



COMPANY PROFILE

Strategic Technology Advisory.

Agradient advises the CEOs, CFOs, and Boards of enterprises on their most consequential technology decisions — the ones where the cost of being wrong is measured in years, not quarters.

Nairobi, Kenya · The Piano House, Westlands
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2026

42+

ENTERPRISE ENGAGEMENTS

4

PRACTICE AREAS

Nairobi

HEADQUARTERS

ABOUT AGRADIANT

Strategy first. Technology second.

Most technology programmes fail not because of bad engineering, but because of strategy that was never adequately interrogated before implementation began. Agradient closes that gap — for the enterprises where the cost of getting it wrong is highest.

"We are not a technology firm that provides strategy. We are a strategy firm with the technical depth to ensure our recommendations are implementable."

OUR CONVICTION

Technology should serve strategy — never the reverse.

The firm advising you on strategy should not profit from implementing it.

A recommendation we cannot see through to execution is not a recommendation — it is a presentation.

The enterprises where the cost of failure is highest deserve the most rigorous counsel.

THE STRUCTURAL ADVANTAGE

Agradient separates advisory from implementation by design. We define the strategy. Our engineering alliance, SoftHorizon, implements it. You receive independent strategic advice and world-class technical execution — without the bias that comes from a unified commercial interest.

AGRADIANT

Strategy, advisory, and accountability for outcomes

SOFTHORIZON

Technical implementation and engineering execution

PRACTICE AREAS

Four disciplines. One standard.

No recommendation we cannot see through to execution.

STRATEGY

Digital Strategy & Roadmap

The technology roadmap that doesn't begin with a clear business question will not survive its first board review. We start where others finish — producing decisions with sequenced implementation plans, not frameworks to be handed to someone else.

ARCHITECTURE

Enterprise Architecture

The architecture decisions made today will constrain or liberate your operations for the next decade. We design for longevity, resilience, and the AI capabilities your competitors have not yet anticipated.

INTELLIGENCE

AI & Data Advisory

Most enterprises are data-rich and insight-poor. We close that gap — building the analytical capability that turns fragmented operational data into competitive intelligence and moves organisations from reporting to prediction.

INFRASTRUCTURE

Cloud Advisory

Cloud without strategy is expensive infrastructure. We ensure your cloud environment earns its cost — through FinOps discipline, performance engineering, and architecture designed to scale with the demands of your business.

INDUSTRIES WE SERVE

Financial Services

Healthcare & Life Sciences

Public Sector & GovTech

Insurance

Telecommunications

Energy & Utilities

THE AGRADIANT ENGAGEMENT MODEL

Most digital transformations fail. Here is why ours succeed.

The most common cause of failed technology programmes is not bad engineering — it is strategy that was never adequately interrogated before implementation began.

01

PHASE 01 — DISCOVERY

We understand your business before your technology.

Before recommending anything, we establish a precise picture of where you are — the constraints, the dependencies, and the assumptions that have been treated as facts.

02

PHASE 02 — ANALYSIS

We model decisions, not just problems.

Every recommendation is stress-tested against the cost of the alternatives and the risk of inaction. Scenario planning means knowing what you are choosing against before committing.

03

PHASE 03 — STRATEGY

A strategy without an implementation plan is a presentation.

We deliver a roadmap with clear ownership, sequenced milestones, and defined success criteria — designed to survive the transition from the strategy room to the delivery team.

04

PHASE 04 — EXECUTION

We remain accountable to the outcomes we projected.

Through our alliance with SoftHorizon, we do not hand off and disappear. We stay present through implementation — accountable to the business outcomes we committed to at the outset.

WHY IT MATTERS

There is a conflict of interest at the heart of most consulting relationships: the firm advising you on strategy is also the firm billing you for implementation. Their commercial incentive is to recommend the most expensive path, not the most effective one. Agradient separates these interests by design.

OUR PARTNERS

Architects of Digital Strategy.

The questions that reach Agradiant are not routine ones. Our partners have answered them before — across enterprises navigating irreversible technology commitments.

Collins Kipchumba

MANAGING PARTNER

Collins built and led technology organisations before advising them. That distinction matters. He brings the fluency of someone who has sat in the chair — who knows the difference between a recommendation that sounds right and one that can actually be implemented at enterprise scale.

BACKGROUND

Former CTO, Microsoft Africa
Previously: McKinsey Digital
MSc Computer Science, MIT
World Economic Forum Technology Pioneer

PRACTICE FOCUS

Enterprise AI Strategy

Cloud Transformation

Digital Risk Advisory

Martin Kirui

SENIOR PARTNER, STRATEGY

Martin has spent two decades answering the question that precedes all technology decisions: what, precisely, is the business trying to achieve? His engagements begin at board level and stay there — because the technology strategy that is not owned by the top of the organisation is not a strategy at all.

BACKGROUND

Former Partner, Deloitte Consulting
MBA, Harvard Business School
Advisory Board, African Development Bank Digital Initiative

PRACTICE FOCUS

Digital Operating Models

Executive Strategy

Change at Scale

Solomon Onyango

PARTNER, DATA & ANALYTICS

Solomon operates at the intersection of academic rigour and enterprise practicality. He has spent his career translating the frontiers of statistical and machine learning research into decisions that boards can make and organisations can act on.

BACKGROUND

Ph.D. Computational Statistics, University of Cambridge
Former Principal Data Scientist, Google
Visiting Fellow, Oxford Internet Institute

PRACTICE FOCUS

Data Mesh Architecture

Clinical AI

Federated Analytics

OUR WORK

Engagements defined by consequence.

A selection of engagements defined not by the technology deployed, but by the outcome it produced.

FINANCIAL SERVICES

Enterprise Cloud Transformation for a Tier-1 Global Investment Bank

Orchestrated a secure, multi-region cloud migration strategy to modernise legacy infrastructure across a bank handling trillions in daily transaction volume. Achieved full cutover for tier-1 trading systems with zero downtime.

INFRA COST REDUCTION

40%

SYSTEM AVAILABILITY

99.99%

DEPLOYMENT FREQUENCY

3.5x

PUBLIC SECTOR

National Digital Identity Platform for East African Government

Designed and delivered a sovereign, biometric-enabled national identity system serving 52 million citizens — replacing five fragmented legacy registries with a unified digital identity fabric.

CITIZENS ENROLLED

52M

DUPLICATES ELIMINATED

97%

SERVICE TIME REDUCTION

65%

FINANCIAL SERVICES

AI-Powered Fraud Detection Across a 14-Country Banking Network

Deployed a real-time machine learning fraud detection system across a pan-African banking network, with explainability built in to satisfy regulatory requirements across all operating jurisdictions.

FRAUD LOSS REDUCTION

62%

DECISION LATENCY

<100ms

FALSE POSITIVE RATE

44%

HEALTHCARE

Clinical Data Mesh for a 28-Hospital Network

Unified fragmented clinical data across 28 distinct EHR implementations into a federated data mesh, enabling AI-driven clinical decision support without centralising sensitive patient data.

READMISSION REDUCTION

28%

SEPSIS DETECTION

+4.2 hrs earlier

HIPAA BREACHES

Zero

BEGIN THE CONVERSATION

Tell us about the decision you are facing.

Our senior partners take on a limited number of new engagements each quarter. The first step is a confidential conversation — no obligation, no sales process. Just the right counsel at the right moment.

OFFICE

Nairobi, Kenya
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ENQUIRIES

partnerships@agradient.com

WEBSITE

agradient.com

WHAT TO EXPECT

A response within one business day.

A 30-minute introductory call with a senior partner.

No preparation required — come with the question on your mind.

Complete confidentiality throughout.

We take on a limited number of new engagements each quarter.

The first step is a confidential conversation with a senior partner. Reach us at partnerships@agradient.com or visit agradient.com to begin the conversation.

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