

PREPARED FOR

Owners and managers

South African companies of roughly 10 to 80 people

ABOUT

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Product Kiko

FROM

Glowtail Systems

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IN SHORT

Talk to your business. It gets things done.

Kiko is your company's own assistant, on your phone. Ask how the day went, hand it approved admin work, explore connecting the systems you already use, and describe whatever you want built next. Kiko shapes the idea with you, sends it to us, and **we scope, quote and build it into your Kiko**.

— Four kinds of help, in one conversation

ASK

It knows your business

"What needs me today?" "Who still owes us?"
Enquiries, quotes, money and jobs, answered in plain language.

PREPARE

It does the admin

Quotes from your own price list, reminders, reports and month-end steps, drafted and waiting for your OK.

CONNECT

It works with your systems

If your equipment or software is already computer-run, Kiko can start, stop, set and check it on your command, within limits we agree and test.

BUILD

It grows with you

Describe a new idea, shape it with Kiko until it's right, and send it to Glowtail Systems. We build it and install it in your system.

— A week with Kiko

EXAMPLES

WHEN	YOU SAY	WHAT HAPPENS
Mon 07:10	"What needs me today?"	A quote waiting since Friday, a late payment, two jobs needing cover.
Tue 11:30	"Quote the Mokoena job like last time."	Drafted from your price list and last quote. You check, change and send.
Thu 21:40	"Compressors off at 22:00. Tell me if an alarm goes off."	Sent to your control system once connected and tested. Kiko says if the system confirmed it.
Fri 16:00	"Profit per rep, every week."	Shaped into a brief with you, sent to us, built into your dashboard.

— You imagine it. We build it into your Kiko.

A new section on your dashboard. A change to your website. A tool for a whole department. **Whatever you picture for your company, you explain it to Kiko in your own words.**

- 1 Describe it.** On your phone, in plain language, whenever the idea comes.
- 2 Shape it with Kiko.** It sketches the idea and asks the right questions. Change it until it's exactly what you want.
- 3 Send it to Glowtail Systems.** When you're happy, Kiko sends us the brief. You get a price, or we confirm it's covered by your plan, before anything starts.
- 4 We build it in.** Built and tested with you, then installed in your own system. Once it's tested, we agree when it's ready for your team to use.

— Already have systems that work?

CONNECT

Connect to the systems you already use

If your machines, cold rooms or software are already run by a computer, Kiko can often work them for you: start or stop, set a timer or a temperature, and read the alerts, through the system's own connection (API) or the computer that runs it. We check each system first, agree which commands Kiko may give on its own and which need a person, and test every command before you rely on it. The equipment's own safety controls always stay in charge.

REBUILD

Or we rebuild it your way

If your current tool is limiting you, we assess whether to integrate it, recreate the parts you need, or design a replacement. We quote the scope and test the handover with you before you rely on it.

EXAMPLE · SHAPING AN IDEA

YOU Customers keep phoning to ask if their order is ready. Can we stop that?

KIKO Two options: an SMS when an order is marked ready, or a page on your website where they type their order number. The SMS needs no change from your staff. Want to see both?

YOU The website page. Our logo, and show the delivery date too.

KIKO Here's a sketch with your logo, order number, status and delivery date. Happy with it, or change anything?

YOU Perfect. Send it.

KIKO Sent to Glowtail Systems with the sketch and brief. I'll let you know when their quote arrives.

— Where it fits

Start where it pays. **Begin with one or two areas** and add the rest once they have proved themselves.

AREA	WHAT KIKO DOES THERE
Enquiries	Enquiries from the channels agreed in your setup, in one view: who has each one and how long it has waited.
Customer care	Answers your customers' common questions day and night, using only your own information, and hands over to a person when it should.
Quotes and sales	Quotes drafted from your price list and templates; reminders when a quote goes quiet.
Finance and month end	What's invoiced and unpaid, and month-end steps prepared for your sign-off.
Operations	Stock, bookings, jobs and staff schedules, shaped around how you already work.
Your own systems	Computer-run equipment and software you already have: started, stopped, set and checked on your command once connected and tested, or rebuilt as above.

— How your data and access are handled

ON SITE

Your own AI PC

Kiko runs on an AI PC owned by your company, at your premises. Before setup we document any outside services, data flows, backups, access and retention your chosen connections need.

YOUR RULES

Limits you agree

We agree what Kiko may do on its own and what needs a named person's approval. Money, messages or changes outside those limits always need a person.

ACCESS

We enter when you let us

Support access is time-limited, for when something needs building, and logged where the agreed system supports it.

Our promise: if there's a way, we'll find it. If there isn't, we'll tell you. Not every system can be connected. We report plainly what we find, and explain whether a feasibility check is needed and what it costs before you approve connection work. Every idea gets a straight answer: the price, the time, or why it won't work.

Personal information: before setup we confirm in writing who is responsible for what, the security measures, and how incidents are handled. Running on your own hardware is not, by itself, POPIA compliance.

— How your team uses it

- ✓ **On a phone or a computer.** A chat, like messaging a colleague.
- ✓ **Your whole team.** Not one licence per person.
- ✓ **An evening recap.** What happened today and one suggested next step.
- ✓ **Plain language.** A familiar chat-style interface.
- ✓ **Training included.** We set it up with your people, not just for them.
- ✓ **Looked after.** Health checks, updates and backups on every plan.

— Your Kiko AI PC

Kiko runs on its own small AI computer at your premises. **It is bought once for your company and belongs to you.** We size it after learning how you work; ownership and handover are confirmed in the quote.

LITE

Smaller teams, lighter use

Beelink SER5 · 16 GB memory

R9,235

STANDARD

For moderate workloads

GEEKOM A9 Max · Ryzen AI 9 · 32 GB

R35,554

PRO

Heavy use, bigger teams

GMKtec EVO-X2 · 128 GB memory

R72,999

OPTION 1

You buy it

Buy directly from the supplier at its VAT-inclusive price. Courier it to us for setup, or ask us to collect it for a fee quoted by location.

OPTION 2

We buy it for you

The current supplier price plus a 10% handling fee. We order it and set it up, so there's nothing for you to arrange.

Optional UPS, about R1,300 to R1,700. May bridge short interruptions or allow a controlled shutdown, depending on the setup. Buy it either way above.

Supplier prices include VAT and were checked on 29 September 2026. Your quote uses the price on the day.

— How we start

- 1 A 30-minute conversation, free.** You tell us where the time goes; we tell you honestly whether Kiko would help.
- 2 We learn how you work, about a week.** Your process, your systems, your people. Then a fixed quote, including the right size of AI PC.
- 3 Your first area goes live.** Set up, tested with you, and your team trained.
- 4 It grows with you.** New areas and new ideas, built in when you ask for them.

— What it costs

Two once-off costs to get set up, then **one monthly plan of your choice**.

1 • ONCE-OFF

Installation

from R9,500

Kiko set up on your AI PC, connected to what we agreed, tested with you, and your team trained.

Your Kiko AI PC

from R9,235

Sized to your company. You buy it (courier, or collection quoted by location), or we do at supplier price plus 10% handling (page 4). UPS optional, same choices.

2 • MONTHLY: CHOOSE ONE PLAN

CARE

R1,950

a month

Kept safe and running

- Health checks and security updates
- Weekly backup checks
- Kiko for your whole team
- 2 small changes a month
- Support by email or WhatsApp

GROWTH

R4,500

a month

Growing with you

- Everything in Care
- 6 small changes, or 1 medium, a month in total
- Monthly report: what changed, what's next
- Priority support in agreed business hours

PARTNER

R8,900

a month

Part of your team

- Everything in Growth
- 15 small changes a month in total
- A named priority contact
- Quarterly planning session
- 15% off new areas

You pay for **one** of these each month, not all three. Move up or down when your needs change.

3 • ONLY IF YOU WANT MORE THAN YOUR PLAN INCLUDES

Small change

R650

Up to about an hour.

Medium change

R2,400

About half a day.

New area or system

Quoted

A fixed quote first. You approve every extra before we start.

Support response windows are agreed in writing before sign-up. Prices in rand. Glowtail Systems is not VAT registered, so no VAT is added.

NEXT STEP

Let's see where your business leaks time.

A free 30-minute conversation. If Kiko wouldn't help, we'll tell you. **WhatsApp or call 072 746 9016** · admin@digitallabsza.co.za