

ACIOE CAPABILITY STATEMENT

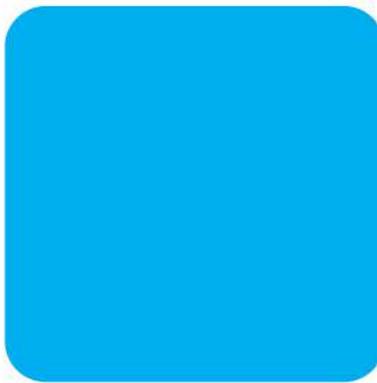
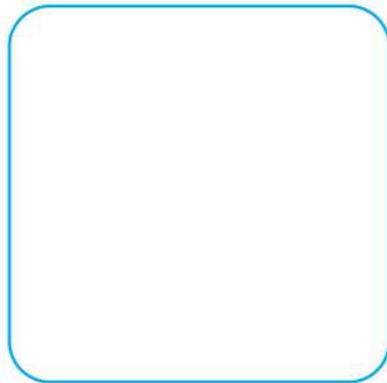


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ABOUT ACIOE ASSOCIATES

ACIOE Associates is an advisory services firm providing solutions in Strategy, Government Relations, Regulatory Affairs, Economic Development, Advocacy, Investment Facilitation, Policy Analysis and Strategic intelligence on various sectors. Our team of experts support leading corporations, emerging start-ups to uncover market opportunities, develop winning strategies, optimize business performance and minimize risks in frontier markets across Africa. We work with Institutions, Governments and Development partners to identify and develop sustainable solutions to the challenging economic and development issues within the countries where we operate. With over 32 years of combined expertise and wealth of experience across various sectors, our team has developed tailored solutions to business challenges with measurable results.

Our solutions have driven top-line growth and maximized profitability for our clients. We have developed a track record in identifying opportunities and implementing solutions even within complex markets across Africa. As a firm, our Mission is to deliver simple yet practical business benefits and exceptional support for success in the global community. We do this by supporting organizations to achieve optimum utilization of resources, greater efficiency and increased profits through the application of sound management principles and unique understanding of the markets across Africa. Additionally, we support local and international businesses to navigate the dynamic and often complex socio-political landscape the African market presents.

Our unique value proposition, gained from experience working across different sectors, partnerships; solid understanding of market context and most importantly, being on the ground across West and East Africa, ensures that we add value to our clients. Our goal therefore is to help our clients move from issue to outcome with calculated pace, certainty and strategic agility. Our team has built a reputation for transparency and integrity. We operate with strict adherence to the U.S. Foreign Corrupt Practices Act, 1977 (FCPA) and the local laws of the countries where we conduct our businesses.

Our headquarters is in Abuja, Nigeria. We are also on the ground in frontier markets across East and West Africa (Lagos, Nairobi, Addis Ababa, Accra, Abidjan).

OUR SERVICES

Advisory Services

- High Level Advocacy.
- Government Relations.
- Market Research/Analysis.
- Policy Analysis.
- Risk Analysis.
- Economic and Political insights across a number of markets.
- Project Management.
- Regulatory Advisory.

Public Sector Engagement

- Government Relations.
- Public Policy Analysis and Advocacy.
- Regulatory Advisory.

OUR MISSION

Our mission is to deliver clear and practical business solutions to ease doing business in Africa while creating mutually beneficial opportunities for growth and sustainable development.

Financial Services & Organizational Development

- Audit.
- Payroll Management.
- Performance Management Services.
- Human Resource Management.
- Business Process Re-engineering (BPR).

Advisory Services

- Agriculture.
- Energy & Renewables.
- Financial Services.
- Healthcare.
- Fast Moving Consumer Goods (FMCG).
- Economic and Social Development.
- Information and Communication Technology.

OUR VISION

Our Vision is to be the leading advisory firm in Government Relations, Economic Development, and Investment Strategy.

OUR GOAL

Our goal is to help our clients move from issue to outcome with pace, certainty and strategic agility.

OUR VALUE PROPOSITION

We add value to our clients through our unparalleled expertise, strong relationships and customer-centric approach.

01

02

03

04

Our on-the-ground presence across Africa provides us with a deep understanding of the markets where we operate.

Our strong and diverse stakeholder network enables us to align client deliverables with public sector objectives and private sector opportunities.

Our team strictly complies with the US Foreign Corrupt Practice Act 1977 (FCPA), ensuring transparency in our daily operations and engagements with our stakeholders.

WHY ACIOE?

01

On-the-ground in East and West Africa

Our head office is located in Abuja, the capital of Nigeria. We are also present through our partnerships in various countries including Ghana, Kenya and Ethiopia. This gives us first-hand on the ground knowledge, and a deep understanding of the markets where we operate.

03

Trusted Advisory Services Firm

Advising multinational corporations in Nigeria and West Africa. Firms like Albright Stonebridge Group, Procter & Gamble Nigeria (P&G), Gilead Sciences, Corporate Council on Africa etc. These firms trust our ability to deliver best-in-class services.

02

Strong Stakeholder Network

Our strong and diverse stakeholder network presents ACIOE with a great opportunity to align client deliverables with public sector objectives and private sector opportunities.

05

Proven Methodology and Approach

Our actionable strategies developed from extensive research and on-the-ground knowledge, combined with our customer-centric approach, ensure that we meet short term and long-term goals.

04

Compliance with U.S. Foreign Corrupt Practice Act 1977 (FCPA)

Our team strictly complies with the U.S. Foreign Corrupt Practice Act 1977 (FCPA), ensuring transparency in our daily operations and engagements with our stakeholders. Integrity is at the heart of what we do.

06

Diverse and Experienced Team

With over 32 years of combined experience as auditors, accountants, project managers and management consultants for small to large size organizations, our team has consistently met and exceeded clients' expectations.

PARTNERS



Albright Stonebridge Group

Albright Stonebridge Group (ASG) is a global strategy and business advisory firm chaired by former U.S. Secretary of State Madeleine Albright and former Commerce Secretary and Kellogg Company CEO Carlos M. Gutierrez. The firm focuses on diplomatic consulting, advising multinational firms, financial institutions, industry associations, and non-profit organizations on a variety of matters including international government relations, market entry and risk assessment, regulatory affairs, stakeholder engagement, partner development, and shared value programs. ACIOE Associates leads local engagements and on-the-ground projects for the Albright Stonebridge Group in Nigeria. By partnering with ASG, we advise multinational firms, financial institutions, industry associations, and non-profit organizations on projects relating to international government relations, market entry and risk assessment and regulatory affairs.



Corporate Council on Africa

The Corporate Council on Africa (CCA) is the leading U.S. business association focused solely on connecting business interests in Africa. Established in 1993 to promote business and investment between the United States and the nations of Africa, the Corporate Council on Africa serves as a neutral, trusted intermediary connecting its member firms with the essential government and business leaders they need to do business and succeed in Africa. The Council's membership represents nearly 85 percent of total U.S. private sector investments in Africa. Our member companies represent a diverse pool of industries from Africa's most promising sectors, including agribusiness, energy, finance, health, ICT, infrastructure, security, tourism and trade. ACIOE Associates is the local partner of the Corporate Council on Africa in West Africa. We lead CCA engagements and projects in West Africa.

Signature Projects:

- Member support services on the ground (Over 400 CCA members)
- US Trade Missions to West Africa
- US-Africa Business Summits
- Investment Facilitation



Ariboil

Ariboil is a steel fabrication and solid control service company founded in 1988. Ariboil is located in Egbu Autonomous community, just north of the city of Owerri, Imo State, Nigeria. Ariboil is 100% Nigerian. We are driven to improve our current standards and understand the needs of our clients at every stage, with the ultimate goal of enhancing the quality of service we provide to our clients and Nigeria's Oil and Gas Sector and the quality of life of our Community. ACIOE Associates advises Ariboil on regulatory affairs, expansion of investment footprints, and government affairs.



Fibresol

Fibresol Nigeria Limited is a dynamic and versatile ICT Business Solutions service company with vast corporate knowledge and expertise in securing, brokering and managing large Enterprise, SME and TELCO business dealings within the Telecommunications/IT sector in Nigeria and extending into Sub Saharan Africa. Fibresol Nigeria Limited is the local ICT partner for ACIOE Associates in Nigeria



STAKEHOLDERS

Private Sector



Development Partners and NGOs



Government Agencies



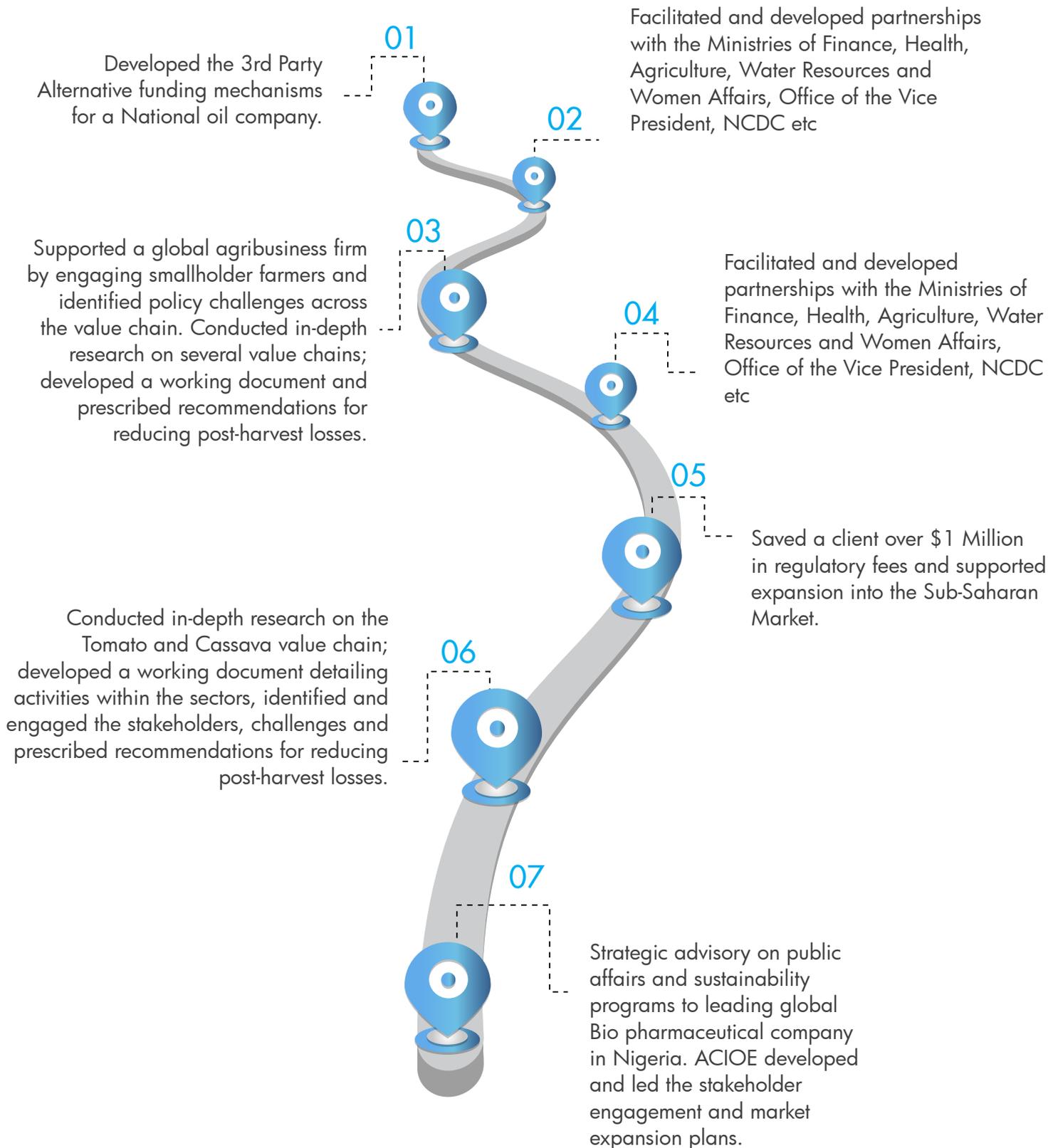
FEDERAL MINISTRY OF
INDUSTRY, TRADE &
INVESTMENT



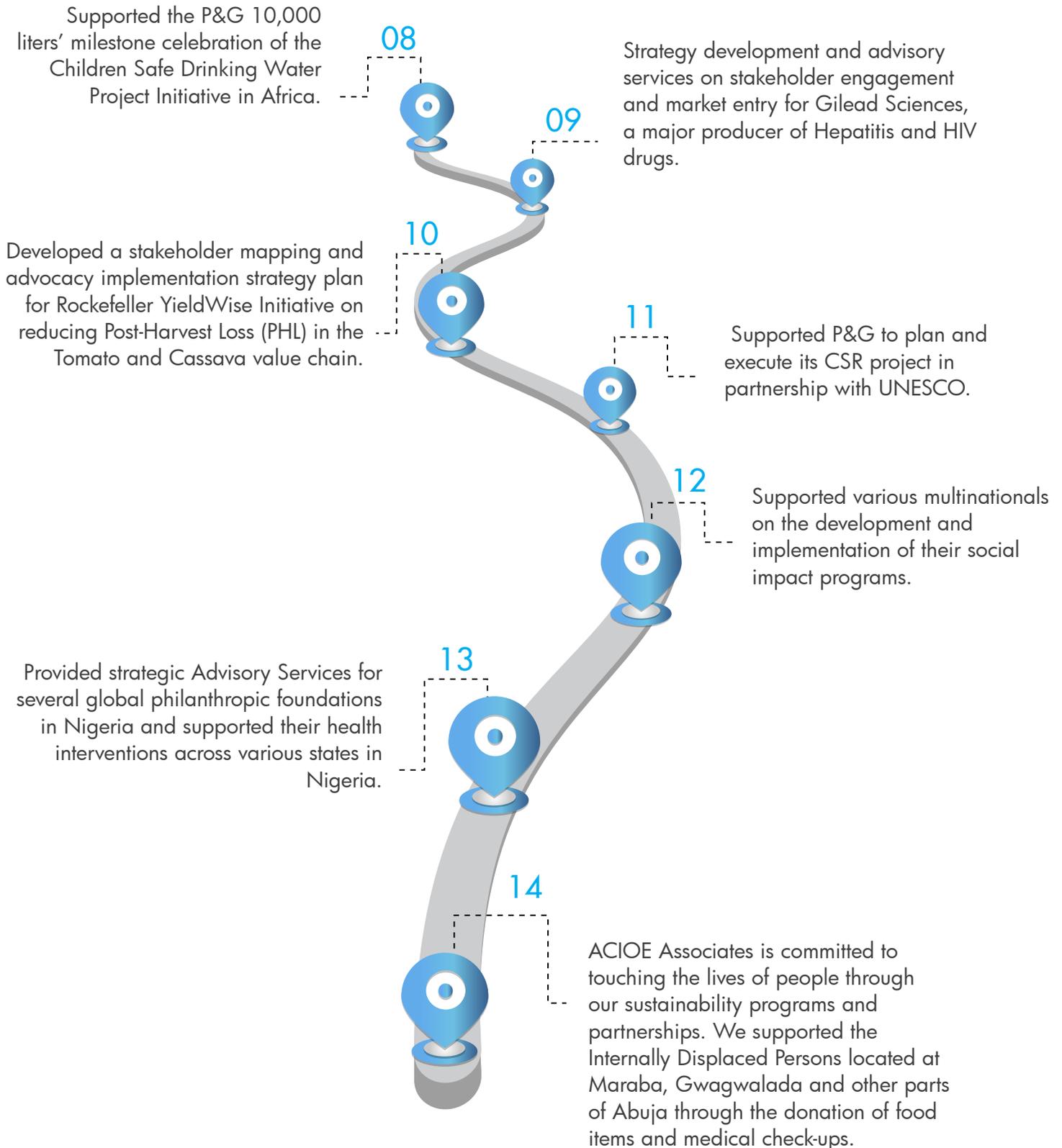
FEDERAL MINISTRY OF
HEALTH



TRACK RECORD



TRACK RECORD



ACIOE FACTSHEET

Agriculture

Post-Harvest loss Reduction

In 2016 a global philanthropic Foundation launched an Initiative on food loss-focused on reducing food loss both on and off-farm, with fruits, vegetables and staple crops as the selected crops in Kenya, Nigeria and Tanzania, this where termed as countries where up to half of the food crops grown are lost due to varying on and off-farm handling, the focus for Nigeria was tomato and Cassava.

Objectives of The Project

- Fixing broken links in the chain from farms to markets in Nigeria farming communities and clusters
- Helping farmers access technologies and solutions to curb preventable crop loss
- Investing in financial models and technology innovations that drive mutual economic growth
- Engaging global business in accounting for the food loss in their supply chain; beyond their individual factories

Objectives of The Project

While on the project ACIOE worked in the following areas;

- ACIOE worked extensively on the field with smallholder farmers across various parts of Nigeria
- Staffed and facilitated various meetings with key multi-level stakeholder across the selected crop value chain
- ACIOE supported the development of a policy framework of the entire value chain of the selected crops
- ACIOE conducted a review of policy barriers and factors that make up the enabling environment for agricultural activities especially with the selected case study (Smallholder Farmers). These factors include policies around telecommunication and ICT, competition and pricing, land ownership, access to finance, access to market information, labor regulation, capacity building, trade policy and regional harmonization, tax policy, foreign exchange policy, agricultural association and cooperatives and more recently regulations on standards for agricultural products.



ACIOE Agricultural Activities

- Timely review of the Agricultural sector by quarters
- Maintaining relationships with key-stakeholders both at the federal, states and community level
- Review of the seed bill
- Review of food security bill
- Publication on the Prospects of Agriculture in Nigeria
- Article on Aquaculture, poultry and grain storage inclusion in the Nigerian Economy
- Timely meetings and leveraging relationships with agricultural stakeholders, Information gathering, and analysis.
- Agricultural Promotion Policy review and analysis
- Facilitating meetings amongst stakeholders

ICT Innovation

- We created an Innovative concept (BOOKSURE) that allows students to use libraries more efficiently, optimizing the library stock to meet demand, whilst providing more options for effective reading environments.
- We conducted a research and analysis of the challenges of financial inclusion in Nigeria; from this, two documents outlining short-term and long-term wins were prepared and shared with partners.
- We prepared a comprehensive 2017/2018 outlook report on the ICT sector, providing insights into expected growth trends in the sector. These insights have served as advisory notes for our numerous partners in the ICT sector.

Renewable Energy/Power

- We created an innovative solution to providing affordable electricity to estate residences, riding on the framework provided under the Eligible Customer Policy of the Nigerian Electricity Regulatory Commission. This system is designed to eliminate the challenge of acquiring land for building solar farms.
- We prepared an advisory document, and a 2017/2018 outlook report on the Nigerian Power Sector, which provides insights into anticipated developments and growth trends in the sector.

Business Enabling Environment

- Support policy formulations
- Policy reviews and recommendations
- Engagement with lawmakers (Senate and House)

Timely Activities Across Sector

- Quarterly multisector performance analysis

Health

Our team of health experts support leading corporations, Start-ups and Not-for-Profit organizations to uncover market opportunities, design/implement social impact programs, develop winning strategies, and optimize performance across various health portfolios.

Bill and Melinda Gates Foundation Family Planning Advocacy

ACIOE Associates via its partnership with the Albright Stonebridge Group currently supports the Gates foundation to implement its in-country family planning advocacy strategy in Nigeria. Our broad objectives with the foundation include;

- Supporting advocacy efforts and facilitating high-level engagement with the goal of promoting the importance of FP to Nigeria's social and economic development.
- working in close coordination with BMGF and its FP grantees to catalyze the Foundation and its partners' ability to engage with government stakeholders and influencers to secure desired advocacy goals and targets.

Specifically, ACIOE Associates supports the foundation and its grantees in by undertaking the following:

- Facilitating engagements between the foundation and key stakeholders in government and developing messaging/talking points for such engagements.
- Providing technical assistance to the foundation's implementing partners as they scale up Family Planning interventions across new states,
- Providing unique insights to the foundation on the political economy as it relates to their in-country priorities at national and subnational levels.
- As part of the National Reproductive Health Technical working group ACIOE Associates supports the development and review of key policy documents and national guidelines.

Our government engagement efforts are targeted at the Federal Government, including key ministries, departments, and agencies (MDAs), and more recently we have been focused on advocacy efforts to the National Assembly. We also provide advocacy and engagement support in Lagos and Kaduna States. ACIOE has supported the foundation and its partners to engage the following stakeholders in government;

- The wife of the President
- The Vice President of Nigeria
- The wife of the Vice President
- The Minister of Health;
- The Minister of State for Health
- The Minister of Budget and National Planning;
- The Minister of Trade, Industry, and Investment
- The wife of Delta state Governor
- The Governor, Kaduna State
- The Lagos State Commissioner of Health.
- The special adviser to the Governor of Lagos State on Public Health Centers
- Senate President
- Emir Lamido Sanusi
- The Executive Secretary, Kaduna State PHCDA
- The Governor, Lagos State

COMMITTEE MEMBERSHIP

- NASSBER (Trade and Investment working group)
- Presidential Advisory Group on Technology and Creativity
- National Reproductive Health Technical Working

TEAM OF EXPERTS

Ekenem Isichei

Ekenem Isichei is currently the CEO at ACIOE Associates, a reputable advisory services firm based in Abuja, Nigeria. He is also the lead for the Corporate Council on Africa in West Africa. He has distinctively served different local and international clients such as BG Group, BP North America, and Marathon oil, Accenture, Chevron, Procter and Gamble, Corporate Council on Africa, Albright Stonebridge group, British High Commission and Shell. Having functioned in Europe, Nigeria, United States, Canada, Trinidad and Tobago

He has a proven track record of delivering outstanding results and improvements in the areas of Government Relations, Business Strategy improvements, Compliance, Business Performance improvements, Turnaround management, Risk management and Project management. At ACIOE Associates, Ekenem is focused on building a consulting firm with the goal of making a difference in the global business community. His firm currently provides advisory services to Procter and Gamble, Shell, NNPC, Albright Stonebridge Group, and the Corporate Council on Africa etc. He has organized seminars and programs designed to build technical capacity and encourage supply chain opportunities with the aim of partnering with small and medium size companies from the UK, US and Nigeria. He facilitated business sessions for twenty-five African heads of State at the US-Africa Heads of State summit in August 2014.

In 2015, he helped organize the private meeting and dinner for President Muhammadu Buhari with the US business community (Corporate Council on Africa and the US chamber of Commerce). He also functions as a Government Relations consultant with the objective of facilitating and conducting business effectively with the Nigerian government. When he is not working, he volunteers his time with the Lux Terra Leadership Foundation and the Redeemed Church of God to help build the youths in Nigeria by teaching and mentoring young secondary school students on leadership, good conduct and being exceptional. Over 500 young adults have participated in these programs. He was part of the spearheading of a key program that saw youths from troubled parts of Nigeria participate in and develop vocational skills. In 2011, the Nigerian Economic Summit Group named him as one of Nigeria's Young emerging leaders. Ekenem has Bachelors in Mechanical Engineering from the University of Michigan, A master's degree in Engineering Management. He has also taken executive education courses at Harvard University.

Ebere Nwankpa

Ebere Nwankpa is a Government Relations expert who is a passionate advocate for adding value to the public policy space. As a former, Special Assistant to the President on Legal and Council Matters in the Office of the Secretary to the Government of the Federation, Mr. Nwankpa brings with him a deep knowledge of the contemporary government relations terrain in Nigeria and a wide network of contacts.

Mr. Nwankpa is a seasoned administrator, manager and planner with a decade and half of wide ranging experience on two continents – North America and Africa. Prior to returning to Abuja in 2011, Mr. Nwankpa worked at the Fairfax County Health Department, American Diabetes Association and the National Association for Home Builders in the Washington DC area. He is the lead for ACOIE's partnership with Sterling Partnership and an Associate Partner at MN Capital Africa Advisors. Mr. Nwankpa was educated at University of Ghana, Legon, and holds an advanced degree in Public Administration from Regent University, Virginia.

Bamidele Odusote

Bamidele Odusote is a Business Analyst at ACIOE Associates. She has a wealth of knowledge and experience in strategy and human resources management. Prior to joining ACIOE Associates, she worked in different organizations ranging from Small and Medium Scale Enterprises to Multinational Organizations including ECOWAS where she provided the expertise and technical support required for key human resource functions such as employee data management and performance evaluation. At Backbone Connectivity Network, she was an integral part of the human resource team that developed the company's policies and designed its organizational structure. As a member of the strategy and operations team in PricewaterhouseCoopers (PwC), she conducted market research, bid evaluations and prepared proposals on behalf of the organization. At ACIOE Associates, Bamidele leads engagements with multiple clients and stakeholders. She has a Bachelor's degree in Economics and Management from the University of Leeds, United Kingdom.

Martin Attafynn

He has over twenty years of experience working with various consulting firms. He worked with Deloitte across East Africa and West Africa for over 15 years. He was the head of consulting for the Deloitte Uganda Office and was charged with the responsibility of providing direction for Information and Communications Technology in the East African Region. His key strengths include Strategic Planning, Project Management, Implementation of Enterprise Applications, Advisory and Facilitation. He has a proven track record of delivering outstanding results in areas such as the ERP software implementations for JD Edwards at Mechanical Lloyd in Ghana, Lawson at Securities and Exchange Commission in Nigeria, SAP in Benin State Government in Nigeria and SAP in Africa Union Commission - Ethiopia. He led ICT strategy and ICT policy development and ICT systems selection at clients at TANESCO in Tanzania, SEC in Nigeria, NSSA and ASTRA group Zimbabwe. He is involved in ICT policy development for Government of Ghana and Government of Kenya. Whilst with Deloitte & Touché, Martin was also responsible for training and the development and running of consulting training in the Africa Region. He is an accredited Deloitte Facilitator, and delivered training from consultant - emersion level up to Partner level. Martin also led the Deloitte train the trainer sessions dubbed Facilitating for DTT, for the Deloitte Africa Facilitators. He initiated the Professional Education Program (PEP) which was setup to train clients in essential professional and technical competencies. Martin has delivered corporate training to clients such as MTN – Ghana; Zoom lion and, Zoom Alliance – Ghana; Japan Motors – Ghana; the mushroom cluster at CSIR-STEPRI – Ghana; Ghana Telecom – Ghana; Post Bank – Uganda; Electoral Commission – Uganda; NEPA – Nigeria; SEC – Nigeria; TANESCO – Tanzania. In addition, he facilitated programs for Alliance for Green Revolution in Africa (AGRA), facilitated Strategy Development Sessions for strategy FHI360 – Ghana; Stratcomm Africa – Ghana, Post Bank – Uganda; Electoral Commission – Uganda. Martin speaks English and French.

Ikechukwu Ibeawuchi

Ikechukwu Ibeawuchi is a Business Analyst at ACIOE Associates. He is also a legal professional, with over 3 years of experience in corporate practice and alternate dispute resolutions, in Delta state, Lagos and Abuja. Prior to joining ACIOE Associates, he was an Associate at Umeh Kalu & Co., where he advocated for the creation of an ADR department in the firm, as a way to accommodate clients who insist on having issues settled without litigation.

As a Business Analyst for ACIOE Associates, Ikechukwu assists in consulting for organizations like Corporate Council on Africa, Procter & Gamble, Albright Stonebridge and the Nigerian Government. His strong legal background and his expertise in research and information analysis guarantee a delivery of outstanding results in every engagement.



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