

Capability Statement



Igbanugo Partners Int'l Law Firm, PLLC
&
Sub-Saharan Africa Development Enterprises and
Strategy Group

[A division of Igbanugo Partners]

SADESG





Igbanugo Partners Int’l Law Firm, PLLC (Igbanugo Partners) and its consulting division Sub-Saharan Africa Development Enterprises and Strategy Group (SADESG) is a U.S. based, Africa-focused development consulting, advisory, training and project management firm that delivers high impact interventions designed to favorably transform clients’ institutions and businesses.

As a diverse, minority-controlled law and development-consulting firm, **Igbanugo Partners** is unique because we focus exclusively on Sub-Saharan Africa (“SSA”). We have successfully established a wide and effective footprint in Africa through strategic alliance relationships. We offer you the length and breadth of SSA, and everything in between, with consummate cultural fluency. As managers of our strategic alliance partners, we create a climate in which they must perform to their utmost potential. We set high standards, demand exceptional performance, and constantly measure results.

We effectively assist U.S. multi-national corporations, U.S. government agencies, African governments and governmental parastatals, African businesses NGOs, and public organizations to achieve exemplary efficiencies in SSA through reliable multi-channel connections, well-calibrated strategic deliverables and customized solutions. Our development consulting practice focuses specifically on improving socio-economic and technical capacity in the emerging markets of Africa.

Our projects concentrate on economic and social development, wealth creation, anti-corruption, good governance, strengthening legislative and government practices, institutional and public sector reform, and promoting transparency and rule of law.

Certifications and Listings:

- SBA Certified 8 (a)
- SBA Small Disadvantaged

NAICS

- 541110 – Office of Lawyers, Legal Consulting
- 541611 – Admin. Management & General Management Consulting
- 541613 – Marketing Consulting Services
- 541618 – Other Management Consulting Services
- 541690 –Other services related to Advertising
- 541910 – Marketing Research and Public Opinion Polling
- 561499 – All other Business Support Services
- 611710 – Educational Support Services



We possess the global perspective, regional vision and country-by-country socio-cultural fluency to successfully execute even the most complex SAA transactions. We offer superior legal expertise and international development services as well as sophisticated operational perspective

Glossary of Capabilities

- Rule of Law and Anti-Corruption Training/Advisory Services
- US FCPA and UK Anti-Bribery Training/Advisory Services
- Democratic Governance and Transparency Training/Advisory Services
- Regulatory, Administrative and Commercial Law Drafting and Reform/Training
- Judicial, Court Management and Administrative Reform/Training
- Conflict Management, Mitigation and Resolution Training and Advisory
- Alternative Dispute Resolution and Training
- National Law, Policy, and Security Reform and Training
- strategic management and technical assistance/performance improvement training
- Immigration Policy/Procedure Development, Drafting/Advisory Services
- Revamping Immigration Entry-Exit Procedures for SSA Governments/Personnel Training
- Decentralization, Legislative Strengthening and Training
- Capacity Development Training and Knowledge Transfer
- Project/Program Assessment Design and Implementation
- Strategic Planning, Monitoring and Evaluation
- Partnerships (PPP) & Alliance Due Diligence Investigations/Advisory Services
- Training & Advisory Services on Combatting Human Trafficking



SUMMARY OF CORE CAPABILITIES

International Development Consulting Services

Our core professional, administrative and technical staff are located in Minneapolis, Minnesota and Washington D.C. These core groups together with a multitude of strategic alliance professionals located across Africa provide legal and strategic counsel as well as assisting institutional clients to accomplish international development projects in the region.

Our mission is to create dramatic improvements in the performance of public and private organizations working to enhance the social and economic well being of the people of Africa. We strive to mirror USAID's admirable ENGAGE program in seeking to provide a broad range of technical assistance and resources to promote good governance and reduce corruption in economic, political and social service sectors around SSA.

We utilize local talent to build upon local knowledge, traditions, assets, and resources in order to achieve enduring solutions. It is clear to us that only by leveraging the unique strengths and capabilities of our strategic alliance partners and professionals can we tackle the challenges in Africa and capitalize on the opportunities presented by globalization.

Infrastructure Development & Finance Brokerage/Consulting Services

In recent years, infrastructure development has grown exponentially in SSA and involves high risks and rewards and countless uncertainties and unknowns. The African Growth and Opportunity Act, the Millennium Development Goals, the African Union (AU) and its economic development vehicle, the New Partnership for Africa's Development (NEPAD), continue to spearhead this surge.

The world sees one Africa. We see so much more because we are equipped with clearer eyes. In this complex region, no two countries are the same. Every country has a distinct culture, economy and a unique way of doing things. We deeply understand these disparities because we are motivated to master the dynamics of each local market and community.

We possess the global perspective, regional vision and country-by-country socio-cultural fluency to successfully execute even the most complex SSA transactions. We offer superior expertise as well as

“Too many people in Africa still live under longstanding rulers, men who care too much about the longevity of their reign and too little about the legacy that should be built for their countries' future”

Sec. of State - Hillary Clinton, July 2012, Ethiopia

sophisticated operational perspective. Success depends on the ability to navigate what are often complex, highly structured transactions with intricate regulatory schemes and elusive governmental policies in fervently competitive markets.

We are phenomenally positioned to offer our intercontinental clients brokerage representation on a broad range of infrastructure development projects and transactions in SSA including:

- aircraft acquisition/asset finance brokerage;
- power generation, transmission and distribution;
- oil and gas transactions;
- petrochemicals;
- private and commercial equipment lease;
- housing and commercial property development;
- hospitals/medical institutions; and
- extractive industries, such as mining and metals projects.

High Level Governmental/Private Sector Access & Interest Advocacy Services

We utilize our knowledge and depth of experience with the key governmental and non-governmental sectors as well as our intimacy with the cultural, socio-economic and political fabric of the region to advocate the business interests of our clients.

We also engage in African government relations and public policy, including issue advocacy and generally provide the privilege of access to “top players” in both the public and private sectors of SSA nations. We provide access to difficult to reach high-level “movers and shakers” within the SSA governments and the private sector, as well as information currency and political intelligence.

Finally, we are a formidable proponent for our clientele in this region and help companies operating in SSA develop their own *corporate social responsibility (CSR)* concepts and portfolio as an integral part of corporate



Our professionals and strategic alliance consultants have successfully handled the planning, development, financing, and operational management of a wide array of infrastructure assets across SSA. We are phenomenally positioned to offer our intercontinental clients brokerage representation on a broad range of infrastructure development projects and transactions in SSA.

Anti-Corruption & U.S. Foreign Corrupt Practices Act Compliance Training/Advisory/Oversight, Monitoring/Legal Services

Corruption has long been a part of the playing field in SSA, much to the detriment of the continent. Operating on both sides of the Atlantic Ocean from dual U.S. and SSA perspectives, we offer an effective supplemental layer of protection against bribery and corruption in SSA with consummate cultural competency. We consistently track the U.S. Department of Justice's (DOJ) enforcement priorities in this arena and design our ultra-modern and resilient training/advisory/oversight services to empower the vulnerable employees of our institutional clients with the essential tools they need to remain incorruptible.

The key to minimizing the risk of corruption lies in understanding why it occurs, identifying areas that are at risk, and implementing procedures to address those vulnerable areas. We shepherd our clients to create comprehensive anti-corruption compliance policies and procedures that incorporate socio-cultural nuances endemic in Africa. We make the extra effort to understand the specific needs of our clients in order to provide tailored-to-fit compliance programs. Our expertise extends to handling complex merger/acquisition due diligence protocols, creating targeted compliance policies and procedures, developing and implementing anti-corruption strategies, codes, and standards of conduct for public officials, as well as strengthening the capacity of states in the investigation and prosecution of economic and financial crimes/asset recovery.

Managing/Liaison Counsel Services

U.S. based organizations and institutions operating in the region often encounter difficulties in measuring SSA local counsel's capabilities in addition to determining how and to what extent they could be held accountable for their performance. ***Igbanugo Partners can help you manage these concerns under one umbrella and remain as accountable as any other U.S.-based law firm.*** We can quickly assemble and manage a formidable legal team to tackle any type of legal matter in the major commercial centers of SSA.

Our firm will act as your link and bridge to SSA and we are continually re-vamping our processes to better serve our clients. When SSA is the theatre, we are the firm of choice because ^{#132762}we possess the requisite core and cultural competencies. We are client-centric in our outlook and build strategic partnerships that blend our core competencies with the applicable capabilities of our clients.



Judicial Training, Court Management and Administrative Reform/Modernization

Long-term sustainable economic and social development requires democratic governance rooted in the rule of law. The justice system cannot assume its rightful role in the development process except to the extent that it is able to exercise its functions credibly and effectively. In this respect, it has to demonstrate that it is diligent, coherent, competent, honest, independent and accessible to all. One factor that investors consider when rating a country is whether they will have access to an effective and suitable mechanism for dispute resolution.

Reforms require both cultural and systematic change in the delivery of justice. The effort must include court modernization, legal reform, and alternative dispute resolution mechanisms, training of judges, court personnel, lawyers, students and civil society; and improved access to justice. The human element is key to the development of competence, effectiveness and efficiency of a justice system; but the human element alone will not suffice if it is not sufficiently supported in terms of training, material resource and technology. Both human and material resources are equally crucial to achieving the appropriate level of proficiency.

We possess the institutional expertise to articulate, design, advise on, and manage justice reform projects that incorporate capacity building and reflect local institutional realities. We have successfully developed modalities for engaging in justice reform in the emerging markets of SSA. Strong diagnostics always inform our design of interventions by gathering and considering data on the actual functions of the justice system, the political economy of reform and its risks, as well as the way potential reforms might translate into progress towards justice. We believe that reform efforts should be strategic and specific and that initiatives be dedicated to solving identifiable problems.

We want to introduce you to who we are and what we do. We welcome the opportunity to meet and discuss how our firm may serve your needs and help achieve your business goals in Africa.



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