



Innovate, Grow and Transform with Us!

April 2022

1. Enhance your Growth with The Manufacturing Academy!

Optimizing Sales within your Territories 5th-6th April 2022

Train with us now and be able to:

- > Establish & manage effective sales territories and mechanisms
- > Plan and control sales operations
- > Increase sales volume and market coverage
- > Deliver better services to your customers

Participation Fee: KES 30,000 + VAT per person
Corporate rates available for 5 or more nominees!

Book your slot through manufacturingacademy@kam.co.ke



Total Quality Management in Manufacturing 13th-14th April 2022

Total Quality Management (TQM) is a management approach to long-term success through customer satisfaction. Register for our TQM training today to learn how to use a combination of strategy, data, and effective communication to integrate quality into all aspects of your organization.

Participation Fee: KES 30,000 + VAT per person
Corporate rates available for 5 or more nominees!

Book your slot through manufacturingacademy@kam.co.ke



Procurement Fraud & Risk Detection: Gap Analysis & Corrective Action Plans (virtual) 27th-28th April 2022

The two-day training shall provide you with insights on how to put in place detection signals to help you mitigate the loss of funds, through unclear procurement procedures.

Participation Fee: KES 15,000 + VAT per person
Corporate rates available for 5 or more nominees!

Book your slot through manufacturingacademy@kam.co.ke



Business Growth Program (BGP)

April- October 2022

Two days per module

The Business Growth Program consists of a simple yet rigorous structure, comprising of three key blocks of strategic thinking:

- Where are we now?
- Where are we going?
- How do we get there?

The 6 modular program is centered entirely on the reality of your business – your current challenges, your opportunities, your future goals, and ambitions. The 2022 BGP will focus on the 4P's organizations need to thrive: People, Processes, Profits and Partnerships.

Who should attend?

Managing directors or unit heads of privately owned businesses who have strategic control but not necessarily an ownership stake.

Participation fee: KES 100,000+ VAT (For all the 6 modules)

Sign up now for the Business Growth Program and get a 10% discount on the total cost!

For more information please contact: manufacturingacademy@kam.co.ke

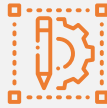
2. Minimize Your Skills Mismatch with the TVET Program!



Industry awareness forums

Join us in our industry awareness forums on the TVET program in Eldoret, Kisumu, Machakos, Mombasa, Meru, Nakuru, Nairobi, Nyeri & Nakuru in April and May 2022.

Contact tvvet@kam.co.ke to register and/or get dates for each region



Industry training slots for Cooperative Vocational

Contact us to participate in our in-company training under the Cooperative TVET program for the following courses:

- Industrial Mechatronics
- Automotive Mechatronics
- Commercial and Agricultural Vehicle Mechatronics
- Refrigeration and Cold Store Mechatronics
- Automotive Technician
- Plant Technician

Talk to us via cooperativedvt@kam.co.ke for more details or an industry visit



DOSH industry assessment

Would you like to participate in the Cooperative TVET? We'll help and advise you on:

- Industry assessment and support to align to Occupational Safety and Health requirements
- Relevant policies required to support industries in taking up attachees and interns

To request for an assessment, please email miranda.pendo@kam.co.ke

3. Take your SME to the next level with the KAM SME Hub!

**KAM SME Innovation Program
Sales and Marketing Module
20th-21st April 2022**

This 2-day workshop will equip SMEs to enhance sales skills and improve product knowledge.

Contact nduta.ndirangu@kam.co.ke or smes@kam.co.ke for inquiries

**Business Plan Sensitization Forum
5th April 2022**

This session is for all shortlisted participants of the KAM SME Innovation Programme. This is a participatory action planning activity session to gain the commitment of the participants to receive coaching for 5 days and to sensitize them on the tools to be used during the coaching.

Contact nduta.ndirangu@kam.co.ke or smes@kam.co.ke for inquiries

**SME Coaching
Business Plan
Starting April**

SMEs shortlisted to join the KAM SME Innovation programme will undergo business plan coaching for 5 days to support their COVID-19 recovery plans and enhance their overall business performance.

Contact nduta.ndirangu@kam.co.ke or smes@kam.co.ke for inquiries

**Mapping of Contract Manufacturing
Ongoing: click on the link below to register -
<https://forms.office.com/r/979dxnHFek>**

KAM SME development seeks to support members through market linkages. We would like to map out members who offer contract manufacturing services to share more details about their services. This information will be used to identify contract manufacturing industries who can be connected with SMEs looking to expand or diversify their products.

4. Embrace Green Manufacturing with the Center for Green Growth and Climate Change!



**Process Optimization
Audits: Ongoing**



**Circular Economy
Resource Mapping:
Ongoing**



**Carbon Footprint
Assessment:
Ongoing**

Reach out to ceecteam@kam.co.ke to register and we'll assist you achieve cost saving by optimizing your end-to-end process flows



Register now via ceecteam@kam.co.ke for help on reducing wastage in your facility & identifying areas of productive use of the generated waste



Contact ceecteam@kam.co.ke to register and we'll help you identify ways of reducing your current carbon footprint



5. Walk the Energy Conservation Journey with the Center for Energy Efficiency and Conservation!

Pneumatic Conveying and Compressed Air Systems 12th -14th March 2022

This 3-day training will equip technical personnel with detailed knowledge of energy efficiency opportunities on pneumatic and compressed air systems.

Participation fee: Kes. 40,000 plus VAT per participant

Contact cectrainings@kam.co.ke to register

Energy Audits Ongoing

The audit will help you identify areas of energy use, possible areas of energy wastage and offer recommendations to reduce energy wastage and achieve cost saving.

Contact ceecteam@kam.co.ke for enquiries

In-House Energy Management Training Ongoing

We'll equip your energy committee with the required skills for achievement of energy efficiency.

Contact cectrainings@kam.co.ke to register

In-House Environmental Compliance Training Ongoing

Train with us and ensure that your organization complies with NEMA regulations and benchmark with global set standards on waste management and carbon emissions.

Contact cectrainings@kam.co.ke to register

6. Expand into New Markets with the Business Information & Market Development Desk!



**Changamka Shopping Festival
Mombasa
2nd to 5th June 2022**

Exhibit at the **Changamka Shopping Festival Mombasa** to:

- Connect with unique visitors under one roof
- Showcase your products
- Build on value through our promotional campaigns
- Unlock prospective customers directly
- Increase brand awareness
- Network

Write to us on manufacturingexpo@kam.co.ke



**National Policy Seminar:
Environmental Compliance
14th April 2022**

The National Policy Seminar will cover:

- Update on environmental legislation
- Environmental Management Act
- Extended producer responsibility
- Requirements of air quality – industrial emission requirements
- Industrial effluent management

Contact seminars@kam.co.ke to register



**National Policy Seminar:
Industrial Spares & EAC Duty
Remission Scheme
28th April 2022**

Duty Remission Scheme Coverage Areas: Regulations and guidelines; Application procedures; Importation procedures

Industrial Spares Scheme Coverage Areas: Registration guidelines and regulations; Application procedures & issuance of certificates; Importation of spares criteria to be accorded exemption code for duty-free importation

Contact seminars@kam.co.ke to register