



Enterprise Support **Capability statement**

2025

CONTENT

01

ABOUT US

02

PARTNERSHIPS AND ACCREDITATIONS

03

OUR SERVICES

04

OUR REACH AND IMPACT

05

OTHER INITIATIVES

06

OUR CLIENTS

07

OUR ASSIGNMENTS

08

THE TEAM



ABOUT US

Impact Africa Consulting Limited (IACL) is a multidisciplinary professional services and consultancy firm headquartered in Nairobi, Kenya. We bring together a dynamic team of experts with diverse experience across Africa and beyond, dedicated to delivering high-impact solutions that drive sustainable development.

Our Speciality



Climate Advisory



Sustainability Advisory



Impact Assessment



Enterprise Support Services



Training and Capacity Building

Who we partner with

Partnering with private companies, governments, NGOs, and development institutions to promote sustainable development aligned with the SDGs and Africa's Agenda 2063. IACL offers enterprise support services to boost resilience and competitiveness for businesses in emerging markets. Their services include strategy development, capacity assessments, business planning, market analysis, feasibility studies, and support for resource mobilization and fund management, especially for MSMEs and startups.



MISSION

To support sustainable development by improving our clients' economic, environmental, and social performance.

VISION

To be the global leader in business advisory across industries



CORE VALUES



INTEGRITY



EXCELLENCE



ACCOUNTABILITY



LEADERSHIP



CLIENT FOCUS



PARTNERSHIPS AND ACCREDITATIONS

 Global Reporting Initiative	 United Nations Global Compact	 ICA World International Consulting Alliance
 National Environment Management Authority	 KAFED KENYA ASSOCIATION OF FUNDRAISING PROFESSIONALS Advancing Ethical and Effective Fundraising	 Credly by Pearson
 NITA NATIONAL INDUSTRIAL TRAINING AUTHORITY ENHANCING SKILLS SINCE 1925	 A CERTIFIED BLUE COMPANY MEMBER	

Our Enterprise Support Services Practice

Using tools like SWOT, PESTLE, and business model canvases, IACL also provides OHS and HSE audits and compliance advisory. Their practical experience managing donor and DFI-funded programs enables them to help diverse clients achieve sustainable growth and impact.



1 Investor readiness and enterprise support programs

We help MSMEs and startups become investment-ready through services like business diagnostics, financial planning, governance support, pitch deck preparation, and connections to investors. We also strengthen ESOs such as incubators and accelerators to meet due diligence and ESG requirements.

2 Strategy development and implementation support

We assist organizations in developing and executing business strategies tailored to market dynamics and growth goals. Our services include stakeholder consultations, analyses like SWOT and PESTLE, KPI development, change management, and performance tracking.

3 Organizational capacity assessment

We assess organizational strengths and gaps in areas like leadership, governance, finance, HR, and compliance. Using tools such as OCAT and customized diagnostics, we deliver reports and roadmaps to improve institutional effectiveness and resilience.

4 Resource mobilization and grant/fund management

We support organizations in identifying funding opportunities, crafting fundraising strategies, and writing proposals. Our services include grant management systems, compliance tracking, and donor reporting, with a focus on NGOs, ESOs, and social enterprises.

Our Enterprise Support Services practice

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5 Baseline assessment and M&E technical assistance

We conduct baseline studies and design monitoring and evaluation (M&E) systems to measure project impact. Our support includes survey design, data analysis, dashboards, and reporting tools for improved accountability and adaptive management.

6 Mid and end term project evaluations

We perform independent mid-term and end-line evaluations using OECD-DAC criteria to assess project effectiveness, sustainability, and impact. Our evaluations guide donors and partners in decision-making and program improvements.

7 Health, Safety, Environment, and Quality (HSEQ) services

We offer HSEQ services to help organizations implement systems compliant with national regulations and ISO standards. Services include safety audits, environmental assessments, quality systems, emergency plans, and training, supporting sectors like manufacturing, construction, and agribusiness.

Our Other Services

1. Training and Capacity Building

- GRI Certification Programme
- Tailored Sustainability and Climate Change Training Programs
- Fundraising Training Programs
- Customized Certification Training for Corporates and NGOs



2. Sustainability Advisory

- ESG strategy and reporting
- ESG audits and assurance
- Human rights impact assessments
- Impact reporting and compliance



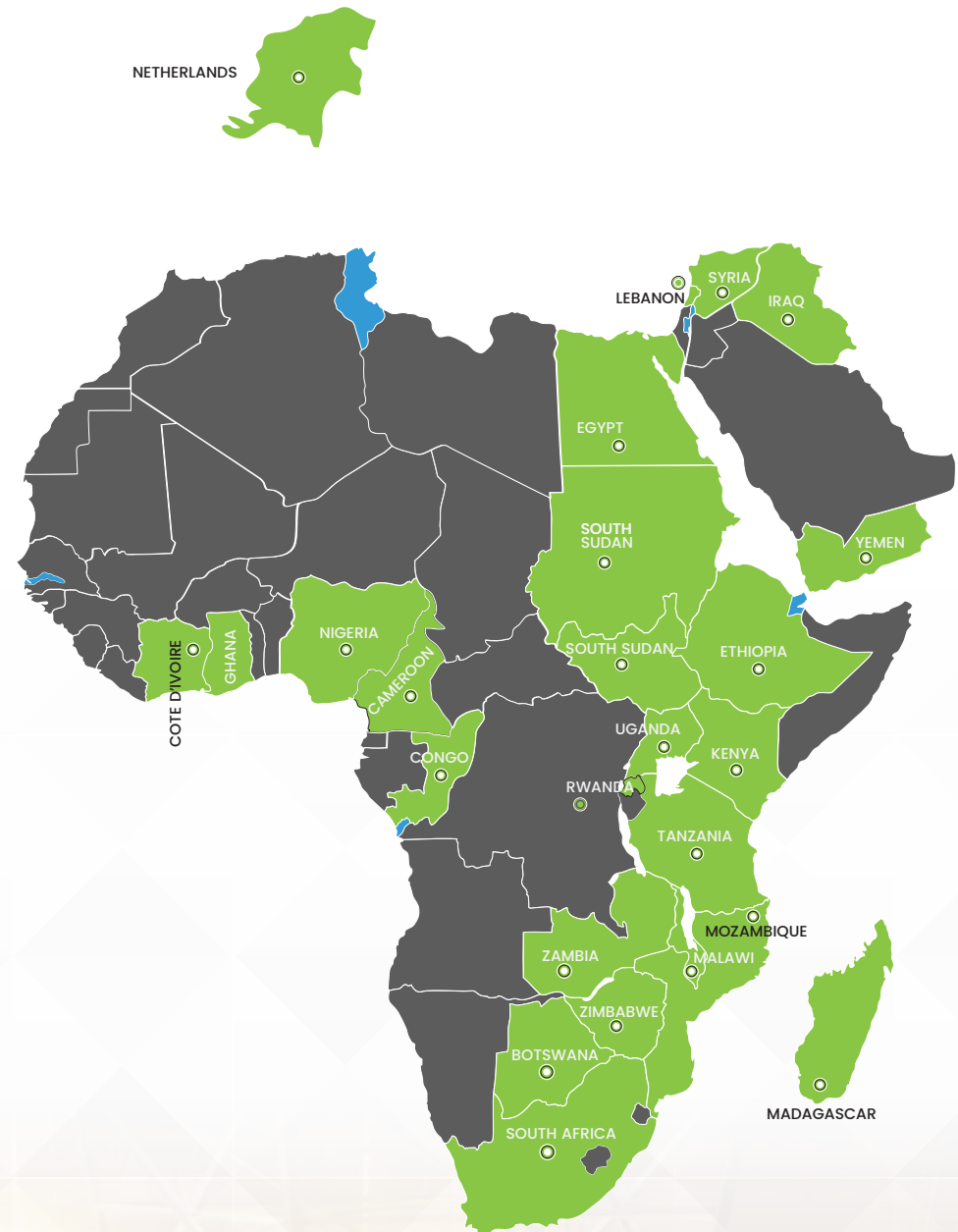
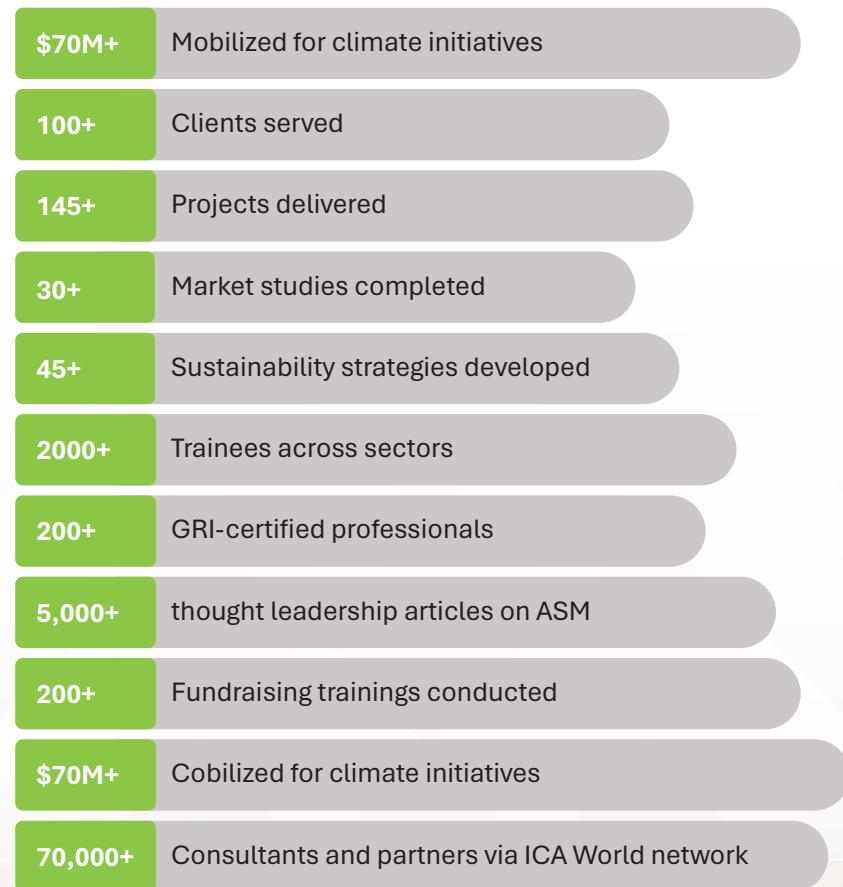
3. Climate Advisory Services

- Climate Strategy Advisory Services
- Carbon Measurement, Reporting, & Verification
- Carbon Credit Advisory Services
- Climate Change Research and Training



Our Reach and Impact

TRACK RECORD



Other Initiatives

Africa Sustainability Practitioners Fellowship:

This fellowship exemplified Impact Africa Consulting's dedication to sustainability in Africa, operating fee-free as part of our Corporate Social Investment, nurturing an annual cohort of practitioners fostering long-term sustainability.

IACL Sustainability Hub:

The Africa SMEs Sustainability Hub helps SMEs integrate sustainable practices, redefining success through environmental, social, and economic impact.



Africa Sustainability Matters:

We keep you updated on the latest sustainability news and insights across Africa through "Africa Sustainability Matters". With daily posts, our platform reaches over 1,000,000 monthly engagements.

IACL Academy:

Through this academy, we offer multiple courses for corporates and NGOs, from physical to virtual trainings as well as self-paced training sessions with accreditations through our partnership with Credly.




OUR CLIENTS
























OUR ASSIGNMENTS

OUR ASSIGNMENTS

 <p>AGRA Sustainably Growing Africa's Food Systems</p> <p>Kenya : 2024-2025</p> <p>Assignment</p> <p>Customized Training and Mentorship for Women Agripreneurs in Financial Management, Digital Marketing, and Business Planning</p>	 <p>KWFT BANKING ON WOMEN</p> <p>Kenya : 2024- Ongoing</p> <p>Assignment</p> <p>Conducted capacity building sessions focused on sanitation awareness, product usage, financial literacy, marketing, and community mobilization to support sustainable sanitation solutions.</p>	 <p>The Aga Khan University Hospital</p> <p>Kenya, Tanzania, Uganda : 2024</p> <p>Assignment</p> <p>In-person workshops and a hackathon at AKU campuses, guiding students to develop practical, prototype-based solutions addressing the intersection of water and climate change.</p>	 <p>IKI INTERNATIONAL CLIMATE INITIATIVE</p> <p>Kenya : 2018–2021</p> <p>Assignment</p> <p>GNIPlus Program: Provided strategic advisory on climate finance instruments and facilitated the formation of an investor coalition.</p>
 <p>MESPT MICRO ENTERPRISES SUPPORT PROGRAMME TRUST</p> <p>Kenya : 2020</p> <p>Assignment</p> <p>Organizational and Business Capacity Enhancement of MESPT MSMEs/Producer Groups</p>	 <p>Kenya Climate Innovation Center</p> <p>Kenya : 2020</p> <p>Assignment</p> <p>Trained 11 SMEs on investor readiness, conducted gap analyses, and supported with fundraising plans, financial models, and materials for a live “Deal Room” pitching event.</p>	 <p>European Union</p> <p>Kenya : 2020-2025</p> <p>Assignment</p> <p>Provided mentorship, technical training, business support, and market access to agribusinesses and CSOs across 8 counties, while administering grants and facilitating scale financing through financial institutions and impact investors.</p>	 <p>Kenya Climate Innovation Center</p> <p>Kenya : 2020- 2021</p> <p>Assignment</p> <p>Designed and implemented a mentorship programme for MSMEs under the DANIDA Green Growth and Employment Programme, including development of training materials and transformation tools.</p>
 <p>CCAP CENTER FOR CLEAN AIR POLICY</p> <p>Kenya : 2020-2025</p> <p>Assignment</p> <p>Researched and developed a circular economy model for PET recycling in Kenya, including a business model for 3D-printed materials.</p>	 <p>European Union</p> <p>Kenya : 2017-2019</p> <p>Assignment</p> <p>Designed and implemented Kenya's participation in the global Climate Launchpad competition, including selection, training, and mentoring of early-stage green SMEs.</p>	 <p>Kenya Climate Innovation Center</p> <p>Kenya : 2020-2021</p> <p>Assignment</p> <p>Led event organization, digital marketing campaigns, and competition and content development across multiple platforms to promote participating green startups.</p>	 <p>KENYA CLIMATE VENTURES KCV</p> <p>Kenya : 2020</p> <p>Assignment</p> <p>Developed a partnership framework with engagement criteria, reporting procedures, and assessment tools to guide strategic collaborations and identify areas for improvement.</p>

 <p>Kenya : 2020</p> <p>Assignment</p> <p>.....</p> <p>Comprehensively reviewed GGEP to assess value for money, compliance with DANIDA objectives, and alignment with program goals.</p>	 <p>Kenya : 2020-2021</p> <p>Assignment</p> <p>.....</p> <p>Implemented a 10-month mentorship program for women and youth in agribusiness, offering technical training, governance, and investor readiness support.</p>	 <p>Kenya : 2020-2021</p> <p>Assignment</p> <p>.....</p> <p>Created a strategic business plan and implementation frameworks to scale youth- and women-led social enterprises across Africa, focusing on job creation and skills development.</p>	 <p>Kenya, South Africa, Ghana : 2021</p> <p>Assignment</p> <p>.....</p> <p>Developed and submitted a digital simulation tool for business training targeting 1,000 youth in five African countries, alongside M&E frameworks, participant recruitment, and investment linkage support.</p>
 <p>South Sudan : 2020</p> <p>Assignment</p> <p>.....</p> <p>Conducted a country-level evaluation of South Sudan's M&E ecosystem to guide QED's strategic positioning for a USAID opportunity.</p>	 <p>Kenya : 2020-2021</p> <p>Assignment</p> <p>.....</p> <p>Designed and executed a nationwide agribusiness competition for youth, supporting innovative ideas from ideation to commercialization.</p>	 <p>United Kingdom, Kenya, Zambia : 2020-2021</p> <p>Assignment</p> <p>.....</p> <p>Led the creation of a film highlighting the role of female-led climate agribusinesses in driving impactful climate action.</p>	 <p>Kenya : 2021-2022</p> <p>Assignment</p> <p>.....</p> <p>Technical Assistance to Devolution and Climate Change Adaptation II (DACCA II)</p>
 <p>Kenya : 2019</p> <p>Assignment</p> <p>.....</p> <p>Developed a national social enterprise policy and resource mobilization strategy, alongside advocacy for a supportive business environment and sustainable member-based organization, in Kenya.</p>	 <p>Africa-wide : 2019</p> <p>Assignment</p> <p>.....</p> <p>Development of Knowledge Brief on Circular Economy Solutions</p>	 <p>Kenya : 2021</p> <p>Assignment</p> <p>.....</p> <p>Designed and implemented a blended finance initiative to enhance bank financing access for green SMEs through credit assessment, training, and de-risking.</p>	 <p>Kenya : 2023</p> <p>Assignment</p> <p>.....</p> <p>Provided tailored business development support to women-led enterprises leveraging Fourth Industrial Revolution (4IR) technologies for climate adaptation.</p>

 <p>Kenya : 2021-2022</p> <p>Assignment</p> <p>Developed and delivered structured digital training modules on business management, financial management, HR, and compliance for entrepreneurs.</p>	 <p>Kenya : 2021-2022</p> <p>Assignment</p> <p>Delivered investor-readiness training for growth-stage SMEs, covering financial management, fundraising strategies, and investor engagement.</p>	 <p>Botswana : 2019</p> <p>Assignment</p> <p>Provided technical assistance to Business Botswana by translating recovery plans into actionable items and enhancing frameworks for Public-Private Dialogues on private sector recovery and development.</p>	 <p>Kenya & Tanzania : 2021</p> <p>Assignment</p> <p>Mapped and clustered industrial SMEs, analyzed technology gaps, supported access to finance and global suppliers, and developed a Green Climate Fund concept note to scale climate adaptation and technology transfer. echnologies</p>
 <p>Africa : 2021-2022</p> <p>Assignment</p> <p>Enterprise Support Organization to Design and Implement the African Youth Adaptation Solutions</p>	 <p>Kenya : 2022-2024</p> <p>Assignment</p> <p>Conducted a comprehensive review of UEPs, stakeholder engagements, and feasibility assessments to identify strategic climate-resilient investment opportunities at municipal and county levels.</p>	 <p>Kenya : 2022-2023</p> <p>Assignment</p> <p>Led endline evaluation of the AIMS program in Kenya, assessing the utilization and impact of the East African Loan Guarantee Fund (EALGF).</p>	 <p>Kenya : 2022-2023</p> <p>Assignment</p> <p>Supported 9 growth-stage SMEs offering climate adaptation technologies to enhance investment readiness and access private capital.</p>
 <p>Kenya : 2022</p> <p>Assignment</p> <p>Conducted research on leveraging mobile and digital technologies to enhance climate finance delivery in LMICs, and provided actionable recommendations to GSMA, FCDO, and partners to strengthen collaboration between MNOs, climate finance actors, and local communities.</p>	 <p>Kenya : 2022</p> <p>Assignment</p> <p>Designed and delivered a 3-day interactive training for 50 SMEs focused on sustainability, innovation, and access to green finance.</p>	 <p>Kenya : 2022</p> <p>Assignment</p> <p>Led social media recruitment, climathon facilitation, and capacity-building journeys to promote sustainable wood architecture among youth innovators.</p>	 <p>Kenya : 2022</p> <p>Assignment</p> <p>Designed and launched an innovation challenge focused on youth and women, targeting climate and health intersections, supported by digital outreach, application systems, and communication materials.</p>

 <p>Kenya : 2023</p> <p>Assignment</p> <p>.....</p> <p>Managed end-to-end planning and execution of the regional report launch event, including pre- and post-production phases.</p>	 <p>Grands Défis Canada[®] Grand Challenges Canada</p> <p>Kenya : 2022</p> <p>Assignment</p> <p>.....</p> <p>Led a targeted campaign to promote the climate-health innovation call in Francophone Africa by leveraging a regional database of over 50,000 innovators and entrepreneurs.</p>	 <p>GLOBAL CENTER ON ADAPTATION</p> <p>Kenya, Rwanda, Ghana, Nigeria, Tanzania : 2025-Present</p> <p>Assignment</p> <p>.....</p> <p>Scaling up climate adaptation enterprises by connecting them to local private debt and equity investors, ensuring sustainable financing beyond GCA grants.</p>	 <p>Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH</p> <p>Kenya: 2025-Present</p> <p>Assignment</p> <p>.....</p> <p>Strengthened the capacity of Enterprise Support Organizations (ESOs) in Western Kenya to integrate climate adaptation into their business development services.</p>
 <p>Kenya: 2025-Present</p> <p>Assignment</p> <p>.....</p> <p>Technical Assistance Support for Building Inclusive and Resilient Enterprises (BIRE)</p>	 <p>Kenya : 2021</p> <p>Assignment</p> <p>.....</p> <p>Enterprise support services to Kenya Climate Ventures (KCV) beneficiaries</p>		



THE TEAM



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Consultant



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Regional Lead



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Solomon Irungu,
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Erastus Makena
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THE TEAM



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THANK YOU

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