



Company Profile

We Create Value.

enterpriseinmotion.co.ke

Who We Are

We work with our clients to build the capabilities that enable them to achieve sustainable advantage. We shape the future. Together.



Enterprise in Motion

Enterprise in Motion is a boutique strategy, management and training consultancy firm that is led by an alumnus of one of the world's largest consulting firms, KPMG. The firm was founded in 2015 and is focused on providing strategic management consulting and training services to businesses across East Africa.

We are dedicated to working with entrepreneurs, businesses and emerging fast growing companies. We have a good understanding of the challenges that growing businesses face and how they operate in their various stages of growth.

The firm, which is 100% Kenyan owned, helps organisations achieve transformation by making their strategies come alive. We assist our clients align all internal objectives and goals, departmental and individual, to the strategic plan. We help them monitor and evaluate their performance periodically against the strategic goals, which in turn allows them to make pre-emptive corrective decisions in order to avoid common strategy pitfalls.

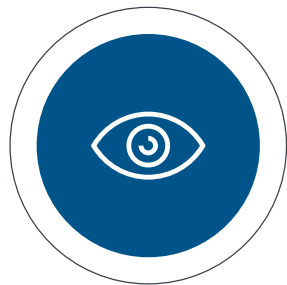
By providing training in 'Helping customers buy', 'change management', 'performance management', 'achieving excellence', and 'time management', we ensure that the entire team within an organisation acquires the necessary knowledge and skills to help it achieve the desired transformation.

We are passionate about our clients; we want them to achieve better results. Our understanding of the dynamics driving change and innovation, as well as our uniquely tailored, pragmatic, and holistic tools and methodologies provide enduring solutions —solutions that exceed our client expectations.

Who We Are

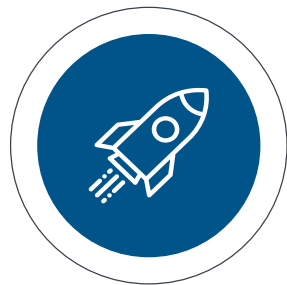
Our Vision and Mission

Our vision, mission, goals and values capture the essence of who we are and how we interact with one another. In addition, they speak to how we go to market and our commitment to delivering excellence to our clients, our shareholders, our employees, and the community.



VISION

To be an internationally recognised and respected consulting and advisory company that provides real transformation and working solutions delivered by the best people.



MISSION

To create real transformation for our clients by providing high value, high quality solutions for growth and good returns for our shareholders and employees



GOAL

To deliver Value

Values We Live By

A clear set of values is essential to building an organization capable of making a real difference. These values will continue to underpin everything we do in order to be a leader in the marketplace and remain a rewarding, inspiring place to work.

WE ACT WITH **INTEGRITY**

We are aware of what is right and what is wrong and we choose to do the right thing. We represent our capabilities honestly. We observe appropriate confidentiality of client information. We do not misrepresent our purposes. We only make promises we can keep. We take the time to consider our actions and ask whether we can defend them openly.

WE ARE **PASSIONATE** ABOUT OUR CLIENTS

We measure our success by our clients' success. We make our resources available to our clients and commit ourselves wholeheartedly to their success. We seek to identify our clients' real needs, and determine to deliver beyond their expectations.

WE ARE **PROFESSIONALS**

We are committed to creating value for our clients and our people that returns multiples on their investment. We deliver tangible and positive change, not simply presentations or ideas.

WE ARE A **LEARNING** ORGANISATION

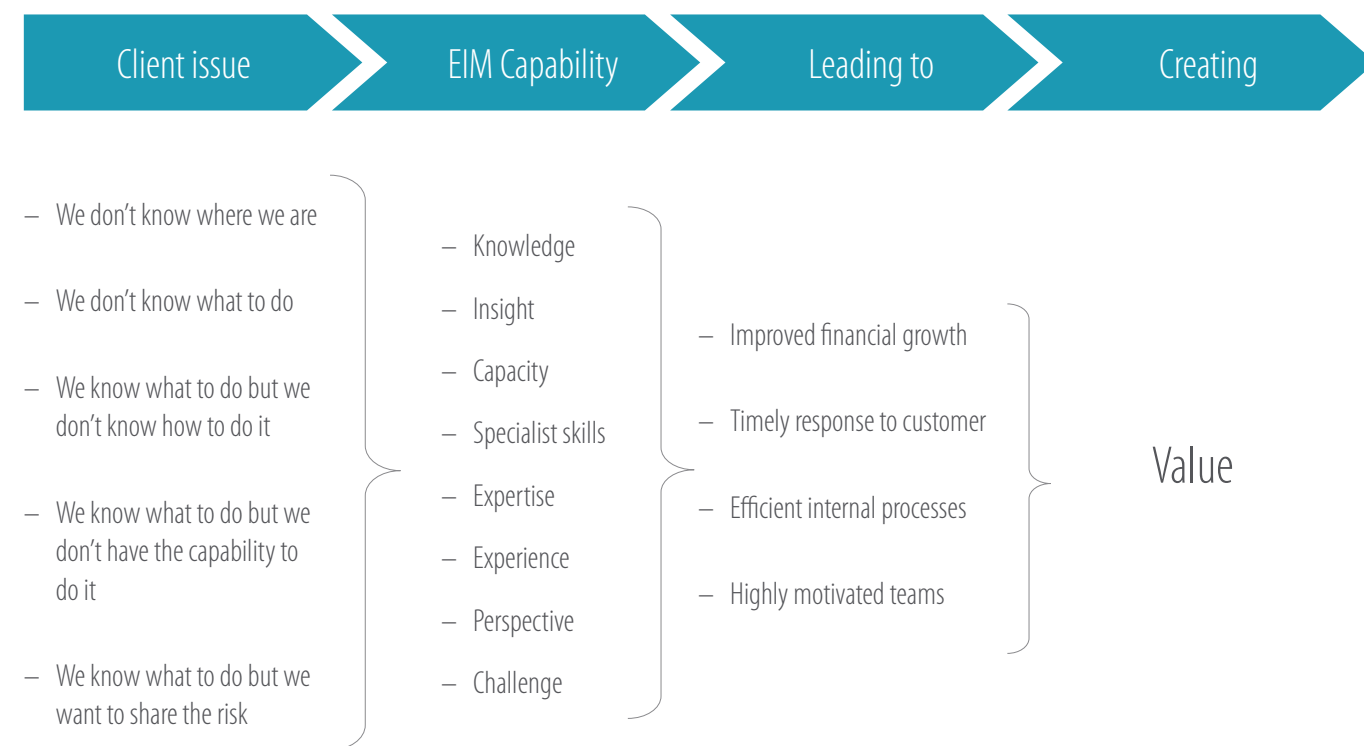
We are constantly acquiring new knowledge, behaviour, and skills. We learn from experience, education, sharing and conversations with others and/or ourselves. Application of this new knowledge involves experimenting with what we learn and applying that knowledge to gain more.

WE OFFER EXEMPLARY **LEADERSHIP**

We dare our people to lead the pack and create a lasting leadership legacy. We encourage a sense of humbleness, dignity and an awareness of one's own limitations. We are open to perspectives different from our own and act with intention. We take a long term perspective in decision-making.

Why We Exist

To Create Value



To Help Clients Achieve Success

S	Success	Well thought out and easy to understand ideas
U	Unique	Unique solutions based on our experience
C	Concrete	Focus that achieves results
C	Co relate	Ideas and actions that deliver value
E	Execute	Results that exceed expectation
S	Skill	A professional approach
S	Service	Commitment to serve

Our People



Robert Onyango

Robert Onyango is the Managing Director. Prior to establishing Enterprise In Motion (EIM), he worked for KPMG where he was the Project Director of the Top 100 Mid-Size company project for Kenya, Uganda, Rwanda and Tanzania. He is a chartered Marketer (CIM UK) and certified project manager trainer and branding expert.

His role involved developing and driving the KPMG Strategy for marketing and communications to ensure it is fully aligned to the firm's overall strategic goals. As head of business development, it was his responsibility to ensure that KPMG kept faithful and true to its "go-to-market" strategy.

Robert has played an advisory role to a number of SMEs on strategy implementation and use of tools to improve on achievement of their strategies

Robert initiated, and co-facilitated with KPMGs Global Markets (responsible for 157 countries), the roll-out of a series of highly acclaimed regional projects that included strategy, proposal planning, writing and presentation workshops across East Africa. In conjunction with KPMG South Africa, he facilitated projects in Zimbabwe, Malawi, Zambia and South Africa.

Robert spent a significant amount of time in South Africa during which, he led project teams was a principal advisor on two of the largest proposals won by KPMG in Swaziland at the time.

While in South Africa Robert attended a number of courses in project management, project monitoring and implementation and Helping organisations understand their clients buying decision process.

He has held a number of leadership positions including Chairman of the board of ENACTUS (formerly SIFE), a global program that works with Universities and students to come up with innovative entrepreneurial ideas to transform the lives of communities that live in their proximity. 20 universities in Kenya are members of ENACTUS and are part of more than 200 across the globe.

Livingston Musumba

Livingston is the Technical Director at Enterprise in Motion. He is a Management and ICT specialist with over 20 years experience in the ICT industry in Kenya, both in public and private sectors. He holds a Postgraduate Diploma in Computer Science and a B.Sc. (Mathematics/Comp. Science) from the University of Nairobi and is a Certified Microsoft Professional.

He has held various senior positions in different organizations including Kenya Power & Lighting, Impact Consultants (a Division of IAT), KenGen and has been consulting for various organizations since October, 2005.

Livingston has participated in steering a team of Business Experts and Technical staff in implementing many ICT Computerization projects including SAP ERP and SCADA.

He has facilitated a number of Strategy and Knowledge management workshops for private sector and public sector organisations.

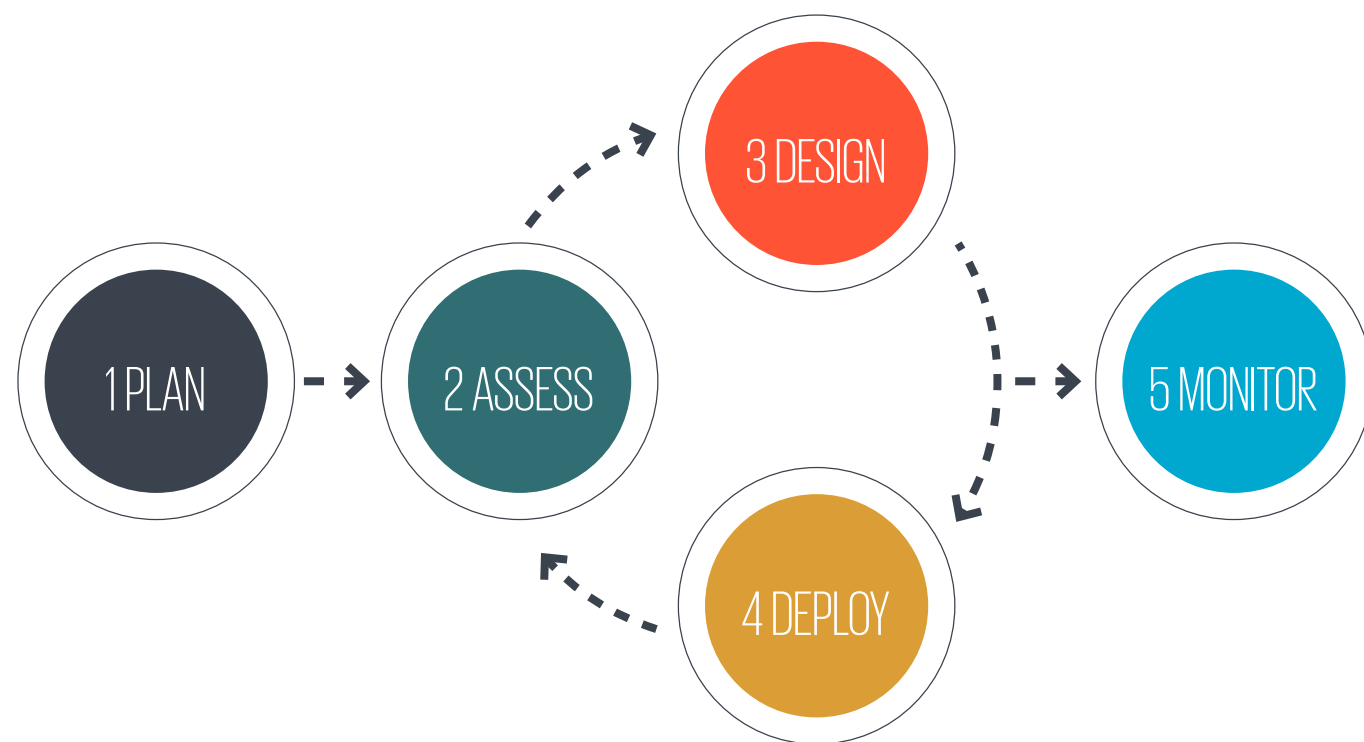
Livingston has developed applications for a number of clients across various industries that help in the management and access of knowledge including intranets and extranets.

He currently sits on the Technical Committee of Organization Performance Index (OPI) of Kenya Institute of Management heading the Innovation, Information & Knowledge Management determinant of the excellence model from 2009.

Livingston also sits on the board of a local Microfinance Credit organization in an advisory capacity.

How We Do It

Methodology



PLAN

Gain an understanding and agreement with the client regarding the scope and objectives of the engagement.

ASSESS

Identify current state, issues and root causes and provide structure to prioritize observations & recommendations.

DESIGN

Develop and reach client consensus on the detailed business case, and future state implementation plan.

DEPLOY

Assist the client to launch implementation plan. Assist with program management and post-implementation assessment.

MONITOR

Assist client in the development and implementation of an ongoing monitoring plan and performance analysis.

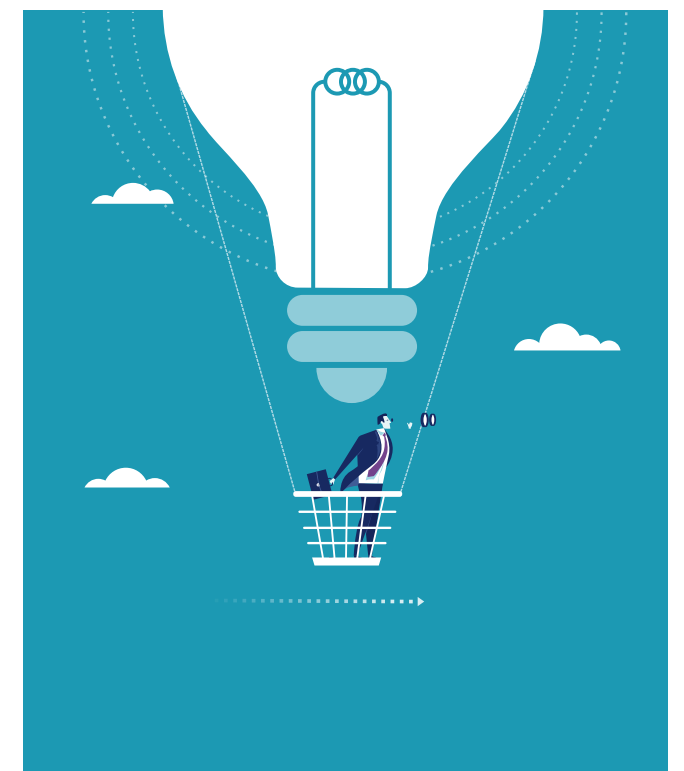
Engagement

Enterprise In Motion delivers true value, focusing on strategic decisions and practical actions tailored to our clients' unique reality. We engage all levels of an organization from day one, building momentum and capabilities to sustain the success.

Our experience has shown us that more than 70% of growing companies have very good strategies but fail to deliver on them as a result of poor monitoring or lack of knowledge on how to convert the strategic plan into an active living document. We have observed that this is not deliberate, but the result of mounting pressure to focus on margins and growing the market share.

Our approach begins with helping leadership have a clear understanding of the mission and vision of the company, we look at the three-to-five-year financial and performance targets, with considerations for growth, cost efficiency, profitability, and ROI as well as how these may impact the business and operating models. We then look at the sensitivity to the internal and external environment, we then look at what the major issues are, and work together to develop the strategic initiatives and Key Focus Areas.

We work with the client to develop actions that will address the issues and agree on what outcomes we expect from those actions. Together we look at the resources and internal processes and how these are aligned to deliver the value proposition to the market. We then assist in monitoring progress and measuring the results on-site as well as off-site.



What We Do



Strategy

Globalization, technological change, and growing economic interconnections are challenging traditional strategy approaches. Yet strategy is more necessary than ever. The frequency and speed with which leadership positions change are increasing—and the performance gap between winners and losers is widening. To beat those trends, strategists must understand, compete across, and adapt to, a much broader range of strategic environments, each requiring distinct approaches and capabilities.

DETERMINE POSITION

- Identify Strategic issues
- Conduct environment scan
- Conduct competitive analysis
- Identify strengths, weaknesses, opportunities and threats

DEVELOP STRATEGY

- Develop your mission statement
- Develop your vision statement
- Clarify your corporate values
- Identify your competitive advantage

BUILD PLAN

- Set your priorities
- Define your long term objectives
- Set organization goals and measures
- Cascade strategies to operations

MANAGE AND REVIEW

- Develop implementation schedule
- Track goals and actions
- Review and adapt
- Perform annual updates

Helping Customers Buy

Helping Customers Buy is our signature modular, interactive and integrated sales and client relationship training program.

This program will help our clients:

- Build confidence and competence in their customer interactions
- Create a consistent understanding and approach to how they sell
- Demonstrate how effective selling is about helping the customer to buy

The 12 modules in the program are listed on the right:

Module 1: Establishing Relationships and Building Rapport

Module 2: Preparation for a Customer Interaction

Module 3: Questioning skills

Module 4: Handling Client Concerns

Module 5: Relating to Buyer Wants

Module 6: Networking

Module 7: Achieving Client Commitment

Module 8: How Organisations Make Buying Decisions

Module 9: Making an Impact with Clients

Module 10: Attention Grabbing Sales Presentations

Module 11: Value Pricing

Module 12: Negotiation

What We Do

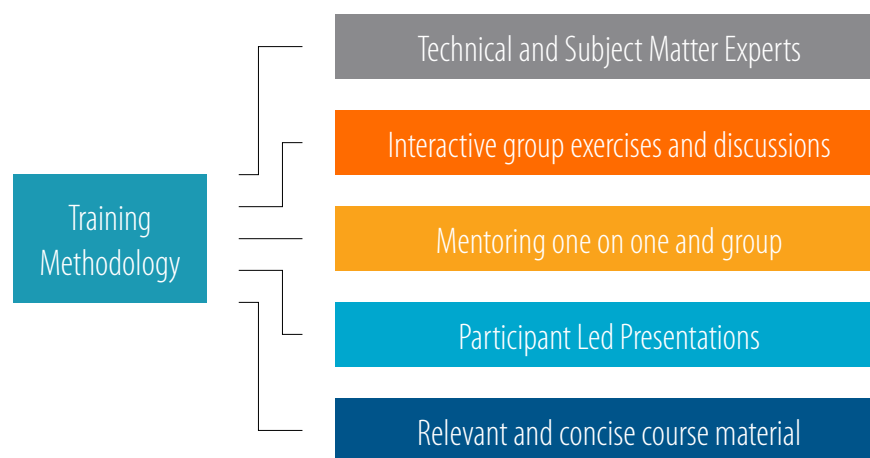


Training

Better workforce training and education leads to transformation. Accountability and a performance management culture are critical to driving results. To that end, at Enterprise in Motion, we help our clients adopt and apply best practices to improve workforce quality and tackle employee efficiency issues.

Below is a list of our key transformation levers:

- Performance Management
- Project Management
- Time Management
- Branding that works
- Knowledge Management
- Winning at Negotiations
- Employee Development and Productivity
- Making an Impact – Presentation Skills
- Developing High Performance Teams



Management Consulting

The rapidly changing macroeconomic environment, competitive landscape, the impact of technology, global interconnectedness and increased regulation mean that our clients require help navigating new and sometimes turbulent waters.

SOLUTIONS FOR SUCCESS

Clients want multi-disciplinary skills which can cut through the complexity of the challenges they face and give clear, actionable solutions that help them thrive. To take advantage of the enormous opportunity in the market, we are able to assist clients in the areas of Business Transformation, Financial Management, and Technology Services.

Our solutions are based on a deep understanding of client needs, insight tailored to local circumstances, and demonstration of value in every engagement. Whether the challenges are in strategy, process, technology or effective use of resources, we have the skills and experience to deliver client value.

TRANSFORMATION IS ESSENTIAL

The most effective way to bring value to a client is to become its partner. Each project gives us the opportunity to transform the client's mindset as well as our own, thereby shaping agendas and enabling meaningful, enduring impact.

Readiness for transformation is essential in today's highly volatile business environment. Even an organization at the top of its market must be poised for change if it hopes to stay ahead. Enterprise in Motion partners with clients to transform their mindsets and our own, reimagining businesses and meeting the competitive challenges of the future.



Enterprise in Motion



@enterprisegurus

Enterprise in Motion East Africa
Unipen Building, 1st Floor, Block A-4
Argwings Kodhek Rd. Hurlingham
P O Box 67212, 00200
Nairobi, Kenya

T : +254 20 525 6366 / +254 707 520 737
M: +254 725 749 324
E: info@enterpriseinmotion.co.ke