

ISO 9001 Certified



Since 1990
JAFCON
For Productivity Improvement

www.jafcon.com

JAFCON

“Take Quantum Leaps”

JAFCON



CHIEF EXECUTIVE MESSAGE

The facts show that 73% of the activities across sectors is non-value-added activities. The main reason is that 80% of the firms focus on efficiency improvement in isolation of effectiveness; the second reason is that 91% of the firms over emphasise management practices by 250%, and underutilise leadership practices by 43%.

JAFCON Increases the value-added activities of all resources across sectors.

JAFCON in the past 24 years has provided services in Productivity Improvement projects to over 636 establishments in GCC, Africa, Europe and the USA.

We aspire to provide more high-powered solutions and products for accelerated business profitability.

A handwritten signature in black ink, appearing to read 'A. Jaffari'.

Dr. Akbar Jaffari
Chief Executive



ABOUT US

JAFCON is a Bahrain based consultancy company established in 1990, to offer industrial and business consultancy services to the GCC and MENA area as well as the UK and USA. We increase the effectiveness of our services by removing the boundaries and encouraging multi-national and multi-discipline expertise to join forces to achieve common goals. Our emphasis also lies in local inputs to eliminate misfits.

JAFCON PHILOSOPHY

JAFCON's Management Four-dimension Philosophy:

Deployment of innovative intellectual elements in all of its services and activities.

The management model of JAFCON is structured to be client-oriented.

Banking on local human capabilities is a key element of JAFCONs' success. JAFCON management strongly believes that Bahrainis are achievers, as the firm endeavors to maintain the Bahrainisation level of its team at 90%. This has given JAFCON a leading edge, as Bahrainis understand the prevailing business culture and environment.

Increasing the productivity of SME's will lead to improving the economy and eventually prosperity of Bahrain. SME's represent 90% of total companies in Bahrain; therefore, they are vital for growth of economy.

CORPORATE STRATEGIES

VISION

To become the regional world-class provider for unique consultancy services, and to be recognised as the distinguished provider of brilliant solutions.

MISSION

To provide unique world-class consultancy services timely and effectively, in order to raise productivity standards and to achieve sustainable profitability, growth and prosperity the clients.

COREVALUES

Professionalism is the road to the perfection
Customer satisfaction is a goal, not a mean.
Experience is an asset if effectively used.
Innovation is the vehicle for uniqueness.
Integrity and ethics are keys of success.
Local culture and international dimension are the balance to be maintained.

QUALITY COMMITMENT

Assure the ultimate client delight in a professional manner and unwavering commitment to quality.

SOCIAL RESPONSIBILITY

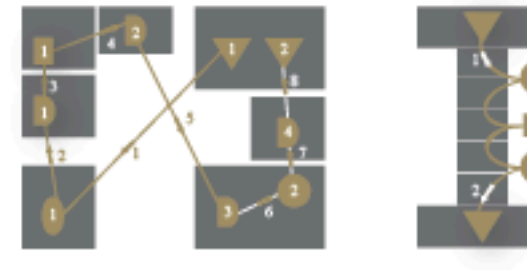
A proactive partnership in developing the society through innovative initiatives, that result in economic growth, prosperity of community and hence empowerment of individuals. Furthermore, social responsibility programmes operate based on the core value of non-discrimination on the basis of ethnic, nationality, religion, color or district.

JAFCON is dedicated to provide the ultimate solutions of the following services:

PRODUCTIVITY IMPROVEMENT

We offer companies a unique perspective into achieving optimum productivity in the work environment. Productivity Improvement and Cost Reduction are the two elements that present heaviest thrust on the business organization and will persist and prevail for the foreseeable future. When we undertake Productivity Improvement Projects we improve it and live its variable parameters and decide their future behaviours.

Below are the Productivity Improvement services JAFCON provides:



- Business Process Re-Engineering / Development
- Cost Reduction & Resource Optimization
- Manufacturing Strategy
- Product Costing & Value Addition
- Product Mix Optimization
- Productivity Measurement, Balancing and Improvement
- Productivity Health Check
- Work-load Smoothing & Manning Level
- Make-or-Buy Assessment
- Subcontracting and Industrial Partnership
- Cambridge SMEs Capability Assessment

SURVEY, RESEARCH AND DEVELOPMENT

Every company must base its decisions upon facts and market knowledge. JAFCON undertakes several and various feasibility studies, market surveys, research analysis and develop recommendations to help organizations target the winning segment to promote their business and products.

JAFCON provides the Research & Development services listed below:

- Data Analysis & Intelligence
- Corporate Image Survey
- Customer Satisfaction Survey
- Employee Satisfaction Survey
- Market Survey
- Process & Satisfaction Assessment
- Mystery Shopping
- Market Research & Survey
- Risk Assessment



The Research & Development services of JAFCON are not subjected to the above, as each company has different conditions, which JAFCON customizes its solutions to fit the requirements of its respective clients.

BUSINESS DEVELOPMENT

We put in place the best Investment Plans and Marketing Strategies and link their expectations with Strategic Organizational Development moves that will allow optimum use of resources while producing results.

JAFCON Provides the Business Development services listed below, as well as, other tailor-made services for each client:

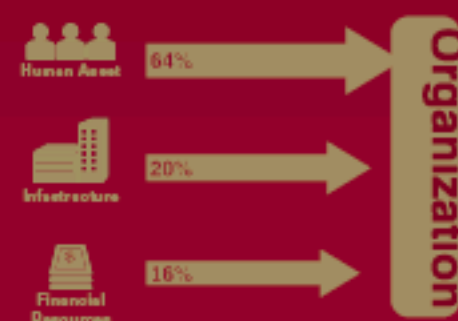
- Company Establishment
- Entrepreneurial Advisory
- Strategic Planning
- Project Management
- Marketing & Branding Strategy
- Retreat Day (Annual Strategic Review)
- Technical & Financial due-diligence
- Franchise Services
- Corporate Governance
- Feasibility Study
- Investment Opportunities & Placement



HUMAN RESOURCE DEVELOPMENT & MANAGEMENT

Human Resources are the biggest and heaviest share of a company capital in which to invest. The Human Resources of a company are a vital factor and indicator of success.

JAFCON takes the commitment to excel in providing a wide range of Human Resource Development & Management projects.



JAFCON Provides the Human Resource Development & Management Services listed below, as well as, other tailor-made services for each client:

- HR Policies and Procedures Development
- Job Description, Classification, Evaluation, & Migration
- Employee Motivational Drives
- Salary Survey & Benchmarking
- Salary Restructure & Salary Scales
- Organisation Structure Review & Enhancement
- Succession Planning
- Competencies Analysis and Development
- Performance Management System (Scanner)
- Training Need Analysis (TNA)

MANAGEMENT SYSTEMS DEVELOPMENT

The non-financial activities of a company are the drivers to yield better revenues. Therefore, Management Systems need to be in place in order to obtain a structure for doing things properly, attempting to systematise and standardise whatever is possible in order to do it efficiently and effectively, using validated methodologies that lead an organisation toward the achievement of its objectives.

- Quality Management Systems (ISO 9001)
- Occupational Health and Safety Assessment Specification
- Environment Management System (EMS ISO 14001)
- Food Management Safety System (FMSS ISO 22000)
- Information Security System (ISO IEC 27001)

- Business Continuity Management (ISO 22301)
- Qualification & Quality Assurance (QQA)
- European Foundation for Quality Management (EFQM)
- Governance Excellence Programme
- Enterprise Resource Planning (ERP) & Placement.



TRAINING

Having qualified but less competent employees in a company deprives the system from productivity, innovation and quality. JAFCON provides various training courses and workshops as per the demand of the market, as well as, tailor-made trainings for each organization, following thorough Training Need Analysis.



Below are some of the Training and Development services JAFCON Provides:

- Productivity Improvement Programme (PIP)
- Management Systems Awareness Programmes
- Succession Plan & Career Development Programme
- Problem Solving & Decision Making
- Customer Relationship Management (CRM)
- Supervisory Skills Workshop - Customised Programmes

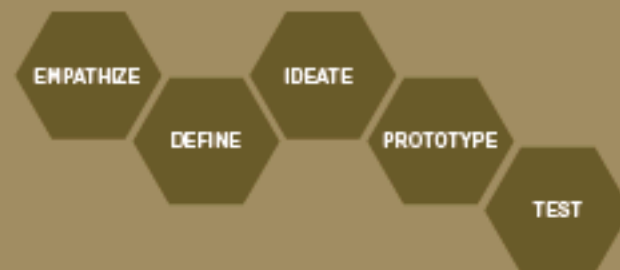
INNOVATION MANAGEMENT

Innovation is no longer a competitive advantage for companies rather than a survival factor. JAFCON can help companies to achieve sustainable growth through product innovation, process innovation and business model innovation.

JAFCON, jointly with University of Cambridge, offer the large organizations the opportunity to progress with high technology utilisation strategies and future roadmaps through a series of highly creative and interactive sessions.

JAFCON provides the Innovation Management Services listed below:

- Innovation Strategy Development
- New Products Introduction (NPI)
- Technology Road-mapping

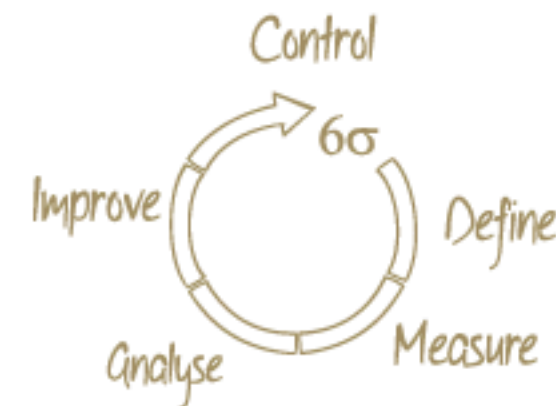


LEANSIXSIGMA

We have adopted a blended approach that joins Lean management with Six Sigma tools for resource utilization and productivity enhancement. This is a result of applying Method Study, Time Study, Layout and Design Study, Six Sigma cycle showing below, capacity building on applying the Six Sigma cycle effectively, Six Sigma project identification, Six Sigma projects supervision and Six Sigma projects replication road map.

JAFCON provides the following Lean Six Sigma Services:

- Lean Transformation
- 6S Workplace Organization
- Method Study & Time Measurement.
- Layout Flow Optimization
- Six Sigma
- Value Added Analysis





Akbar Jaffari
Chief Executive



Ahmed Jaffari
Business Development
Manager



Thomas Abraham
Principal Consultant



Jalal Majeed
Principal Consultant



Nabeel Ahmed
Senior Management
Consultant



Jalal Jaffari
Specialist - Management
Development



Ebrahim Radhi
Senior Consultant



Maryam Abdulla
Management Analyst



Alia Al-Alaiwat
Management Analyst



Ahmed Alnaqi
Management Consultant

JAFCON EXECUTIVE TEAM

OUR VALUABLE CLIENTS

JAFCON has served over 600 companies in Bahrain & abroad throughout its journey, the below are some of our respective clients:

Manufacturing Industry

- Gulf Aluminum Rolling Mill Co. (GRAMCO)
- Hempel Paints (Bahrain)
- Deeko Bahrain
- Bahrain Fiber Glass
- Bahrain Paper Company
- United Gulf Factories
- Universal Aluminium
- Wire Mesh International
- Olayan Kimberly-Clark
- Midal Cables
- Komandor Middle East W.L.L
- Zeera United Factories
- Jalil Industries Aluwheel
- Bahrain Switchgear & Lighting

Trading Industry

- Toyota Motor Corporation
- Y.K. Al-Moayyed & Sons
- Bukannan Furniture
- Al-Jazira Group
- Kia Motors
- Fine Foods
- Al-Zayani Investments
- Al-Rashid Group (ARG)
- Jassim Trading & Agroserve
- Kazerooni Trading & Contracting
- Haji Ali Haji Co. W.L.L
- Abu Amer Equipment Hiring

Service Industry

- Gulf Air
- Arab Ship Repairing Yard (ASRY)
- Kuwait Airways
- Bahrain Maritime & Mercantile International (BMMI)
- Bahrain Airport Services (BAS)
- BDO Jawad Habib
- Durrat Resort Management
- Price Waterhouse Coopers
- Awal Express
- Mazayen Contracting Services (S.P.C)
- Al-Jazeera Shipping Agencies
- Al-Mufeed Contracting
- CyberTech Middle East
- Bridge Industrial Service

Ministries & Authorities

- Ministry of Health (Bahrain)
- Ministry of Culture (Bahrain)
- National Oil & Gas Authority (NOGA)
- Ministry of Commerce & Industry
- Civil Services Bureau
- Ministry of Municipalities & Agriculture
- Ministry of Industry & Commerce
- Labour Market Regulatory Authority (LMRA)
- Civil Aviation Affairs – Airport Authority
- Ministry of Information (Information Affairs Authority)
- Ministry of Finance and Custom Affairs
- Ministry of Housing
- Bahrain Technology Park

Banking Industry

- Arab Banking Corporation (ABC)
- Bahraini Saudi Bank (BSB)
- H.S.B.C Bank - Bahrain
- Bank of Bahrain & Kuwait B.S.C
- National Bank of Bahrain (NBB)

Petroleum Industry

- Bahrain National Petroleum Company (BAPCO)
- Bahrain National Gas Co. (BANAGAS)
- Gulf Petrochemical Industries Co. (GPIC)
- Arab Petroleum Investments Corporation (APICORP)
- Chevron – Bahrain

Tourisim Industry

- Sheraton Hotel - Bahrain
- Al-Safir Hotel & Tower

Telecommunication Industry

- Bahrain Telecommunication Co. (BATELCO)
- ZAIN Telecommunication
- Quality Net - Kuwait

GCC & MENA

- Quality Net - Kuwait
- Ras-Lanuf Oil and Gas Processing Co. Inc. (RASCO) - Libya
- DP World - Dubai
- Arabian Gulf Oil Company (ABOCO) - Libya
- Kuwait Airways - Kuwait
- The Executive of Office - Dubai Gov.- U.A.E
- Federal Electricity & Water Authority (FEWA) - U.A.E
- Ajman Free Zone Authority (AFZA) - U.A.E





TESTIMONIALS

Mr. Donald F. Hepburn

Senior Consultant

Ministry of Oil & Industry – Bahrain

“Your report gave me a greater confidence in formulating and articulating the ideas which were ultimately incorporated into my final report to His Excellency Minister of Oil and Industry.”

Mr. John Paterson

General Manager

GARMCO

“We have used the services of JAFCON on four occasions. In all cases, the projects aimed at injecting further improvement into various aspects of the company, where all contributed to a much improved overall productivity level of GRAMCO.”

Mr. Lloyd Hughes

Managing Director

Olayan Kimberly-Clark (Bahrain) W.L.L.

“During the course of the project we found the work of JAFCON Consultants, highly accurate, consistent and punctual. The professional interaction of the staff of JAFCON, was a feature that was noticed during the entire period of the project. We do not hesitate to recommend the services of JAFCON Consultants.”

Dr. Mohammed Bin Khalid Al-Khalifa

General Manager

BANAGAS

“JAFCON Consultants conducted an in depth study into the productivity of all the resources in BANAGAS. The study resulted in identified savings of BD. 1,921 Million and furnished detailed data’s on productivity levels of all the resources in every department and section.”

Mr. Ebrahim Ahmed

Manager

Arab Banking Corporation

“We hope we conveyed to you how excited we were about the prospect of working with you. You had given us a clear idea of what productivity improvement would entail, and we truly feel a calling for this type of work.”

Mr. Tarek M. Nabhan

Vice President

International Executive Services Corp. – U.S.A.

“IESC is very pleased with the quality of services provided by JAFCON Consultants and the professionalism of its staff.”

“IESC is willing to work with JAFCON Consultants in future programs and highly recommend it to work with international and regional firms.”

Mr. E.C. Roux Horn

Deputy General Manager

G.P.I.C.

“I take this opportunity to sincerely thank you and congratulate you for all your excellent efforts in making this program interesting and very useful. The techniques and approaches presented by yourself for productivity enhancement were very powerful and I am sure this will help our managers and superintendents to translate and use the techniques and approaches in daily work environment to continue to improve productivity and enhance efficiency.”

Mr. Abdulkarim Al-Sayed

Chief Executive

BAPCO

“We would like to commend and praise the way JAFCON had conducted this survey. Its consultants have shown a professional knowledge and cultural sensitivity. Their specialized knowledge of statistical interpretations of both descriptive and inferential analysis proved very useful. We would like to place on records our total satisfaction with all the logical steps, results derived and recommendations made.”

The Late: Mr. Ali Radhi

Chief Executive Officer

LMRA

“It was with JAFCON’s team effort the LAMRA’s team was able to get the proper training and expertise in this project; as a result of this support and cooperation it is with great pride that we announce that LMRA has achieved its first ISO award in its first year.”

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