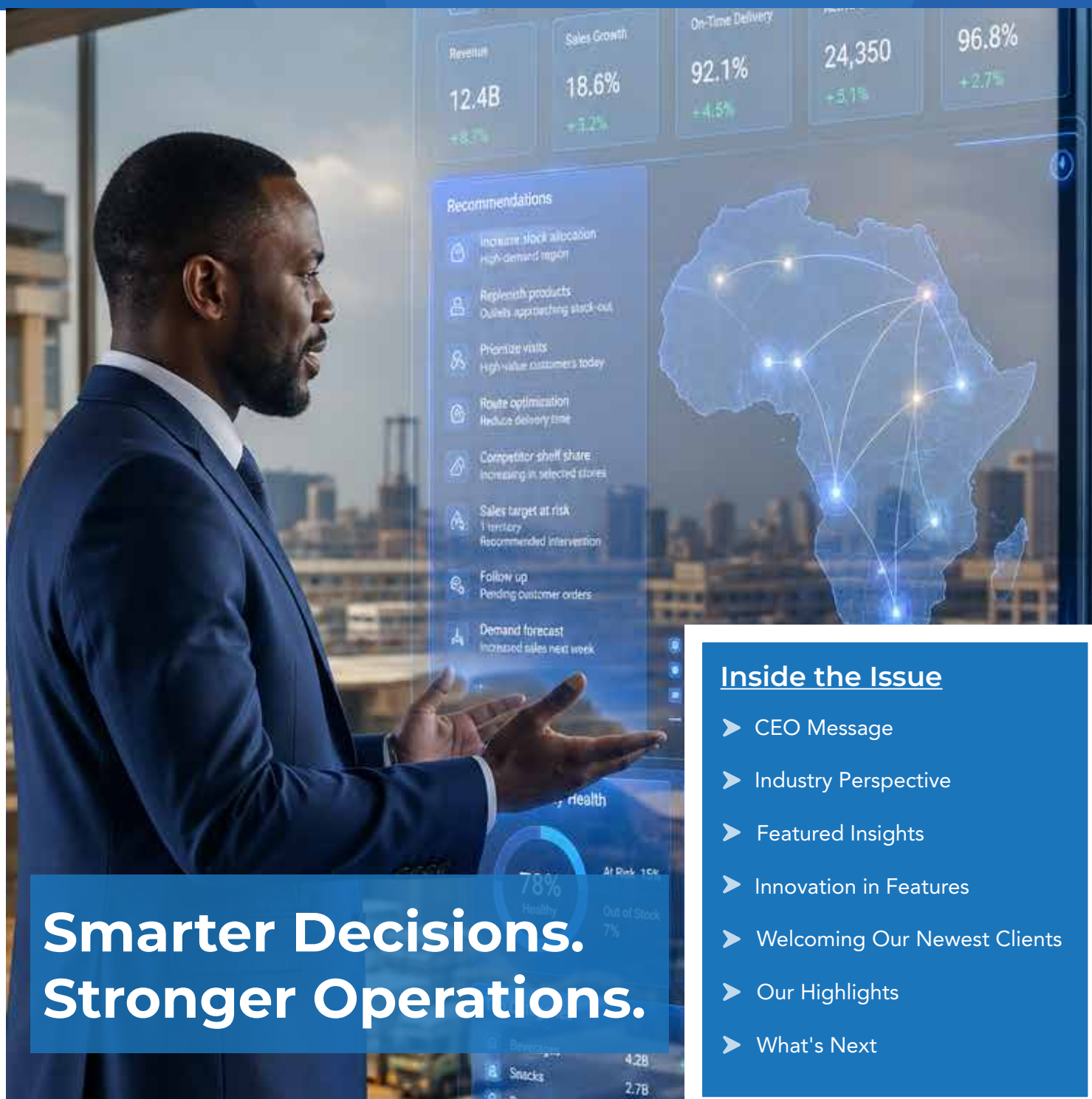


# Newsletter

ISSUE / 02 / JULY 2026



**Smarter Decisions.  
Stronger Operations.**

## Inside the Issue

- CEO Message
- Industry Perspective
- Featured Insights
- Innovation in Features
- Welcoming Our Newest Clients
- Our Highlights
- What's Next

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## CEO Message

### Turning Data into Decisive Action

The first half of 2026 has challenged businesses to navigate rising operational costs, tighter margins, evolving consumer behaviour, and increasingly complex supply chains. Success today is no longer defined by the amount of data an organization collects, but by how quickly it can transform that data into informed action.

Across the industry, businesses are embracing intelligent technologies to improve visibility, streamline operations, and make faster, more confident decisions. This shift is redefining how organizations approach sales, distribution, logistics, and retail execution.

Our focus throughout H1 has been on helping clients simplify operations and unlock greater value from their business data. By combining intelligent automation with practical business applications, we continue to empower organizations to improve execution, increase operational efficiency, and build resilience in a rapidly changing market.

As we look to the second half of the year, we remain committed to delivering solutions that help businesses turn operational challenges into opportunities for sustainable growth.

## Industry Perspective

### AI Is Reshaping Field Sales and Retail Execution

Artificial Intelligence is rapidly transforming how commercial teams operate. Once viewed as a back-office technology, AI is now becoming an essential capability for field sales, retail execution, and operational decision-making.

For manufacturers, distributors, and retailers, AI is helping teams capture better field intelligence, identify execution gaps earlier, prioritize resources more effectively, and respond faster to changing market conditions. The result is improved visibility, stronger execution, and better business outcomes.

As organizations continue to navigate growing commercial complexity, AI is emerging as a strategic enabler of operational excellence. Businesses that combine human expertise with intelligent technology will be best positioned to compete in an increasingly data-driven marketplace.





# From Dashboards to Decisions: Why Conversational AI Is Changing Business Intelligence

For years, dashboards have been the primary way organizations consumed business intelligence. While they remain valuable for monitoring performance, today's business environment demands faster, more intuitive access to information.

Conversational AI is redefining how decision-makers engage with business data. Rather than navigating multiple reports, users can ask questions in natural language and receive instant, contextual insights that support timely decision-making.

This evolution removes technical barriers, accelerates collaboration, and empowers business users at every level of the organization. As the pace of business continues to increase, competitive advantage will belong to organizations that can move from information to action with speed and confidence.

We believe the future of business intelligence lies not in producing more reports, but in enabling better decisions.





## Innovation in Features

### Innovating for Smarter Business Operations

Throughout H1, Solutech expanded the EVA platform with intelligent capabilities designed to help organizations simplify operations, improve visibility, and make smarter business decisions.

**EVA Vision** transforms retail images into actionable business intelligence, providing real-time visibility into product availability, pricing, planogram compliance, and in-store execution.

**EVA Docs** converts business documents including LPOs, invoices, delivery notes, and operational records into structured digital data, reducing manual processing while improving speed and accuracy.

**ASK EVA**, our AI Analytics Assistant, enables users to interact with business data using natural language, delivering instant insights that accelerate operational and strategic decision-making.

**EVA Logistics** enhances logistics operations through end-to-end visibility, helping organizations optimize deliveries, improve route execution, and strengthen customer service.

Together, these innovations reflect our commitment to delivering practical technologies that help businesses operate more efficiently, respond faster to change, and transform data into measurable business outcomes.

## Welcoming Our Newest Clients

### A Warm Welcome to Our New SAT Partners

This H1, we were honoured to welcome 21 new manufacturers and distributors onto Solutech SAT, giving their teams end-to-end visibility into field sales execution from van sales and merchandising to logistics and order management.

New collaborations include :

Evervictory Limited, Agillis, Buffalo Millers, Tropical Brands Afrika Ltd, Brilliant Dom Company Limited, Salvo Grima Uganda, Aryze Company Ltd, Allenbridge Limited, Aquadent Dental Clinic, J.R Bhatt Processors Ltd, Tarmal Group, Coastal Bottlers Ltd, Demka Dairy, SmartBridge Distributors Limited, Movit Zambia, Top Marketing Agency DRC, Noble Outlook Limited, Pinefrost Limited, Melvin Marsh International Ltd., Explast Ltd Mauritius, Kaya Comfort Limited, and Odyssey Xpress Limited.

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To each of you, welcome to the Solutech family. We're proud to be part of your journey toward greater visibility and stronger execution across your field operations, and we look forward to growing alongside you.





## Our Highlights

### Advancing Innovation Together

Throughout the first half of 2026, Solutech continued to collaborate with industry leaders, partners, and clients to advance conversations around AI, operational excellence, and digital transformation

#### AI in Sales Masterclass

We joined industry experts to explore how Artificial Intelligence is reshaping commercial operations and enabling organizations to make faster, smarter business decisions.

#### Industry Engagements & Product Activations

Through customer demonstrations and solution showcases, we highlighted how the EVA platform is helping businesses improve operational visibility, streamline workflows, and unlock greater value from their data

Our continued engagement with the industry reflects a shared commitment to driving innovation and supporting the future of intelligent business operations across Africa.



## What's Next

### Solutech Podcast Relaunch

We're excited to relaunch the Solutech Podcast with fresh conversations featuring industry leaders, technology experts, and business practitioners discussing AI, sales, logistics, analytics, and the future of digital transformation.

### Africa Logistics Exhibition

**15–17 July 2026**

Join us for live demonstrations of the EVA platform and discover how intelligent technologies are helping organizations improve visibility, optimize logistics operations, and make faster, data-driven decisions.

### Client Workshops

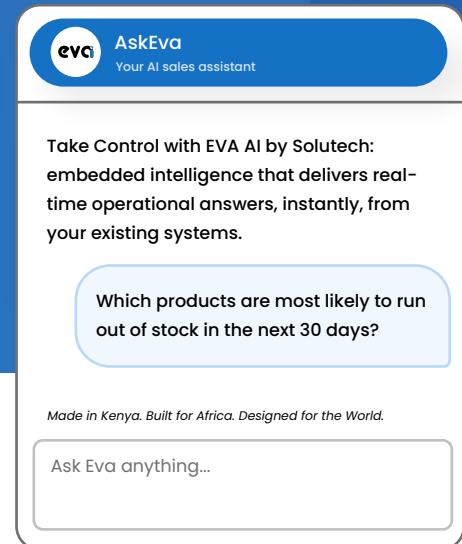
Later this year, we'll host a series of exclusive client workshops focused on AI adoption, operational excellence, and data-driven decision-making. Dates and registration details will be shared soon.

## Looking Ahead

The pace of change across our industry continues to accelerate, creating new opportunities for organizations willing to embrace innovation. At Solutech, we remain committed to helping businesses navigate this transformation with practical, intelligent solutions that simplify operations and deliver measurable value.

Thank you for your continued trust and partnership. We look forward to working with you as we build smarter, more connected, and more resilient businesses together.

# Ask EVA helps you understand what is happening.



**Contact Us Today**

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