

Lan-x Africa Ltd

COMPANY PROFILE

LAN-X AFRICA LIMITED
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NAIROBI, KENYA



BACKGROUND INFORMATION

Lan-x Africa Limited was incorporated in the Republic of Kenya on the 15th day of June 2001 with a broad objective of helping millions of individuals and business organizations in Africa to solve personal and organization's challenges. It started operations on March 1, 2004 at its Africa headquarters in Nairobi, Kenya.

The core business of the company is to provide high impact training services, top of class business & management consulting and personal effectiveness programs that seeks to catapult the individual to a high level of performance and success.

VISION

“TO BE AFRICA’S LEADING CONSULTANCY COMPANY BY 2020”

MISSION

“TO PROVIDE AFRICA THE ENLIGHTENED TECHNIQUES FOR ECONOMIC FREEDOM & EXCELLENCE THROUGH CONSULTANCY AND MANAGEMENT SERVICES”

CATEGORY OF SERVICES

The Company has three broad services i.e. **Consultancy and Research Services, Business, Leadership and Management Training Services and Personal Financial Management Services.**

A. CONSULTANCY SERVICES

The company provides top of class consultancy services in the following areas: -

(I) **Research**

The Company provides Market Based Research including Market Perception Surveys, Customer Satisfaction Surveys, Brand Popularity Surveys, Consumption Surveys, Feasibility studies among others

(II) **Monitoring & Evaluations**

Monitoring and Evaluation is a key component for project success. Lan-x Africa Ltd has expertise and technical skills for both complex and non-complex monitoring and evaluations.



(III) Strategic Plans/Envisioning & Business Plan

Strategic Envision (Intent/Direction/Choice) is critical for organization's success. Lan-x Africa Ltd is able to help in Strategy Formulation, Envisioning and helping the organization to realize its goals. We also help in formulation of business and marketing plans.

(IV) HR Audits / Recruitment and Placement

“Endeavors succeed or fail because of the people involved”, Collin Powel. Organizations with aligned staff tend to produce spectacular results. Lan-x Africa Ltd not only provide recruitment and placement services using psychometric tests, but much more conducts HR Audit to establish levels of staff alignment to their work.

B. BUSINESS AND MANAGEMENT TRAINING

Lan-x Africa Ltd runs high impact programs through conventional method and using board-based business simulations.

Some of the programs that we run and for which this profile covers are as follows: -

(I) Customer Management Programs

Some of the programs under this include Customer Relationship Management, Key Account Management, Managing Customers and World Class Customer Service

(II) Revenue Improvement Programs

Revenue Improvement Programs forms the nerve of Lan-x Africa Ltd. Some of the programs under this include Ballistic Selling®, High Impact Sales Training, Merchandising Training, Managing for Results, Success in Sales Today. These programs are uniquely designed to ensure customers get the full benefit of each one of them.

(III) Service Improvement Programs

Service Improvement is a key requirement for every business success. Specifically, Lan-x Africa Ltd designs programs that go beyond what is available in the market thus making Lan-x Africa the only consulting company that goes out of its way to meet the needs of customers by 101%. Some of the programs include Customer Service Excellence, Relationship Management and Customer Care.

(IV) Business & Management Programs



It was the then Vice President Kijana Wamalwa who said a good idea can give birth to a better idea. Managers are already doing good and excellent work. However, organizations need to move from 'Good to Great' and continuous sharpening of skills and knowledge is desirable.

Some of the programs that we run under this are Managing for Value, Management and Leadership Development Programs.

(V) Personal Management Programs

Companies thrive because of the individuals in those organizations! When individuals are doing great, the companies they work for will equally do great.

We know beyond any reasonable doubt that individuals matter a lot in business. Personal Management Programs were designed after working with a number of human resource specialists in Kenya and established that the greatest impediment to performance often stems from individual lifestyle rather than other areas.

Our personal management programs include Self Leadership, Life Planner (Managing Self), Personal Financial Management, Personal Performance Management, Time Management and Self Motivation.

C. PERSONAL FINANCIAL MANAGEMENT

The individuals are the ones driving business and corporate organizations. If the individuals be good, businesses, companies, institutions and families will equally be good.

Personal Financial Management includes the following services: -

- Lifestyle Choices Management for Life Success
- Pre-retirement Planning
- Growing Networth through Investments
- Personal Financial Coaching

CONSULTANTS

Our Strength: Our organizational strength stems from two areas:

1. **Our people:** We maintain a lean structure for strategic business reasons and Associate Consultants.
2. **Associate Consultants:** Lan-x Africa Ltd is able to bring together experience and expertise of others to accomplish tasks to the client's satisfaction. We don't just use any associate consultant, we look for those who have a similar



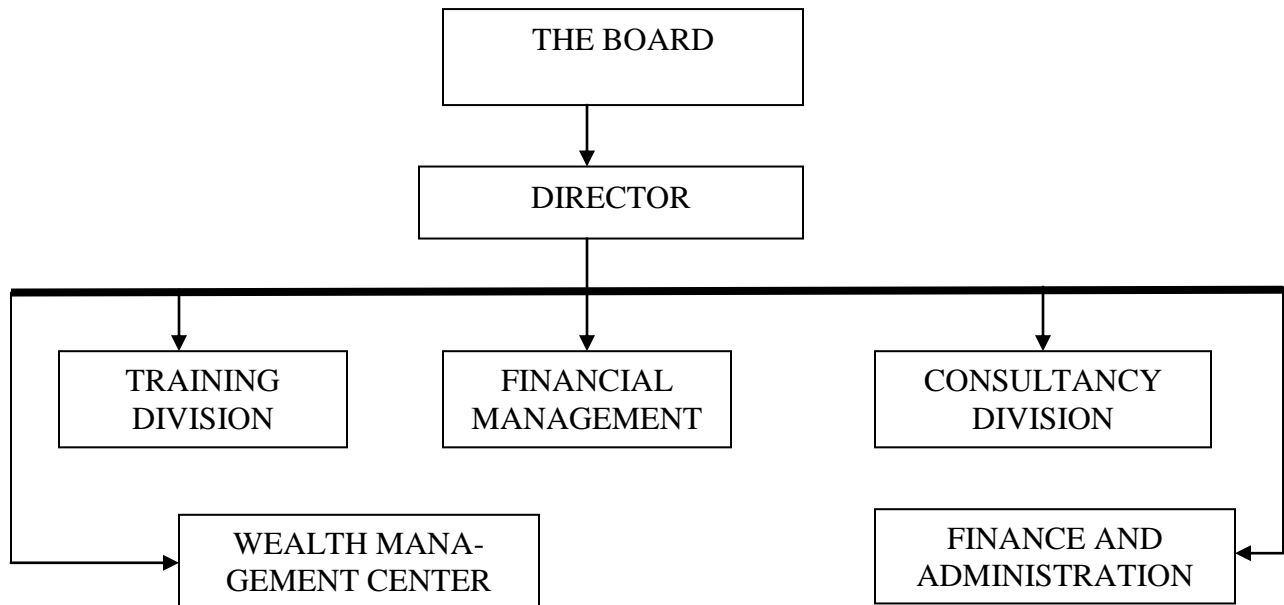
passion and drive so that our commitment and excellence is without reproach.

Our consultants are seasoned individuals who have several years of managerial experience, consultancy, research, recruitment and training in their respective disciplines both in Kenya and abroad.

Lan-x Africa Ltd has three Directors who happen to all be involved in the business in a full time basis giving it the much needed passion and commitment for success. They are (I) Josiah Ntokote a specialist in Business and Personal Performance Management programs. Josiah has a Masters degree in Science and currently pursuing MBA (II) Victoria Mutta, a specialist in Human Resources Functions and Customer Services and (III) David M. Tanki, a specialist In Business Improvement and Management with a degree in commerce, post graduate in Managerial Control & Management Information Systems and MBA (in Progress).

ORGANIZATION'S STRUCTURE

The organization's structure is as follows:



As stated earlier, the company has three main divisions i.e. Training Division, Personal Financial Management Division and Consultancy Division. In addition, there are two support arms i.e. Wealth Management Center and Finance and Administration.



CUSTOMERS & REFEREES

Some of our reference customers are as follows:

MANUFACTURING

1. East African Breweries Ltd
2. Nairobi Bottlers Ltd
3. Bata Shoe Company Ltd
4. Mabati Rolling Mills Ltd
5. James Finlay (K) Ltd
6. Haco Industries
7. James Finlay (K) Ltd
8. Tata Chemicals Limited

FINANCIAL INSTITUTIONS

1. Barclays Bank of Kenya
2. Kenya Commercial Bank
3. Ecobank Kenya Ltd
4. Equatorial Commercial Bank
5. Transnational Bank
6. CfC Stanbic Bank

INSURANCE

1. Jubilee Insurance Ltd
2. Kenindia Assurance Co. Ltd
3. Co-operative Insurance Company Ltd
4. Heritage Insurance Company

INFORMATION & COMMUNICATION TECHNOLOGY

1. Uganda Telecoms Ltd
2. Microlan Kenya Ltd
3. NairobiNET Online
4. Wananchi Online
5. Kenyaweb Online Ltd

NON-GOVERNMENTAL

1. ILRI - Ethiopia
2. Compassion International
3. World Vision Kenya / East Africa
4. World Vision East Africa
5. Family Health International



MEDICAL SERVICES

1. Getrude Children's Hospital

LOGISTICS

1. Signon Freight