



Baseline Report on interview with local consultants

Contents

3	EXECUTIVE SUMMARY
3	CATEGORIES FOR THE CONSULTANTS
3	LISTS OF THE LOCAL CONSULTANTS

BUSINESS DEVELOPMENT CONSULTANTS

4	AFRICAN DEVELOPMENT CONSULTANT LTD
5	DALBERG
6	VANGUARD ECONOMICS
7	NTARE INSIGHTS
8	ICOS CONSULTING
9	KARISIMBI BUSINESS PARTNERS
10	FLAVIAN MARWA
11	MUSHUMBA DÉSIRES
12	THE CHALLENGES GROUP

RESEARCH CONSULTANTS

13	CONSULTANT AND INNOVATION BUSINESS ACTIONS (CIBA)
14	L4D (HIGHLANDS CENTER FOR LEADERSHIP AND DEVELOPMENT)
15	P&R
16	WATER ENVIRONMENT SANITATION CONSULT (WES CONSULT)

ACCOUNTANTS AND FINANCIAL CONSULTANTS

17	MAJ CONSULT
18	NAMBIAR
19	RUMA CPA

EXECUTIVE SUMMARY

TRAIDE Rwanda is a trade facilitation program with a mandate to strengthen sustainable business relations between Rwanda and the Netherlands. In order to further stimulate the good relationship between the two countries, this program will support Dutch companies in Rwanda and contribute to sustainable private sector development. TRAIDE Rwanda will also be providing legal and accounting support, advice on access to finance as well as agri-business expertise in sectors with high potential. The Resiliencia Rwanda team will work with external (local) experts in order to implement its objectives.

The main purpose of this report is to present an overview of consultancy firms in Rwanda interviewed from May to October 2019, and their experience and expertise, interviewed in order to perceive their capacity in providing business advisory to Dutch Investors in Rwanda and to ease Dutch business activities.

The local consultants interviewed showed various differences in experience, focus areas/sectors, clients and services offered. After the analysis of the interviews, some showed greater potential to support Dutch investors in Rwanda than others, but all have a certain field or activity in which they have specialized and may be beneficial for different purposes.

CATEGORIES FOR THE CONSULTANTS

The consultancies interviewed are classified into three categories, namely:

1. Business development and strategy consultants

These consultancies are specialized in project management, business advice, strategy development, market analysis, monitoring & evaluation, etc.

2. Research consultants

These consultants conduct specialized and targeted technical or market research and produce analysis of key findings.

3. Accountants and financial consultants

These consultants provide companies with services that help them analyze financial information so that they can make important business decisions. Their responsibilities involve creating and analyzing financial documents, optimizing accounting procedures and forecasting future profits.

LISTS OF THE LOCAL CONSULTANTS

The consultants under this report are classified under the above-mentioned categories.

A. Business development and strategy consultants

1. African Development Consultants
2. Dalberg
3. Vanguard Economics
4. Ntare Insights
5. ICOS consult Ltd.
6. Karisimbi partners
7. Marwa Flavia
8. Mushumba Désire
9. The Challenges Group

B. Research consultants

1. Consultant and Innovative Business Actions (CIBA)
2. L4D (Highlands Centers for Leadership and Development)
3. P&R
4. Water Environment Sanitation Consult (WES Consult)

C. Accountants and financial consultants

1. Maj consult
2. Nambiar Associates
3. RUMA CPA

A | Business Development Consultants

1. AFRICAN DEVELOPMENT CONSULTANT LTD

Overview

African Development Consultant Ltd first registered in 2006 and re-registered in 2011 in compliance with a 2009 law of RDB. Africa Development Consultant (ADC) Ltd is a management consulting, customer-centric organization focused on implementing government and donor-funded programs and supporting the enterprises and grassroots organizations in project development, access to finance and project implementation. For the past 10 years, ADC collaboratively worked with the United States African development Foundation (USADF) – In over 50 projects, ADC provided technical assistance that demonstrably and positively contributed to poverty alleviation and improved livelihood of more than 50,000 beneficiaries. ADC is owned and managed by Mrs Rebecca Ruzibuka.

Focus areas

Business development services for small- and medium enterprises. To a large extent in agriculture, but also other sectors.

Type of services

- Business advisory services
- Business development services
- Development of business plan
- Feasibility and market research analysis
- Project design and planning
- Building financial management systems
- Access to finance
- Trainings

Type of clients

- Government of Rwanda (Ministries)
- Private sector (local and international companies, e.g: Q-Point)
- NGOs (gain)
- Donors (USAID)

Projects worked on

- USADF hired ADC as a long-term service provider in a window contract; renewable according to the performance every year and re-tendered after 5 years. Monitoring of cooperatives and other clients of USADF.
- PSDAC – training maize and beans cooperatives in different services like business plan development, supply chain development, HR management, accounting, etc. and developing procedure manuals for the cooperatives.
- PASP-program from Ministry of Agriculture – developing business plans for cooperatives, SME's, etc. in agriculture.

Reason to consider

ADC Team dedicates daily efforts to meet partners and clients' expectations. We ensure a step-to-step collaboration with the client in the diagnosis of performance issues, program/project development and selection of best alternative solution package.

A | Business Development Consultants

2. DALBERG

Overview

Dalberg is one of the most important development consultants worldwide and also has an office in Kigali, established in 2017. Dalberg describes itself as a group of entrepreneurs, innovators, designers and creative problem solvers, thinkers, and doers. They partner with and serve communities, governments and companies throughout the world, providing an innovative mix of services.

Focus areas

- Investments
- ICT
- Environment
- Education
- Monitoring, evaluation and learning

Type of services

- Dalberg advisory
A strategic part of the firm that combines the best of private sector strategy skills and rigorous analytical capabilities with deep knowledge and networks across emerging and frontier markets.
- Dalberg capital
Facilitates investments that catalyze economic and social change. They advise on investments and develop investment strategies equally driven by purpose and performance.
- Dalberg data insights
Builds bridges between private data and important social problems. They create tools to interpret data and uncover solutions in international development, humanitarian action, and social impact.
- Dalberg research
Provides research and analysis that offers clients actionable solutions to their problems. They are a full-service research agency answering questions about markets, consumers and lifestyles across more than 20 African countries via quantitative and qualitative studies. They are specialized in the inventory, collection, and analysis of primary research data for businesses, NGOs, governments and other institutions.

Type of clients

- Government institutions (RDB, NAEB)
- Private sector
- MasterCard foundation
- USAID
- Carnegie Mellon University-Rwanda

Projects worked on

- Dalberg drafted a business plan for IDH
- Advisory for Bank of Kigali whether to make an investment in a capital bank.

Reason to consider

Dalberg is a very big consultancy firm with over 20 years of experience working with different clients in and from different countries. Dalberg can support investors in a variety of services, provide market research and assistance with market access. They are also well known in providing business advisory council.

A | Business Development Consultants

3. VANGUARD ECONOMICS

Overview

Armin and Mads founded Vanguard Economics in 2015. They both worked at the Ministry of Trade before starting Vanguard. Because there was a gap in in-depth knowledge on the Rwandan trade / economic context they founded Vanguard Economics. They focus on private sector development, policy, investment and trade and agriculture and can be considered as a strategy consultant.

Focus areas

- Private sector
- Trade policy and export development

Type of services

- Private sector development
- Business development
- Socio-economic research
- Programme and strategy design
- Impact assessment and surveys

Type of clients

- Government (MINAGRI)
- Donors (TradeMark East-Africa)

Projects worked on

- STRATEGIC PLAN FOR TRANSFORMATION OF AGRICULTURE, 2018–24 (PSTA4) – RWANDA.
Vanguard coordinated the strategy development and managed the inputs from stakeholders and experts reporting to MINAGRI.
- AGRIBUSINESS INVESTMENT PROMOTION STRATEGY, 2017 – RWANDA
Drafting the strategy and implementation documents assessing the challenges and opportunities for agricultural investment and commercial farming in Rwanda.
- Design of viable business models to solve logistics challenges in Rwanda's horticulture export sector, 2017 – Rwanda.

Reason to consider

Vanguard presents itself as a strategy “boutique” consultant, working mostly on a higher, macro-economic level. Given the 8 years’ experience and CV’s of the owners this seems justified.

A | Business Development Consultants

4. NTARE INSIGHTS

Overview

Ntare Insights is a Rwanda-based management consulting firm. Ntare seeks to be a trusted strategy, policy and business advisors for governments, businesses, industries, small and medium enterprises (SMEs), non-government organizations (NGOs) and Civil Society in Africa. It was established in 2011 and re-established again in 2017.

Focus areas

- Government
- Private sector

Type of services

- Advisory services
- Market research
- Project design & implementation
- Execution

Type of clients

- Government
- Businesses – investors from UK, US, etc.
- Industries
- Small and medium enterprises (SMEs)
- (NGOs)
- Civil Society

Projects worked on

- Ntare Insights has undertaken various assignments ranging from implementing country-wide surveys in Rwanda to market scoping studies in Southern Sudan and Uganda.
- They were part of the team that developed the national information and communication strategy and policy for a national government ministry.
- In 2012, they worked on a very large project by RDB on corporate governance policy. They designed and developed this policy between 2012 and 2013.
- Currently Ntare has an assignment with UNCTAD and ITC implementing programs in trade and technology. Furthermore they also help to design a program for UNCTAD to tackle productive capacity challenges.
- Ntare Insights has provided advisory services to investors wishing to invest in Rwanda and the region specifically in the agribusiness, tourism, logistics and construction sectors.

Reason to consider

Ntare seems to have a strong network both with the government as well as on a higher level with important companies like Bralirwa. Their experience spans a wide range of disciplines including strategy development, Information and communication technology- ICT, country and sector competitiveness, private sector development, finance, organizational development and legal services.

A | Business Development Consultants

5. ICOS CONSULTING

Overview

ICOS Consulting PLC presents itself as a value driven consultancy firm providing research and consultancy services to governmental, inter-governmental, non-governmental and private sector organizations. ICOS says it has extensive knowledge and credentials within the governmental, not for-profit and for-profit sectors in Ethiopia and many African countries, including strong and proven experience in strategy design and implementation; program/project design, monitoring and evaluation; capacity assessments; context and market research; business development service; feasibility studies and business plan preparation; and other specialized services. ICOS Consulting was established in 2009 and has 20 employees. It is headquartered in Addis Ababa, Ethiopia, but ICOS now also has a branch office in Kigali that was established in February 2019.

Type of services

- Monitoring and evaluation / performance assessment
- Strategy development and implementation support
- Context assessments / research
- Organizational diagnostic or capacity assessments
- Business development services (BDS)
- Market research and product development
- Feasibility studies and business plan development

Type of clients

Their client base over the past ten years ranges from: federal, regional and local governments to UN agencies; international, bilateral and multilateral organizations; local and international non-governmental organizations; and business firms.

They state to have developed expertise and hands-on experience working for organizations in diverse sectors, including education, health, livelihood and agriculture, governance, gender equality and inclusive development, mining, trade and industry, local government development, urban development, finance, transport and others.

Experiences

ICOS has worked extensively in Ethiopia and various other African countries. In Ethiopia, ICOS has worked in all regional states and city administrations, providing consultancy and research services to governmental, non-governmental and bilateral organizations.

Reason to consider

ICOS Consulting PLC has over 10 years of experience in Ethiopia and other African countries. Though they are relatively new in Rwanda they can support investors to run their business and to know where to invest and how to get access to the market.

A | Business Development Consultants

6. KARISIMBI BUSINESS PARTNERS

Overview

Karisimbi Business Partners was established in 2009. It is a strategy advisory and investment services firm that takes a hands-on approach to enterprise development in Rwanda and the East Africa region.

They have worked with over 100 clients across multiple sectors, including agro-processing, ICT, professional services, media, manufacturing and private equity.

Focus areas

Karisimbi has worked in many different sectors, of which agro-processing is an important one. But they work and have worked in all kinds of different economic sectors.

Type of services

- Business advisory
- Interim management
- Investor services
- Implementation support
- Strategy plan and financing structure
- Coaching and Training
- Performance-based Compensation Plans
- Reporting and Project Management Systems
- Facilitation of Quality and Management Standardization
- Business Linkage (big network)

Type of clients

- Private companies (Inyange industries, kabuye sugar works, psf)
- Government organizations (RDB)
- Donor programs (TMEA)

Projects worked on

- Several long-term projects, e.g. with TradeMark East-Africa on stimulating export in various industries.
- Rwanda Development Board- Analysis for establishment Economic Zones.
- TradeMark East Africa (TMEA)
 - Analysis of the Wholesale Market
 - Analysis of Industrial Parks.

Reason to consider

Karisimbi Business Partner focuses on the success of their clients. With their 10 years of experience working with clients from different sectors and needs, they can support investors to get access to and understand the market in order to boost their profits.

A | Business Development Consultants

7. FLAVIAN MARWA

Overview

Flavian MARWA is an independent consultant and head of business & strategy, principal advisor and engagement manager at Sebelda Advisors.

He is a strategic management professional with over 20 years of experience in private sector and entrepreneurship development, entrepreneurial finance including consulting with International Finance Corporation (IFC)/ World Bank - Finance & private sector development as well forging collaborative relationships & engagements with diverse stakeholders influencing policies, strengthening capacity, designing innovative programs translating aspirations into concrete initiatives for fostering development. A native East African with extensive professional networks in public and private sector in Rwanda, Tanzania, Kenya, Uganda, South Africa and USA.

He started operating in Rwanda in 2017 under a company called Hepta Analytics headquartered in Kigali, Rwanda with an office in Nairobi, Kenya, after seeing business opportunities in Rwanda compared to other African countries.

He is currently mobilizing resources to establish the Pan African chapter of MIT Enterprise Forum, to be based in Kigali, Rwanda that intends to provide no equity funding, training and mentorship for startups in East Africa.

Type of services

- Business Advisory
- Led compliance efforts for digital financial regulation engaging central bank officials in Rwanda and rest of East Africa
- Developed go-to market strategy for financial solutions facilitating migrate worker/African diaspora end to end purchase of goods and services – HeptaPay.
- Directed strategic initiatives, cross functional business management and overseeing customer engagements.

Clients

- Mastercard foundation
- One Acre Fund
- Meal beans
- Pick & Pack

Projects worked on

- Africa Digital Financial Inclusion Facility (a project by Bill & Melinda Gates Foundation and African Development Bank)
Led the development of the business case to address Africa Digital Financial Services Inclusion Challenges, including the design of Africa Digital Financial Inclusion Facility, that was launched recently.
- The Government of the District of Columbia (Washington, DC)
Helped the Deputy Mayor for Planning and Economic Development to create a public private partnership vehicle to support early stage district of Columbia businesses led by underrepresented technology entrepreneurs.

Reason to consider

He has worked on several projects around the world, for example a project called *“high value vegetables in Tanzania - the seeds of a competitive cluster”*. Flavian has big networks across the world, his experience can be used to support Dutch investors to have the required business information that can add value to their growth and development.

A | Business Development Consultants

8. MUSHUMBA DÉSIRES

Overview

Désiré Mushumba is an Independent senior consultant (Agro-economics, economic development research, impact evaluations, PMEL, value chains development, market analysis, entrepreneurship and rural financing) with over 16 years of designing, managing and implementing researches in agri-business and agro-economic sectors in Africa.

He has expertise in agricultural value chains analysis and development, cash crops, cereals, horticulture, commercial insects and livestock products. Désiré has provided value chain analysis studies, programs management and capacity building support to various agribusiness programs in Africa.

Membership of professional bodies

- Professional body for Agri BDS consultants in Rwanda
- Agriculture Sector Promotion working group (MINAGRI – Rwanda)
- Agri profocus (Rwanda, Uganda, Kenya)
- Focal point and expert on farmers cooperatives and agribusiness under Rwanda Institute for Cooperatives, Entrepreneurship and Microfinance (RICEM)
- International AgriHub (international network of Agricultural value chain development actors in Africa/Rwanda)
- Apimondia (worldwide network of researchers, stakeholders and economic operators around apiculture value chain)
- Shalom (network of agriculture scientists from Hebrew Jerusalem University)

Key areas of expertise

Agro-economics, agro and economic development projects design and management, agri value chains analysis and development, M4P & social inclusion, market analysis, business opportunities assessment, rural financing and impacts investigation.

Projects worked on

- Gender based value chain analysis for beans in Rwanda (a project by UN World Food Program in collaboration with ICCO cooperation)
This program aimed at accelerating progress towards the economic empowerment of rural women.
- Effectiveness of SME funding
This assignment concerns an ex-post effectiveness study of small & medium enterprise (SME) funding, of the Central African SME fund (CASF) and an evaluability assessment of the African Rivers Fund (ARF).

Reason to consider

He has experience as an agri-business expert, value chain analyst and social inclusion makes him very well-placed to lead any agro value chain, market and business opportunities assessment, impact investigations, rural development and financial inclusions assignments in Africa.

A | Business Development Consultants

9. THE CHALLENGES GROUP

Overview

The Country Manager of the Challenge group is Mr. Neil Walker. The company was established in 1997 and in Rwanda it started operating in January 2017. They are an international development consultancy that specialises in working with small and medium-sized enterprises, offering effective and impactful business solutions.

Type of services

- Business development
- Market assessments
- Commercial linkages
- Impact evaluation
- Investment readiness
- Project management
- Offer a learning development programme in partnership with the Chartered Management Institute and Management best practices.

Type of clients

- Government
- Businesses and agencies both in private and public sector

Projects worked on

- The Access Africa Programme enables Scottish social enterprises and social entrepreneurs to explore and expand into African markets.
- Enabling seven Rwandan coffee co-operatives to access global markets.
- International Citizenship Services Program, that made a huge and positive impact in the communities. This project helped them to achieve these projects: dry chilly and pineapple, coffee project which aim was to facilitate on how to get quality coffee and access to market, holistique, young people who worked with them during this project ended up being hired in the organization.

Reason to consider

The Challenges Group has supported small and medium enterprises to get access to global market. They also do business diagnostic in order to understand business's capabilities, strengths and weaknesses.

B | Research Consultants

1. CONSULTANT AND INNOVATION BUSINESS ACTIONS (CIBA)

Overview

CIBA Ltd. was founded in 2011 and is a consultancy company of consulting services in Research, Technology, Regional Development, Employment, Innovation, Environment, Management and International Collaborations. CIBA Ltd. is the first consulting company in Rwanda that applied the technical methodology in Research Process and Business with high technology. CIBA Ltd has the size, know-how, technology, human resources and infrastructures to meet all the challenges providing total quality solutions to private and public establishments.

Focus areas

They focus on Research of Socio-Economic Cluster, Data Analysis, Research Design, Results Implementation, Projects Monitoring and Evaluation, Preparation of Business Plans, Implementation of Strategies for Innovation Development, Environmental Impact Assessment and Reports Presentation, Development of Technical Bulletins for Institutions, Resettlement Action Plan (RAP) and Knowledge, Attitude and Practices (KAP) surveys, Randomized controlled trials (RCT) and Market Research.

Type of services

- Market research and Business Consultancy (Quantitative and Qualitative Research)
- Behavior Change Survey (BCS)
- Agribusiness and agriculture
- Investment management
- Training
- Graphic design
- Non-specialized wholesale trade retail sale in non-specialized stores

Type of clients

- NGOs
- Private sector
- World Bank Group
- Public institutions (Workforce Development Authority)
- Cooperatives

Projects worked on

- In agri-business, CIBA has recruited 44 agriculture cooperatives in 11 different districts of the country with 1860 estimated members.
- On behalf of World Bank Group and WDA, CIBA Ltd has written a proposal and won it under IBC Group. CIBA Ltd is implementing the Skills Development Funds project.
- They have functioned as strategic contract research partner in cooperation with African Centre for Integrated Development Research and Action (CIDRA), National Union of disabilities' Organizations in Rwanda (NUDOR), Care International, African Bank, World Bank, Plan Rwanda, Compassion International, World Vision, IBC Group and Humanity & Inclusion (HI) for projects of Research and Business Development (RBD) at National and East African level.

Reason to consider

They are experienced and competent in conducting research and consultancy in areas of socio-economic and environmental impact assessment and they have worked on baseline surveys for many projects like for. (AfDB, Urunana Development Communication, International Labour Organization, etc.)

B | Research Consultants

2. L4D (HIGHLANDS CENTER FOR LEADERSHIP AND DEVELOPMENT)

Overview

The Chief Executive Officer Prof. BIZOZA Alfred is educated as an agricultural economist. He started in 2012 as a research mentorship center together with his female colleague.

L4D specialized itself in applied policy research. Based on urgent policy issues they do demand-driven research. They aim at providing evidence that strengthens the role of research and governance into economic.

Focus areas

- Agriculture
- Social-economic policy
- Natural resource management
- Climate change adaptation

Type of services

- Policy research
- Policy design (e.g. policy on cooperatives, designed by L4D; also land policy designed by L4D and new policy on Gender). Government level studies.
- Research mentorship – he takes students from university to include them in more practical work.
- Research activities

Type of clients

- Government
- Development partners

Projects worked on

- SEAD-program (from the University side); they received a grant for dairy, through the university (College of Agriculture; University of Rwanda) for a PPP.
- World Bank (through MinAgri) – Impact Evaluation of the End Line Survey for Land Husbandry Water Harvesting & Hillside Irrigation (LWH) Project
- Palladium (through DFID)- Sector Analysis of Rwanda
DOT Rwanda (local NGO) supported by MasterCard Foundation – Market research in 12 districts of Rwanda- transitions of out-of-school youth to employment and entrepreneurship.

Reason to consider

Every year L4D organizes a General Assembly with clients, trustees and academics to appraise what L4D has been delivering. This is just to improve their services towards clients.

B | Research Consultants

3. P&R

Overview

It was established in May 2018 by Joseph, Raphael and Chantal. The company is young, but already they plan to work together with other partners. Before all of them were involved in agricultural development. Raphael was in MinAgri (Animal Resources) on planning and policy development from 2010 to 2015.

Focus areas

They are only focused on Agriculture sector.

Type of services

- Policy Development and Institutional Analysis
- M&E
- Policy Advice
- Impact Assessment Studies
- Project Management
- Management Information Systems and Digitalisation

Type of clients

- Government
- Donors
- Private sector
- Civil Society

Projects worked on

- Strategic Plan for Agriculture Transformation for MinAgri; consequently, also implementation at district level in all 30 districts.
- DFID – Strategic integrated plan for the city of Kigali (6-year strategy). P&R had to write a ToR for the strategy.
- RVO – Advance Consulting – Seed potato value chain (Seed Potato Platform). Looking at business models that can attract Dutch companies like HZPC.

Reason to consider

P&R is a very new consultancy company; previously their shareholders worked in various government offices, including MinAgri (Animal Resources), RAB and Prime Minister's Office. This makes that they have a good network with the government, but also that they are less independent from the government. They join forces with L4D and others sometimes.

B | Research Consultants

4. WATER ENVIRONMENT SANITATION CONSULT (WES CONSULT)

Overview

WES consult is a local company that was established in 2007 with a mandate of providing expertise, technical assistance and advice to the government, public and private institutions, NGOs and International Organization in the following fields: water, environment, community and rural development, agriculture, preventive health and geographic information system. It is managed by Twagiramungu Fabien who is the managing director and the Vice-President of RAPEP (Rwanda Association of Professional Environmental Practitioners).

Type of services

- Monitoring and evaluation of agriculture projects,
- Technical assistance in agro-industry sector,
- Expertise in Environmental Impact Assessments,
- Environmental audit
- Biodiversity conservation (inventory, ecology, sustainable utilization, etc.)
- Water quality and quantity survey,
- Rural Hydraulic
- Social-economic survey

Fields of expertise

- Water
 - Rural hydraulic
 - Promotion of sustainable water resources and wetlands management skills
 - Water quality and quantity analysis
- Environment
 - Environmental audit
 - Environmental guidelines and policy analysis
 - Environmental education, information and communication
 - Management of sanitation projects
 - Biodiversity conservation (Inventory, ecology, sustainable utilization, etc.)

- Community and rural development
 - Socio-economic surveys
 - Strategic and development planning
 - Monitoring and evaluation of community development projects
- Agriculture
 - Monitoring and evaluation of agriculture projects
 - Technical assistance in agro-industry sector
 - Promotion of processing and conservation techniques (including training, monitoring and evaluation)
- Preventive health
 - Epidemiological monitoring and evaluation
 - Entomological studies of vectors
 - Promote techniques and tools for control of vectors
- Geographic Information Systems (GIS)
 - Cartographique
 - Remote sensing

Type of clients

- Public institutions (MINAGRI, NAEB and WASAC)
- Private institutions (Mining sector Gasegereti)
- World Bank
- Africa Development Bank
- SNV, etc.

Projects worked on

- NAEB study survey on floriculture project at Gishari
- Energy project for Kanyaru
- 100MW peat to power at Kanyaru

Reason to consider

WES consult can support Dutch investors in the agriculture sector to monitor and evaluate their project and it provides technical support. WES consult is an expert in environmental impact assessment. They focus more on doing research and understanding the environment, which is necessary especially in agri-business.

C | Accountants and Financial Consultants

1. MAJ CONSULT

Overview

Maj Consult was founded in 2015 and hired its first employees in 2016. Now it is an established business advisory / compliance company in Rwanda. It has seen organic growth; not much company promotion, no ads. The managing director is Mr James Muigai.

Focus areas

Maj Consulting Ltd provides customized services in the field of accounting, internal audit and tax compliance advisory.

Type of services

- Accounting
- Tax
- Payroll
- Business advisory
- Human resource
- Financial statement review and compilation
- Quick Books Training
- Risk mitigation through compliance guidance. Making sure start-ups make no legal mistakes. If you are not complying by accident, you might go bankrupt. So, make sure that clients are compliant, lean and efficient.

Type of clients

Private companies like B-box and Toyota.

Project worked on

They are not project-based; still, B-box and Toyota are big clients.

Reason to consider

Maj Consult focuses more on professional compliance / tax / accounting consultancies. The managing director seem to have a good overview of what the private sector, the accountancy sector and the consultancy sector in Rwanda entails because of his 7 years of experience in accounting and consultancy career in Kenya.

C | Accountants and Financial Consultants

2. NAMBIAR

Overview

Nambiar Associates is a consultancy firm which provides audit, tax, enterprise risk services, financial advisory and consulting to a wide range of local and multinational clients. Nambiar Grant Thornton is a member firm of Grant Thornton International Ltd. It was established in 2003 as a firm of chartered Accountants in Public Practice. The firm has been registered and certified by the Institute of Certified Public Accountants of Rwanda since 2009.

The firm is providing services to over 150 clients including both multinational and local companies; in Rwanda they have over 84 clients. The firm has a significant presence across different sectors such as manufacturing, services, commercial, financial and public sector.

The firm has a workforce of more than 30 people. Their staff includes more than eight qualified professional accountants, financial expert and people who are certified in technical areas, for example in IT software. It is managed by Mr N.R. Raghavan Nambiar who is the founder and Managing Director.

Focus areas

Real-estate and construction, mining, parastatal, agriculture, technology and media, manufacturing, education, healthcare, retail and wholesale, hospitality and tourism, infrastructure development, natural resources, farming.

Type of services

- Audit and Assurance
- Tax advisory services
- Advisory services (business risk, transaction services, recovery and reorganization)
- Outsourcing
- Corporate services
- Due diligence

Type of clients

Nambiar Grant Thornton has clients in the private sector, public sector and among NGOs. One Dutch business has previously worked with Nambiar, namely: Nots Solar Lamps Ltd.

Other clients

- Africa Drilling and Exploration Ltd.
- Balton Rwanda
- Bakhresa Grain Milling Rwanda Ltd.
- Kabuye Sugar Works
- Sorwathe Ltd.
- Srb Investments (Rwanda) Ltd. and more

Reason to consider

NAMBIAR Associates has over 16 years of experience in the Rwandan Market and in different parts of the country and sectors. This experience has made them a reputable financial services firm in Rwanda.

C | Accountants and Financial Consultants

3. RUMA CPA

Overview

RUMA CPA operates in Rwanda, Burundi, Uganda and Kenya. RUMA Certified Public Accountants was registered in Rwanda on 31st October 1996. RUMA CPA has grown rapidly and independently and is among the leading indigenous consultancy and accounting firms in Rwanda. RUMA CPA was founded by the late Mr Peter Rutaremara who was the former first president of the Institute of Certified Public Accountants of Rwanda (ICPAR) and Tumwesigye Mathias.

Focus areas

- Private sector (Large, Medium and Small enterprises)
- Public sector (services to the government)
- In different sectors, depending on the clients

Type of services

- Audit
- Tax
- Advisory
- Human resource
- Developing business plan
- Research and market survey
- Due diligence

Type of clients

- Non-governmental organizations and multinational/regional organizations
For example: UN Agencies, Clinton Health Access Initiative, Action Aid, Imbuto Foundation, etc.
- Donor funded project
For example: Netherlands Kingdom, United Nations Development Programme (UNDP), Global fund, Swedish International Development Agency (SIDA), etc.
- Government institutions
For example: Rwanda Development Board (RDB), Kigali City Council, Rwanda Agricultural Research Institute (ISAR), Ministry of Justice, etc.
- Private sector
For example: Fair Construction Ltd., Rwanda Nuts Company, Pivot access, BRALIRWA, Crystal Ventures Ltd., etc.

Reason to consider

RUMA CPA is an old and experienced certified public accountants firm in Rwanda with over 23 years of experience in the Rwandan Market. They have worked with clients from different sectors which gives them potential experience and understanding of the local markets.