



A Proposal for provision of services to improve music in your institution through sourcing, supervision and training of teachers.

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Overview

Music Services Kenya (MuSKe) is a platform that has been created by music experts to cater for needs of institutions that require music services. MuSKe is all aware of the superfluity of problems that both starting and well established institutions face. We will operate in a partner based relationship where we have tailored our services to ensure institutions get the best quality of music based on their music job descriptions, while empowering the music instructors ensuring that they not only perform their jobs well, but also better their skills.

MuSKe is a business under a fully registered company – MUSKE MUSICIANS PORTAL LTD also operating with the business name CHEZA MUSIC SCHOOL with a mission to improve music services in our country. Our main aim is to ensure music services and education are provided in the best way possible, by ensuring that teachers/musicians are doing their best to deliver the required jobs as indicated in their job descriptions. We achieve this by supervising them and giving them the required help that they need toward that end.

We already have musicians who are willing and able to provide various services to different kinds of institutions. They include:

- ✓ Choir Teachers and Choral Conductors
- ✓ Church Instrumentalists (Accompanists)
- ✓ School Teachers (group / private instrument instructors)
- ✓ Music Instrument instructors
- ✓ School accompanists (Nursery rhymes)
- ✓ Voice coaches
- ✓ Music Directors
- ✓ And many more.

MuSKe is pleased to submit this proposal of provision of services to aid in improving the music quality in your institution. Depending on your needs, we can provide a solution for you toward achieving better music services.



Our Objectives

- √ Relieve your institution from the burden of searching for a music instructor.
- √ Prepare a job description for music services when required
- √ Ensure you get the services that you pay for.
- √ Bring up your music to the required standards
- √ Help in preparations for Recitals, Musicals, Carols, Concerts, etc.
- √ Provide the musical expertise that you require to measure the efficiency of the teacher(s)/musician(s) in your institution
- √ We offer teaching material to our music instructor(s)
- √ We provide workshops, seminars and training on a regular basis to empower our musicians.
- √ Ensure seamless transition when a music instructor has to leave – from handing over to orientation.
- √ Ensure proper record keeping in music notation where required, to aid in the ease of transition from one music instructor to another.
- √ Give musical guidelines in areas where expertise is required

Our Goals

- √ To be the most trusted music service providers in the country
- √ To have the largest team of learned musicians who are always aiming for their best
- √ To improve the quality of music in Kenyan institutions beyond their expectations

Execution Strategy

With our qualified training personnel and musicians, we achieve our objectives and goals by ensuring that there is continuous improvement in music rehearsals and performances. The following is a description of how we plan to execute the proposal:

1. We prepare a **job description** if there is none, based on the requirements of the institution.
2. We find a musician that can perform the required duties and **assign them the duties**



3. We provide a **web portal** to the institution and the teacher for convenience in **lesson planning, progress recording, assessment, attendance, assignments, reporting** and more roles that enhance productivity.
4. We set quarterly goals for the musician and supervise, assist and train to ensure they achieve them.
5. We do regular assessment to ensure that the aim of achieving the quarterly goals is realized
6. We provide necessary materials to ensure success.

Technical Approach

To ensure the institution gets a value for their money, we follow the following technical approach:

- The maximum number of pupils in a group lesson with enough instruments is 10. This ensures that the teacher is able to attend to all pupils.
- The teacher prepares a lesson plan at least a day before the lesson and sends it to the person in charge. A lesson analysis is sent after every lesson to show how the objectives were achieved.
- Assignments are added to the portal after every lesson and the pupil or supervisor will get a reminder for practice every day.
- Reports are prepared after every learning period and sent to the person in charge with positive comments that will inspire growth and improvement.
- Teachers use lesson aids that will help engage the students throughout the lesson periods.
- We do regular workshops to our teachers thus ensuring growth and discouraging 'auto-pilot' teaching habits



Resources

We have a portal that helps with planning and execution of lessons. We also provide teaching resources and guidance to our teachers.

Expected Results

We expect to:

1. Improve the quality of music in our partnering institutions
2. Inspire quality music in all the pupils
3. Make it possible to have measurable musical goals that will be set and achieved.

Financial Benefits

1. We believe that our partnering institutions will see the value of the money that they invest in music when all things are done to the expected standards.
2. The institution will not need to hire a music manager or director.
3. The institution will find it easy to deal with other important areas, since music is fully taken care of.

Technical Benefits

1. The institution will not need to hire expensive teachers to get good quality of music
2. The music in the institution will always improve.
3. The pain of replacing musicians will be eased, since MuSKe will take care of handing over and orientation of new musicians.



Pricing

We have two pricing methods. The client chooses the one that they find most reasonable for them.

Per Pupil Pricing

Each pupil pays KSh. 3,500 per term for all the lessons. The pupil will participate in 10 group lessons. In this package, the teacher will group pupils according to lesson objectives.

If lessons are **one-on-one**, the fee per session is **KSh 1,000**.

OR

Per Session Pricing

Each group session will be charged KSh. 3,000. Each group will have a maximum of 10 pupils.

Conclusion

We will be pleased to have the opportunity to work with you towards the improvement of music in your institution. Kindly call us for any enquiry:
0711 832 933.

Our websites are www.muske.co.ke and www.chezamusicsschool.co.ke

Our email addresses are info@muske.co.ke and info@chez.co.ke

Thank you for your consideration.