



COMPANIES TO INSPIRE  
**AFRICA** 2019



# COMPANY PROFILE

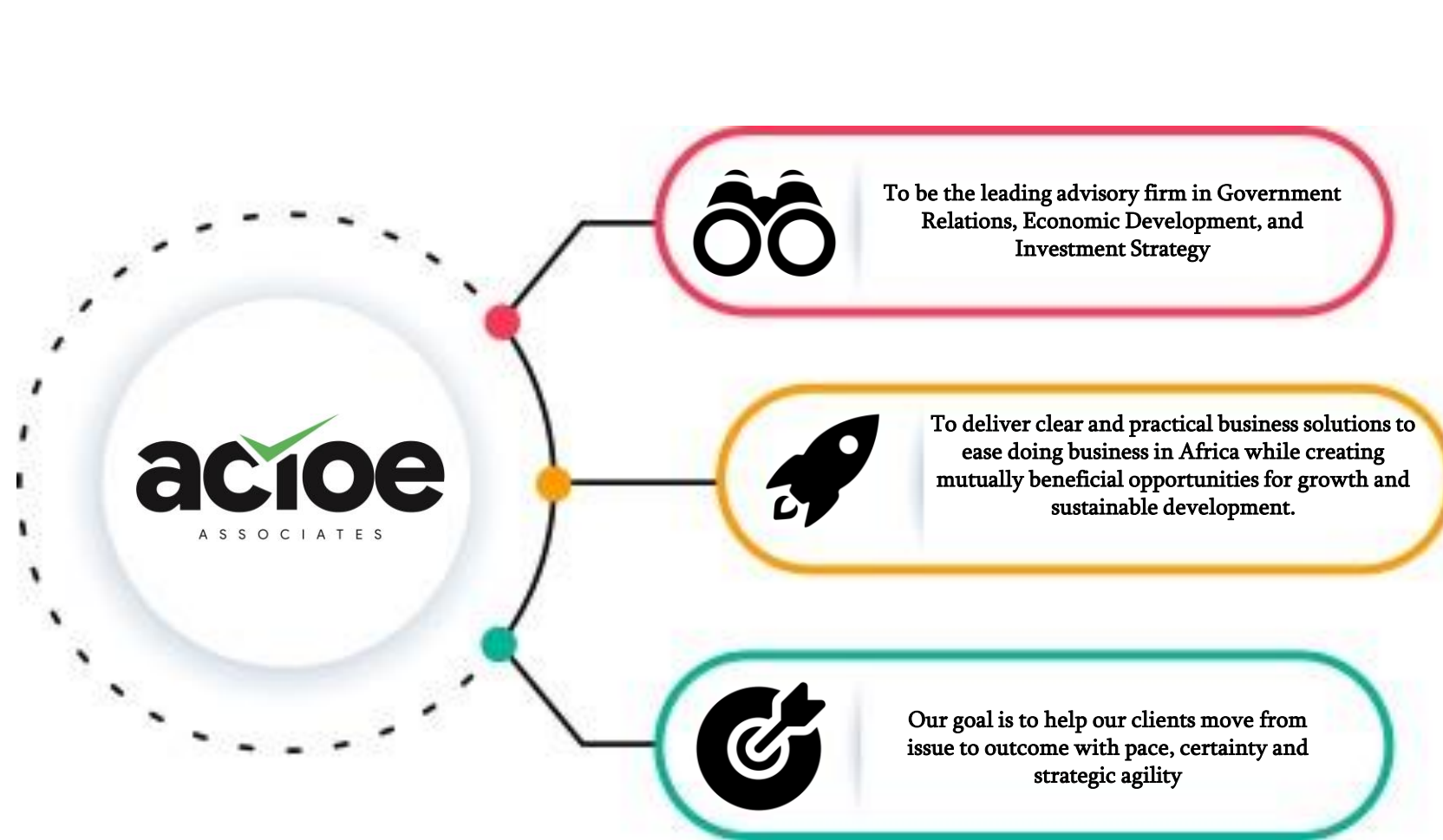
[www.acioe.com](http://www.acioe.com)

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# ABOUT ACIOE ASSOCIATES

ACIOE Associates: Your Trusted Advisory for Thriving in African Markets.

With 78+ years of specialized expertise, we offer tailored solutions in Public Policy & Government Relations, Health, Digital Transformation, and Social Engagement Impact



## Why ACIOE?



Presence in East & West Africa



Strong Stakeholder Network



Trusted Advisory Services Firm



Proven Methodology & Approach




Compliant with US FCPA Act



Diverse and Experienced Team

# ACIOE ADVISORY CAPABILITIES

With 78+ years of specialized expertise, we offer tailored solutions in Strategy, Government Relations, Regulatory Affairs Digital Transformation and Social Engagement Impact



## Public Policy & Government Relations (PPGR)

PPGR offers premium client-centric, outcome-driven advisory services on public policy, government relations, and policy development

- Government Relations
- Project Management
- Advocacy Capacity Building
- Product Registrations and Regulatory Affairs
- Policy Advocacy
- Private Sector Engagement Competency
- Thought Leadership and Policy Analysis
- Public Engagement
- Stakeholder Engagement and Analysis



## Health Advisory

Delivers tailored health advisory that have supported leading Corporations, Start-ups & Not-for-Profit Organizations to optimize business operations

- Reproductive Health Advisory
- Project Management
- Nutrition Advisory
- •Health Financing
- •Health Advocacy
- Universal Health coverage
- FP/MSCH
- Healthcare Policy Dialogues
- Key Health Personnel Engagement Facilitation



## Digital Transformation

Seasoned in innovation and technology, and committed to delivering client-centric, outcome-driven services for the new digital world

- Digital Strategic Alignment
- Process Optimization
- Customer Experience Enhancement
- Customer Relationship Management (CRM)
- Data Governance and Analytics
- IT Modernization
- Talent Development and Culture Shift
- Cyber Risk Mngt and Compliance
- Automation for Efficiency
- Client Feedback and Insights
- AI and Machine Learning
- Data Analytics and Predictive Modeling
- Sales Automation



## Social Engagement Impact

Promotes Women's Economic Empowerment in Africa and climate advisory services with robust analysis and insights

- Gender & Climate Advisory
- Gender & Climate Research and Analysis
- Entrepreneurship and Business Support
- Gender Mainstreaming and Organizational Change
- Gender Capacity Building and Training
- Policy Advocacy and Engagement
- Monitoring, Evaluation, and Learning
- Climate Change and Gender Equity
- Women's Economic Empowerment

# Public Policy and Government Relations (PPGR)

ACIOE PPGR team is a group of diverse experts with extensive experience in the public sector, government relations, regulatory affairs, and policy development, dedicated to providing client-centric, outcome-driven services.



## Government Relations

- Strong government relationships
- Comprehensive support: stakeholders' mapping, engagement, monitoring
- Effective advocacy via network and political insight
- Amplifying client voice in govt




## Product Registrations and Regulatory Affairs

- Market research and product registration support
- Navigating complex regulatory frameworks
- Regulatory affairs expertise
- Guidance on compliance, and monitoring
- Shape regulations to client's interests



## Thought Leadership and Policy Analysis

- In-depth research and analysis
- Policy briefs and position papers
- Media publications
- Socio-economic updates and newsletters
- Targeted insights for client's decision-making



## Project Management

- Comprehensive project management
- Strategic plan design and execution
- Stakeholder coordination
- Timely resource management
- Proven methodologies



## Stakeholder Engagement

- Stakeholder identification and engagement
- Power mapping and analysis
- Tailored engagement strategies
- Facilitate networking and knowledge-sharing
- Platforms for client expertise sharing
- Forging meaningful partnerships
- Leveraging resources and networks
- Facilitating dialogue: webinars and seminars
- Aligning public-private interests



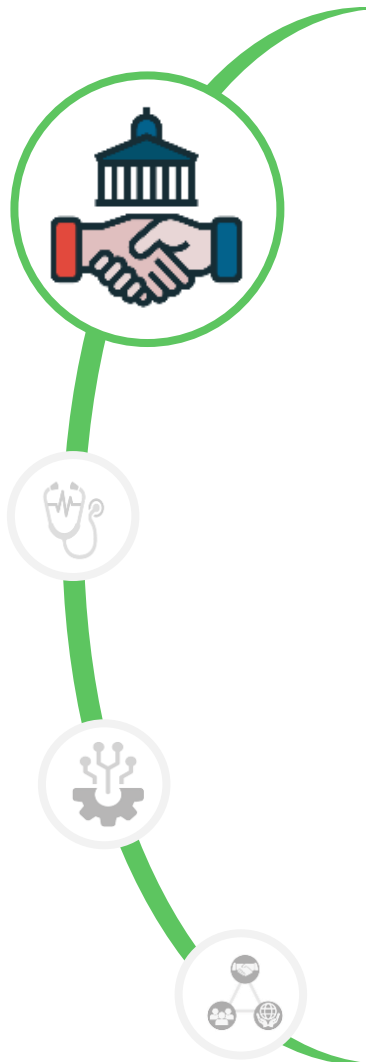
## Policy Advocacy

- Client-focused collaboration
- Targeted strategy development
- Shaping legislation and regulations
- Strong political landscape insights
- Key decision-maker relationships
- Effective client interest advocacy




## Advocacy Capacity Building

- Empowering clients as advocates
- Tailored training and workshops
- Capacity-building support
- Sustainable advocacy campaigns




# Health Advisory

The ACIOE health team consists of health experts who 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 business/projects.




## Project Management

- Project management from planning to implementation.
- Strategic Planning & Process Improvement.
- Technical Assistance to implementing partners to design and scale up interventions.
- Facilitate Pilot interventions



## Reproductive Health

- Advocacy at National & Subnational levels
- Policy development, review and domestication
- Technical Assistance to implementing partners to design and scale up interventions.
- Adolescent Sexual & Reproductive Health
- Family Planning Advocacy
- Interventions and implementations of MNCH programs




## Nutrition Advisory

- Advocacy at National and subnational levels
- Interventions and Implementation of programs
- Data collection/analytics




## Health Systems Strengthening

- Facility Management and Administration
- Process Management for efficient systems
- Enabling environment strengthening; policy development/review/domestication



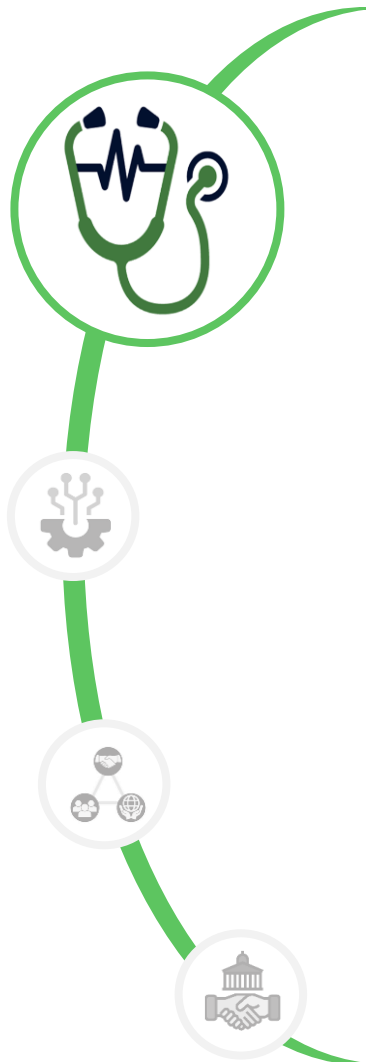
## Stakeholder Engagement

- Facilitate engagements with health Ministries Departments and Agencies, Non- Governmental Organizations and private sector players within the healthcare space




## Healthcare Policy Dialogues

- Policy dialogues on topical issues within healthcare
- PHC Strengthening




# Digital Transformation

ACIOE's Digital Transformation specialists, seasoned in innovation and technology, are committed to delivering client-centric, outcome-driven services for the new digital world



## Digital Operations Integration

- Strategic digital alignment
- Build robust Customer Relationship Management (CRM) system to enhance customer analytics
- Process optimization with agile methodology
- Build robust data governance framework for digital data assets
- Implement modern IT infrastructure and cloud-based solutions
- Digital Talent Development and culture shift
- Cyber risk management and compliance



## Optimizing Client Experience

- Cultivate customer-centric culture in all employees
- Skill development to enhance client experience
- Product branding to address client needs
- Integrate omni-channel engagement
- Analyze client feedback for actionable insights
- Partner with clients in co-creating solutions




## Design-Led Digital Process Simplification

- Visualization-based user research and understanding
- Prioritize empathetic digital process design
- Iterative prototyping for continuous improvement
- Dynamic user interface and experience (UI/UX)
- Improve process with AI and automations
- Optimize analytics for data-driven insights
- Scalability and flexibility in digital process designs



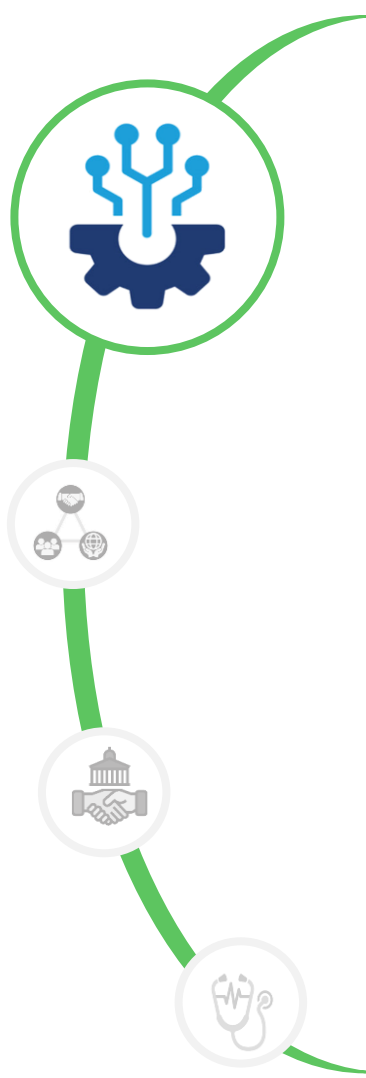
## Integrating Emerging Technology in Client Experience

- Incorporate AI & machine learning for repetitive tasks
- Integrate Internet of Things (IoT) in relevant products and devices for real time analytics
- Improve marketing campaign strategies with predictive modeling
- Integrate personalization platforms and Customer Data Platforms (CDPs)



## Customer Relationship Management (CRM) and Sales Force Integration

- Improve customer data management with CRM
- Integrate automated sales process
- Employ data analytic for improved customer engagement and revenue generation
- Develop dedicated channels to facilitate collaboration and communication among sales and related teams



# Social Engagement Impact

Advance Climate equity and gender equality through robust bottleneck analysis, policy, and capacity building to empower individuals and organizations to address climate change challenges and promote gender equality in Africa.

## Gender & Climate Research and Analysis

- Promote women's empowerment through research and analysis.
- Research barriers to women's economic access
- Provide evidence-based insights.
- Inform policy development, program design, and decision-making processes.
- Address gender disparities and promote women's economic inclusion.

## Gender Mainstreaming and Organizational Change

- Aid gender equality principles integrating in firms
- Guide gender-sensitive recruitment, retention, and promotion practices.
- Equal opportunities for women at all levels.

## Climate and Gender Equity

- Analyze the interconnected challenges of climate change and gender inequality
- Suggesting effective solutions that benefit everyone

## Policy Advocacy and Engagement

- Engage with policymakers and stakeholders for gender-responsive policies.
- Advocate for women's economic empowerment.
- Offer technical assistance for gender-inclusive policies and action plans.
- Create an enabling environment for women's economic participation.

## Women Entrepreneurship and Economic Empowerment

- Provide tailored business support, policy dialogues, advocacy training, and advocacy to unlock women's economic potential
- Provide mentoring, coaching, and networking for women entrepreneurs.
- Support in starting and scaling businesses.
- Facilitate access to finance, markets, and resources.
- Enable women-led enterprises for growth, economic contribution, and job creation.

## Agri- Business Advisory

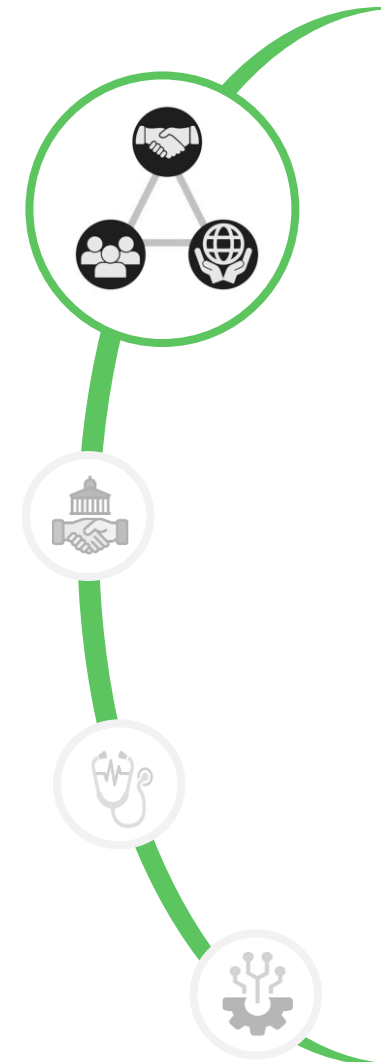
- Advisory in management of agricultural land
- Feasibility studies for agricultural project
- Agriculture sector technical and financial reporting
- Provision of advisory on compliance in current legislation, available grants and diversification

## Finance Advisory

- Provision of risk management and compliant services
- Financial forecasting services
- Transaction and Forex advisory
- Investment advisory
- Tax advisory / management

## HR Advisory

- Organizational development advisory
- Employee engagement advisory
- Performance management advisory
- HIRS advisory
- Training and development advisory



# Our Team



**Ekenem Isichei**

Managing Partner



**Dr Kayode Afolabi**

Health Sector



**Ona Peters**

Legal & PPGR Sector



**Oluwakemi Eluma**

Finance & Compliance Sector



**Olukunle Daramola**

Health Sector



**Kanyidinofu Oyem**

Gender & Climate Sector



**Emmanuel Effiong**

PPGR Sector



**Deborah Ayande**

Communications



# Our Team



**Joshua Aigbokhai**

Admin & Logistics



**Yahaya Mohammed**

Health Sector



**Ibukun Ajeigbe**

Health Sector



**Angela Yusuf**

Finance & Compliance  
Sector



**Shefiu Adeyemi**

PPGR Sector



**Heritage Fatinikun**

PPGR Sector



**Anyadiegwu  
Ifejiwa**

Gender & Climate  
Sector

# OUR CLIENTS AND PARTNERS

ACIOE has diverse categories of clients and partners from different sectors and professions that we have worked with on innovative solutions

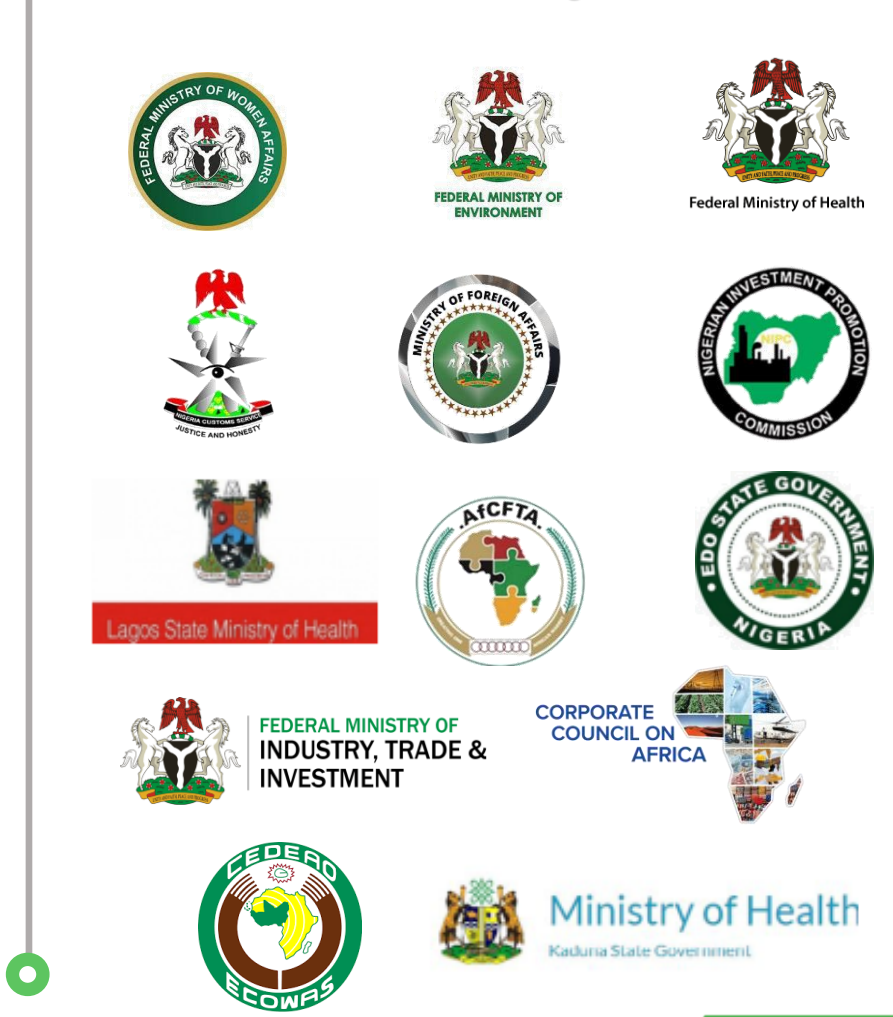
## Private Sector



## Development Partners and NGOs



## Government Agencies





**ADVISORY | HEALTH | GOVERNMENT RELATIONS AND REGULATORY AFFAIRS  
GENDER AND CLIMATE CHANGE | INVESTMENT FACILITATION**

ACIOE Associates is an advisory services firm providing solutions in Strategy, Government Relations, Regulatory Affairs, Economic Development, Advocacy, Investment Facilitation, Health Advisory, Policy Analysis and Sector-Driven Improvements. 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 most challenging economic and social development issues in the countries where we operate.

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