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**Remarks by Mr. Kenneth Matiba,  
Secretary/Chief Executive Officer, Kenya  
Institute of Supplies Management (KISM) during  
the Opening of the Contract Management and  
Negotiation Workshop from 24 – 28 June, 2024  
at Semara Hotel, Machakos**

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- ❖ **Distinguished Participants,**
- ❖ **Our Resource Persons,**
- ❖ **Colleagues,**
- ❖ **Ladies and Gentlemen,**

**Good Morning!**

1. I am privileged to join you today for the official opening of the **KISM Contract Management and Negotiation Workshop.**
2. I also wish to convey greetings from the larger KISM fraternity and **pass our message of unwavering commitment** to service delivery in the professionalization of supply chain management, and connected practices in Kenya.
3. We thank you for coming and choosing to participate in our continuous capacity development programs. This gives us confidence that our programs are having a positive impact to the supply chain profession and adding value for your organizations.

4. We are grateful to your employers who facilitated your participation in this workshop. This reinforces our new philosophy at the Institute which we are proposing to both our internal and external stakeholders, and thus **Delivering – As One, And With All.**
  
5. As you may be aware, KISM is a public entity established under the “Supplies Practitioners Management Act No.17 of 2007”, to *inter alia* to **train, register, licence, discipline and regulate supply chain management practitioners...**
  
6. The Institute plays a key role in promoting, **“learning, development of best practices, and application of the same to the practice of procurement and supply chain management in Kenya”.**

7. ....as **such anyone** who practices as a Procurement and Supply Chain Management Professional (PSCM) in Kenya must be **registered and licensed** by KISM, and be of good standing.

### **Ladies and Gentlemen**

8. The KISM CPD calendar has been developed to facilitate members' continuous growth in supply chain management by acquiring new skills and competencies to remain relevant in their practice and meet the growing expectations for high quality services and accountability.
9. This particular workshop has been organized in cognizance of the many challenges bedeviling the management of many contracts including multi-billion projects in both public and private sectors.

10. Poor management of contracts has led to abandoned projects, incomplete projects, and unutilized projects leading to heavy financial losses.
11. The course is designed to equip participants with skills, knowledge, and understanding in achieving contract management excellence in their field.
12. It will provide insights into contract management techniques and principles to identify contract and project risks, solve contractual issues and problems, and communicate effectively with stakeholders and other departments.
13. Our courses promote peer-to-peer learning and have been incorporated into this course. I urge you then to leverage this collaborative learning, share experiences, and offer solutions for better contract management practices.

14. There are indeed many actors, and professionals playing in the space of contract management. However, the supply chain profession plays a critical role in shaping the outcome at the end through guidance offered throughout the project cycle.
15. Your signing up for this course reflects your determination to provide leadership by enhancing your knowledge in planning, preparing, and managing successful contracts while minimizing risks.
16. I too, extend an appreciation to other professionals who enrolled to participate in the course. Your engagement will enhance the learning experience and add value to the course.
17. We are also happy to inform you that we are rationalizing our programmes to **offer industry-relevant contents** that addresses emerging issues such as; **application of artificial**

**intelligence and block chains in supply chain management, humanitarian and health supply, transport and logistics, inventory management among others.**

18. Our view is that we have to be **holistic in our approaches** so that we take care of both the **demand and supply sides of operating environments** when it comes to capacity building programmes....this means have to **address both the public and private sectors.**

19. ....and we look forward to continue working with you in upscaling the Institute's **Vision of building competent and ethical supply chain management practitioners.**

20. Just to apprise you, we have now;

- ***Operationalized our regional chapters to grant accessibility of our services at the grassroots.***

- ***Operationalized the Kenya College of Supply Chain Management to offer programs in P&SCM.***
- ***Operationalised the RPL Framework in collaboration with KISEB in line with the Government Policy.***
- ***Built the capacity of our disciplinary committee to handle our matters as p;rofessionals.***
- ***Automated our key business processes.***
- ***We are engaging the Government on the terms of service for our members, among others.***

***Ladies and Gentlemen,***

21. As I conclude, I call upon all participants to be strategic in equipping themselves with relevant and dynamic skills to match the fast-paced work environment.



22. We commit to partner with you to make the Institute efficient, effective and accountable in service delivery by being members-focused by creating a conducive working environment that yields **impactful programmes**.
23. I challenge each one of us to be the **Institute's brand ambassadors**, and by so doing we will be positioning the supply chain profession in Kenya for greater relevance and credibility.
24. With those remarks, it is now my humble duty to declare this **Contract Management and Negotiation Workshop officially opened**.

**Thank You!**

Kenneth Matiba  
**Secretary/Chief Executive Officer**  
**Kenya Institute Supplies Management**