

A young boy with a joyful expression, wearing a vibrant, patterned shirt, has his arms outstretched. The background features a stylized globe composed of green dots and white network lines, set against a dark green gradient.

International and Economic Development

Helping to make lives better

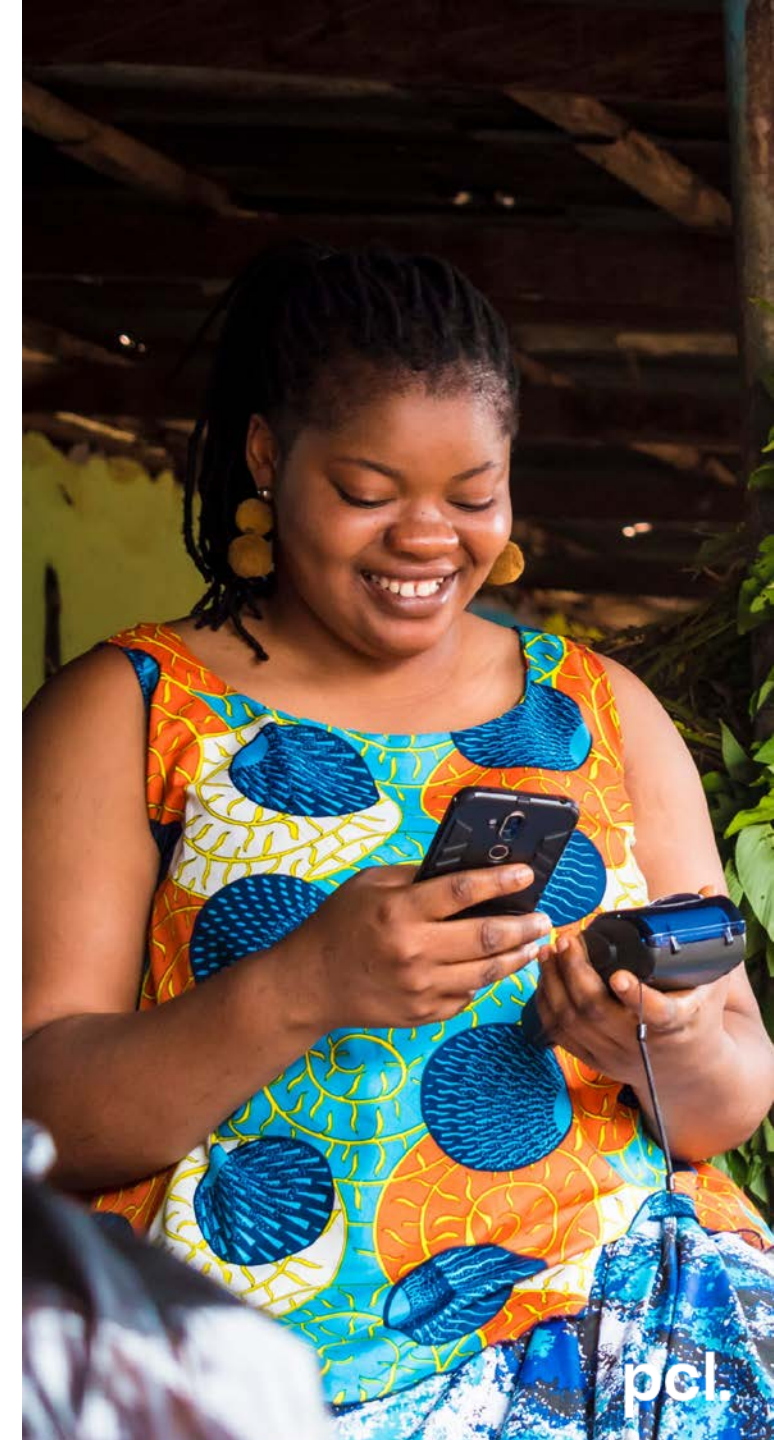
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Helping to make lives better in Nigeria

We are committed to providing innovative solutions that improve lives. We leverage our collaborative partnerships, strong technical expertise and extensive knowledge of the Nigerian environment to plan, develop, launch and execute successful long-term programmes.

We have operated in Nigeria for over 29 years and have become uniquely equipped to support, develop and design programmes that foster inclusion. We are reliable partners in delivering strategic impact. We work to deliver sustainable outcomes that facilitate development and resolve challenges.



Our Services

Our mission is to engage communities with empathy and a thorough understanding of the local terrain. Through our research and technology driven activities, we strive to engage our partners – global and local – and create access to the most vulnerable communities across Nigeria. Our innovative models are designed to foster opportunities for sustainable development and inclusion. Our interventions promote growth and long-lasting solutions for the economy.

We provide the following services:

- Agribusiness
- Business Environment Reform
- Business Growth & Investments
- Capacity Building
- Economic Development
- Fintech Solutions for Financial Inclusion
- Gender & Social Inclusion
- Human Development
- Innovation
- Monitoring, Evaluation & Learning
- Policy Formulation & Advocacy
- Private Sector & Entrepreneurship Development
- Project & Programme Management



Programme & Project Management



Our work: *Incentive-Base Risk Sharing System for Agricultural Lending (NIRSAL)*

pcl. will design, implement, monitor and evaluate programmes across a wide range of sectors to support the development and growth of the economy. We work collaboratively with our partners to address complex problems and improve lives. We leverage our research expertise and vast advocacy experience, having worked across the public and private sectors in Nigeria.

The Challenge:

The Central Bank of Nigeria (CBN) decided to set-up a financial framework /mechanism for expanding lending to agricultural value chains in Nigeria. The Nigeria Incentive-Based Risk-Sharing System for Agricultural Lending (NIRSAL) was a new innovative mechanism targeted at de-risking bank lending to the agricultural sector.

The Solution:

pcl. conducted a comprehensive diagnostic and assessment of the Nigerian agriculture landscape and the financing opportunities. The pcl. team evolved the 5 Pillars of NIRSAL namely: Risk-sharing; Insurance; Technical Assistance; Bank Incentive Mechanism and Bank Rating Scheme

The Result:

Over N14.5bn (\$40m) in additional financing from banks' balance sheets have been realised and a further N48bn (\$133m) is at various stages of approval.



Learning and Development (1/2)



Our work:
*Managing a
Training
Programme
for a DFID-
Funded
Project*

pcl. collaborates with development organisations to meet the growing need for learning interventions and upskilling of societies. We must properly equip and empower the population to win the fight against unemployment and poverty in Nigeria. We work with our partners to meet the vast and growing demands for skills and capabilities development.

We focus on entrenching a thriving learning culture that drives innovation and optimum performance. pcl. is intentional about collaborating with partners to educate and upskill critical members of society as contributors to fostering economic prosperity. We have over 27 years of experience in developing and executing systems and methodologies that support mass capacity and skills development programmes.

The Challenge:

A DFID- funded project supporting the Nigerian government to improve the management and performance of Nigeria's power sector. pcl. was engaged to upskill key stakeholders in the sector and address project management gaps of engineers. Additionally, to build staff capacity by developing frameworks to improve sector management.



Learning and Development (2/2)



Our work:
*Managing a
Training
Programme
for a DFID-
Funded
Project*

The Solution:

pcl. developed and managed the project management training programme for engineers in the Transmission Company of Nigeria. This capacity development and training programme to upskill the power sector engineer was delivered across 9 regional offices and 28 sub-regional offices across the nation.

We utilised robust PMO & Change management techniques to drive the execution of this project. pcl. also developed frameworks to strengthen the internal processes of major actors in the sector.

The Result:

By gaining stakeholder buy-in, we were able to deliver an impactful intervention, equipping the engineers for better delivery on their jobs.

We delivered our DFID ToR to very high-quality standards, on time & to budget.



We understand Financial Inclusion (1/2)



Our work:
*Assessing the
Impact of a
Financial
Inclusion
Initiative
for a Tier 2
Bank in
Nigeria*

pcl. has earned an unrivalled reputation for providing critical insight, leadership and innovative solutions to social, economic and business challenges. We conduct assessments of financial inclusion initiatives and develop FinTech solutions that is aimed at empowering the masses and bridging financial exclusion.

We use our expertise and understanding of the demographics of Nigeria to map out areas that need financial aid and necessary intervention; and we develop frameworks that tackle the identified problems, thereby bridging financial inclusion gaps in Nigeria and Africa. We collaborate seamlessly with our global and local development organisations to address even complex challenges of financial inclusion.

The Challenge:

A financial sector development organisation needed to assess the impact of a grant given to one of its beneficiaries towards empowering the masses and providing financial services to the underbanked and unbanked population. The organisation observed poverty prevalence and lack of financial services in semi-rural and rural areas.



We understand Financial Inclusion (2/2)



Our work:
*Assessing the
Impact of a
Financial
Inclusion
Initiative
for a Tier 2
Bank in
Nigeria*

The Solution:

Following our best practice implementation methodology, we engaged different stakeholders within the agency banking and group lending value chain to assess the impact of financial inclusion initiatives on their lives and business operation. We identified drawbacks to the financial inclusion initiatives, and we provided recommendations in solving the recognised gaps.

The Result:

The comprehensive report we provided the client was used as a tool by the management team to take strategic decisions in giving out grants to firms with innovative ideas on improving financial inclusion in Nigeria.



Our Pathway to Impact (1/2)



*Our work:
Empowering
students
through
technology*

We understand that a theoretical approach is not enough to achieve long-term development outcomes. This is why we apply deep insights supported by a granular approach to tailor options for the conditions of the community and environment. This is to help us ensure we provide the right sustainable impact for all our projects.

We are very committed to the purpose, objectives, and outcomes of international and economic development. Therefore, our methods and process are tailored to be flexible and centred on reaching tangible outcomes while delivering value for money. We provide cost-effective and innovative solutions that demonstrate impact and transparency to donors and receiving communities.

The Challenge:

To improve education in the state, a southern Nigerian government required the delivery of 150,000 technology-based learning systems in 700 secondary schools across 700 square km.



Our Pathway to Impact (2/2)



*Our work:
Empowering
students
through
technology*

The Solution:

pcl. managed the delivery of computer tablets to all the public schools in the state. We liaised with publishers and national examination bodies to supply the textbooks and practice questions that were uploaded to the device. We trained the teachers to use and care for the tablets and established support centres in each school to resolve technical issues rapidly.

The Result:

We managed the seamless delivery, training and support to almost 700 secondary schools spread across over 9,000 km² of rural areas. This intervention is aimed at improving learning outcomes in the state.



Vocational Training & Skills Development (1/2)



*Our work:
Detailed requirements for vocational training for 2000 people (youth, females & people with disability) per year*

We understand and support Nigeria's national plan to diversify the revenue generation for sustainable growth for all.

Nollywood, the Nigerian film industry, is the second-largest audio-visual industry in the world based on the number of movies produced each year, according to the UNESCO Institute for Statistics.

However, the National Film Institute (NFI) is the only Government public sector-owned facility for Vocational training & skills development. Although some private institutions and training courses are designed to meet the needs, there is still a gap between the products from these institutions and the level of skill required for the industry.

The Challenge:

pcl. was contracted by the French Development Agency (AFD) and the Nigeria Federal Ministry of Finance, Budget, and National Planning (FMFBNP) to collaborate with the Nigerian Film Institute, the National Film Corporation, and private institutions to conduct a comprehensive feasibility study of the sector. This was to gain a detailed understanding of the film and audio-visual training sector in Nigeria and the fundamental role these institutions play in vocational training and skills development to enable employment for the youth, including females and people with disabilities.



Vocational Training & Skills Development (2/2)



*Our work:
Detailed requirements for vocational training for 2000 people (youth, females & people with disability) per year*

The Solution:

Our pcl. team of research experts, data scientists, business and digital technology consultants deployed a combination of collaborative fact-finding, and data gathering approaches under the guidance of the COVID-19 protocols to carry out an in-depth diagnosis of the delivery of the audio-visual and filmmaking training. This included detailed analysis of leading economic actors, professional bodies, governing structure, accreditations, partnership policies, occupations, work functions; skills in the film industry; filmmaking training and services provided by the higher education institutions; SWOT and gap analysis of training and services; labour market demand in the audio-visual sector; gender analysis of trainees and alumni network.

The Result:

pcl. presented a detailed feasibility report to serve as the roadmap to support the requirement to fund the training of 2000 people a year comprising the youth, women, and people with disabilities in creative audio-visual and film making. This was well received at a formal presentation ceremony to the key stakeholders comprising AFD, FMFBNP, NFI, NFC, private sector institutions, professional and regulatory bodies.



Alternative sources and access to finance for business growth and job creation (1/2)



Our work:
Wealth Mapping of alternative Funding Sources and Financial flows for MSMEs and Large Enterprise Businesses in Nigeria

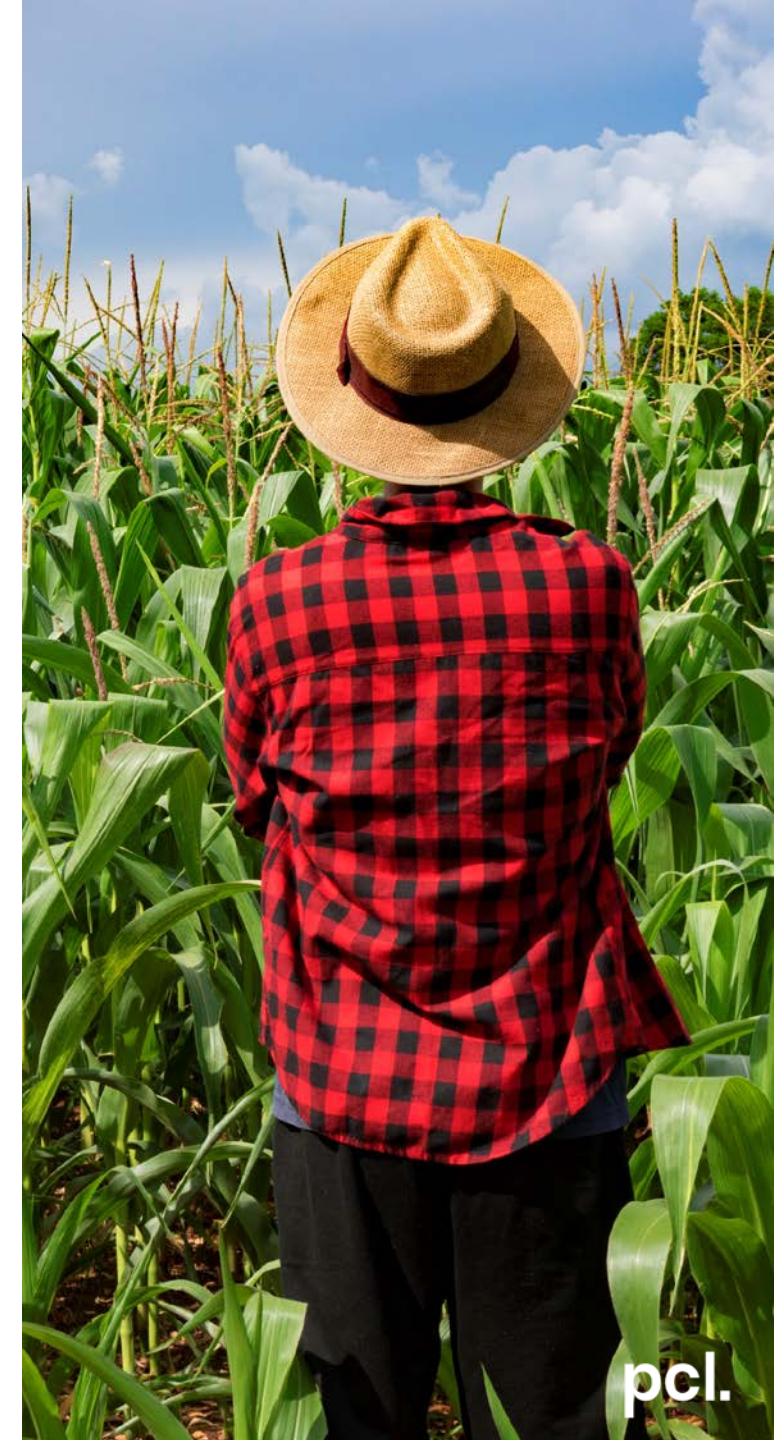
In many countries, including Nigeria, Micro, Small, and Medium Enterprises (MSME) are the critical drivers for socio-economic growth. The Central Bank of Nigeria (CBN) states in its economic reports that 96% of businesses in Nigeria are in this SME category, and they also contribute about 48% of the country's GDP. However, a significant challenge for SMEs in Nigeria is general access to the finance needed to scale or grow their businesses.

The Challenge:

pcl. was contracted by the United Kingdom Foreign and Commonwealth Development Office (FCDO) LINKS Programme for Powering Economic Growth to conduct a Wealth Mapping project across Nigeria for alternative access to Funding Sources and Financial Flows for Micro, Small, and Medium (MSME) Enterprises for business growth and job creation.

The Solution:

pcl. provided in-depth advisory and technical services to conduct comprehensive research and data gathering activities for alternative sources for access to finance for MSMEs to grow & expand their business to create jobs. The key objective was to understand options available to address the gap between the demand side & the sources of funds for investments.



Alternative sources and access to finance for business growth and job creation (2/2)

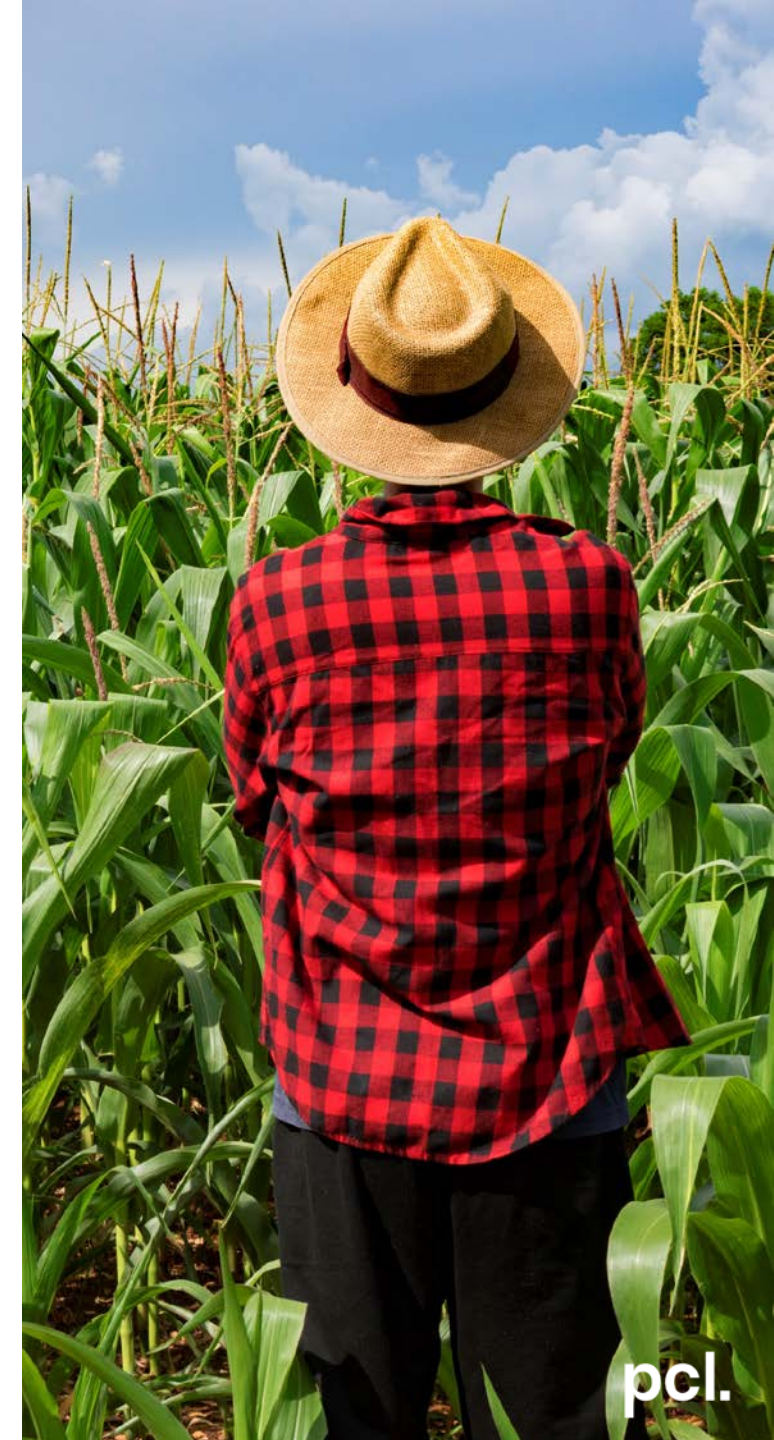


*Our work:
Wealth
Mapping of
alternative
Funding
Sources and
Financial
flows for
MSMEs and
Large
Enterprise
Businesses
in Nigeria*

Our team researched and mapped the various sources of private and institutional funds, including private wealth, High Networth Individuals (HNIs), Crowdfunding, Philanthropy, Trusts Foundations, Charities, International Finance Corporations, Faith-Based Institutions, Venture Capitalists, NGO Grants, and CSR programmes for investing, and categorise them along different lines, gathering information such as risks appetite, industry preference, and deal size limits. The team deployed data gathering approaches under the guidance of the COVID-19 protocols and subsequently developed a sustainable database of potential funding sources.

The Result:

Our comprehensive report highlighted the top priorities for impact investors, including their risk appetite, preferences on ROI, and preferred investment locations. Our recommendations included investor engagement strategies for powering economic development for job creation and poverty alleviation. This report would develop multi-faceted finance options and help MSMEs make targeted pitches to profiled and potential investors. It would also help guide the FCDO-LINKS programme to provide innovative and alternative financing solutions for MSMEs.



Training and Capacity Development during a Pandemic (1/2)



Our work: We conducted the Water, Sanitation, and Hygiene (WASH) promotion training for Internally Displaced Persons (IDP) in North-East Nigeria.

Phillips Consulting (pcl.) has been committed over the last 29 years to improving the quality of life of Nigerians. As a service provider, we realised the impact COVID-19 could have in our work environment and beyond. The impact on Internally Displaced Persons (IDP) could be even more devastating considering the stealth of the virus in extremely overcrowded living conditions coupled with the high prevalence of chronic malnutrition, malaria, measles, cholera, and other comorbidities these vulnerable populations.

The Challenge:

To ensure the continued protection and sustain the environmental health of these vulnerable populations, The Danish Refugee Council (DRC) contracted pcl. to collaborate, formulate, design, and deliver Training of Trainers workshops on Hygiene Promotion for its staff and rollout field training to the IDP communities. Including monitoring and evaluation support to curb the spread of the infection among outreach workers and communities to avert a humanitarian crisis.



Training and Capacity Development during a Pandemic (2/2)



Our work: We conducted the Water, Sanitation, and Hygiene (WASH) promotion training for Internally Displaced Persons (IDP) in North-East Nigeria.

The Solution:

To respond to this emerging need and reduce the vulnerability of IDPs, pcl.'s ID Unit of public health practitioners collaborated with the DRC to develop training interventions including content, materials, Training of Trainers (TOT) workshop, field rollout, and the subsequent monitoring and evaluation. We deployed our proprietary 5-Dimensional method and approach (Diagnose, Design, Develop, Deliver and Drive), including case-based training exercises, role-plays, table-top simulations, and field exercises. In addition, due to the literacy levels, deployed a range of active learning methods and high impact and memorable experiences.

The Result:

The collaboration between pcl. and DRC led to the all-important community awareness and education to mitigate against the risk and spread of the COVID-19 virus.



Our Impact across Nigeria

Our track record of delivery is deeply rooted in our understanding of the local landscape, customs and complexities across the 6 geopolitical zones.

North west:
Kaduna, Katsina

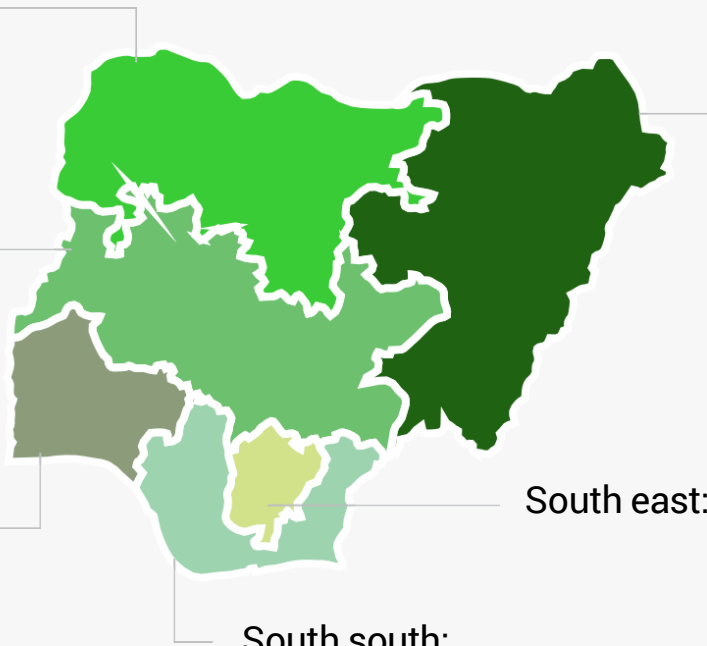
North central:

South west:

South south:

North east:

South east:



Partnerships
400
Global
partnerships

Experience
27
years

Reach
6
Across all the the
geopolitical zones



Our Values



Grassroots Connection

pcl. is a leading business and management consulting firm with strong indigenous presence in Nigeria. Our widespread reach is shown in our work across all the geo-political zones of Nigeria. We are constantly working to provide sustainable solutions that redefine systems and transform people to improve the society.



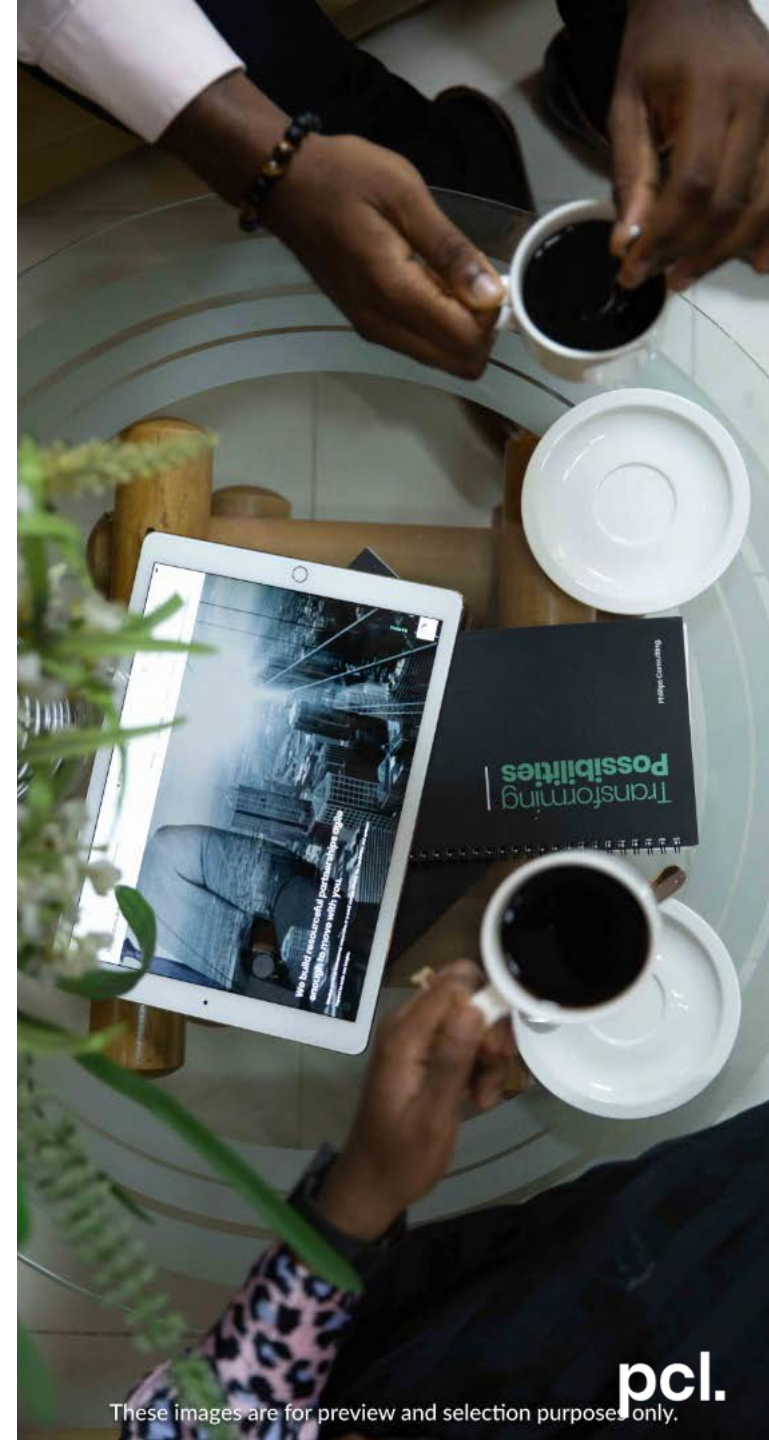
Agility and Strength

Our agile ways of working enable us to deliver complex projects that span across regional locations and cities in Nigeria. We utilize people, process and digital technology to optimize our approach and deliverables. We can mobilize our teams across all regions of the country, whilst managing security and other concerns.



People Centric

We believe collaboration is a key strategy in delivering faster results. We collaborate with our clients at every stage in the project. We ensure innovative insights, continuous learning and improvement through the project lifecycle. We create an environment where smart and innovative people can thrive.



About Us

We are a leading business and management consulting firm serving clients across Africa. At pcl. we transform possibilities by collaborating with our clients to innovate towards optimal performance. We deliver solutions across a range of sectors. We are proud of the versatility of our scope of services covering transformation, development, technology, people and outsourcing. We are an indigenous firm with global experience.



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