



# KAM Consulting News

Issue 2, 2019

Welcome to the 2nd issue of KAM Consulting News (KCN).

We keep you informed about KAM's business activities and highlight exciting opportunities on training and events to watch out for.

We guarantee you'll find valuable information that will help make your business more profitable and enjoyable.

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1. You're running out of sales! Here's how to fix it.
2. Renewable energy on the rise
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4. What to watch out for.
5. And more!

**You're running out of sales! Here's how to fix it.**

What better way to get a sense of the value our training program brings than seeing your business results on the rise?

KAM ensures your team has the skills to achieve your goals effectively through providing comprehensive approaches and strategies required to boost and

maximize your sales.

The KAM Manufacturing Academy cuts across a wide array of subjects providing detailed information and guidance relevant to all stages of your value chain.

The trainings offered during May focused on 3 broad areas:

1. Sales Territory and Planning Management
2. HR Metrics and Analytics
3. Inventory and Warehouse Management

The workshops create engaging experiences that turn our participants into trail blazers, traffic into customers and goals into measurable performance-driven results.



*Sales Territory & Management Training*



*Sales Territory & Management Training*



*HR Metrics & Analytics Training*



*Inventory & Warehouse Training*

## Renewable energy on the rise

If you are looking for an efficient alternative of oil and gas then Solar energy is the answer.

Energy from renewable sources is local, clean and inexpensive to use. It promises zero pollution and zero waste.

The exchange visit conducted by KAM's Centre for Efficiency and Energy Conservation (CEEC) offered an opportunity for showcasing best practice in usage of Solar Energy.

The use of greenhouse heating and photovoltaic plants demonstrated at Oserian Development Limited is instrumental in saving energy costs through and through.

The visit gives a first-hand experience on application of various other solar technologies and innovations.

Solar energy is a sure win, one of the best ways to improve business value, reduce carbon footprint, and decrease monthly energy costs.

KAM exchange visits provide a platform for interactions and discussions for best practices.

Solar energy offers the right system for your needs and budget beating all odds of success.



*Participants during the exchange visit at Oserian Development Limited*

*Viewing green house operation at Oserian Development Limited*

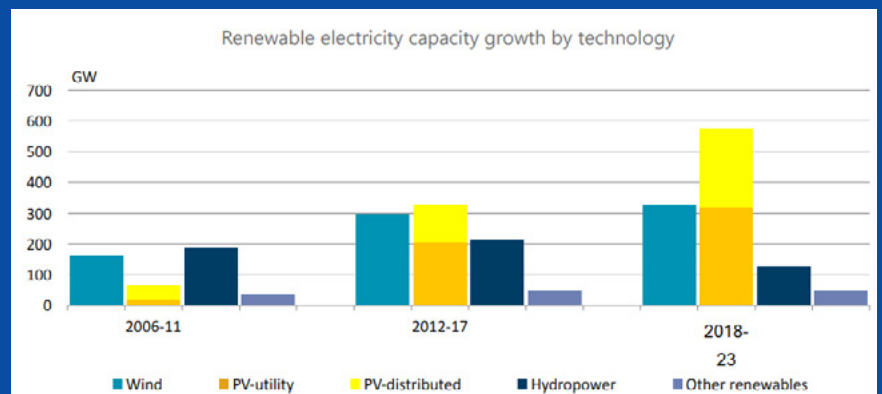


*1MW Solar Photovoltaic Plant used for operations at Oserian Development Limited*

*Geothermal power plant innovation at Oserian Development Limited*



*Geothermal well used for green house heating at Oserian Development Limited*



*Renewable electricity capacity growth by technology (World Economic Forum 2018)*



## We're not satisfied with "good enough"

To stay on your game you need to exceed tomorrow's competitive demands.

KAM workshops consistently win big so that your brand reaps the benefits.

The scope covered for Small Medium Enterprise (SME) Development Workshops held in the month of May touched on engagement strategies for business growth in the areas of:

1. Product Design & Development
2. Food Safety Packaging & Labelling
3. Market Development and Strategy Implementation.

The best SMEs offer value to their clients and ensure that employees feel connected to their mission.

KAM workshops offers capacity in all this and more. Participants never leave the same. Apart from the skills offered the exposure puts you in the right direction to create business linkages.

Just as technology continues to make it easier for dedicated teams to deliver personalized solutions, KAM stands on the cusp of an SME renaissance.

By equipping yourself with the right knowledge to be good enough there is little doubt that SMEs can and should increase their importance on the global stage.



*Business Growth Program*



*Product Design and Development Programme*

*Food Safety and Packaging Programme*



*Market Development and Strategy Implementation*



*Participants during the food safety training programme*



*Food Safety Training Program*

## And much more!

- 1.Environmental Compliance, 19th June, 2019
- 2.Budget Seminar, 21st June, 2019
- 3.Competition Policy Seminar, 2nd July,2019
- 4.Trainers Exchange Visit (RVTTI)- 3rd July, 2019
- 5.SME Hub Launch , 4th July, 2019
- 6.Smart Retail Workshop ,4th July, 2019
- 7.Manufacturing Finance Management (BGP), 10th to 11th July, 2019
- 8.Kenya Trade Week 2019 hosts Source 21 COMESA High Level Business Summit, 17th to 21st July, 2019
- 9.Energy Auditing, 22nd to 26th July, 2019



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