

Who we are

Chigoto is an Advisory Services and Process Facilitation Capacity Development Social Enterprise that provides high end services under the “**Performance Outcome**” flagship. Chigoto aims at turning knowledge into value that facilitates transformation in emerging markets, diplomatic circles, nations, communities and the people by linking demand for Advisory Practice to available supply. Chigoto has a notable international dynamism that is vested on local content used to serve clients locally, on the African continent, and internationally.

Our Professional Values

Faith, Humility, Integrity, Dialogue and Respect for the Dignity of the People

Our Flagship; Performance Outcome

Our approach is collaborative that leads towards actualizing our flagship: “**Performance Outcome**” operating with highly capable team of professional Advisors, whose responsibility is to link demand for Advisory and Process Facilitation services to available supply. For the supply of these services we work with constellation of national and international Institutions, civil society organizations, international development organizations, international humanitarian organizations, national and international financial Institutions (including Impact Social Investors, Commercial and/or Investment Banks, Venture Capital, Social Enterprise to Challenge Funds), Private Sector Businesses, Inter-Governmental Organizations, Multilateral Organizations and/or Agencies, Government (Ministries, Departments and Agencies-MDAs) and/or Local Government Authority (LGAs), Business Entities and Establishments. Services are tailored and customized to specific and general requirements of clients and/or requesting party.

What we do: Our Advisory & Process Facilitation Capacity Development Services

1. International Development Advisory Services; provides Water, Sanitation & Hygiene (WASH) Development diplomacy, Public Health Care diplomacy, AgricSocial Enterprise Food Security diplomacy, Education Learning Development, Research & Innovation Advisory practice. Our Advisory Practice is based on **Sectors** outcome area: Sector Capacity Support and Sector Development.

In our **Sector Capacity Support**, our practice is based on Institutional Development, where we are focusing and working on *Strategic Leadership Governance, Impact & Results Process Management, Public-Private Partnerships (PPPs), Project Leadership Governance & Management outcome*.

In our **Sector Development** our practice focuses on *Sector Policy Outcome* enhanced by customized and tailor made Training and Coaching to key Executives and Stakeholders relevant to the project.

2. International Impact Investment Advisory Services; provides Investment Strategy, Social Impact Investing, Investment and Business Development Financing Advisory practice. Our Advisory Practice is based on **Private Sector Development Diplomacy** outcome area: Supporting Existing Enterprises (SEE) and Breeding Emerging Enterprises (BEE).

In our **Supporting Existing Enterprises**, our practice is based on Social Investment in Business strengthening where we facilitate *Impact Investment Financing, Corporate Leadership Governance, Public-Private Partnerships (PPPs) Service Delivery, Value Chain and Supply Chain Systemic Development, Impact Investment Assessments to People Development, Business Continuity*. The practice is enhanced by tailor made and

customized Training and Coaching to key Executives and Stakeholders on *Strategic Investment Leadership to Medium size National, Multinational Enterprises and Public Sector Corporations*.

In our [Breeding Emerging Enterprises](#) our practice focuses on *Investment, Business & Enterprise Development Accelerator Service*.

3. International Institutional Change Advisory Services, provides *Corporation Strategy, Institutional & Organizational System Development, and Team Continuity Capacity Building*. Our Advisory Practice is based on **Institutional and Organizational Results driven** outcome area: Public Sector Strategic Leadership Governance and Private Sector Corporate Leadership Governance Capacity Strengthening.

In our [Public Sector Strategic Leadership Governance](#), our practice is based and focused on *Leadership Governance for Results, Leadership Governance Change Adaptability*.

In our [Private Sector Corporate Leadership Governance](#) our practice focuses on *Innovation Planning for Growth & Systemic Change, Shareholders Value & Board Mandate, Management Agreements and Concessions*. Tailor made Training and Coaching is offered to Shareholders, *Board & key Management Executives*.

4. International Humanitarian Assistance Advisory Services, provides *Peace & Conflict Studies, Complex Emergencies & Civil-Military Coordination Capacity Support*. Our Advisory practice is based on **Humanitarian Assistance diplomacy** outcome area: Humanitarian Leadership Governance and Complex Emergencies Capacity Support.

In our [Peace & Conflict Studies](#), our practice is focused on *Research, Knowledge Development, Capacity Building Thematic Action to key Executives and Parties* by facilitating Awareness, Responsiveness, Engagement of parties to crisis experience at pre and post conflict process management.

In our [Complex Emergencies & Civil Military Coordination \(CMCoord\)](#), our practice is focused on facilitating essential dialogue and interaction between Civilian and Military Actors in Humanitarian Emergencies necessary to promote and protect humanitarian principles, avoid competition, minimize inconsistency, and pursue common goals. Imploring strategies that range from coexistence to cooperation facilitated through *Liaison, Training and Coaching*. Enhancing CMCoord focal points coordination work effective in undertaking capacity support activities and operations on humanitarian access, protection and security, in alignment with Disaster Leadership Governance *Preparedness, Response, Recovery cycle*.

Tailor made capacity building service is offered by facilitating practitioners with humanitarian civil-military coordination concepts, principles and their practical applications, including how CMCoord function supports the humanitarian design. Training and Coaching provide moments to reflect on dynamics of humanitarian and military actors in field operations.

Contact & Address

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Annex 1: An Overview of Lessons from Projects and/or Initiatives Engaged

1. Name of Project/Initiative: Designing of an Investment Plan for Local Government Authority (LGA): Iringa Municipal Council and Mbeya City Council Business Plan (model) of the state of the art Abattoir.	
Client/Requesting Party	UNIDO/SNV Netherlands Development Organization
Main Responsibility	Designing of Investment and Business model Plan
Main Project Features	The model established fully equipped and well managed slaughterhouse (abattoir) with sustainable backward and forward value chain and supply chain linkages, management, operations, financing and development impact model. The model facilitates cattle and shoats to be sold at optimal weights, slaughtered at hygienic facilities, meat sold at hygienic conditions with application of special cutting to consumers based on quality and food safety standards.
Activities Performed	Development of comprehensive Investment Plan for Abattoir (s) in Mbeya City (Ilemi) and Iringa Municipal (Ngelewala) in Tanzania in collaboration with respective Local Government Authority.

2. Name of Project/Initiative: Public Accountability Tanzania Innovation Fund (PATA/IF): Piloting National School WASH Guideline Local Government Authority Component	
Client/Requesting Party	Embassy of the Kingdom of Netherlands (EKN)
Main Responsibility	Situation Assessment, Resource Mapping, Training & Coaching of Local Government Authority Executives, School Committees, Teachers, Communities on School WASH facilities improvement in alignment with the Piloted National School WASH Guideline.
Main Project Features	Improving school WASH facilities and practices through accountability and strengthening accountability relations among Education and Health (sanitation) School WASH stakeholders.
Activities Performed	Capacity building and process facilitation of Local Government Authority (LGA) district officials, primary school teachers and school committees in managing sanitation and hygiene in schools, Village government officials oriented on resource mapping and strengthening pupils' voice demand for their rights on sanitation and hygiene within institutional arrangement. The initiative led to contribution to the adoption of the approach and tools in the National School WASH Guidelines in Tanzania.

3. Name of Project/Initiative: School WASH Facilities Improvement	
Client/Requesting Party	UNICEF/SNV Netherlands Development Organization
Main Responsibility	Capacity Support to Local Government Authority, School Management and Communities improving School WASH facilities in Tanzania
Main Project Features	Provided wealth of insight on Education sector in particular on construction of improved School WASH facilities (school Latrines, incinerator), Menstrual Hygiene Management (MHM) sanitary improvement.
Activities Performed	Facilitated improved design for construction of user friendly latrines for primary school pupils, such as urinal, special rooms for disabled pupils and special rooms for girls (Menstrual room)

4. Name of Project/Initiative: Sanitation Capacity Strengthening to Civil Society Organization (CSOs)	
Client/Requesting Party	Sanitation for All
Main Responsibility	Training to Civil Society Organizations (CSOs) on Sanitation Design
Activities Performed	In collaboration with Sanitation for All, facilitated Sanitation capacity strengthening of CSOs working in Sanitation focused area on School WASH facilities improvement. The model remains innovative and applicable widely.

5. Name of Project/Initiative: Menstrual Hygiene Management Sanitary Products Supply Chain Study in Tanzania	
Client/Requesting Party	SNV Netherlands Development Organization
Main Responsibility	Carrying out comprehensive Menstrual Hygiene Sanitary Pads Supply Chain Analysis
Main Project Features	Identification and unlocking supply chain nodes influencing <i>Accessibility</i> , <i>Affordability</i> and <i>Availability</i> of menstrual hygiene sanitary products for female pupils in primary schools in rural areas of Tanzania. The initiative generated insights on Menstrual Hygiene Management (MHM) situation in Tanzania on policy, legal, institutional framework and business value chain and supply chain arrangement on sanitary pads wide spectrum application.

6. Name of Project/Initiative: Public Accountability Tanzania Innovation Fund (PATA/IF) program: Rural Water Supply Intervention Framework	
Client/Requesting Party	Embassy of the Kingdom of Netherlands (EKN)
Main Responsibility	Delivered, facilitated capacity building (Advisory, Training and Coaching) of Executives (Council Management Teams) and Oversight Decision makers (Councilors) through Councilor Oversight Training (COT) on Rural Water Functionality Policy, Legal and Institutional framework focused on Leadership Governance, Accountability Relations, Planning, Budgeting and Oversight.
Activities Performed	Rural Water Supply Intervention Framework program capacity support successfully facilitated and delivered to Local Government Authorities (LGAs) Executives, Councilors in the Region District Councils strengthening water sector accountability relations amongst Councilors, Executives, and Citizens within the Accountability Triangle.

7. Name of Project/Initiative: Impact Investing & Inclusive Business	
Client/Requesting Party	Africa Enterprise Challenge Fund (AECF)-Grantees_Agribusiness Innovation Fund for Business in Africa under AGRA
Main Responsibility	Designing, modeling, and delivery of Impact Investment Business Plan with high level development Impact, innovation, scalability, commercialization financing instrument for Tanzanian Agribusinesses (companies in Agriculture Sector) championed by Alliance for a Green Revolution in Africa (AGRA).
Activities Performed	AECF grantees (Agribusiness) benefited from the fund support were from Cotton and Sunflower Edible Oil Double Refinery Business with: Source-Processing Inclusive Business model benefiting about 30,000 smallholder farmers (Cotton and sunflower seeds). Poultry Business with: Integrated Poultry Farming Business model benefiting 1,543 smallholder farmers. Large Scale Greenhouse Horticulture Farming with: Premium Vegetable Production that stimulate application of greenhouse technology, taking high end technology to local communities in horticulture income generating activities. Red Meat Processing with: Source-Processing of Livestock Keepers Business Groups (LBG) business

	model. The model benefiting 1,508 rural livestock keepers, and others through a construction fully equipped ultra-modern Abattoir.
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8. Name of Project/Initiative: Public Accountability Tanzania Innovation Fund (PATA/IF) program: Integrated Renewable Energy Services (IRES): Viable Market Development (VMD) Investment Readiness.	
Client/Requesting Party	Embassy of the Kingdom of Netherlands (EKN)
Main Responsibility	Capacity support facilitation to Energy Enterprises access financing by making them investment ready to receive fresh investment from impact funds.
Activities Performed	Response to domestic energy consumers to engender Renewable Energy (RE) sector opportunities and incentives amongst stakeholders that bolster service providers capacity, private sector technology production, civil society rural engagement and promotion, and public sector oversight and facilitation. IRES aimed to improve livelihoods amongst energy consumers through wider access and use of appropriate and complementary Domestic Renewable Energy Technologies (DRETs) and services while realizing private sector profitability and opportunities for employment.

9. Name of Project/Initiative: Business Climate Capacity Strengthening of Tanzania Food Processing and Marketing Small and Medium Size Enterprises (SMEs) Financial Management Training	
Client/Requesting Party	DANIDA under the SCF Program
Main Responsibility	Training and coaching to SMEs on business improvement with specific focus on Financial management, Corporate Leadership Governance to inform result and growth of Business to meet national and/or International standards and investment decision making
Activities Performed	Model Trained Managers, CEOs, Accountants, Financial Officers and Executives. Furthermore, multiple sessions on “How to manage your finances to improve your food SME’s financial position and achieve sustainable performance”.

10. Name of Project/Initiative: Public Accountability Tanzania Innovation Fund (PATA/IF) program: Change Management Plan for Mwanza Urban Water Supply and Sanitation Authority (MWAUWASA)	
Client/Requesting Party	Embassy of Kingdom of the Netherlands (EKN)
Main Responsibility	Capacity support to Board, Management and Employees on leadership corporate governance, policy, legal-regulatory and institutional arrangement frameworks that enhance restructuring and change processes in water management, enhance effective sustainable water service delivery,
Activities Performed	Development of Change Management plan for Mwanza Urban Water Supply and Sanitation Authority (MWAUWASA) to ensure equitable and efficient water services delivery in Mwanza City.

11. Name of Project/Initiative: Public Accountability Tanzania Innovation Fund (PATA/IF) program: Red Meat Value Chain Connections	
Client/Requesting Party	Embassy of Kingdom of the Netherlands (EKN)
Main Responsibility	Identification, mapping, engaging Red meat value chain stakeholders and facilitating advisories that enhance capacity to engage in decentralized red meat value chain and supply chain.
Activities Performed	Stakeholder and Decision Maker Action Planning. Red Meat Value Chain (RMVC) consists of four main components that operated and managed by the Local Government Authority (LGA). These are (i) Secondary Market,

	(ii) Abattoir, (iii) Transporters and (iv) End Markets. Stakeholders within public and private sector realm cooperate-interdependently on improving and strengthening red meat value chain i.e. moving meat from field to plate with profitability that ensure public safety food consumption.
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12. Name of Project/Initiative: Breeding Emerging Enterprises (BEE)	
Client/Requesting Party	Lake Zone Consortium
Main Responsibility	Design and implementation of Business Incubation Program (BIP) that yields to Enterprise development that follows impact investing approaches for higher learning institutions graduates
Activities Performed	Supported and facilitated St. Augustine University of Tanzania (SAUT) graduates develop business ideas by transforming them to business reality. The program aimed at targeting year 3 and/or 4 graduates (post-graduate) with intensive applied training, coaching, mentorship and apprentices on enterprise development and supporting them to access impact financing as part of private sector development accelerator services

13. Name of Project/Initiative: Public Private Partnership Networking (PPPN) WASH Services in Tanzania	
Client/Requesting Party	Bomba Maji Tanzania
Main Responsibility	Social Investment, Sustainable Service Delivery Management Services of Bomba Maji
Main Project Features	Establishment and management of Bomba as social enterprise water operator that delivers water services under the PPP with the Government of Tanzania. Focus on providing access to clean and safe and sustainable water services in the rural and semi-urban areas in the United Republic of Tanzania
Activities Performed	Management Services to Bomba, designing, planning and management of day to day operations of the social enterprise. Corporate and Operational business support such as financial management, human resource, business development, community engagement, development partners, social investor, government and other key institutions, businesses.

14. Name of Project/Initiative Creating Homestead Agriculture for Nutrition and Gender Equity (CHANGE)	
Client/Requesting Party	Helen Keller International (HKI)
Main Responsibility	Facilitating, managing two clusters: Agriculture and Nutrition with training focus to beneficiary communities. The initiative was implemented in partnership with Local Government Authority (LGA) and Central Government Agencies for coordination and technical support.
Activities Performed	To improve household food and nutrition food security through promotion and support of improved home gardening and poultry husbandry complemented by nutrition education and behaviour change communication by Creating Homestead Agriculture for Nutrition and Gender Equity (CHANGE). Strong research component was applied with the use of modern equipments for mapping and triangulation.