



KAM Business Development --- NEWSLETTER

September – October Edition, 2021

THE KAM SME HUB

KAM participates in the IAA Mobility Expo



The Kenyan Delegation at the IAA Mobility Fair

Kenya Association of Manufacturers (KAM) partnered with Business Scouts for Development (BSFD) programme to send a delegation of six companies and institutions from Kenya's Automotive Industry to the IAA Mobility Fair.

The Fair, held in Munich, Germany from 4th - 9th August 2021, attracted approximately 400,000 visitors, 744 exhibitors and 936 speakers from all over the world.

At the Fair, the Kenyan delegation visited the Technical University of Munich (TUM), BMW, Volkswagen, Mercedes Benz, BHT Mahle, Scheaffar and Bosch exhibition booths. They tapped ideas on current contributions to future mobility. The delegation also interacted with BMW's hydrogen fuel cell technology, which targets 90% reduction of carbon emissions from vehicles by 2050.

Part of the delegation was KAM's Environment and Sustainable Development Committee Chair, Dr. Kalua Green and Eng. George Makateto, Director at the Ministry of Industrialization, Trade and Enterprise Development.

The fair gave Members of the Automotive Sector an opportunity to benchmark on best practices and gauge the intensity of competition in the industry.

KAM visits The Nyungu

KAM visited Funkidz/Funhomes Limited, at The Nyungu. The visit focused on issues affecting Manufacturing SMEs, and their unique, sustainable innovations geared towards solving everyday problems.



The KAM Team during a visit to The Nyungu

KAM, NCBA host financial forum

KAM in partnership with NCBA held a webinar on Trade Finance and Forex Solutions in Volatile Markets for the manufacturing sector. It provided a platform for local industry to engage experts on how to leverage on forex and trade financing solutions towards optimal financial, working capital and forex risk management.

KAM hosts EAC trade bootcamp



KAM Board Director Linus Githahi giving remarks during the SME Bootcamp on EAC market access

The Association hosted a bootcamp on enhancing market access in the East African Community (EAC), for manufacturing SMEs.

The objectives of the bootcamp were to highlight market linkage opportunities for SMEs, address challenges in EAC trading and inform SMEs on mechanisms to engage in EAC trade.

Board of Advisers matching forum

The forum sought to match SMEs with their respective board of advisers. The KAM Board of Advisers Program seeks to support SMEs to implement good corporate governance, which is a crucial ingredient to their success, competitiveness, and longevity.

Upcoming Events

- Unilever Supplier Diversity Program Forum, 25th November 2021, 2.00 pm – 3.45 pm
- The Retired Expert Program (REP), under which volunteer experts and executives, who are either retired or taking time off work and have experience in the manufacturing sector, advise manufacturing SMEs on how to sustainably grow their organizations.

To participate in the KAM SME Hub programmes and events, [contact nduta.ndirangu@kam.co.ke](mailto:nduta.ndirangu@kam.co.ke).

BUSINESS INFORMATION AND MARKET DEVELOPMENT SERVICES

KAM hosts Kaizen Congress



KAM Board Director and BOC Managing Director speaking during the Kaizen Congress

KAM held the 16th Annual Kaizen Congress, themed Digital Kaizen for Smart Manufacturing. Speakers during the event included BOC MD - Marion Mwangi, Kaizen Institute Joint Managing Director South Asia and Africa - Jayanth Murthy, KAM CEO - Ms Phyllis Wakiaga and East Africa Kaizen Institute Director - Narasimhan Gopalakrishnan.

The congress also featured a Kaizen benchmark tour to Associated Battery Manufacturers (ABM), to enable participants get a first-hand view and insights into how the company has adopted and deployed the KCM.KAIZEN change model to drive operational excellence.



Participants during the KAM-Kaizen factory visit to ABM

Upcoming Events

- Changamka Shopping Festival: Showcase your products to over 300,000 visitors, market to a captive audience of buyers, connect with government, customers and other local manufacturers and explore new opportunities with EAC, COMESA and AfCFTA

- Dates:

24th - 28th November 2021 - Kasarani Stadium, Nairobi

1st - 5th December 2021, Wildwaters Park - Mombasa

To participate as a sponsor or exhibitor, contact manufacturingexpo@kam.co.ke.



SKILLS DEVELOPMENT

The Manufacturing Academy

KAM hosts Enhancing Digital Marketing Training

KAM in partnership with International School of Advertising (ISA) hosted a digital marketing training. The training enabled delegates to understand the modern digital consumer, develop clear digital marketing goals that can identify and convert the right automation and measurement tools for implementation. Consequently, the digital marketing strategies shall lead to deeper engagement with the modern consumer and build the brand to drive profitability for manufacturing.

Managing Discipline at the Workplace Training for BIC East Africa



The BIC team during the inhouse training

The two-day course equipped managers and supervisors of BIC East Africa with skills and knowledge on handling difficult situations as well as procedures of handling internal disputes in accordance with the Employment Act 2007 on discipline and grievance and guidance on the code.

Upcoming Events

- Good Manufacturing Practices Training, 24th-25th November 2021
- Managing Family Business Training in partnership with Ernst & Young (EY), 1st-2nd December 2021
- Cost Reduction in Manufacturing Training, 8th-9th December 2021

TVET Programme

KAM hosts Industry 4.0 Trainings

The TVET Programme in collaboration with the Business Information Services Desk carried out Industry 4.0 forums in Nairobi, Kiambu, Machakos and Uasin Gishu Counties.

The forums raised awareness among manufacturers and technical training institution (TTIs) trainers on how to adopt digitalised solutions in the context of Industry 4.0. Specifically, it focused on the integration of intelligent, smart systems and digital technology adoptions in industry, thereby leading to new management approaches and capabilities.



Participants during the Industry 4.0 training

Industry exchange visits



Participants during the Golden Africa factory exchange visit

The TVET Programme also held an industry exchange visit to Golden Africa in Machakos County for Nairobi TTIs.

The exchange visit brought together mechanical, electrical and food technology technical trainers who had an opportunity to engage industry experts and interact with various plants and innovations, to enhance in-classroom training.

To host an industry exchange visit, please contact tvet@kam.co.ke.

KAM hosts regional job bazaars



Participants during the Nairobi County regional job bazaar

The TVET Program carried out job bazaars for North Rift and Nairobi Regions. During the bazaars, manufacturers identified new talent and engaged skilled entry-level technical labour. Key skills included mechanical engineering, electrical engineering, welding, instrumentation, carpentry, plumbing, industrial paint-brushing, scaffolding, analytical chemistry, analytical biology.

Other specific technical skill areas are available on individual discussion.

An update on the Cooperative /Dual Vocational Training

KAM is moving to more sector specific responses to skills where, through Cooperative/Dual Vocational Training. The programme targets the Automotive, Agricultural, Manufacturing, Tea and Refrigeration sectors.

We are scaling up the dual vocational training approach based on the apprenticeship model for the following courses, offered by various institutions: Industrial Mechatronics (Kiambu Institute of Science and Technology), Automotive Mechatronics (Nairobi Technical Training Institute), Autobody Technology/Autobody Building (Thika Technical Training Institute), Automotive Technician (Bumbe Technical Training Institute, Refrigeration and Cold Store Mechatronics (Ramogi Institute of Applied Technology), Tea Sector Plant Mechatronics (Ekerubo Gietai Technical Institute) and Commercial & Agricultural Vehicle Mechatronics (Kitale National Polytechnic). We invite you to participate in DVT as industry experts for curriculum review and validation, offering your industry as an in-company training centre and providing industry mentors.

To express interest in participating in the dual vocational training, [contact miranda.pendo@kam.co.ke](mailto:miranda.pendo@kam.co.ke) and cooperativedvt@kam.co.ke

Upcoming Events

- Industry learning visits to various industries for technical trainers and industry experts to understand Industry 4.0, smart systems and digitization. To host a learning and exchange visit write to miranda.pendo@kam.co.ke and lewis.bagwasi@kam.co.ke. To participate in the applied research component with a focus on robotics and automation, please contact miranda.pendo@kam.co.ke for more details.
 - Industry 4.0 Forum, 11th November 2021, Ole Ken Hotel, Nakuru. Contact miranda.pendo@kam.co.ke and sandraglory.moenga@kam.co.ke to participate.
 - Job Summit to deliberate on various issues pertaining skills development and to showcase the innovations among technical Institutions. Contact tvvet@kam.co.ke for enquiries.
 - Be part of the Cooperative approach to TVET, to improve technical and vocational education and training (TVET) in Kenya by increasing students' industry exposure. To participate, contact miranda.pendo@kam.co.ke and cooperativedvt@kam.co.ke
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CENTRE FOR GREEN GROWTH AND CLIMATE CHANGE

CGGCC hosts Environmental Compliance Training

KAM's Centre for Green Growth and Climate Change hosted the Environmental Compliance Training. The training had 18 participants, drawn from various sectors, including Food and Beverage, Plastics, and Chemical and Allied. The training equipped industry champions who will be at the forefront of pushing the carbon emissions reduction, and environmental conservation agenda.



CGGCC hosts Environmental Compliance Training

CGGCC Services

KAM's Centre for Green Growth and Climate Change (CGGCC) seeks to deepen industries' level interventions to become a one-stop solution center promoting circular economy, import-substitution, climate change actions, and financial linkages. The center prioritizes people, planet, and profit to improve the manufacturers' bottom-line while preserving the environment for future generations. CGGCC offers the following services, to promote green growth in the manufacturing sector:

Certified Energy Manager (CEM) Virtual Training: This is an internationally recognized certification for energy managers

- o Date: 15th-20th November 2021
- o Cost: KShs 154,000 plus VAT per participant
- o To book your slot, contact cectrainings@kam.co.ke.

Equipment Audits: Through equipment audits, KAM is offering an in-depth analysis of specific equipment to identify inefficiencies, provide implementable recommendations and guide equipment investment decisions. Contact ceecteam@kam.co.ke today to have your equipment audited!

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.

CENTER FOR ENERGY EFFICIENCY AND CONSERVATION

EMA Tools Review Assessment Workshop

The Energy Management Awards team of technical experts and judges met to review this year's EMA assessment tools. These were the tools used for the various categories - General, Renewable Energy, Water Awards, Students and the Banking and Financial Sector categories.

For more information on how to participate in the annual Energy Management Awards, kindly email ema@kam.co.ke.

Upcoming Events

- **Clean Energy Conference and Expo:** A platform to showcase innovations in renewable energy and chart the way forward for industry.
 - Date: 24th - 28th November 2021 – Kasarani Stadium, Nairobi
 - To exhibit or sponsor send email to reexpo@kam.co.ke.
 - **CEO's Forum:** A high-level multi-stakeholder engagement for energy sector players to discuss issues affecting the industry and chart the way forward.
 - Participation: Free
 - To attend, contact reexpo@kam.co.ke.
 - **Energy Audits:** To identify areas of energy use, possible areas of energy wastage and offer recommendations to reduce the energy wastage and to achieve cost saving. Contact ceecteam@kam.co.ke for enquiries on energy audits for your plant.
 - **In House Energy Management Training:** To equip your energy committee with the required skills for achievement of energy savings. Contact ceectrainings@kam.co.ke to register.
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