

 STRATEGIC CASE STUDY

Achievo Limited & Naivas Supermarket Security Partnership

A 10-year collaborative journey in retail loss prevention, workforce integration, and nationwide risk mitigation across Kenya.

PARTNERSHIP DURATION

Since 2015 (10+ Years)

STORES PROTECTED

120+ Naivas Outlets

STAFF TRAINED

10,000+ Retail Personnel

High-Impact Retail Protection at Scale



35%

Shrinkage Reduction

Sustained loss reduction across all retail branches.



120+

Branches Integrated

Comprehensive security coverage in 30 counties.



5,000+

Staff Empowered

Retail teams trained in loss control awareness.

Powering Kenya's Retail Leader Since 2015



Naivas Expansion Alignment

Achievo Limited provides rapid, turn-key deployment of loss prevention specialists whenever Naivas opens new hypermarkets and supermarket branches across Kenya.



Unified Risk Management

Combining ground-level security officers, real-time store monitoring, and statutory compliance management into one cohesive operational partnership framework.

Shrinkage Control & Inventory Safeguards



EAS Tagging & Gate Audits

Electronic Article Surveillance protection for high-value merchandise.



Stock Audit Variance

Continuous stock reconciliation between POS and shelf inventories.



Internal Fraud Detection

Targeted audits mitigating internal till and inventory manipulation.

24/7 Centralized CCTV Surveillance

Real-Time Feed Monitoring

Continuous monitoring of high-traffic checkout zones and entrance gates.

Incidence Analytics & Reporting

Automated incident logging and investigative intelligence protocols.



On-Site Vetted Floor Officers



Proactive Store Deterrence

Vetted loss prevention officers deployed across high-density retail aisles.

Rigorous Background Vetting

100% background-checked security personnel under referral-based hiring.

15,000+ Retail Personnel Trained



Fraud Awareness

Training till operators in price-switching and receipt validation.



De-escalation Tactics

Equipping floor teams with professional conflict resolution skills.



Continuous Upskilling

NITA-certified ongoing learning and development modules.

Supply Chain & Checkout Safeguards

Distribution Center Security

Eliminating stock discrepancies during transit between central hubs and stores.

Checkout Verification

Systematic item-to-receipt checking at exit points without disrupting shopper experience.



Proven Track Record Across 10 Years

-35%

Average Shrinkage Reduction

100%

Statutory Compliance Rate

21

Kenyan Counties Covered

Operational Continuity Guaranteed

Achievo Limited's loss prevention strategy has saved Naivas millions of shillings annually in protected stock and reduced administrative management overhead.

Full Regulatory & Statutory Governance

Kenya Employment Act

100% legal labor adherence for all contracted retail guards.

KDPA 2019 Privacy

Strict data protection compliance across CCTV and staff records.

Tax & Statutory Filings

Timely processing of KRA PAYE, NSSF, and SHIF contributions.

OSHA Safety Standards

Workplace safety and health protocols in all retail stores.

Scaling Next-Gen Retail Security

AI-Powered Video Analytics

Pilot program integrating automated queue and shelf monitoring analytics.

Expansion to New Outlets

Commitment to support all upcoming Naivas branch openings nationwide.





Empowering Kenya's Retail Leaders Through Trusted Security

To learn more about Achievo Limited's loss prevention solutions or request a retail risk assessment, contact us today.

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