**Consultants Organization and Experience**

1. **Consultant’s organization**

(Look up the profile of a partner from one of the big 4s. He/She may be working from anywhere in the world. Provide her a brief description of the background and organization of the consultant)

[Consulting Firm Name] is a leading Nigerian management consulting firm renowned for its deep expertise in strategy, digital transformation, and operational excellence. Established in 2008, the firm has grown to become one of the most respected names in the Nigerian consulting landscape, serving a diverse clientele across various industries.

With a team of highly skilled and experienced consultants, [Consulting Firm Name] prides itself on delivering tailored solutions that drive sustainable growth and competitive advantage for its clients. The firm's multidisciplinary approach combines industry knowledge, analytical rigor, and a deep understanding of the local business environment.

[Consulting Firm Name] has a strong focus on emerging technologies and their applications in the Nigerian context. The firm's dedicated innovation practice explores the potential of disruptive technologies such as artificial intelligence, blockchain, and data analytics, helping clients leverage these technologies to streamline operations, enhance customer experiences, and unlock new revenue streams.

Through its commitment to thought leadership and knowledge sharing, [Consulting Firm Name] actively contributes to the development of the Nigerian business community. The firm frequently organizes seminars, workshops, and industry forums, fostering collaboration and knowledge exchange among businesses, policymakers, and academic institutions.

1. **Consultant’s Experience**

[Consultant's Name] is a seasoned management consultant and Partner at [Consulting Firm Name]. With over 20 years of experience in strategy, operations, and digital transformation, she has played a pivotal role in shaping the consulting landscape in Nigeria.

[Consultant's Name] has a proven track record of leading complex projects and driving transformative changes for clients across various sectors, including financial services, telecommunications, manufacturing, and fast-moving consumer goods (FMCG). Her expertise spans areas such as business model innovation, process optimization, organizational redesign, and technology implementation.

Prior to joining [Consulting Firm Name], [Consultant's Name] held leadership positions at multinational consulting firms, where she gained extensive experience working on large-scale transformation initiatives and developing strategic frameworks for sustainable growth.

Throughout her career, [Consultant's Name] has been at the forefront of leveraging emerging technologies to drive operational excellence and competitive advantage. She has successfully led projects in the areas of robotic process automation (RPA), artificial intelligence (AI), and data analytics, helping clients streamline operations, enhance decision-making, and unlock new revenue streams.

[Consultant's Name] is a respected thought leader and frequent speaker at industry events, sharing her insights on the impact of digital disruption and the role of emerging technologies in driving business transformation. She is also actively involved in mentoring and developing the next generation of Nigerian consultants, fostering a culture of innovation and continuous learning within the industry.

**Major work undertaken during the last Ten years that best illustrate Qualifications.**

**Project One:** Digital Transformation for a Leading Nigerian Bank

**Project Two:** Supply Chain Optimization for a Manufacturing Conglomerate

**Project Three:** Organizational Redesign for a Telecommunications Company

**Project Four:** AI-driven Customer Experience Enhancement for a Retail Chain

**Project Five:** Robotic Process Automation (RPA) Implementation for Government Agencies

1. **Assignment Name: Digital Transformation for a Leading Nigerian Bank(Operations and Efficiency Optimization)**
2. **Country:** Nigeria
3. **Assignment Location:** Lagos
4. **Duration of Assignment:** 24 Months (2 years)
5. **Name of Client:**
6. **Start Date:** July 2021
7. **Completion Date:** June 2023
8. **Professional staff provided by your organization:** 5
9. **Number of Person - Months:**

| **Staff Name** | **Person-Months** | **Percentage (%)** |
| --- | --- | --- |
|  | 20 | 83 |
|  | 18 | 75 |
|  | 16 | 67 |
|  | 14 | 58 |
|  | 12 | 50 |

1. **Name of Associated Consultants If Any:**
2. **No of Persons:** 5
3. **Months of professional staff provided by associated consultants:**

| **Consultant Name** | **Person-Months** | **Percentage** |
| --- | --- | --- |
|  | 20 | 83 |
|  | 18 | 75 |
|  | 16 | 67 |
|  | 14 | 58 |
|  | 12 | 50 |

1. **Name of senior staff (Project Director/ Project Coordinator, Project Team leader) involved, and functions performed. (Choose 2 out of the 3 job titles above and write their functions).**

**NAME (Project Director):**

**NAME** As the Project Director, [Consultant's Name] was responsible for overseeing the entire Digital Transformation initiative for Union Bank of Nigeria Plc. Her key responsibilities included:

* Providing strategic direction and guidance for the transformation program
* Managing the overall program plan, timelines, and deliverables
* Coordinating and aligning with key stakeholders across Union Bank's business units
* Ensuring effective communication and collaboration among project teams
* Monitoring progress, identifying risks, and implementing mitigation strategies
* Making critical decisions and driving issue resolution to keep the program on track

**NAME (Project Team Leader):**

As the Project Team Leader, **NAME** was responsible for leading and coordinating the various work streams under the transformation program. His primary functions involved:

* Defining and managing the program governance structure and processes
* Overseeing the integration and interdependencies between workstreams
* Facilitating cross-functional collaboration and alignment
* Reporting overall program status, risks, and issues to the steering committee
* Managing and allocating shared resources across workstreams
* Ensuring adherence to program standards, methodologies, and quality assurance processes

1. **Detailed Narrative Description of Project:**

Union Bank of Nigeria Plc, one of the leading financial institutions in the country, embarked on an ambitious digital transformation journey to enhance operational efficiency, improve customer experiences, and maintain a competitive edge in the rapidly evolving banking landscape. [Consulting Firm Name] was engaged to provide strategic guidance and implementation support throughout this transformative initiative.

The project commenced with a comprehensive assessment of Union Bank's existing technology landscape, including core banking systems, customer relationship management (CRM) platforms, data infrastructure, and digital channels. Our team collaborated closely with the bank's IT and business stakeholders to identify pain points, limitations, and opportunities for improvement.

Based on the assessment findings, our consultants developed a detailed digital transformation roadmap and architecture blueprint aligned with Union Bank's strategic objectives. The key components of the transformation program included:

* Core Banking System Modernization: We assisted Union Bank in upgrading its legacy core banking system to a modern, scalable, and cloud-based platform. This involved complex data migration, system integration, and rigorous testing to ensure seamless transition and minimal disruption to operations.
* Omnichannel Banking Experience: Our team implemented a unified digital banking platform, enabling Union Bank to deliver seamless and consistent experiences across various channels, including online banking, mobile apps, and branch networks.
* Data and Analytics Strategy: We established a robust data management and analytics framework, integrating data from multiple sources and leveraging advanced analytics techniques to drive data-driven decision-making and personalized customer experiences.
* Automation and Process Optimization: We identified and implemented automation opportunities using robotic process automation (RPA) and intelligent automation technologies, streamlining back-office operations and enhancing operational efficiency.
* Cybersecurity and Regulatory Compliance: We worked closely with Union Bank's cybersecurity and compliance teams to ensure that the new digital infrastructure adhered to industry standards, regulatory requirements, and best practices for data protection and risk management.

Throughout the implementation phase, our team conducted extensive testing, user acceptance testing, and performance validation to ensure the successful deployment of the new technology solutions. We also provided comprehensive training and change management support to Union Bank's employees, ensuring seamless adoption and effective utilization of the new systems and processes.

To support the ongoing maintenance and enhancement of the digital infrastructure, our team established a dedicated support and governance framework, including processes for incident management, change control, and continuous improvement.

The Digital Transformation program has enabled Union Bank to streamline its operations, enhance customer experiences, and gain a competitive advantage through the effective utilization of digital technologies, data-driven insights, and automation capabilities. The bank is now well-positioned to embrace future technological advancements and maintain its position as a leading financial institution in Nigeria.

1. **Detailed Description of Actual Services Provided by Our Staff:**
2. **Digital Strategy and Roadmap Development:**

Our consultants worked closely with Union Bank's leadership team to define the digital vision, objectives, and roadmap aligned with the bank's overall business strategy.

1. **Technology Assessment and Architecture Design:**

Our technology experts conducted a comprehensive assessment of Union Bank's existing technology landscape and designed the target architecture for core banking systems, digital channels, data infrastructure, and integration platforms.

1. **Core Banking System Modernization:**

Our team provided end-to-end support for the core banking system upgrade, including vendor selection, data migration, system integration, testing, and deployment.

1. **Digital Banking Platform Implementation:**

Our specialists implemented a unified digital banking platform, enabling seamless and consistent experiences across online banking, mobile apps, and branch networks.

1. **Data Management and Analytics:**

Our data experts established a robust data management and analytics framework, integrating data from multiple sources and leveraging advanced analytics techniques to drive data-driven decision-making and personalized customer experiences.

1. **Process Automation and Optimization:**

Our process experts identified and implemented automation opportunities using robotic process automation (RPA) and intelligent automation technologies, streamlining back-office operations and enhancing operational efficiency.

1. **Cybersecurity and Compliance:**

Our cybersecurity and compliance specialists worked closely with Union Bank's teams to ensure adherence to industry standards, regulatory requirements, and best practices for data protection and risk management.

1. **Change Management and Training:**

Our change management experts provided comprehensive training and support to Union Bank's employees, ensuring seamless adoption and effective utilization of the new systems and processes.

1. **Governance and Support Framework:**

Our team established a dedicated support and governance framework, including processes for incident management, change control, and continuous improvement, to support the ongoing maintenance and enhancement of the digital infrastructure.

| Firms Name |  |
| --- | --- |
| Authorized  Signature |  |

**B). Assignment Name: Technology and Infrastructure Setup for a Fintech Startup (Technology and Infrastructure Setup)**

1. **Country:** Nigeria
2. **Assignment Location:** Lagos
3. **Duration of Assignment:** 12 Months
4. **Name of Client:**
5. **Start Date:** April 2023
6. **Completion Date:** March 2024
7. **Professional staff provided by your organization:** 5
8. **Number of Person - Months:**

| **Staff Name** | **Person-Months** | **Percentage (%)** |
| --- | --- | --- |
|  | 12 | 100 |
|  | 10 | 83 |
|  | 8 | 67 |
|  | 6 | 50 |
|  | 4 | 33 |

1. **Name of Associated Consultants If Any:**
2. **No of Persons:** 6
3. **Months of professional staff provided by associated consultants:**

| **Consultant Name** | **Person-Months** | **Percentage** |
| --- | --- | --- |
|  | 12 | 100 |
|  | 10 | 83 |
|  | 8 | 67 |
|  | 6 | 50 |
|  | 4 | 33 |
|  | 3 | 25 |

1. **Name of senior staff (Project Director/ Project Coordinator, Project Team leader) involved, and functions performed. (Choose 2 out of the 3 job titles above and write their functions).**

**NAME (Project Director):**

**As the Project Director, [Consultant's Name] was responsible for overseeing the entire Technology and Infrastructure Setup project for PaySwift Technologies. Her key responsibilities included:**

* Providing strategic direction and guidance for the project
* Managing the overall project plan, timelines, and deliverables
* Coordinating and aligning with key stakeholders at PaySwift Technologies
* Ensuring effective communication and collaboration among project teams and stakeholders
* Monitoring project progress, identifying risks, and implementing mitigation strategies
* Making critical decisions and resolving escalated issues to keep the project on track

**NAME (Project Team Leader):**

As the Project Team Leader, [Consultant Name] was responsible for leading and managing the project team, ensuring efficient execution and successful delivery of the technology and infrastructure setup. His primary functions involved:

* Assigning tasks and responsibilities to team members based on their expertise and workload
* Overseeing the day-to-day activities and progress of the project team
* Conducting regular team meetings and providing guidance and support to team members
* Ensuring adherence to project methodologies, standards, and quality assurance processes
* Monitoring team performance and addressing any resource or capacity constraints
* Communicating project status, risks, and issues to the Project Director and stakeholders
* Fostering a collaborative and productive team environment

1. **Detailed Narrative Description of Project:**

PaySwift Technologies is a promising fintech startup based in Lagos, Nigeria, that has developed an innovative mobile payment and digital wallet solution aimed at promoting financial inclusion and enhancing the convenience of digital transactions in the country. As the startup prepares to launch its product and scale operations, they have engaged [Consulting Firm Name] to provide strategic guidance and implementation support for establishing a robust technology infrastructure.

The project commenced with a comprehensive assessment of PaySwift's existing technology landscape, including their application architecture, data infrastructure, and security posture. Our team collaborated closely with the startup's technology and product teams to understand their requirements, growth plans, and potential challenges.

Based on the assessment findings, our consultants developed a detailed technology roadmap and architecture blueprint to support PaySwift's product launch and future growth. The key components of the project included:

* **Cloud Infrastructure Setup:** We assisted PaySwift in selecting and implementing a secure, scalable, and cost-effective cloud infrastructure solution. Our team designed and deployed the cloud architecture, ensuring seamless integration with the startup's applications and enabling efficient scaling as their user base grows.
* **Application Hosting and Deployment:** We provided guidance and support for hosting and deploying PaySwift's mobile applications and backend services on the cloud infrastructure, ensuring optimal performance, availability, and security.
* **Data Management and Analytics:** We established a robust data management framework, including a secure data lake and analytics platform, to enable PaySwift to collect, store, and analyze customer data, transaction data, and system logs, enabling data-driven decision-making and continuous product improvements.
* **Cybersecurity and Compliance:** Our cybersecurity experts implemented robust security measures, including firewalls, encryption, access controls, and intrusion detection systems, to safeguard PaySwift's systems, data, and customer information. We also ensured compliance with relevant industry regulations and standards, such as the Payment Card Industry Data Security Standard (PCI DSS).
* **DevOps and Continuous Integration/Continuous Deployment (CI/CD):** We set up a DevOps pipeline and CI/CD processes to enable PaySwift's development team to rapidly and securely deploy application updates and new features, ensuring a seamless and efficient software delivery lifecycle.
* **Monitoring and Incident Response:** We implemented comprehensive monitoring and incident response mechanisms, including log aggregation, performance monitoring, and alerting systems, to proactively identify and address any issues or security incidents.

Throughout the implementation phase, our team conducted extensive testing, security assessments, and performance validation to ensure the successful deployment of the technology infrastructure. We also provided comprehensive training and knowledge transfer to PaySwift's technology team, ensuring they have the necessary skills and expertise to maintain and enhance the infrastructure as their business grows.

The Technology and Infrastructure Setup project has enabled PaySwift Technologies to launch their innovative fintech solution with a robust, secure, and scalable technology foundation. The startup is now well-positioned to focus on product development, user acquisition, and business growth, while leveraging the benefits of a modern and efficient technology infrastructure.

1. **Detailed Description of Actual Services Provided by Our Staff:**
2. **Technology Assessment and Architecture Design:**

Our technology experts conducted a comprehensive assessment of PaySwift's existing technology landscape and designed the target architecture for cloud infrastructure, application hosting, data management, and security measures.

1. **Cloud Infrastructure Setup:**

Our cloud experts assisted PaySwift in selecting and implementing a secure, scalable, and cost-effective cloud infrastructure solution, designing and deploying the cloud architecture to support their application and future growth.

1. **Application Hosting and Deployment:**

Our application specialists provided guidance and support for hosting and deploying PaySwift's mobile applications and backend services on the cloud infrastructure, ensuring optimal performance, availability, and security.

1. **Data Management and Analytics:**

Our data experts established a robust data management framework, including a secure data lake and analytics platform, to enable PaySwift to collect, store, and analyze customer data, transaction data, and system logs.

1. **Cybersecurity and Compliance:**

Our cybersecurity experts implemented robust security measures and ensured compliance with relevant industry regulations and standards, such as the Payment Card Industry Data Security Standard (PCI DSS).

1. **DevOps and Continuous Integration/Continuous Deployment (CI/CD):**

Our DevOps specialists set up a DevOps pipeline and CI/CD processes to enable PaySwift's development team to rapidly and securely deploy application updates and new features.

1. **Monitoring and Incident Response:**

Our monitoring and incident response experts implemented comprehensive monitoring and incident response mechanisms, including log aggregation, performance monitoring, and alerting systems.

1. **Training and Knowledge Transfer:**

Our team provided comprehensive training and knowledge transfer to PaySwift's technology team, ensuring they have the necessary skills and expertise to maintain and enhance the infrastructure as their business grows.

| Firms Name |  |
| --- | --- |
| Authorized  Signature |  |

**C). Assignment Name: Business Model Development for an AI-powered Edtech Startup (Business Model Development for Technology Startups)**

1. **Country:** Nigeria
2. **Assignment Location:** Lagos
3. **Duration of Assignment:** 6 Months
4. **Name of Client:**
5. **Start Date:** July 2022
6. **Completion Date:** December 2023
7. **Professional staff provided by your organization:** 4
8. **Number of Person - Months:**

| **Staff Name** | **Person-Months** | **Percentage (%)** |
| --- | --- | --- |
|  | 6 | 100 |
|  | 6 | 100 |
|  | 4 | 67 |
|  | 3 | 50 |

1. **Name of Associated Consultants If Any:**
2. **No of Persons:** 5
3. **Months of professional staff provided by associated consultants:**

| **Consultant Name** | **Person-Months** | **Percentage** |
| --- | --- | --- |
|  | 6 | 100 |
|  | 5 | 83 |
|  | 3 | 50 |
|  | 3 | 50 |
|  | 1 | 15 |

1. **Name of senior staff (Project Director/ Project Coordinator, Project Team leader) involved, and functions performed. (Choose 2 out of the 3 job titles above and write their functions).**

**NAME (Project Director):**

As the Project Director, [Consultant's Name] was responsible for overseeing the entire Business Model Development project for LearnAI Technologies. Her key responsibilities included:

* Providing strategic direction and guidance for the project
* Managing the overall project plan, timelines, and deliverables
* Coordinating and aligning with key stakeholders at LearnAI Technologies
* Ensuring effective communication and collaboration among project teams and stakeholders
* Monitoring project progress, identifying risks, and implementing mitigation strategies
* Making critical decisions and resolving escalated issues to keep the project on track

**NAME (Project Team Leader):**

As the Project Team Leader, [Name] was responsible for leading and managing the project team, ensuring efficient execution and successful delivery of the business model development initiatives. His primary functions involved:

* Assigning tasks and responsibilities to team members based on their expertise and workload
* Overseeing the day-to-day activities and progress of the project team
* Conducting regular team meetings and providing guidance and support to team members
* Ensuring adherence to project methodologies, standards, and quality assurance processes
* Monitoring team performance and addressing any resource or capacity constraints
* Communicating project status, risks, and issues to the Project Director and stakeholders
* Fostering a collaborative and productive team environment

1. **Detailed Narrative Description of Project:**

LearnAI Technologies is an innovative edtech startup based in Lagos, Nigeria, that has developed an AI-powered learning platform designed to personalize and enhance the educational experience for students. As a rapidly growing startup, LearnAI Technologies recognized the need to refine its business model, revenue streams, and value proposition to support sustainable growth and maximize its impact in the Nigerian education sector.

The project commenced with a comprehensive assessment of LearnAI Technologies' current business model, market landscape, and competitive positioning. Our team conducted in-depth interviews with the startup's founders, leadership team, and key stakeholders to understand their vision, goals, and challenges.

Based on the assessment findings, our consultants facilitated a series of workshops and ideation sessions with LearnAI Technologies' team to explore and evaluate potential business model options. These sessions covered various aspects, including:

* **Value Proposition Refinement: We assisted LearnAI Technologies in refining their value proposition to clearly articulate the unique benefits and competitive advantages of their AI-powered learning platform for different stakeholders, including students, educators, and educational institutions.**
* **Revenue Stream Analysis: Our team analyzed and evaluated multiple revenue stream options, such as subscription-based models, freemium offerings, institutional partnerships, and data monetization opportunities. We provided recommendations on the most suitable revenue models aligned with LearnAI Technologies' goals and market dynamics.**
* **Cost Structure Optimization: We conducted a detailed analysis of LearnAI Technologies' cost structure, identifying opportunities for efficiency improvements and resource optimization to support scalability and profitability.**
* **Partnership and Ecosystem Development: We identified potential strategic partnerships and collaborations with educational institutions, government agencies, and industry players to expand LearnAI Technologies' reach, access new markets, and enhance their product offerings.**
* **Go-to-Market Strategy: Our team developed a comprehensive go-to-market strategy, including target market segmentation, positioning, pricing, and marketing initiatives tailored to the Nigerian education sector.**

Throughout the project, our team facilitated stakeholder discussions, conducted market research, and leveraged industry best practices to validate and refine LearnAI Technologies' business model. We also provided guidance on financial planning, budgeting, and cash flow management to support the implementation of the refined business model.

The Business Model Development project has equipped LearnAI Technologies with a robust and validated business model, clearly defined revenue streams, and a strategic roadmap for sustainable growth. The startup is now well-positioned to execute its go-to-market strategy, attract investments, and make a significant impact on the Nigerian education landscape through its innovative AI-powered learning platform.

1. **Detailed Description of Actual Services Provided by Our Staff:**

**Business Model Assessment and Market Analysis:**

**Our consultants conducted a comprehensive assessment of LearnAI Technologies' current business model, value proposition, and competitive positioning within the Nigerian edtech market.**

**Stakeholder Engagement and Ideation Workshops:**

**Our team facilitated stakeholder interviews, ideation sessions, and workshops with LearnAI Technologies' founders, leadership team, and key stakeholders to explore and evaluate potential business model options.**

**Value Proposition Refinement:**

**We assisted LearnAI Technologies in refining their value proposition to clearly articulate the unique benefits and competitive advantages of their AI-powered learning platform for different stakeholders.**

**Revenue Stream Analysis and Optimization:**

**Our experts analyzed and evaluated multiple revenue stream options, providing recommendations on the most suitable revenue models aligned with LearnAI Technologies' goals and market dynamics.**

**Cost Structure Optimization:**

**We conducted a detailed analysis of LearnAI Technologies' cost structure, identifying opportunities for efficiency improvements and resource optimization to support scalability and profitability.**

**Partnership and Ecosystem Development:**

**Our business development specialists identified potential strategic partnerships and collaborations with educational institutions, government agencies, and industry players to expand LearnAI Technologies' reach and enhance their product offerings.**

**Go-to-Market Strategy Development:**

**Our marketing and strategy consultants developed a comprehensive go-to-market strategy, including target market segmentation, positioning, pricing, and marketing initiatives tailored to the Nigerian education sector.**

**Financial Planning and Cash Flow Management:**

**Our financial experts provided guidance on financial planning, budgeting, and cash flow management to support the implementation of the refined business model.**

| Firms Name |  |
| --- | --- |
| Authorized  Signature |  |