

**MARCH
2025**

BUSINESS DEVELOPMENT ACTIVITIES

Creating prosperity for the nation through sustainable industrialization

INTRODUCTION

ABOUT KAM

Established in 1959, the Kenya Association of Manufacturers (KAM) is a representative of manufacturing and value-add industries in Kenya. The Association is front and center in driving fact-based policy advocacy toward the formation of industrial policies to strengthen and support the country's economic development. Through fact-based advocacy, KAM partners with Government and its associated agencies to ensure a dynamic and flourishing manufacturing sector in Kenya, to realize a double-digit contribution to GDP.

In this report, we highlight the significant steps we are making in our advocacy agenda featuring key engagements with stakeholders including but not limited to the National Government, County Governments, Regional trading blocs, and development partners, among others on a monthly basis.



Our
Vision

To be a world-class Business Member Organization (BMO) that effectively delivers services to its Members.



Our
Mission

To promote competitive and sustainable local manufacturing.



To transform KAM into a sustainable member-focused association delivering relevant, quality, timely and effective services to its members.



Create prosperity for the nation through industrialization.



- Effectiveness
- Good Governance
- Innovation
- Professionalism
- Responsiveness
- Teamwork

MANUFACTURING ACADEMY

Boost Your Strategies!



Training: Essential Skills for Modern Day Manufacturing Executive/Personal Assistants (PAs/EAs)

Date: 19th – 20th March 2025

Time: 8.30 am – 12.45 pm

Venue: Virtual (Zoom)

This intensive training program seeks to directly equip participants with specialized skills to excel in the respective critical and strategic support roles, while offering them a unique opportunity to elevate professional execution and strategic impact.

Participation fee: KSh 17,000 (+16% VAT)

For enquiries, contact suzy.nzuki@kam.co.ke

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Training: Predictive Maintenance: Achieving Zero Downtime within Manufacturing

Date: 26th – 28th March 2025

Time: 8.30 am - 4.30 pm

Venue: Golden Tulip Hotel Westlands

This training seeks to equip participants with the knowledge and skills to implement predictive maintenance (PdM) strategies that minimize downtime and improve equipment reliability.

Participation fee: 35,000 (+16% VAT)

Enquiries: _gilbert.rutto@kam.co.ke

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In-House Training

Date: Ongoing

This training seeks to equip your respective team(s) with the necessary skills and knowledge to improve the company's productivity, improve on operational efficiency as well as enhancing your global competitiveness.

Enquiries: _gilbert.rutto@kam.co.ke



MARKET DEVELOPMENT

Venture into new territories!

Seminar: Implementation Status of the Social Health Insurance Fund (SHIF)

Date: 27th March 2025

Venue: TBC

This seminar seeks to sensitize our participants on the status of implementation of SHIF, by covering:

- The challenges they are experiencing
- The Magnitude of staff wage bill increased from compliance with SHA
- Access to services and claims on SHA

Participation fee:

- KSh 7,540 for Members
- Ksh 11,600 for non-members

Enquiries: seminars@kam.co.ke



KAM SME HUB

Take your business to the next level!



Export Tools Workshop for SMEs

Date: 19th – 20th March 2025

Venue: Kisumu

KAM, in partnership with DI, is hosting a practical workshop designed to equip SMEs with the tools and knowledge necessary to successfully enter and compete in global markets.

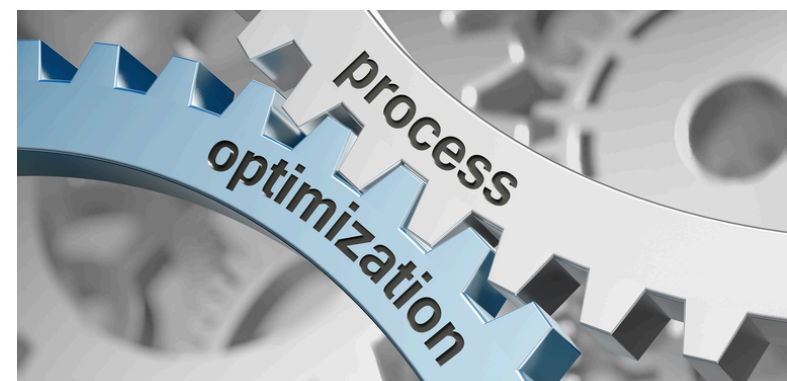
Focus areas:

- Leveraging Trade Agreements: Discover how to maximize benefits from existing trade agreements.
- Export Readiness Assessment: Learn to evaluate your SME's export potential and identify key areas for improvement.
- Utilizing Export Readiness Tools: Gain hands-on experience with resources designed to support SME export journeys.

Enquiries: samuel.ndoria@kam.co.ke.

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Optimize Your Processes!



Process Optimization Audits

Date: Ongoing

To help you achieve cost saving by optimizing your end-to-end process flow

Contact cectrainings@kam.co.ke to register.

Circular Economy Resource Mapping

Date: Ongoing

To help you reduce wastage in your facility while identifying areas of productive use of the generated waste.

For enquiries, contact ceecteam@kam.co.ke



Carbon Footprint Assessment

Date: Ongoing

To help you identify ways of reducing your current carbon footprint.

For enquiries, contact ceecteam@kam.co.ke

In-House Environmental Compliance Training

Date: Ongoing

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

To sign up, contact cectrainings@kam.co.ke



CENTRE FOR ENERGY EFFICIENCY AND CONSERVATION (CEEC)

Optimize Your Processes!



Boilers and Steam Systems Operations Training

Date: 19th - 21st March 2025

Time: 8.30 am - 5.00 pm

Venue: Kericho

This 3-day training seeks to provide up-to-date strategies on the operation and maintenance of industrial boilers and steam systems; a satisfactory approach to problems posed by boilers and steam systems and how to solve them.

Participation: KSh 40,000 + 16% VAT

Enquiries: immaculate.onyoni@kam.co.ke

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Energy Audits

Date: Ongoing

Through the audits, we 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

Date: Ongoing

To equip your energy committee with the required skills for achievement of energy savings.

Contact cectrainings@kam.co.ke to sign up.



Training: Certified Energy Manager (CEM) Program

Date: 12th - 16th May 2025

Time: 8.00 am - 5.00 pm

The thematic areas for this training include:

- Energy management from a global perspective.
- How systems and energy-saving technologies can be used throughout a building.
- Using energy management strategies and practices.
- Economic aspects of energy management.

Participation: USD 1,600 + 16% VAT

Enquiries: elizabeth.chege@kam.co.ke

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TVET PROGRAMME

Re-skill and Re-tool



Recognition of Prior Learning

"RPL"

Recognition of Prior Learning Skills Analysis (Certification of Skilled Workers Without Official Certification)

Date: Ongoing

In line with KAM's commitment to enhancing global competitiveness within our membership, we are conducting a Recognition of Prior Learning (RPL) Needs Assessment

RPL identifies and certifies skills gained through informal or on-the-job learning, helping to address skills gaps and boost workforce productivity.

Enquiries: francis.veto@kam.co.ke

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Apprenticeship/Technician/Graduate Programs Structuring

KAM TVET Program supports members in onboarding skilled workers through apprenticeship, as well as graduate trainee programs.

Contact francis.veto@kam.co.ke for more details.



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