



# BUSINESS PROFILE

2023

**Securing  
Industry  
Relevance for  
Individuals and  
Businesses**

Our growth services are designed to help you either as an individual, startup, or SME secure industry relevance.

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**BFG Consults** edifies your business and organisation to growth. We are at the intersection of research, strategy, workforce training, and information technology. Incorporated in Nigeria and the United Kingdom under the Companies and Allied Matters Act 2020, RC Number. 1779419 and under the Companies Act 2006 - England & Wales, company number 14906851. For more information, visit [www.bfgconsults.com](http://www.bfgconsults.com). Follow BFG Consults on Twitter at [@BFGConsults](https://twitter.com/BFGConsults). Read our blogs at <http://blogs.bfgconsults.com>.



***Your partner in***

# **Research, Strategy, Training, and Technology**

With expertise in research and analytics, business strategy and operations, training and development, and information technology, we empower companies to thrive in today's dynamic business landscape.



# BFG Global Consulting, LLC

Your Growth Partner in a Changing Business Landscape

I am delighted to address you today as the Managing Partner and CEO of BFG Global Consulting Limited and introduce our firm. With great passion and commitment, our team at BFG Global Consulting is dedicated to assisting organizations from diverse industries in their pursuit of business growth. We aim to be your growth partners, guiding you towards the new opportunities of contemporary business.

At BFG Global Consulting, we understand that the business landscape is constantly evolving, presenting both challenges and prospects for organizations worldwide. In this fast-paced environment, it is crucial for businesses to adapt and thrive to remain competitive. That's where we come in.



Our expertise lies in deploying and managing innovative solutions that empower businesses and organizations to achieve growth. We firmly believe that success in today's marketplace requires a multidimensional approach, blending research, strategy, workforce training, and information technology. By operating at the intersection of these critical areas, we offer comprehensive consulting services that equip our clients with the tools they need to drive their success.

As we embark on this exciting journey, we invite you to join us in shaping the future of business growth. Whether you are a small startup seeking guidance or a well-established organization looking for fresh insights, BFG Global Consulting is here to support you every step of the way. Our team of experts is ready to listen, understand your unique challenges, and tailor solutions that align with your specific goals.

While you explore our business profile, we thank you for your attention, and we look forward to connecting with you soon. Together, let us embrace the possibilities and create a future of sustainable growth and success.

Warm regards

A handwritten signature in black ink, appearing to read "Festus BELLO". The signature is fluid and has some loops and variations in style.

Festus, BELLO  
CEO/Managing Partner

BFG Global Consulting Limited'

## OFFERING MARKETPLACE MULTI-MANAGEMENT SOLUTIONS

We are a multi-management consulting and business analytics firm, offering growth services to businesses and organizations. Since 2018, we have an unrivaled reputation for quality in the services we give due to our integrity, expertise in building systems to manage people, businesses, and organizations across industries.



### Who We Are

We assist organisations from diverse industries in their business growth circles by acting as their growth partners, ushering them to the new opportunities of contemporary business.

### What We Do

We are known for deploying and managing innovative ways for businesses and organisations to achieve growth. We are at the intersection of research, strategy, workforce training and information technology.

**Mission:** Advancing marketplace impact across human networks and business sectors through cutting-edge consulting services that are driven by cultured people, open technology, and breakthrough innovations

**Vision:** To deliver growth and transformational impact to underserved businesses and organisations in Africa and beyond

# OUR COMPANY

Founded in 2018, BFG Global Consulting is a management consulting firm that specialises in research and analytics, business strategy and operations, training and development, and information technology. With offices in Nigeria's capital city and the United Kingdom, we offer services globally as a solution partner to individuals, businesses, corporate organisations, and government agencies.

Our company takes pride in its cutting-edge consulting programmes, which are designed to deliver transformative value for a wide range of businesses, including tech start-ups and emerging brands. We are a small group of agile leaders helping organisations improve. Our clients range from high-profile brands to small, local companies in Nigeria and the United Kingdom.

BFG Global Consulting focuses on providing operational excellence, improving performance, reducing risk, and achieving sustainable growth for underserved African businesses and organisations. Our approach is driven by the integration of analytics and technology into management solutions, enabling us to address complex business and organisational needs effectively.

SERVICED  
**104+** Enterprises (From Tech Startups to Emerging Brands in 5years)

## Core Values



**Growth:** As much as we practice the principle of success, we ensure that transformational growth and development take dominance in every one of our engagements.



**Innovation:** We deploy a design-led, data-driven, and technology- model approach in all we do. We go beyond the ordinary to give you the extraordinary.



**Value Driven:** We save you from the risk of uncertainty in quality service and offer you the value of a monarch that you deserve. We go the extra mile to consistently ensure you get the best.



**Client Success:** This is the core. We are committed to ensuring our clients derive not just satisfaction from our services but also success in their dealings with us



# Bond with Managers

# Our Solutions

## 1. Research and Analytics

Advanced data analytics and product research are provided by the BFG Business Research and Intelligence team with a workflow that is integrated to assist you in making decisions that are quicker, more accurate, and more intelligent when using data. Your business results may be influenced by our data insights, planning, budgeting, forecasting, and knowledgeable BI solutions, regardless of your company area—finance, HR, supply chain, marketing, sales, or IT. This service combines the expertise of agile information professionals, market researchers, and insight managers to deliver high-quality standards and regulatory intelligence, market insights, industry research, and impact assessment.

Utilise our  
**Business**  
**Research and**  
**Analytics** to  
help you make  
wiser business  
decisions.



### Analytics tools and solutions

**Business Analytics:** Focusing on data, statistical analysis and reporting to help investigate and analyse business operations, provide insights, and drive recommendations to improve performance.

**Data Science and Analytics:** Utilising and putting to use a variety of technologies, architectures, methodologies, tools, and approaches, such as distributed data management, data warehousing and mining, and the right AI and ML techniques.

**Text Analytics:** Empowering business managers and organisational leaders to provide business value for end users via the use of descriptive, thematic, and reflective contexts.

# Service Benefits

## Service Benefits

**Market Feasibility and Planning:** For business plan drafting, get real-time information about your market. This service offers you the ability to recognise new data architecture and market entry strategies. It makes it easier for your organisation to obtain data for market service while guaranteeing customer-valued goods.

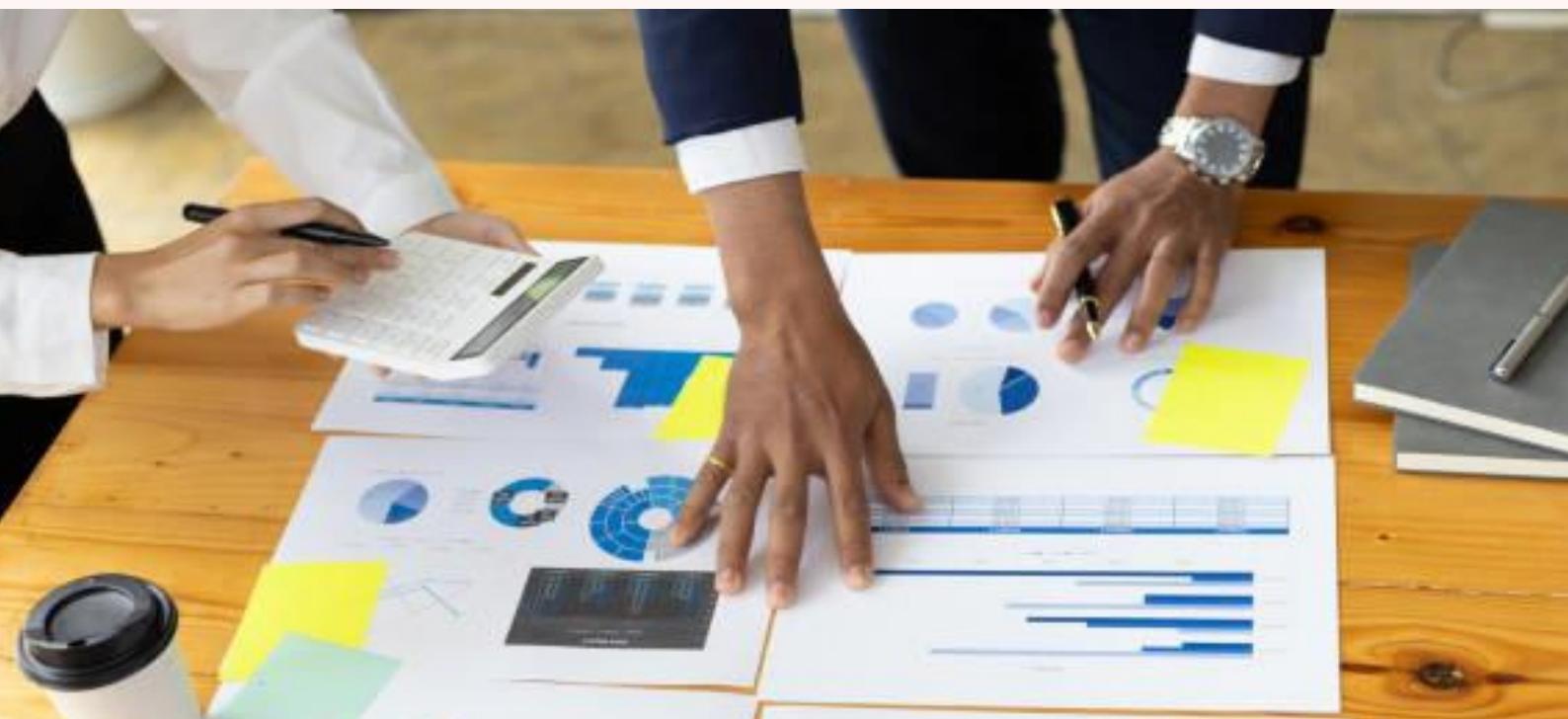
**Product Concept Testing:** This service enables you to understand the properties, characteristics, and performance of products before, during, and after launch by capturing real-real time feedback on your product. This makes it possible for a producer to use a UI/UX process to evaluate a product's functionality, safety, quality, and adherence to specified standards.

**Measure production agility:** With unmatched scalability and resilience, this service provides you with insights into your production process and quality level with your production managers. You can improve cost performance and productivity through end- to-end real-time data collection and analytical management.

**Measure Customer Needs and Satisfaction (CNSAT):** Have real-time knowledge about your customers' needs and understand if you are meeting them. Our research and analytics service are used to forecast, manage, and get insight into customer needs and satisfaction levels. This will help you manage your future service process.

**Measure experience with customers:** Collect real-time data about customer satisfaction with your product. This service can improve client connections across any channel by providing clearer, more accurate responses to questions in any language.

**Employee Satisfaction and Performance Appraisal:** Engage your employees in decision-making through a quality feedback mechanism. By periodically evaluating an employee's work performance and the manager-employee relationship in light of your organisation's competence requirements, you may strengthen the operational connection of your organisation.



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## BUSINESS STRATEGY AND OPERATIONS

Business strategy and operations consulting is a unit of our practice, which involves helping organisations improve their overall performance by identifying and implementing effective business strategies and streamlining operational processes. Using the latest deep industry insights, our combined team of business strategists, growth hackers, project managers, and quality control managers helps businesses of every size prosper by creating impactful solutions tailored to their unique needs today and in the future. The goal of this service is to help businesses become more efficient, profitable, and competitive in their respective industries.

### A key focus of our Business Strategy and Operations solutions

**Business Formation:** We take the stress off our clients in the process of choosing a business structure and registering their business with the appropriate government agency. Common business structures often include sole proprietorships, partnerships, limited liability companies (LLCs), and corporations.

**Business strategy development and implementation:** This includes market research and analysis, competitive analysis, and the development of a comprehensive business plan for your business.

**Operations assessment and optimisation:** This covers our single-mindedness in reviewing and analysing current operations to identify areas for improvement and implementing changes to increase efficiency and reduce costs for organisations.

**Organisational design and restructuring:** This include reviewing your current organisational structure and making changes to improve alignment with business goals and objectives.

**Performance management:** We accelerate business decisions through the implementation of systems and processes for monitoring and measuring performance, as well as providing guidance and support for achieving performance goals in your business.

**Change management:** This includes planning and executing changes to systems, processes, and organisational structure in a way that minimise disruption and maximise benefits.



***Streamline your operations, optimize your strategy, and achieve your goals***

## Service Benefits

**Increased efficiency and productivity:** By streamlining operations and identifying areas for improvement, our business strategy and operations service helps organisations to increase their overall efficiency and productivity.

**Cost savings:** Identifying and implementing cost-saving measures can help your organisation reduce expenses and increase its bottom line.

**Improved decision-making:** Access to accurate, up-to-date information and expert analysis helps our clients make more informed and effective decisions for their businesses.

**Enhanced competitive advantage:** Identifying and leveraging competitive advantages helps our clients gain an edge over their rivals in the marketplace.

**Greater scalability:** Developing scalable systems and processes, also helps leaders and managers of organisations prepare for and manage growth in their business.



# 3

## TRAINING AND DEVELOPMENT

### ***Empowering your workforce, Enhancing your business***

The BFG Training and Development Solution sits within our talent management consulting practices. This service is provided to unlock potential, develop leaders, and create high-performing teams. We help organisations improve their performance by providing employees with the knowledge, skills, and abilities they need to succeed in their roles. We provide a wide range of training options, including classroom instruction, online learning, and on-the-job training. It also includes assessments, evaluations, and feedback to measure the effectiveness of the training for your organisation.

***While our training and development solution cuts across hard (technical) and soft (nontechnical) skill development, the solution includes a wide range of services such as:***

**Needs analysis:** Assessing the specific training needs of the organization and its employees.

**Curriculum development:** Designing and developing training programs and materials that align with our client organisation's goals and objectives.

**Delivery:** Facilitating training sessions, workshops, and seminars for employees at all levels of your organisation.

**Evaluation and follow-up:** Measuring the effectiveness of training programs and providing follow-up support to ensure that employees can apply new skills and knowledge on the job.

**Customised training:** Offering customised training solutions that are tailored to meet the specific needs of your organisation and employees.

**E-Learning and Virtual training:** Offering online training programs and virtual instructor-led training to employees who are located in different regions or working remotely.

**Coaching and mentoring:** Providing one-on-one coaching and mentoring to help employees develop their skills and advance in their careers.

## Service Benefit

**Improved employee performance:** By providing employees with the knowledge, skills, and abilities they need to succeed in their roles, this solution helps organisations improve employee performance and productivity.

**Increased employee satisfaction and engagement:** When employees feel that they are receiving the training and development they need to do their jobs effectively, they are more likely to be satisfied with their jobs and more engaged in their work.

**Better retention of employees:** Investing in employee training and development helps organisations retain their best employees, and reduces the costs associated with turnover.

**Greater adaptability and flexibility:** By providing your employees with training and development that keeps them up-to-date with new technologies and changing industry trends, your organisation will be more adaptable and flexible in response to changing business conditions.

**Enhanced ability to attract top talent:** Organisations that invest in this service are more likely to attract top talent, as potential employees view such investment as a sign of a committed and forward-thinking organisation.



## 4

# INFORMATION TECHNOLOGY

*BFG Technology solutions is a specialised service deployed to help organisations optimize their use of technology to achieve their business objectives. Through this service, we provide a wide range of IT solutions, including, business web presence, cloud computing, software development, and cybersecurity. The service is delivered by our innovation and technology team, who are experts in their field and have the technical skills and knowledge to provide effective solutions. The goal of this service to clients is to improve their organisation's efficiency, information security, and competitiveness by leveraging the latest technology.*

### **Top of our service unit on Information Technology**

**Innovative  
solutions, secure  
technology, and  
unparalleled  
support for your  
business**

**Software Designing and Development:** We manage the design and development of customised IT solutions that are tailored to the specific needs of an organisation and or business.

**Disaster Recovery:** This scope of service includes the development and implementation of plans and procedures that organisations can use to quickly and effectively recover from IT-related disruptions, such as natural disasters, power outages or cyber-attacks. This can include tasks such as creating backups of important data, configuring redundant systems, and testing recovery procedures

**Technical Support:** This scope of service involves assisting employees and other users of an organisation's IT systems. This can include troubleshooting and resolving technical issues, as well as providing advice and guidance on the use of specific software or hardware.

**Cloud Services:** This scope of service includes the management of cloud-based services such as data storage, software as a service (SaaS), and platform as a service (PaaS) to organisations. These services can be used to store, manage and share data, host and run applications, or provide other IT-related functionality.

**Cybersecurity:** This scope of service includes the implementation of security measures to protect an organisation's IT systems and data from unauthorized access and breaches. This can include tasks such as configuring firewalls, implementing intrusion detection systems, and performing security audits.

## Service Benefit

**Improved efficiency and productivity:** By providing organisations with the necessary technology solutions, IT services help improve efficiency and productivity by automating tasks, streamlining processes, and providing employees with the tools they need to do their jobs more effectively.

**Enhanced data security:** IT services help organisations protect their IT systems and data from unauthorized access and breaches by implementing security measures such as firewalls, intrusion detection systems, and regular security audits.

**Better data management:** It helps organisations manage and protect their data more effectively by providing solutions such as data storage, backup, and recovery.

**Increased flexibility and scalability:** Organisations adapt to changing business conditions and grow their operations by providing scalable and flexible solutions that can be easily modified and expanded as needed.

**Access to expertise and resources:** Our IT solutions provide organisations with access to experts and resources that they might not otherwise have, such as specialised software, and cybersecurity professionals. This can help organisations stay current with the latest technologies and best practices, which can be critical for staying competitive in today's fast-paced business environment.





L-R: Ifeoma Ezeamama, Associate, Business Strategy and Operations, BFG Global Consulting LLC, sharing project schedules with Support Staffs at The BFG Place (Head Office), Abuja, Nigeria

# INDUSTRIES

We combine industry expertise with analytical insights to help clients achieve growth, drive innovation, and navigate complex business landscapes. We strive to build long-term partnerships and provide actionable recommendations that empower our clients to thrive in today's competitive market. Our solutions are tailored to clients across the following industries.

**Consumer and Retail Market:** At BFG Consults, we help clients in the consumer and retail market achieve growth by providing comprehensive market research and analysis, developing tailored strategies, and implementing effective workforce training programs. We assist in identifying consumer trends, optimizing supply chains, enhancing customer experiences, and leveraging technology to drive sales and increase profitability.

**Financial Services:** In the dynamic financial services industry, BFG Consult offers strategic guidance to help clients navigate challenges and seize opportunities. Our expertise lies in conducting in-depth market research, designing innovative financial products and services, optimizing operational processes, and leveraging technology for efficient operations. We also provide workforce training to enhance customer service, compliance, and risk management capabilities.

**Hospitality and Tourism:** BFG Consults supports clients in the hospitality and tourism sector by offering strategic insights and solutions to drive growth and enhance guest experiences. Through market research, we identify emerging travel trends, develop targeted marketing strategies, streamline operations, and leverage technology to improve efficiency. We also provide training programs to enhance customer service, management skills, and industry-specific knowledge.

**Real Estate:** At BFG Consults, we assist clients in the real estate industry by providing comprehensive solutions for growth and success. We offer market analysis, investment strategies, and development plans tailored to specific markets and property types. Our services include workforce training, technology implementation, and sustainability initiatives to maximize returns, optimize property management, and meet evolving market demands.

# INDUSTRIES

**Agriculture and Food:** In the agriculture and food sector, BFG Consults helps clients achieve growth by providing strategic insights and solutions. We assist in market analysis, supply chain optimization, sustainability initiatives, and technology integration for efficient farming and food production. Our workforce training programs enhance agricultural practices, farm management, and industry knowledge, empowering clients to adapt to changing consumer demands and regulatory requirements.

**Industrial Manufacturing and Services:** BFG Consults collaborates with industrial manufacturing and services clients to drive growth and operational excellence. We offer market research, process optimization, supply chain management, and technology integration to improve productivity, reduce costs, and enhance product quality. Our workforce training programs enhance technical skills, safety practices, and operational efficiency, enabling clients to stay competitive in a rapidly evolving industry.

**Technology and Finance:** BFG Consults assists clients at the intersection of technology and finance by offering strategic guidance and innovative solutions. We provide market analysis, technology integration strategies, cybersecurity measures, and digital transformation roadmaps. Our workforce training programs empower employees with the skills needed for technology adoption, data analysis, and financial technology applications, enabling clients to stay competitive in a rapidly evolving sector.

**Government and Non-for-Profit:** BFG Consults provides strategic guidance to government agencies and non-profit organizations to drive social impact and operational efficiency. We offer market research, program evaluation, and strategic planning to help clients in the government and non-profit sectors achieve their goals. We assist in identifying funding opportunities, developing sustainable business models, and implementing technology solutions for streamlined operations. Our workforce training programs enhance leadership skills, stakeholder engagement, and program management, enabling clients to effectively serve their constituents and make a positive impact in their communities.



**L-R:** Festus, BELLO, Managing Partner, and CEO, BFG Global Consulting LLC, and Sunday Moses, Senior Associate, Innovation and Technology, BFG Global Consulting Limited at The BFG Place (Head Office), Abuja, Nigeria

# Management & Clients

## Partners, Senior Associates & Associates

Meet the dedicated team of people who make our business what it is today. They represent our primary point of contact with our target market and audience and are mostly driven by the vision and passion of serving our clients a little better every day.



**Fetus Bello**

Managing Partner/CEO



**Niyi Adebayo**

Partner, Training, Digital Operations and  
Organizational Transformation



**Azeezat, A. Oyefesobi**

Partner, Public Interest, Strategic Alliances and  
Sustainability Management



**Theophilus Fakiyesi**

Associate Partner, Enterprise Information  
System, Data and Analytics



**Satish Reddy Sunkara**

Senior Associate and Brokerage Manager,  
International Business and Marketing, Asia.



**Sunday Moses**

Senior Associate, Innovation and Technology





**Ifeoma Ezeamama**

Associate, Business Strategy and Operations



**Kenneth Idanwekhai**

Associate, Research, Data and Analytics



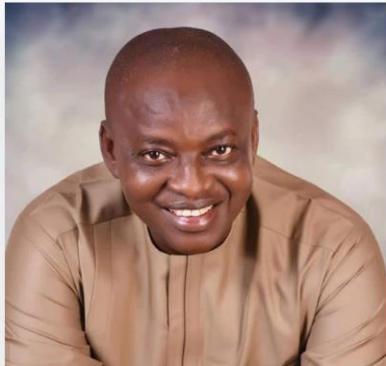
**Temitayo Damilare**

Product Design Support



## Board of Advisors

Meet the collection of professionals who provide our company with their talents, direction, and expertise. Their suggestions have helped our firm expand and accomplish our objectives as a company.



**Umaru Gambo Yahaya**

Capital Investment Advisor

Chairman, FAFU Group



**Femi Omotuyi**

Project Finance Advisor

Chairman, Apex Group

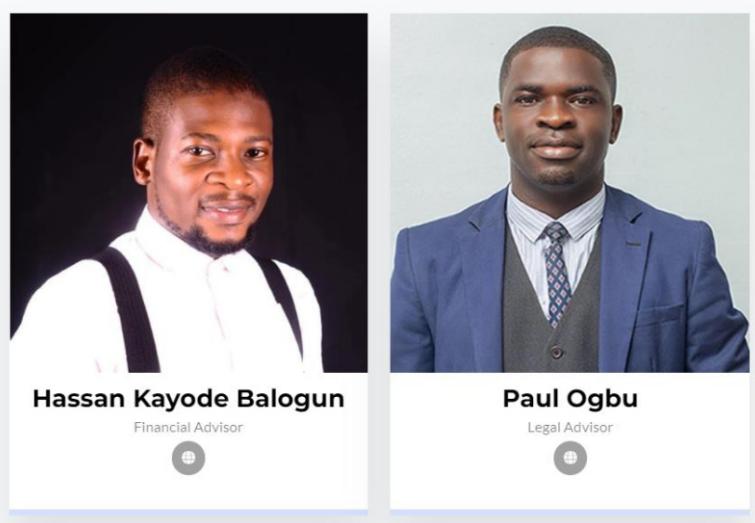


**Fife Banks**

Enterprise Development Advisor

Managing Partner, BravelCONS Global





## Clients

Meet some of the organisation with which we have solved the toughest challenges through our creative, innovative, and cutting-edge consulting practices.



# Project Executed

Our solutions help clients gain resilience and manage industry challenges toward maximising greater opportunities. See a brief description of some of our most recent projects executed across sectors.

## ICT Training for Federal Ministry of Humanitarian Affairs, Disaster Management and Social Development

Executed project management training for 40 staff members of the Ministry of Humanitarian Affairs, Disaster Management, and Social Development in partnership with Netline Limited on the use of office project management software. The basic tools covered were Microsoft Word, Excel, and PowerPoint.



## Business Transformation and Productivity Project for GICStravel.co.uk

This project is a full end-to-end business strategy and operations service. From researching and designing a bespoke business model for GICS to recruiting new talents and training the staff and managers of the organisation on successful market practices to improve ROI and product units.



## Property Technology System for Mindfire Limited

Created an avenue for multichannel marketing by designing, developing, and implementing Web Server Software to help sales leaders, the marketing team and the managerial department of Mindfire Group to advertise, sell and manage its real estate product globally.



## **Implementation of #TechforNonprofits model for Travaille Ensemble**

This is one of our most interesting tech projects for NGOs. Our team of developers managed this project from design to prototype and then to production. The design is made up of a multilingual AI system. It was developed as a problem-solving tech delivering social change & impact system for change makers at Travaille Ensemble



## **Digital Transformation and Product Profiling for Sensang Construction Limited**

Sensing is now among the architectural and civil engineering businesses in Nigeria's capital with the quickest growth. We led the company's initiative to transition digitally, acting as its most dependable partner. We provided Sensang with more than simply digital operations; we also created the company's product profile and market features, which account for more than 80% of its current lead worth.



Along with other businesses, LIPRIMA, DexDirect Cargo, 12Twenty, Ampersand, and Telbes Group have benefitted from this kind of service.

## **Projected Business Plan and Advisory service for WorkaHQ.**

WorkaHQ, a tech-based provider of household services, specialises in laundry, kitchen maintenance, and support services. This initiative was launched to attract investors and grow. A market insight strategy was created by our business planning and advising team for the company's initiative to draw in over \$20,000 in funding



Compan



## NG MARKET PLACE MANAGERS IONS





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