KIWAMI TECH SOLUTIONS LTD

Business Proposal

Elevating Software Quality, One Product at a Time

Company Overview

↗ About Us

Kiwami Tech was founded on the principle that the software industry needed a transformative approach to QA testing. We recognized the challenges faced by businesses due to prevailing bugs and inefficiencies, motivating us to embark on a mission of innovation.

↗ Mission

To revolutionize the software development process by providing exceptional testing solutions that ensure quality, performance, and security.

↗ Vision

To be the trusted leader in Testing as a Service (TaaS), empowering businesses to deliver flawless software with confidence

Our Expertise

Manual Testing

USSD Testing

Automation Testing (Mobile, API and Web)

Device Farm Management

CI/CD Intergration

Security Testing

Performance Testing

Staff Augmentation and Training

Tools & Technologies

Automation: Selenium, Appium, Cypress, Playwright, Robot Framework, Rest Assured, Cucumber.
Performance Testing : JMeter, LoadRunner.
CI/CD Integration: Jenkins, GitHub Actions, Azure.
Test Management: Jira, TestRail, Zephyr, ALM.
Security Testing: OWASP ZAP

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Our Service Offering

① Consultancy

Kiwami Tech offers customized Consulting services for QA support, strategy, test architecture and process improvement.
Pricing: Silver, Gold, Premium, SME Business and Enterprise Plan Options.

② Bug Quest – Application Bug Hunt

A rapid, crowd-sourced bug testing service with vetted testers executing real-time exploratory tests on your app.
Flat Rate: KES 4,000 per tester (minimum 10 testers).
Turnaround: Final report delivered within 48 hours.

③ One-Time Talent Acquisition

Kiwami Tech helps organizations hire skilled QA professionals through a one-time recruitment service. We handle sourcing, technical assessments, and interview coordination.
Fee: 95% of one month's gross salary per successful hire

④ Contract-to-Hire (Probationary Engagement)

A 3-month probation model where Kiwami Tech manages QA professionals on your behalf. Clients can assess candidates in a live work setting before permanent hiring.
Fee: 20% of gross monthly salary per candidate as a management fee.
Minimum Team Size: 5 QA professionals.

⑤ Cooperate Training and Capacity Building

Kiwami Tech offers flexible, high-impact training programs tailored to your team's skill level and goals.
Amount may vary depending on the number of personnels to be trained, days and depth of training.
Fee: Ranging from 10,000 per person

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Consultancy Pricing Options

Silver Plan

- ✅ Meeting with the testers on a live call per week
- ✅ Test case documentation
- ✅ Manual Software Testing
- ✅ Bug Reporting
- ✅ Retesting and Regression Testing
- ✅ Weekly Test Summary Report

Gold Plan

- ✅ Meeting with the testers on a live call per week
- ✅ 3 Test professionals
- ✅ Testcase documentation
- ✅ Manual & API Software Testing
- ✅ Bug Reporting
- ✅ Retesting and Regression
- ✅ Daily Test Summary Reports

Premium Plan

- ✅ Daily and weekly meetings with Team lead
- ✅ Monthly Report
- ✅ Test Plan Creation
- ✅ Test case documentation
- ✅ Manual & API Automation Testing
- ✅ Retesting and Regression Testing
- ✅ Bug Reporting
- ✅ Daily Test Summary Reports

SME Business

- ✅ Daily and weekly meetings by Automation and Manual Leads
- ✅ Monthly QA Report on progress
- ✅ Test Plan Creation
- ✅ Test case documentation
- ✅ Manual Software Testing
- ✅ Test Automation (API & WEB & Mobile)
- ✅ Retesting and Regression Testing
- ✅ Bug Reporting
- ✅ Test Summary reports
- ✅ Set up the testing team.

Consultancy Pricing Options Cont...

ENTERPRISE BUSINESS

- ✅ Daily and weekly meetings by Automation and Manual Leads
- ✅ Monthly QA Report on progress
- ✅ Test Plan Creation
- ✅ Test case documentation
- ✅ Manual Software Testing

- ✅ Test Automation (API & WEB & Mobile)
- ✅ Retesting and Regression Testing
- ✅ Bug Reporting
- ✅ CI & CD Intergration
- ✅ Test Summary reports
- ✅ Set up the testing team.

How We Do It

1. Analyse the Project Requirements

We start by thoroughly analyzing the project requirements to gain a comprehensive understanding of your goals and objectives.

2. Strategize the Testing Approach to Use

Based on the project requirements, we strategize the most effective testing approach to ensure thorough coverage and optimal results.

3. Generate the Test Plan Document

We create a detailed test plan document outlining the testing strategy, scope, objectives, and methodologies to be employed throughout the project lifecycle.

4. Allocate Dedicated Resources for the Project

We allocate dedicated resources, including skilled professionals and necessary tools, to ensure the successful execution of the project within the defined timelines and budget.

5. Test Execution and Daily Reporting

Our team executes the test plan meticulously, conducting tests, identifying issues, and providing daily reporting to keep you informed about the progress and any potential challenges.

6. Launch and Set-Up of CI/CD Operations

Upon completion of testing, we assist in the seamless launch and set-up of Continuous Integration/Continuous Deployment (CI/CD) operations to ensure efficient deployment and delivery of your software products.

7. Monitoring and Analysis

We continuously monitor the performance and behavior of your software products post-launch, analyzing data and gathering insights to identify areas for improvement and optimization.

OUR WORKFLOW

1 Analyse the Project Requirement
2 Strategise the Testing Approach to use
3 Generate the Test Plan Document
4 Allocate dedicated resources for the project
5 Test Execution and Daily Reporting
6 Launch and Set- up of CI/CD Operations
7 Monitoring and Analysis

Comparison for consultancy Pricing Options

Plan	Silver	Gold	Premium	SME Business	ENTERPRISE
Meetings	Weekly calls with testers	Weekly calls with testers	Daily & weekly meetings with QA Lead	Daily & weekly meetings by Automation & Manual Leads	Daily & weekly meetings by Automation & Manual Leads
Team Size	2+ testers	3 QA professionals	Assigned QA team	Dedicated QA Automation & Manual team	Dedicated QA Automation & Manual team
Test Plan Creation	✅	✅	✅	✅	✅
Test Case Documentation	✅	✅	✅	✅	✅
Manual Software Testing	✅	✅(+API)	✅(+API)	✅(+API)	✅(+API)
Bug Reporting	✅	✅	✅	✅	✅
Automation Testing	✕	✕	✅(API)	✅ (API, Web, Mobile)	✅ (API, Web, Mobile)
CI/CD Intergration	✕	✕	✕	✕	✅
Regression & Retesting	✅	✅	✅	✅	✅
Test Summary Reports	Weekly	Daily	Daily	Daily	Daily
Team Setup	–	–	–	✅ Full QA Team Setup	✅ Full QA Team Setup

🐞 Bug Quest – Application Bug Hunt Pricing Options

- ✓ Share a brief about the projects.
- ✓ Meet with our representative to onboard us on the project.
- ✓ Submit your test data, like test URL, test build and other exclusive credentials.

- ✓ Based on the number of Testers selected, we onboard them.
- ✓ Application bug hunting completed.
- ✓ Test Report submitted within 48 hours max.
- ✓ Retesting is a NEW SUBSCRIPTION

💼 One-Time Talent Acquisition Service

Hire qualified QA professionals through our Vetted Hiring Service

We assist companies in recruiting skilled QA professionals by managing the initial recruitment lifecycle.

Our role ends once the candidate is successfully hired by you.

95% of one month's gross salary per successful hire
30% deposit upfront before candidate sourcing begins
70% upon successful placement of each candidate

This fee covers:

- ✓ All sourcing marketing and effort
- ✓ Two technical interview stages by Domain Experts
- ✓ Seamless Coordination with Your Team
- ✓ Recommendation report on the candidate

💼 One-Time Talent Acquisition Service Approach

Sourcing Candidates

We begin by sourcing candidates from our internal and external talent pools

Initial Screening

Initial screening and role fit check

Technical practical interview (based on real test scenarios)

Technical practical interview

Oral technical interview

Oral technical interview

Coordination with your Hiring Manager and HR for final round

Contract-to-Hire Option (Probationary Engagement)

Kiwami Tech provides a Contract-to-Hire engagement model that allows companies to evaluate new QA professionals over a controlled 3-month probationary period before full-time internalization.

This model balances flexibility, quality, and accountability.

You will be invoiced monthly for each contractor, based on the agreed gross salary plus a 20% management service fee to Kiwami Tech.

- ✅ Minimum of 5 QA professionals required to initiate
- ✅ Candidates work under Kiwami Tech's contract during the 3-month probation
- ✅ We manage onboarding, HR, payroll, and performance tracking
- ✅ After the 3 months, you may choose to internalize the candidate
- ✅ Candidates cannot be terminated or replaced before the probation ends, ensuring commitment and fairness to both parties

Cooperate Training and Capacity Building

Kiwami Tech provides customized corporate training programs designed to upskill internal teams in Software Quality Assurance (SQA), Test Automation, Agile Methodologues, and modern QA practices.

Our hands-on approach ensures participants gain practical, job-ready skills aligned with your company's tools, workflows, and industry standards.

Whether you're onboarding new testers or transforming developers and analysts into QA champions, our programs are tailored to meet your team's current maturity and future goals.

Below shows the standard pricing. Amount may vary depending on the number of personnels to be trained, days and depth of training.

Training Program	Price (KES)
Manual Testing	20,000
Manual Testing + ISTQB Certification voucher	35,000
Test Automation	40,000
Automation + ISTQB Certification voucher	57,000
Performance Testing (PT)	45,000
Performance Testing + ISTQB Certification voucher	65,000
Security Testing	50,000
Security Testing + ISTQB Certification voucher	75,000

Call To Action

1 **Choose service** — Next is to confirm your preferred service model.

2 **Issuance of service contract** — Upon agreement, we will issue a service contract

3 **Onboarding meeting** — We will set up a meeting to onboarding the service

4 **Service Delivery** — Begin service delivery within 48–72 hours of contract signature and initial payment (if applicable)

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Contact Us

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