

CHEBARUS COMPANY LIMITED

Procurement • Supplies • Sourcing • Digital Marketplace Company Profile

1. About Chebarus Company Limited

Chebarus Company Limited is a Kenyan private company providing **procurement, sourcing, general supplies and digital marketplace solutions** to businesses, institutions, organizations, contractors and communities

We connect customers with reliable products and service providers while simplifying the procurement process through efficient sourcing, competitive pricing, quality assurance and dependable delivery.

Our approach combines **traditional procurement and supply services with digital solutions**, enabling clients to identify, compare, source and receive products and services conveniently.

Chebarus is committed to building a reliable and inclusive supply network that creates opportunities for Kenyan manufacturers, wholesalers, distributors, small businesses, youth and women entrepreneurs.

2. Our Vision

To become a trusted Kenyan procurement and digital marketplace company connecting buyers with reliable suppliers and quality products across Kenya and, progressively, the wider East African market.

3. Our Mission

To simplify procurement by providing clients with **reliable sourcing, competitive prices, quality products, efficient delivery and technology-enabled marketplace solutions**.

4. Our Core Business Areas

A. Procurement & Sourcing

Chebarus provides procurement and sourcing support for organizations that require products from multiple suppliers.

Our services include:

- Supplier identification and sourcing

- Request-for-quotation support
- Price comparison
- Product sourcing
- Supplier coordination
- Order management
- Quality and specification verification
- Consolidated procurement
- Delivery coordination
- Procurement support for projects and events

B. General Supplies

We supply a broad range of products, including:

- Electrical Supplies
- Electrical cables
- Switches and sockets
- Lighting equipment
- Electrical accessories
- Solar-related products
- Electrical installation materials

Hardware & Building Materials

- Plumbing materials
- Hand tools
- Building materials
- Paints and accessories
- Fasteners
- Construction consumables
- General hardware

Office & Stationery Supplies

- Stationery
- Printing materials
- Toners and cartridges
- Office consumables
- Filing and storage products
- Office equipment

ICT & Digital Accessories

- Computer accessories
- Networking accessories

- Printers and related supplies
- Storage devices
- Communication accessories
- Other technology-related products

Cleaning & Institutional Supplies

- Cleaning materials
- Hygiene products
- Sanitation supplies
- Institutional consumables
- Personal protective equipment

General Goods

- Food and non-food supplies
- Equipment
- Household and institutional products
- Project materials
- Other goods according to client specifications

5. Digital Marketplace

Chebarus is developing a digital marketplace model designed to connect:

Buyers → Chebarus → Suppliers → Delivery

The marketplace will enable customers to:

1. Search for products and services.
2. Submit procurement requests.
3. Receive quotations.
4. Compare available options.
5. Place orders.
6. Track procurement and delivery.
7. Access verified suppliers.

The platform will progressively bring together manufacturers, wholesalers, distributors, SMEs and specialized service providers into a coordinated supply network.

6. Our Marketplace Model

Rather than requiring every business to maintain large inventories, Chebarus seeks to operate an **asset-light sourcing and distribution model**.

When a customer submits a requirement, Chebarus can:

Receive requirement ‘ Identify suitable suppliers ‘ Compare price, quality and availability ‘ Prepare quotation ‘ Confirm order ‘ Coordinate procurement ‘ Deliver to customer

This model allows Chebarus to serve customers across different product categories without maintaining extensive physical inventory.

7. Target Customers

Our target customers include:

- Government institutions
- County governments
- NGOs
- UN and development organizations
- Schools and educational institutions
- Hospitals and health facilities
- Contractors
- Construction companies
- Property managers
- Private companies
- CBOs and community organizations
- Churches and faith-based organizations
- Hotels and hospitality businesses
- Small and medium-sized enterprises
- Individual customers
- Development projects

8. Value Proposition

Chebarus seeks to solve common procurement challenges by providing:

One Procurement Partner

Customers can source multiple categories of goods through one supplier.

Competitive Sourcing

We identify suitable suppliers and seek competitive market pricing.

Convenience

Customers can submit requirements remotely through digital channels.

Supplier Network

We progressively develop relationships with manufacturers, wholesalers, distributors and specialized suppliers.

Local Economic Participation

Our marketplace model creates opportunities for Kenyan SMEs, women and youth-owned enterprises to participate in supply chains.

Flexible Fulfilment

Depending on the order, products can be sourced directly from suppliers and delivered to the customer.

9. Social & Community Impact

Chebarus recognizes that businesses can contribute to community development while creating sustainable commercial value.

The company has an interest in supporting community-oriented initiatives, including access to essential infrastructure and livelihood opportunities.

Our long-term marketplace model will seek to create opportunities for:

- Youth entrepreneurs
- Women-owned businesses
- Small suppliers
- Local manufacturers
- Community enterprises
- Rural businesses

Through digital access to markets, Chebarus aims to help smaller suppliers reach customers that they might otherwise struggle to access.

10. Technology & Digital Transformation

Chebarus intends to progressively digitize its procurement operations through:

- Online product catalogues
- Digital quotation requests
- WhatsApp Business
- Online customer enquiries
- Supplier databases
- Digital order management
- Electronic invoicing
- Customer relationship management
- Digital procurement records

- Online supplier registration
- Delivery tracking
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The long-term objective is to develop a scalable marketplace capable of connecting buyers and suppliers beyond Chebarus's immediate geographical market.

11. Supplier Network

Chebarus works toward developing a diverse supplier ecosystem comprising:

- Manufacturers
- Authorized distributors
- Wholesalers
- Importers
- Local SMEs
- Specialized suppliers
- Service providers

Supplier selection will consider factors such as:

- Product quality
- Price competitiveness
- Availability
- Reliability
- Delivery capacity
- Compliance
- Customer service

12. Procurement Integrity

Chebarus is committed to conducting procurement activities with:

- Transparency
- Fairness
- Professionalism
- Accountability
- Confidentiality
- Competitive sourcing
- Quality assurance
- Responsible supplier engagement
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We seek to maintain professional relationships with both customers and suppliers and to comply with applicable Kenyan laws and contractual requirements.

13. Why Partner With Chebarus?

Chebarus provides a flexible procurement model for organizations that need reliable sourcing without dealing with numerous suppliers individually.

Our model combines:

Procurement expertise + supplier networks + technology + delivery coordination + local market knowledge.

This enables us to progressively develop from a conventional supplies company into a **technology-enabled procurement and marketplace enterprise.**

13. **Growth Strategy**

Chebarus intends to grow through four stages:

Phase 1 – Local Procurement

Serve businesses, institutions, contractors and organizations through direct sourcing and supply.

Phase 2 – Digital Procurement

Introduce online catalogues, digital quotation requests and customer ordering.

Phase 3 – Marketplace

Connect multiple suppliers with multiple buyers through a digital platform.

Phase 4 – Regional Expansion

Expand the marketplace and procurement network into selected East African markets.

15. Potential Revenue Streams

Chebarus can generate revenue through:

- Product sales margins
- Procurement service fees
- Sourcing fees
- Delivery charges
- Marketplace commissions
- Supplier subscription services
- Premium supplier listings
- Corporate procurement contracts
- Digital procurement services

- Project-based supply contracts

16. Our Long-Term Goal

Our long-term goal is to build Chebarus into a **trusted digital procurement marketplace originating from Kenya**, where organizations can efficiently source products from verified suppliers while Kenyan businesses gain access to new markets. We envision a platform where a customer can submit one procurement request and Chebarus coordinates the sourcing of multiple products from different suppliers, consolidates the order and facilitates delivery.

17. Strategic Positioning

CHEBARUS

Source. Supply. Connect. Deliver.

Chebarus seeks to become the bridge between **buyers who need reliable products and suppliers who need access to markets.**

COMPANY INFORMATION

Company Name: Chebarus Company Limited

Country: Kenya

Business Type: Private Limited Company

Core Areas: Procurement, Sourcing, General Supplies, Distribution and Digital Marketplace

Website: www.chebarus.co.ke

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Core Categories

Electrical | Hardware | Building Materials | Stationery | Toners | ICT Accessories | Cleaning & Hygiene | Equipment | General Supplies | Procurement & Sourcing

Contact

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