



KAM Business Development NEWSLETTER

April – June 2021 Edition

BUSINESS INFORMATION & MARKET DEVELOPMENT



KAM launches Changamka Festival

Kenya Association of Manufacturers (KAM) launched the next edition of the biggest Shopping Festival in Kenya - The Changamka Shopping Festival.

The 4th Kenya Manufacturing Summit and Expo 2021, dubbed Changamka Shopping Festival, will present an opportunity for industry, stakeholders, and the public to celebrate and deliberate on transforming the nation through industrialization. It is also a platform to showcase the diversity of locally manufactured innovations and goods.

The Shopping Festival shall be held in Nairobi from 5th - 7th November 2021 at the Kasarani Stadium and in Mombasa from 1st to 5th December 2021 at the Mama Ngina Stadium. The Festival is set to host participants from all sectors across the 47 counties. It will consist of exhibitions, summits, a fashion show and product launches.

KAM hosts Employment and Labour Law Webinar

KAM hosted an Employment and Labour Law Webinar, to enable participants to understand employment and labour issues that affect the relationship between employers and employees. It provided insights into the recent changes in employment law and the risks that this will bring to the business.

The webinar also delved into obligations of an employer and employees regarding labour laws and in the contract of service.

KAM-KEPROBA EXPO Dubai 2020 Sensitization Forum

KAM in partnership with Kenya Export and Branding Agency held a sensitization forum on the EXPO Dubai 2020, to raise awareness on opportunities for manufacturers, in the expo.

The Dubai Expo 2020 brings together 192 countries and shall take place from October 2021 to March 2022. The Expo's thematic areas include Health and Wellness, Travel Connectivity, Food, Agriculture and Livelihoods, Global Goals and Water.

The Expo will also provide an opportunity for Kenyan manufacturers to showcase their products and services to the world.

It targets producers of fresh vegetables, fruits and nuts, flowers, goat meat and beef products, innovations, services, textiles and fashion.

HACO Industries Kaizen Training

The Business Information and Market Development Services Desk held an in-house training on Kaizen at Haco Industries.

Kaizen is a strategy where employees at all levels of a company work together proactively to achieve regular, incremental improvement. It combines the collective talents within a company to create a powerful engine for improvement.

Upcoming trainings and Events

- ✓ Changamka Shopping Festival on 5th - 7th November 2021 at the Kasarani Stadium, Nairobi and 1st to 5th December 2021 at the Mama Ngina Stadium, Mombasa. To participate in the Changamka Shopping Festival, contact manufacturingexpo@kam.co.ke.
 - ✓ Business Leaders Conference on 23rd - 24th June 2021, 10.00 m – 1.00 pm. To participate, contact gloria.ocholla@kam.co.ke.
 - ✓ Competition Law and Buyer Power Awareness Webinar on 16th June 2021. To participate, contact gloria.ocholla@kam.co.ke.
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SME DEVELOPMENT

KAM promotes subcontracting for Manufacturing SMEs



Visit to HACO Industries on subcontracting opportunities for local industries

KAM, led by CEO Ms Phyllis Wakiaga and Head of KAM Consulting and Business Development Ms Joyce Njogu conducted factory visits to Haco Industries and BOC Gases.

The visits, held in partnership with Micro, Small and Medium Enterprises Authority (MSEA), sought to establish subcontracting opportunities along the manufacturing value chain.



BOC Gases Managing Director Marion Mwangi (4th left) and KAM CEO Ms Phyllis Wakiaga (centre) during a visit to BOC gases

KAM, NCBA partner to support manufacturing SMEs

KAM partnered with NCBA Bank Kenya PLC, to enhance the development of Manufacturing SMEs in the country. The two-year deal will see the lender and KAM support 300 Manufacturing SMEs.

This shall be done through capacity building programs to address some of the challenges facing local Manufacturing SMEs. Through the partnership, the two institutions shall also provide financial solutions and promote market access through exhibitions, regional and international trade missions.



(L-R) KAM CEO Ms Phyllis Wakiaga and NCBA Group PLC Director for Retail Banking Tirus Mwithiga during the KAM-NCBA MoU signing ceremony

KAM hosts Corporate Governance Forum

KAM hosted the Corporate Governance Forum, to raise awareness on good business management practices. The forum sought to:

- ✓ Excite and incite owners and investors of SMEs to understand the benefits of, adopt, adapt, and implement best corporate governance practice.
- ✓ Expose directors to the principles and best practice guidelines and unique needs of corporate governance in the SME sector, enabling them to understand global best practice so that they can implement in a manner that suits the operating environment of their respective SMEs.

Financing SMEs to participate in AfCFTA

KAM in partnership with SYSPRO Africa hosted a live session on financing SMEs to participate in the Africa Continental Free Trade Area (AfCFTA).

During the forum, manufacturing Small and Medium Enterprises (SMEs) called for financing to enable them take advantage of opportunities in the AfCFTA. It highlighted opportunities and challenges in the implementation of AfCFTA to manufacturing SMEs and the impact of financial access for SMEs in taking advantage of the trade agreement.

Konza City Study Tour



(L)KAM Head of Consulting and Business Development Ms Joyce Njogu with participants during the Konza Technopolis study tour

The KAM SME Hub conducted a study tour to Konza Technopolis, for manufacturing Small and Medium Enterprises SMEs.

The tour gave manufacturing SMEs a walk through of Konza Technopolis, a flagship project of Kenya's Vision 2030 economic development program that seeks to advance Kenya's knowledge-based economy by developing a sustainable innovation ecosystem in a smart city.

Upcoming events

- ✓ Contract Manufacturing Forum, 15th June 2021 at Golden Tulip, Westlands
- ✓ SME Study Tour on 16th June 2021 at Aromakare Limited
- ✓ Call for SMEs who manufacture pure virgin vegetable/essential oils and butter (open)
- ✓ KAM Mentorship Programme call for mentors and mentees (open)
- ✓ Retired Expert Program (open)

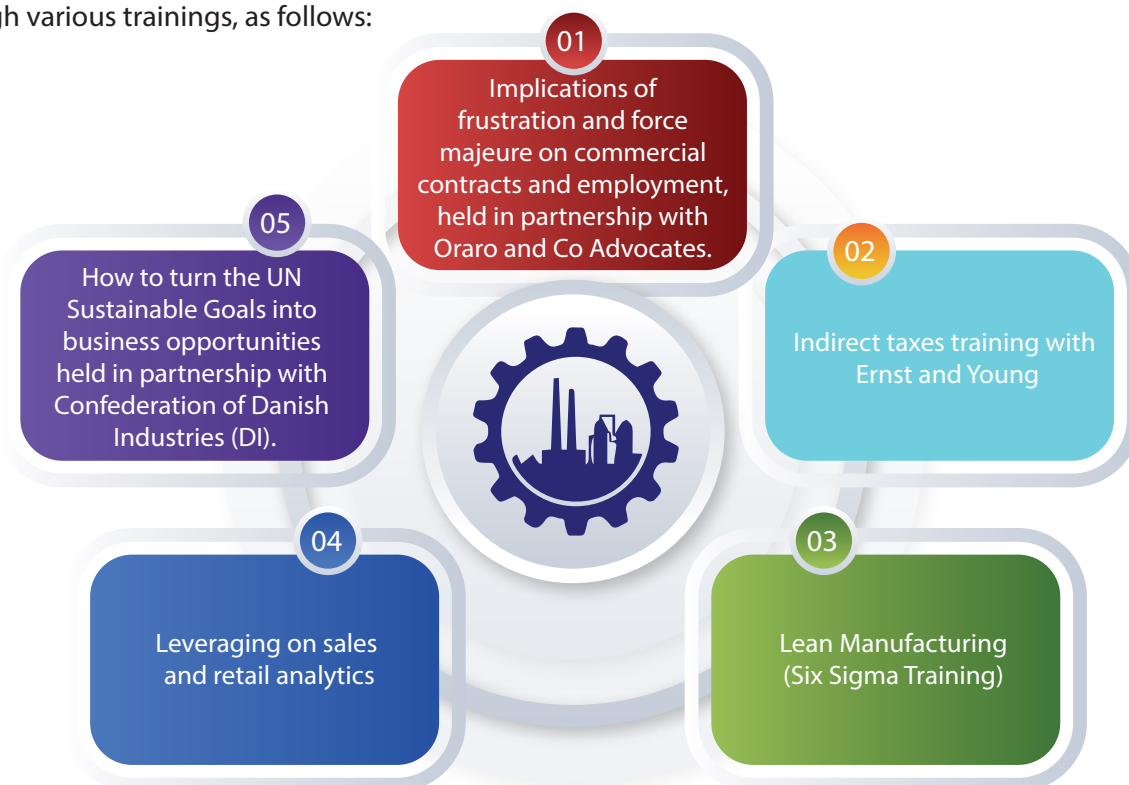
To participate in the KAM SME Hub events and programmes, contact nduta.ndirangu@kam.co.ke.



MANUFACTURING ACADEMY

Inspiring global competitiveness

The Manufacturing Academy continued to provide technical and/or specialised and management training and services aimed at ensuring the Manufacturing industry continuously inspires global competitiveness. This was through various trainings, as follows:



KAM, DI partner to promote sustainability in local industry

The Manufacturing Academy has partnered with the Confederation of Danish Industry to conduct a 1-year program on adopting the Sustainable Development Goals (SDGs) for businesses.

Sustainability is a key driver of competitiveness when a business is part of a global value chain. Additionally, businesses are facing ever-increasing legislation on environment and responsible business practices. Consumers are more aware, demanding proof from suppliers on sustainable business practices and social impact.

Under the partnership, KAM and DI shall hold bootcamps, focusing on the business potential of incorporating SDGs in your business and securing alignment among employees to enable you to achieve the goals.

Welcoming new Manufacturing Academy participants

The Manufacturing Academy welcomes the following new companies who have up taken training for the first time:



NITA Contributions

KAM Manufacturing Academy Trainings are NITA reimbursable. We urge you to make use of your NITA Training Levy Contributions, to train your staff.

Training reimbursement is capped at 200% of the previous year's contribution - in this case 200% of the 2020 contribution.

For more information contact Manufacturingacademy@kam.co.ke.

Upcoming Trainings

Open House Trainings (Online)

- ✓ Business Growth Program - Business Strategy Module on 9th - 10th June 2021, 8.30 am – 12.30 pm
- ✓ Labour Laws and Managing Trade Unions Training on 23rd - 24th June 2021, 8.30 am – 12.30 pm.

To participate, contact Manufacturingacademy@kam.co.ke.



CENTRE FOR GREEN GROWTH AND CLIMATE CHANGE (CGGCC)

KAM hosts Carbon Auditing Professionals Training

KAM partnered with the Institute of Energy Professionals Africa (IEPA) to roll out a training program for Carbon Auditing Professionals (CAP), which culminates in an examination and certification of the participants by the Association of Energy Engineers (AEE).

The program aims to build the capacities of professionals and consultants who lead, plan, coordinate and manage green, clean or sustainability programs at their firms or organizations. KAM is championing industry reduction of carbon emissions and setting the pace in building capacity of companies to reduce their carbon footprint in line with global commitments like The Kyoto Protocol and the Paris Agreement.

Germany's Federal Ministry for Economic Cooperation and Development (BMZ) regards reducing carbon emissions and greening of the manufacturing sector key in promoting sustainable economic development. Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH partnered with KAM to build the capacity of manufacturing SMEs in managing carbon reduction, by supporting 10 manufacturing SMEs to participate in the training.

A participant during the training, Mr Willis Okumu – HSE, Climate and Energy Lead at Insight Management Consultants Ltd, noted that the session was enriching, saying, "It equipped me with the knowledge and skills in developing strategies for identifying, measuring and reporting on GHG reductions. This newly acquired skill has enhanced my professional standing and competence and shall go a long way to benefit our clients in identifying opportunities for carbon reduction and meet their overall sustainability objectives. It has also increased my awareness of carbon emission reduction strategies in industry, and consequently play an integral role in ensuring the country meets its ambitious commitment (NDC) to the Paris Agreement."

To participate in CGGCC trainings, contact ceetrainings@ka.co.ke.

CGGCC Services



Process Optimization Audits: We support industries to optimize their end-to-end process flows thereby saving of wastage of raw materials and energy. To request for a process optimization audit contact ceecteam@kam.co.ke.



Carbon Footprint Assessment: We help industries to assess their carbon footprint, after which we set them on a carbon reduction pathway as they progress towards carbon neutrality. To request for a process optimization audit contact ceecteam@kam.co.ke.



Circular Economy Resource Mapping: We assist industries to create value for their waste to encourage industrial symbiosis between different companies. To request for a process optimization audit contact ceecteam@kam.co.ke.



Equipment Audits for equipment such as motors, boilers, HVAC Systems, pneumatic conveying system and air compressors, solar water heaters. This will help you to assess the operation of the specific equipment and will also guide you when making replacement for the equipment. To request for a process optimization audit contact ceecteam@kam.co.ke.

CENTRE FOR ENERGY EFFICIENCY AND CONSERVATION (CEEC)

Energy Audits

CEEC carried out six general energy audits and three investment grade audits in the last quarter.

The audits have bankable recommendations on energy saving ranging from motor retrofit, boiler tune, repair of compressed air leakages.

To request for an energy audit, contact ceecteam@kam.co.ke.

In-house management trainings

CEEC conducted 2 in-house energy management trainings in May at Iberafrica Power East Africa and Mabati Rolling Mills.

The trainings aim to empower organizations to build internal capacity to implement energy efficiency practices.

Upcoming Events

- ✓ 2021 Energy Management Awards and Gala Dinner, to be held on 27th August 2021. To sponsor the gala dinner or participate in the awards, contact ema@kam.co.ke.
- ✓ Solar T3 training on 21st -25th June 2021, with a practical session at Strathmore University, to enable you understand technical planning, design and cost calculations for larger Photovoltaic (PV) systems. Contact ceectrainings@kam.co.ke to book your slot.
- ✓ Clean Energy Conference and Expo on 3rd -7th November 2021, to exchange ideas on renewable energy and climate change initiatives. To sponsor or exhibit at the event, contact reexpo@kam.co.ke.



TECHNICAL VOCATION EDUCATION AND TRAINING (TVET)

Work Readiness Training

KAM's Technical and Vocation Education and Training (TVET) programme held a work-readiness training for TVET and Competence Based Education and Training (CBET) graduates in Kiambu, Nairobi, Machakos and Nyeri Counties held in the months of April and May 2021. The trainings provided graduates with soft skills to complement their technical training and prepared them for the transition to work for internships or jobs as outlined below.

Upcoming Events

- ✓ Work readiness Training: Coast CBET Group (9th - 11th June 2021)
- ✓ Work readiness Training: Mount Kenya Region CBET Group (16th - 18th June 2021)
- ✓ Productivity and Governance Training: Coast (June 2021)

To share job/internship opportunities or participate in the TVET program, please write to tvvet@kam.co.ke.

CONTACT US

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