

ATC COMPANY PROFILE

2021



Agri and Co-operative Training and Consultancy Services Ltd

(The Consulting Arm of The CO-OPERATIVE UNIVERSITY OF KENYA)

Located within the Co-operative University of Kenya,
Ushirika Road, Karen P.O. Box 465-00502 KAREN, Nairobi,

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“The consulting Arm
of the Co-operative
University of Kenya”

“Your Customer
Focused Quality
Training and
Consultancy service
Provider”

WHO WE ARE

Background Information

The Agri and Co-operative Training and Consultancy Services Ltd. (ATC) is a capacity development and consultancy services provider registered as a private company, wholly owned by The Co-operative University of Kenya (CUK).

ATC is recognized as an active player in the private sector development in agriculture in Kenya and the Region, through the provision of quality training and consultancy services in agribusiness, co-operative rural development and associated sectors of the economy. ATC was launched in July 2004 as the Agribusiness Training Centre. The Co-operative College of Kenya teamed up with five organizations to establish the ATC.

VISION

To be the most sought-after Consultancy firm in the region

MISSION

To provide customer focused quality training and consultancy services to the agriculture, co-operative and associated sectors of the economy to remain relevant and sustainable as a corporate in order to satisfy wealth maximization of the shareholders.

Motto

Quality training and consultancy services

Core Value

Quality, Innovation, Professionalism, Teamwork and efficiency



VISION

MISSION

VALUES

❖ CO-OPERATIVE DEVELOPMENT PROGRAMMES

Directors' Development Programme (DDP)s

1. Sacco Governance
2. Leadership for Change (Arena 1-4)
3. Board Induction Training and Ethical Practices
4. Understanding your Audit Universe
5. Internal Control systems for Saccos
6. Strategic Brand Positioning
7. Managing Credit Risk for Saccos

Staff Development Programme (SDPs)

1. Sacco Product development and Marketing
2. Credit management
3. Risk Management
4. Customer Relation and Service Excellence
5. FOSA Operations
6. Cyber-Security and its effects on Saccos

County Co-operative Officers Development Programme (CCDPs)



Key competencies

❖ AGRIBUSINESS DEVELOPMENT PROGRAMMES (ADP)

1. Farming as a business (i.e. Poultry, Dairy Goat, Sorghum, Omena Fish, Mango)
2. Value Chain Development
3. Demand Driven Extension Service
4. Marketing for smallholder Farmers
5. Entrepreneurship and Business Planning Skills for Producers
6. Basic Financial Management for Farmers
7. Agribusiness Enterprise Development
8. Organizational Development for farmer groups

WHAT WE DO



Training and Capacity building

We train our clients on various aspects based on the training needs. Areas of training include; Leadership, Governance, Responsible Business Conduct, Change management, Conflict resolution, Risk Management Financial Management, Credit Management, Customer service, Entrepreneurship Management of Information Technology, Farming as a business (i.e. Poultry, Dairy Goat, Sorghum, Omena Fish, Mango), Value Chain Development, Demand Driven Extension Service, Marketing for smallholder Farmers , Business Planning Skills for Producers, Basic Financial Management for Farmers, Agribusiness Enterprise Development, Organizational Development for farmer groups among others..



In-house Training

We also do in-house training tailored to the needs of the organizations



Strategic Plan Development

We jointly develop the strategic plan for organization with the Board of Directors and staff to enable ownership and implementation



Business Plan Development

We develop business plan for organization to enable them meet their goals as spelt out in the strategic plan



Reviewing By-Laws

We review by-laws of the Co-operatives including Saccos and other forms Co-operatives



Restructuring and Reorganization

This service targets Non- Deposit Taking Saccos which have a total non-withdrawable deposits from members is equal to or exceeds the sum of one hundred million Kenya shillings



Policy formulation

We develop policies for Sacco including but not limited to saving policy, Investment policy, dividend policy, liquidity policy, Finance & Accounting policy, Credit policy, Anti-Money Laundering Policy, Human Resources Policy, Information preservation Policy, Cyber Security policy, Communication policy, ICT policy, Risk management policy, Election & vetting policy, Procurement policy, Board charter & Governance policy

PORTFOLIO



SAFARICOM SACCO



SERVICES RENDERED

- Review of Strategic Plan, 2014-2018
- Governance Training for the Board and Senior management
- Board induction for the newly elected directors

2014-2018



INVEST ABD GROW SACCO



SERVICES RENDERED

- Senior Staff Induction Programme
- Credit Management Course for Credit staff



GDC SACCO



SERVICES RENDERED

- Strategic Plan Development (2017-2022) and Business Plan
- Board Charter development
- Developed Policies including: Saving policy, Dividend Policy, Anti-Money Laundering Policy
- Loan appraisal and delinquency management training for staff

PORTFOLIO

KETSA



SERVICES RENDERED

- Strategic planning and policy formulation
- Governance and Leadership Training
- Customer Service Excellence

SOLIDARIDAD

Solidaridad



SERVICES RENDERED

- Development of Institutional management documents including: Strategic plans, Business Plans, Human Resource Policy, Anti-child Abuse Policy, Quality Management and Control Policy.
- Training Boards of Management of Coffee Co-operatives in selected counties on Leadership, Governance, Responsible Business conduct, Financial Management and Resource Mobilization

SHIRIKA SACCO



**SHIRIKA
SACCO
SOCIETY LTD**



SERVICES RENDERED

- Sacco Governance Training for the Board of Directors and Senior Management
- Credit Management Course for Credit staff

MAR 2019

PORTFOLIO



NYATI SACCO



SERVICES RENDERED

- Board Training and formulation of various policies



MWITO SACCO



SERVICES RENDERED

- Board Training on governance, risk and credit management



EGERTON SACCO



SERVICES RENDERED

- Board, staff and Member Training on delegate system of Governance and rebranding

MAR 2019

PORTFOLIO

SOUTHERN STAR



SOUTHERN STAR
Savings & Credit Co-op Society



SERVICES RENDERED

- Sacco Governance Training for the Board and Senior management
- Credit management course for staff
- Risk management course for staff

MWITO SACCO



**MOMBASA PORT SAVING & CREDIT
CO-OPERATIVE SOCIETY LIMITED**
U s h i r i k a



SERVICES RENDERED

- Strategic Plan development
- Sacco Governance Training for the Board and Senior management

SIMBA CHAI SACCO



SERVICES RENDERED

- Customer Satisfaction Survey

MAR 2019

PORTFOLIO

WE EFFECT



SERVICES RENDERED

- Training identified leaders for Co-operatives on Leadership for Change in the following Key Areas:
 - I. Arena 1: Visionary Leadership and Strategic Planning
 - II. Arena 2: Personal Growth and Development
 - III. Arena 3: Entrepreneurship Development
 - IV. Arena 4: Change Management

DGRV



SERVICES RENDERED

- Development of curricular (Manuals) on Governance & Leadership Training for SACCOs and Governance & Leadership Training for Non-SACCOs Primary Co-operatives
- Base line Survey on Youth Economic Inclusion and Status of Primary Co-operatives and Saccos in the Counties of Narok and Kakamega

KUSSCO LTD

KUSSCO LTD.
Kenya Union of Savings & Credit Co-operatives Ltd



— The SACCO Family Union —



SERVICES RENDERED

- Marketing Staff Induction on Co-operative Matters

MAR 2019

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HIVOS



SERVICES RENDERED

- Governance and leadership capacity building for Vuasa Co-operative Union and Vuasu AMCOs in Same – Tanzania



LAND O' LAKES



SERVICES RENDERED

- Co-operative and SACCO Study and Financial Symposium Event Hosting



COUNTY GOVERNMENT MAKUENI



SERVICES RENDERED

- Development of Makueni Co-operative Policy
- Capacity Building of the County Co-operative Officers under the CODEP Programme

MAR 2019

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MACHAKOS CO-OPERATIVE UNION



SERVICES RENDERED

- Governance and leadership capacity building

KENPIPE SACCO



SERVICES RENDERED

- Governance and leadership
- Sacco Governance Training for the Board and Senior management

KIMISITU SACCO LTD



SERVICES RENDERED

- Governance and leadership
- Sacco Governance Training for the Board and Senior management

APRIL 2021

APRIL 2021

PORTFOLIO



KITUI TEACHERS SACCO SOCIETY LTD



SERVICES RENDERED

- Governance and leadership
- Sacco Governance Training for the Board and Senior management

APRIL 2021

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