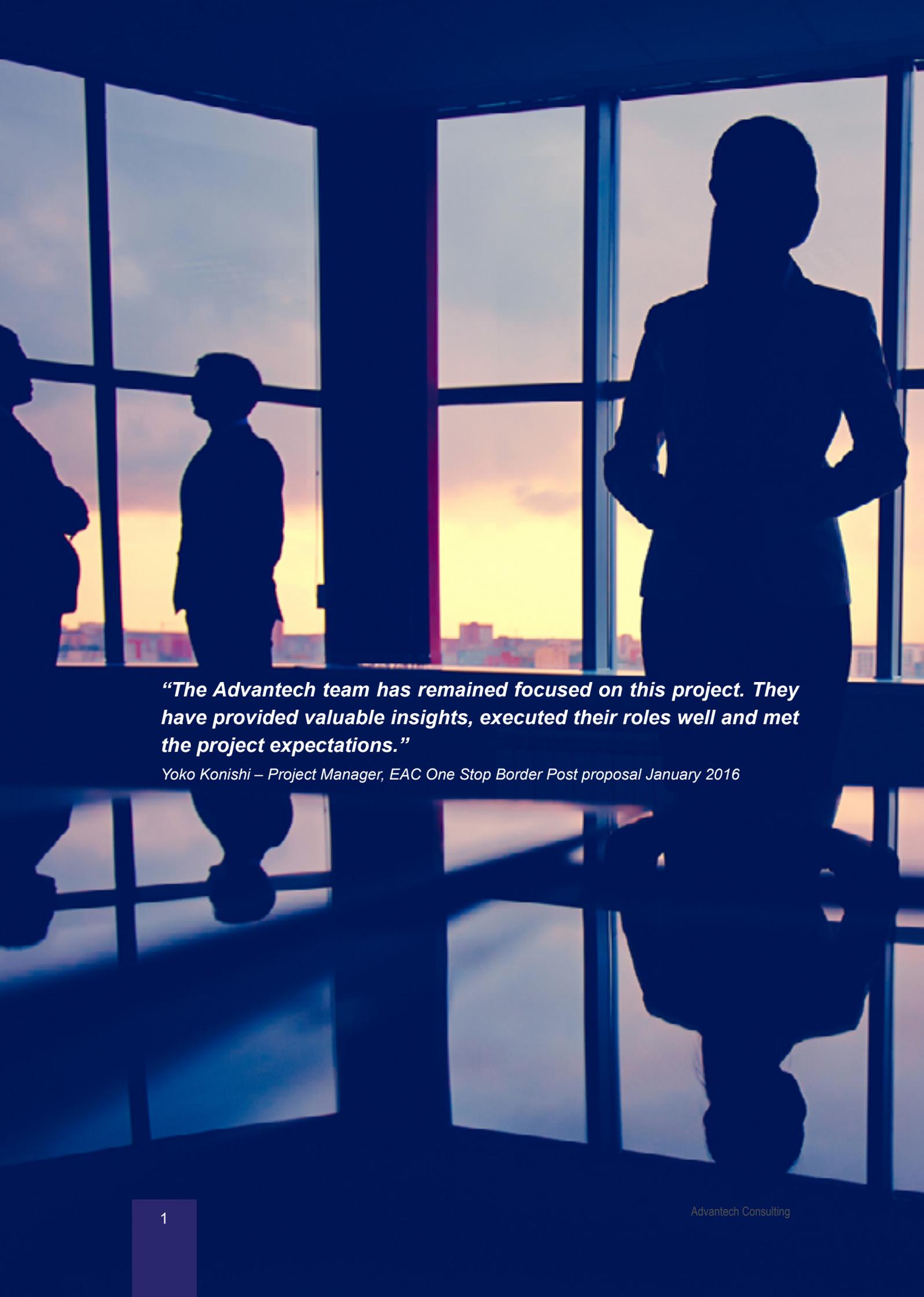






THOUGHT LEADERSHIP

***Developing original concepts and solutions
to solve unique problems for the private and
public sector.***

The image shows three silhouetted figures in a modern office setting. They are standing in front of large windows that offer a view of a city skyline at sunset. The sky is a mix of orange, yellow, and blue. The figures are positioned at different heights, suggesting they are on a mezzanine or upper floor. The overall mood is professional and contemplative.

“The Advantech team has remained focused on this project. They have provided valuable insights, executed their roles well and met the project expectations.”

Yoko Konishi – Project Manager, EAC One Stop Border Post proposal January 2016

Introduction

The success of a project determines the impact it's going to have on a society. The objective of any project undertaken is to provide a solution to a prevailing need. Effectiveness and efficiency are two vital ingredients that must be included in the recipe for success. In this case, transparency and accountability are rendered paramount. However, inadequate technical skill in developing countries highlights the need for professionals offering technical assistance.

Advantech Consulting has a track record of excellence and a footprint to match the accomplishment. With over 14 years of management consulting experience, the journey has shaped who we are and our approach will compel you to subsequently seek our services.

OUR VALUES

- Absolute integrity
- Quality client service above all else
- Care and respect for individuals
- Excellence in all undertakings
- Continuous improvement

Why Advantech Consulting

What distinguishes Advantech from other providers in our industry is:

- Global Management Solutions accredited partner
- Experience in supporting Global Fund PR grant making – procurement and supply chain management, financial management, monitoring and evaluation
- Global Fund experience in Nigeria, Ghana, Kenya, Uganda, Malawi, Lesotho, Namibia
- Experience with PR Dashboard implementation for Global Fund grants
- Inject efficiencies into NGOs/CBOs and other stakeholder operations
- Vast Experience in the health sector (public and private sector)
- Extensive project experience in health, education, agriculture, trade facilitation, and water and sanitation funded by development partners such as USAID, DfID, GIZ, AFD, Gates and Rockefeller Foundations among others.
- Extensive work experience in over 22 countries in Sub – Saharan Africa.
- Solid grasp of Kenyan and Sub-Saharan African local context.
- Proven track record and strong partnerships with donor organizations
- Successful project delivery in 47 counties in Kenya, working at all levels of government, with NGOs and CBOs and the private sector.
- Customized, client-centered service delivery.
- Organized office infrastructure in Nairobi to support all deployed consultants across Africa.
- Accurate, tailored, timely reporting.
- Provision of reference materials and job aids to support continued client performance.

Partnerships

Advantech Consulting has developed several partnerships with key organizations around the globe to enhance Africa's development agenda through provision of technical assistance. Our partners include:

- USAID
- DfID
- AFD
- CIDA
- SIDA
- The Bill and Melinda Gates Foundation,
- The Rockefeller Foundation
- Grant Management Solutions (GMS)
- JICA
- Fhi360
- DAI Inc
- Safaricom
- Mercy Corps

Our partners, among others, include



BILL & MELINDA
GATES foundation



What we offer

STRATEGIC ICT CONSULTING

Strategy is the direction and scope of an organization over the long term, which achieves advantage for the organization through use of its resources within a changing environment.

We integrate our expertise in strategic change, process improvement and technology to provide solutions to clients as they strive to improve service delivery. Our clients deploy our services to obtain assurance that the effort and resources they expend on IT return optimal value.

Advantech's philosophy is to refrain from adhering exclusively to one particular technology choice, but rather to maintain the necessary objectivity to make the recommendations that are the most appropriate for you. Our strategic ICT services include:

- ICT strategy development and implementation
- Business – ICT alignment
- Project management and quality assurance
- Business process mapping and reengineering
- ICT security policy – covering Business Continuity and Disaster Recovery Plans
- Design of change management frameworks
- ICT for Development and ICT for Trade

MONITORING AND EVALUATION (M&E)

Advantech's offering regarding M&E includes development of M&E plans, Project Implementation plans and M&E frameworks. Continuous data collection before, during and after program roll out (monitoring), as well as measuring outcomes, impact and effectiveness of programmes (evaluation).

The reliability of conclusions and evaluations depends to a large extent on the manner in which monitoring and evaluation is conducted. To assess performance, it is necessary to select, before the implementation of the project, indicators, which will permit the rating of the targeted outputs and outcomes. In our experience, an outcome indicator has two components: the baseline, which is the situation before the programme or project begins, and the target, which is the expected situation at the end of the project. An output indicator that does not have any baseline as the purpose of the output is to introduce something that does not exist yet.

The progress and success of projects is vital to project sustainability, thus comprehensive M&E and reporting resources are essential. Our support includes designing and implementing M&E systems, M&E system strengthening, M&E frameworks, capacity building to ensure organizations observe accurate and up to date M&E practices as well as assisting organizations in identifying optimum M&E technical support.

Other M&E service offerings include:

- Evaluation and research: impact and outcome evaluations, performance assessments, process evaluations and formative research
- Monitoring support: monitoring/performance frameworks, indicators and plans, data quality audits/assessments
- Capacity building: training and workshops, M&E systems development and support and mentoring
- Data visualization: database design, dashboard reporting systems and knowledge management

PROCUREMENT AND SUPPLY CHAIN MANAGEMENT (PSM)

Advantech offers procurement and supply chain management consulting that transforms our client's procurement function to optimize supply chain business processes and deliver large-scale cost reductions to their businesses. We help unlock the potential savings that give clients a competitive advantage through innovative PSM approaches. We aim to help attain cost efficiencies in PSM activities; support the timely procurement of quality-assured products in adequate quantities; ensure the reliability and security of distribution systems; and enable the monitoring of all PSM activities. Our client-tailored PSM consulting services cover all facets of procurement and supply chain management and include:

- PSM of commodities
- PSM planning, forecasting and risk assessment
- Procurement transformation
- Quantification and budgeting
- Supply chain inventory optimization
- Procurement & supply chain strategy development and execution
- Procurement and supply management (PSM) system assessments
- PSM systems strengthening
- Capacity building and providing technical assistance
- Business process re-engineering
- Supply chain monitoring and evaluation
- Business process improvement
- Stock control, monitoring, warehousing and distribution
- Training on inventory management
- Logistics management

FINANCIAL AND GRANT MANAGEMENT

Through close collaboration with our clients, Advantech offers financial and grant management services that innovatively strengthen financial and grant management systems and procedures. Our team of consultants in this field has invaluable expertise in: grant/budget management; domestic and international institutional grant management; troubleshooting and problem solution; establishing necessary financial procedures; reinforcing internal controls; identifying financial risks; and other best practices related to project financial & grant management. Our service offering under this segment include:

- Financial controls and systems development, implementation and maintenance
- Financial forecasting and planning
- Financial Performance Management assessment
- Financial due diligence
- Financial tracking, recording and reporting to stakeholders
- Budget design in support of funding proposals
- Project budgets management ensuring that all financial transactions are properly processed, recorded and reported
- Stakeholder liaison to guarantee cohesion between the financial transactions and project activities
- Project related grants oversight from inception to completion
- Financial transactions and reporting procedures compliance

GOVERNANCE AND OVERSIGHT

In today's global market, strong and effective project governance and leadership is critical. The ability to successfully manage risk while delivering value is critical, and emphasizes the importance of high-quality governance and controls.

Our work in health systems strengthening focuses on the performance and interconnectedness of health system building blocks - service delivery, health workforce, strategic information, commodities, health facilities assessments, health financing, and leadership and governance. We provide high-quality technical assistance that focuses on national priorities and builds on and maximizes the effectiveness of a country's existing resources.

THOUGHT LEADERSHIP

At Advantech, we take pride in our experience as having been able to develop original concepts and solutions to solve unique problems for the private and public sector.

Our process to execute successful concept development involves an intricate development process that follows the basic principles of research and development to offer irreplaceable solutions to organizations presenting a vast array of needs.

This stems from analyzing and studying organizational or business domains, processes or systems, assessing their business models, identifying the need for change, initiating and actualizing the change so as to maximize value to the stakeholders by integrating them with technology.



Research and Development

Advantech invests in research and development on topical issues in areas such as cross border trade facilitation, health systems strengthening, health facilities assessments, best practice e-learning for marginalized communities among others.

Through our research and development, we are able to build and expand our knowledge in fields where we have experience as well as discovering uncharted territories.

This offers us insights into new domains and platforms to engage development partners and peers as well as collaborate in fashioning and developing unprecedented solutions to conventional processes as well as optimizing business and programmatic processes.

Accomplishments

To pursue opportunities around the globe, Advantech Consulting has forged partnerships with several agencies in the development sector. Together with our development partners, we have successfully delivered a vast array of projects in Sub-Saharan Africa.

Our sub – Saharan experience includes projects in over 22 countries. Some of these projects include:

- As a partner of the Bill & Melinda Gates Foundation (BMGF), Advantech has offered BMGF's grantees in Sub-Saharan Africa support in IT strategy, business process optimization, risk and project management and quality assurance.
- Strategic ICT consulting for government agencies and blue chip companies in East Africa
- Advantech has been Eastern Africa regional partner for Grants Management Solutions (GMS) which is a USAID funded project focused on providing financial management, procurement and supply chain management, governance and oversight, monitoring and evaluation and technical input for Principle Recipient (PRs) and Country Coordinating Mechanisms (CCM)
- Advantech designed, developed and deployed a Monitoring and Evaluation IT system on the cloud based on Software as a Service (SaaS) principles for Rockefeller Foundation's NGO efficiency programme.
- Advantech, being a partner of DAI in East Africa, has supported trade facilitation and growth of agriculture, health and education through projects funded by USAID
- In collaboration with MercyCorps, Advantech has implemented social projects in Sub-Saharan Africa in agriculture, health and education.
- Implementing one stop border post IT system covering real time cargo tracking and clearance in Angola, Swaziland, Rwanda, Mozambique, Burundi, Namibia and Botswana
- Roll-out of Basic Package Health Services (BPHS) in South Sudan
- Provided strategies to improve public financial management for the government of Eritrea
- Supported the Ministry of Health in Ghana in grant making for revision of budgets and qualifications of pharmaceuticals
- Designing, development and deployment of a records management system for Zambia's Public Service Management Division
- End of project evaluations for UNAIDS in Kenya, Tanzania and Uganda
- Conducted assessment of landscape and ICT based business models for agricultural non-financial providers for AGRA
- Provided business analysis in the development of a shared service center for World Vision's operations in Africa

Our Footprint



Our SSA footprint consists of projects in:

Health

Education

Agriculture

Trade and Trade Facilitation

Energy and Climate Change

*Extend your horizon.
Opening up new prospects
through thought leadership*



MONITORING AND EVALUATION

*Assessing performance using
indicators that ensure project
success and sustainability*



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