



pcl.

International and Economic Development

Help to make lives better in Nigeria

October 2019

Contents

Mission Statement.....	3
Our Services.....	4
Our Impact.....	9
Our Values.....	10
About Us.....	11
Contact Us.....	12



Help 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 programs. We have operated in Nigeria for over 27 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



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.

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



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

♦ We understand Financial Inclusion



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.

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



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.

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.

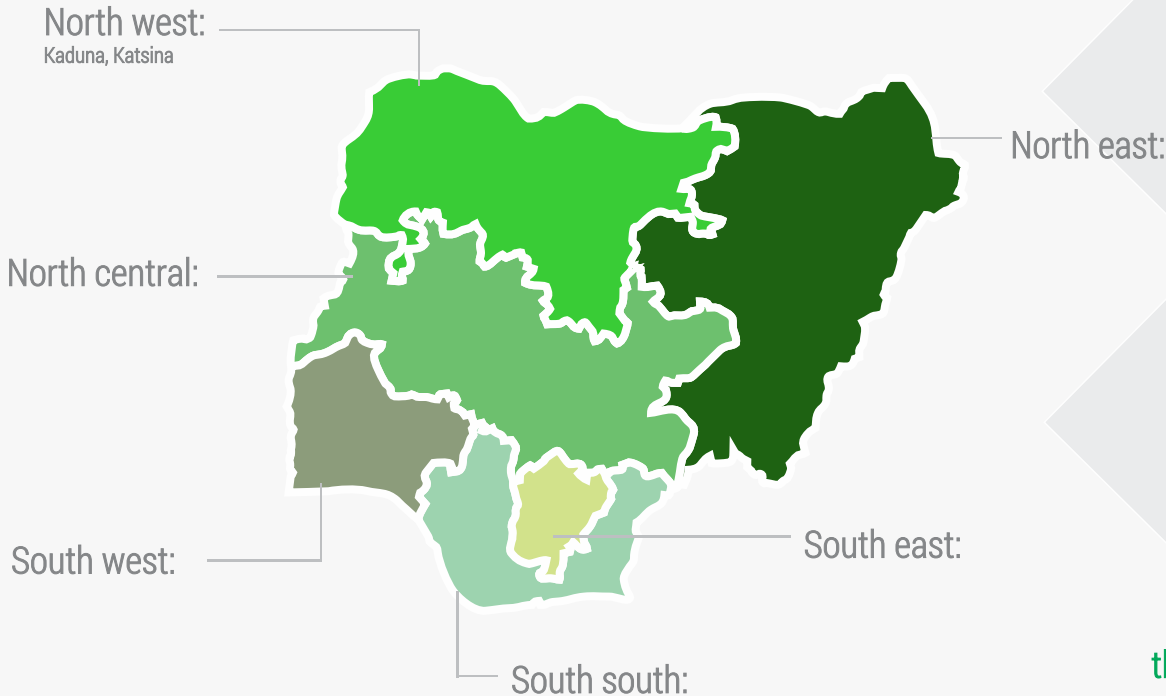
The Result:

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.



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.



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.



Contact Us



Francis Buamah
Senior Partner & Practice Leader
francisb@phillipsconsulting.net

Faith Onyanta Banjo
International and Economic Development Manager
faithb@phillipsconsulting.net

Lagos
4th Floor, UBA House,
Marina, Lagos.

Abuja
2nd Floor, NEXIM House, Plot 975
Cadastral Zone A0
Central Business District Abuja

id@phillipsconsulting.net www.phillipsconsulting.net/international-development

