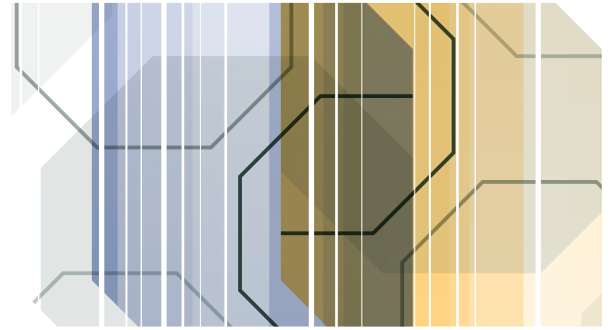




inside knowledge

Bulletin.



KM&T celebrates its 5th Birthday with the opening of an office in Singapore

Knowledge Management and Transfer (KM&T), based in Coventry, is a leader in the application of "Lean Thinking" which is a methodology to improve the efficiency, effectiveness and financial performance of organisations by implementing sustainable improvement changes. Lean Thinking was developed by Japanese car firm Toyota in the 1950s and is now applied to a very wide range of sectors.

KM&T was founded in 2004 and now has offices in the UK, Australasia and Europe and has just opened its first outlet to serve the Asian market. Founder and director Steve Boam, who trained with Toyota, said the new office would serve a variety of sectors within the South East Asian region. He said: "In the past five years we have developed our expertise in a number of sectors including manufacturing, healthcare, public, finance and maintenance & overhaul. We will continue to deploy our expertise in these established and emerging sectors in Singapore. "We have started to do more work in Asia and have developed there to the extent that we need to serve our clients with an office in the region which will, in turn, help us grow our market share. "Singapore is an exciting place, the area is a hub for international travel, and we believe our experience in the competitive area of aircraft maintenance gives us a real opportunity for expansion."

Boam and fellow business partners Adrian Jones, Gareth Harris and Darren Jones started the company at the Coventry University Technocentre before establishing an office in Australia in 2005, and then expanding into Europe with a Belgian base last year. It recently formed a healthcare division which has completed more than 50 projects for the NHS across the UK. In addition KM&T have developed some very successful NHS products within the 'Productive Series' which have been implemented into 80% of NHS Trusts and are now being sold under licence internationally.

Boam added: "We have a target of a £8 million turnover in this next period and we are comfortable that we can achieve this based on previous results which, considering the economic climate, is a notable achievement. "We see our UK and Australian operations growing by 25 per cent a year while Europe could well quadruple. "Our next development will be to strengthen our partnership office in the Middle East, once we have fully established in Singapore."

KM&T employs just less than 100 staff across its four offices, the majority of which are full time and have a very strong pedigree having been trained by Toyota.

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