

Company Profile

2022



Agricultural Economics



Project Management



SME Development

INDEX

1	Our Company	3
2	Our Vision, Mission and Core Values	3
3	Our Areas of Expertise	4
3.1	Agriculture and Rural Development Policy Analysis	4
3.2	Agricultural Marketing	4
3.3	Institutional/ Organizational Development	4
3.4	Project Development, Management and Evaluation.....	4
3.4.1	Project Development	4
3.4.2	Project Management	5
3.4.3	Project Monitoring and Evaluation	5
3.5	Entrepreneurship Development and Management.....	5
4	Our Approach.....	5
5	Our Journey.....	4
6	Our Strength and Capabilities	11
7	Our Consulting Expertise.....	11
8	Professional Affiliation	14
9	List of Some Major Clients	14
10	Contact Us.....	15

1 Our Company

Diligent Consulting Limited (DCL) is a dynamic, state of the art, quality driven firm established in 2007 with a capable team of experienced and multidisciplinary Consultants and Associates. The Directors of DCL have the vision, passion, knowledge and skills that are needed to contribute to socio-economic development for poverty reduction in rural and urban areas. Its Directors bring together over 25 years of consulting experience in the fields of agricultural production and economics as well as business management. This is drawn from the private for-profit business sector, private for non-profit civil society sector as well as from the public sector - multilateral bilateral and national governments in Tanzania and abroad.

DCL offers both consulting and advisory services on management and policy issues. DCL outreaches in major parts of the country through its carefully selected network of Associate Consultants. Its sub regional network in Kenya and Uganda constitutes association with Steenstrup Consulting Services and Friends Consults respectively. DCL serves by supporting its clients through participatory problem diagnosis process to identify and develop solutions that meet the specific needs of the client.

The company was incorporated in the United Republic of Tanzania with registration No. 60677 dated 7th June 2007 and has a business license No. B4225273 dated on 12th July 2022. DCL also has a Tanzania Revenue Authority certificate of registration with a Taxpayer Identification Number (TIN) No. 106-082-111 and Value Added Tax registration No. 40-011876-S, all effective from 4th October 2007.

2 Our Vision, Mission and Core Values

*Our **Vision** is to be a regionally reputable management and policy advisory services consulting firm in Tanzania, serving to resolve developmental challenges in the areas of agricultural economics, project management, and small and medium enterprises development.*

*Our **Mission** is to contribute to the socio-economic development of the people in Tanzania, the East Africa sub region, and the Africa region at large. The firm achieves this mission through provision of cost effective locally appropriate management advisory services and policy solutions. These are management and organizational development solutions that develop capacity of private/business and public organizations. They are also public policy solutions that also create conducive environment for the development and growth of small and medium enterprises in areas of agriculture, finance, marketing and trade and agribusiness management.*

*Our **Core Values**; Diligence; Integrity; Teamwork; and Value for Money define how we want to conduct ourselves and our business.*

3 Our Areas of Expertise

DCL's Directors and Associates bring together over 25 years of consulting experiences in small and medium size businesses in the private-for-profit sector, private-for-non-profit civil society sector, public institutions both multilateral and bilateral, and Government institutions in Tanzania and abroad. DCL will assist its clients choose solutions that will better achieve the triple bottom line: Planet, People and Profits in any given context. It achieves this by providing advisory and management consultancy in the following core areas of expertise:

3.1 Agriculture and Rural Development Policy Analysis

Both domestic and international policies and regulatory environment are critical to the success of small and medium size enterprises, for profit as well as for non-profit objectives. We offer advisory services to bilateral, multilateral as well as Government institutions in policy analysis related to rural development, rural and agricultural financial services, international trade policy, private sector development policy, gender, environment and governance.

3.2 Agricultural Marketing

DCL offers competent Consultants with strong experience and interest in advising our clients appropriately by providing specific services that are very relevant to our clients and focus on the components that matter most within the entire range of supply and value chain operations. DCL is capable of conducting analytical work and providing both policy and practical advice to Government agencies and agribusinesses involved in agriculture marketing.

3.3 Institutional/ Organizational Development

DCL offers quality advice on how to organize your business, whether for profit making or otherwise, so that your organization is capable of being dynamic and responsive to the changing environmental, socio-economic and political context. Our solutions are based on participatory diagnosis that we carry out with our clients.

3.4 Project Development, Management and Evaluation

3.4.1 Project Development

Project development is a challenge to businesses in a poor developing country such as Tanzania as well as in the region, yet it is such an essential element of any organization's growth. Every organization, at some point, will either apply for support and/or will evaluate someone's application e.g. grant, loan, etc. Thus, it is important that every organization understands the project development process in design, implementation and evaluation. Our Consultants have extensive knowledge on the development and evaluation process of project proposals, e.g. the development of Concept Notes, Expressions of Interest

(EOIs), adherence to Terms of Reference (ToRs), writing and subsequently evaluating Proposals. More importantly, our team is equipped, patient, and creative to transfer this knowledge to our clients.

3.4.2 Project Management

We provide tailor-made solutions to management challenges, from organizational diagnostic review and analysis to strategic management planning for private-for-profit organizations, small and medium size businesses, as well as private-for-non-profit organizations i.e. Non-Governmental Organizations and Civil Societies.

3.4.3 Project Monitoring and Evaluation

Monitoring and Evaluation (M&E) is an important part of project management, it is a methodology used to track and measure whether goals are being achieved and if not, identify constraints that need to be addressed to achieve intended objectives. Through project design and management, our Consultants have had extensive experience in the development and implementation of M&E systems. As with our policy design, focus is on practicality, coherence and clarity.

3.5 Entrepreneurship Development and Management

In developing entrepreneurship capabilities; first-hand knowledge and technical skills are very crucial. Thus, our short-term tailor-made training programmes are geared at offering opportunities for developing business skills in entrepreneurship, financial management and accounting skills.

4 Our Approach

Our approach is demand-driven, DCL is driven by a set of pillars and core values which together define its approach to each assignment as unique. These include Diligence; Integrity; Teamwork; and Value for Money.

DCL believes each socio-economic environment has its own specific socio cultural political sensitivities and economic characteristics and conditions. Our knowledge of the local context and global trends is thus of critical importance to the success of any assignment. All our services involve a careful balance, between our global expertise, experience and knowledge and the local business environment. We strike this balance by taking the most relevant and innovative ideas from wherever they arise, and applying them as workable, practical solutions in a local context. We follow this approach in all the assignments we undertake.

DCL brings together cost effective locally appropriate management advisory services and policy solutions. As a result, these contribute to enhanced capacity of private and public organizations and create a conducive environment for the development and growth of small and medium enterprises in areas of agriculture, finance, marketing and trade and agribusiness management. The success of DCL's programs, and their visible impact, has resulted in a surge of demand for the organization's services.

5 Our Journey

DCL's consultants/ team of expertise has served pro-poor institutions in country and in the region and has had success stories and accomplishments as enlisted in the table:

Date From - Date To	Location (Regions)	Client(s)	Assignment Title
Oct 2022- Nov 2022	Tanzania Mainland	Tetra Tech ARD	Conducting baseline survey for Feed the Future Private Sector Strengthening Activity (PSSA) Project
July – November 2022	Tanzania Mainland and Zanzibar	Africa Insight Advisors	Conducting a regulatory and policy analysis in identifying the binding constraints, and opportunities to accelerate the growth of the LPG market for E- cooking in urban markets in Tanzania mainland and Zanzibar
March – December 2022	Tanzania Mainland and Zanzibar	Financial Sector Deepening Trust (FSDT)	Political Economy Navigation and Business Advisory
April -June 2022	Tanzania Mainland and Zanzibar	Foreign, Commonwealth and Development Office (FCDO)	Analysis of determinants and constraints of Foreign Investments to Tanzania
Oct. 2021 - March 2022	Iringa	Forestry Development Trust (FDT)	Provision of Business development skills and mentorship programme for the FDT incubates - covering the following specific areas: Business planning and development; Business laws, ethics, and regulations; Service marketing; Social media marketing and Customer management.
August – September 2021	Morogoro	The Aga Khan Foundation	Final Evaluation of Enhancing the Competitiveness of Smallholder Rice Farmers (ECSR) Project
July – September 2021	Iringa	Kilimo Trust	End Line Evaluation of Iringa – Mitigation, Adaptation, Productivity for Climate Smart Agriculture (iMAP4CSA) Project
July – December 2021	Dar es Salaam, Arusha and Iringa	COLEACP and Nelson Mandela African Institute of Science and Technology	Technical support to NM-AIST and WorldVeg to select design and prepare training materials for Horticulture Practical Training Programme (HPTP) that will be taught to actors in the horticulture value chain across Tanzania. The TA involves training teachers on COLEACP methodology, mentoring and provide a train the Trainer on practical aspects of the training. It also include tools for

			evaluating the entire process from selection and design to training and testing participants
June – July 2021	Arusha	Don Bosco Network Tanzania (DBNET)	Project design, management and staff development training. Developed and delivered practical training in designing and implementing skills enhancement projects. Included problem identification and analysis, stakeholders mapping, risk identification and mitigation, theory of change, management tools and individual projects of life
June 2021	Dar es Salaam	CBM Christoffel Society in Tanzania	Training and mentoring country office management team on effective governance practices including results based management tools
March - December 2021	National	Aceli Africa, Kenya and Agri Enterprises in Tanzania	Conduct business growth diagnosis of agri enterprises including identifying Organisational Development (OD) needs, then provide Technical Assistance to make businesses competitive
March – July 2021	Mwanza, Simiyu, Shinyanga, Katavi, Lindi and Mtwara	Nutrition International (NI)	Sex and Gender Based Analysis of Maternal, Newborn, Child and Adolescent Health and Nutrition, Vitamin A Supplementation and Universal Salt Iodization Programs in Tanzania
February – April 2021	National	Innovative Solutions for Decision Agriculture Ltd (iSDA)	Identification of prospects for Innovative Solutions for Decision Agriculture Ltd's (iSDA's) scanner-based soil-testing turnkey solution program in Tanzania
December 2020 – May 2021	Dar es Salaam and Arusha	COLEACP and TAHA	Expert support to TAHA, NM-AIST and WorldVeg to identify key stakeholders, carry field visits to identify skills and competence gaps in horticulture practical work. Established key processes in horticulture value chain, match processes with key occupations and prepare detailed job descriptions tying market needs, standards requirements, job competences and skills to accomplish tasks successfully
November – December 2020	Kilimanjaro and Morogoro	Swisscontact Kenya	Design, develop content and training on Personal Financial Management and Lending and Credit Management for rice farmers, and SACCO staff and credit committee
August – December 2020	Arusha	Rikolto in East Africa	Building an understanding of the FAO AgriInvest concept and its application in the city region food system environment for Arusha
August – November 2020	Arusha and Mbeya	Rikolto in East Africa	Contextual analysis of urban food environments targeting the cities of Arusha and Mbeya in Tanzania

March – June 2020	Iringa and Njombe	Forestry Development Trust (FDT)	Design, develop content and train and mentoring for graduate business startups to develop competitive forestry business
December 2019 – June 2020	Morogoro, Iringa, Mbeya, Pemba and Unguja (Zanzibar)	USAID Feed the Future Tanzania’s ENGINE Programme	Design, develop content and train business advisors on Credit Readiness for small clients - linking trained advisors with banks and financial institutions
December 2019 - November 2020	Dodoma, Singida, Iringa, Mbeya, Ruvuma and Lindi	International Food Policy Research Institute (IFPRI)	Survey to evaluate the Post-harvest Losses (PHL) of the maize value chain in Tanzania
June – August 2019	Dodoma and Mwanza	Dalberg Implement (D-Implement)	End-line evaluation and impact assessment of the Support for Sector-Wide Improvement in Tanzania’s Agriculture Sector Management Capacity and Capability Grant (2016–2019) funded by the Bill and Melinda Gates Foundation
December 2018 – February 2019	Mbarali Cluster (Mbeya and Songwe)	The Southern Agricultural Growth Corridor of Tanzania (SAGCOT)	Identification of Small and Medium Agricultural Enterprises (SMAEs) and prepare Engagement Strategy Development for Mbarali Cluster
May - August 2018	Dodoma and Kigoma	The Royal Danish Embassy (DANIDA)	Study on achievements of the Local Investment Climate (LIC) Project (2014-2018)
November – December 2016	Kilimanjaro (One of the most coffee growing region of Tanzania)	Tanzania Coffee Research Institute (TaCRI)	Preparing the Tanzania Coffee Research Institute (TACRI) Strategic Action Plan Three (SAP III) and Business Plan supported by the European Development Fund (EDF), guiding the research centre towards becoming a self-sustaining institution
December 2017 – January 2018	Dar es Salaam and Morogoro	Mennonite Economic Development Associates (MEDA)	Business Development and Legal Advisory for Alliances, Groups and Networks of Small and Medium Businesses
March – April 2017	Moshi Ruvuma, Mbozi, Kagera, Tarime and Kigoma	Tanzania Coffee Research Institute (TaCRI)	Development of Strategic Action IV for The Tanzania Coffee Research Institute (TaCRI)
November – December 2016	National (Tanzania Mainland)	UN Women	Gender Impact Assessment Study of Empowerment Funds
June – August 2016	National (Main staple food growing regions)	USAID Feed the Future Tanzania	Staple Food Market Assessment
May - September 2016	National (Selected High Agricultural Potential Regions)	Ministry of Agriculture, Food Security and Cooperatives & the	Feasibility Study for establishment of an Agricultural Market Intelligence Unit in the Ministry of Agriculture, Food Security and Cooperatives

		USAID Feed the Future Tanzania's SERA Policy Project	
October – November 2014	National (Tea Growing Areas of Tanzania: North, South, and North Eastern)	Tea Research Institute (TRI)	Development of Five Years Strategic Action Plan and Propose Restructuring Plan for Tea Research Institute
July 2014 – October 2018	Mtwara, Lindi, Dar es Salaam, Pwani, Morogoro and Dodoma	Youth Business International (YBI UK) & International Youth Foundation (IYF USA)	Designed youth entrepreneurship programme for underserved, using three strategies training in life skills and entrepreneurship, mentoring and linking with financing agencies. Trained local government officials in mentoring young entrepreneurs. Trained private business persons to mentor young entrepreneurs
May - July 2014	Dar es Salaam	UNDP & the Presidential Delivery Bureau on Agriculture	Desktop Review of Agricultural Sector Reports for Presidential Delivery Bureau of Agricultural Division
November 2013 - January 2014	Kagera, Kigoma, Mara, Mwanza and Shinyanga	Research in Poverty District Agricultural Sector Investment Project (DASIP) of the Ministry of Agriculture and Food Security	A study on Outcomes Emanating from District Agricultural Sector Investment Project (DASIP)
August – September 2013	National	United Nations Population Fund (UNFPA)	Assessment of Potential Implementing Agencies for the Implementation of Population and Development related Initiatives (Institutional Capacity Assessment)
May – August 2013	Lindi and Mtwara	The Royal Finish Embassy (FINIDA)	Mid-term Evaluation of Lindi and Mtwara Agribusiness Support (LIMAS)
February - May 2013	Dar es Salaam	Tanzania Growth Trust (TGT) formerly Tanzania Gatsby Trust (TGT)	Transaction Advisor Services to Kinondoni Municipality and Vibindo Society in establishing Private-Public Partnership as part of the DANIDA funded Informal Economy Sector Programme
February 2013	Morogoro	Land O'Lakes International Development	Assessment of Agriculture and Gender
December 2012 – January 2013	Dar es Salaam	Kamal Seed and Research Limited & Agricultural Seed Agency	Feasibility Study for Establishment of the Partnership between the Agricultural Seed Agency and the Kamal Seeds and Research Limited for the Production, Processing, Marketing Pulses Seeds and Research on Developing Crop Varieties

March - May 2012	Coastal Zone (Dar es Salaam and Lindi), Northern Zone (Kilimanjaro and Manyara), Western Zone (Kigoma and Kagera), Central Zone (Dodoma and Morogoro), and Southern Zone (Mbeya and Iringa)	Ministry of Agriculture, Food Security and Cooperatives	Agricultural Sector Review (ASR) and Public Expenditure Review (PER) for Agricultural Sector Development Programme (ASDP)
February - March 2012	Dar es Salaam	Ministry of Agriculture, Food Security and Cooperatives	Developing a Country Proposal for Rice Sub-sector Development from the Global Agriculture and Food Security Programme of the World Bank
January – June 2012	Dar es Salaam	The Royal Danish Embassy (DANIDA)	Research Study on Danish Support to Trade Related Capacity Building in Tanzania
2012	Dar es Salaam	Research on Poverty Alleviation (REPOA)	Mid-term Review of REPOA's Implementation of 2010-2014 Strategic Plan
December 2011 - January 2012	Kilimanjaro and Arusha	Community Bank Association of Tanzania	Baseline Survey for Mwanga and Meru District's Micro and Small Enterprises
December 2011 – January 2012	National (Tanzania Mainland)	PACT Tanzania	Evaluation of PACT Tanzania's Strengthening Transparency, Accountability and Responsibility (STAR) Program. Assessed the performance of LGAs
November 2011 – January 2012	Dar es Salaam and Dodoma	The Royal Danish Embassy (DANIDA) and Government Ministries	Stock-taking of the Progress of the Implementation of the Roadmap for Improving the Investment Climate in Tanzania
November 2011	Pwani	Sumuni Nangeda International Company Ltd	Feasibility study and development of a business plan for a medium scale poultry production farm
October 2011 - April 2012	National (Coffee and Cashew Nuts Growing Regions)	Ministry of Trade and Industries & the Japan International Cooperation Agency (JICA)	Study on Calculation Methods of the Price Ratio of Farm Gate Prices to Free on Board (FoB) Export Prices for Tanzania's Cashew Nuts and Coffee commodities
October 2011	Iringa	Stirmus Company Ltd	Feasibility study and development of a business plan for a medium scale tea production enterprise
October 2011	Dar es Salaam	The Royal Danish Embassy (DANIDA)	Identification Mission for the Tanzania Business Sector Programme Support (BSPS) IV

September 2011	Iringa	Mgala Holdings Company Ltd	Feasibility study and development of a business plan for a medium scale tea production
September 2011 – December 2013	Dar es Salaam	USAID/ Tanzania - Monitoring and Evaluation Management Systems Project II (TMEMS II)	Data Quality Assessment/ Diagnostic Review of the Monitoring and Evaluation Management System of the USAID funded projects including Agriculture Projects
April 2011	Kigoma and Rukwa	Agrisol Energy Tanzania Limited	Feasibility Study on the establishment of a large scale multi-million US dollar commercial grains and animal feed production
April 2011	Dar es Salaam	The Royal Danish Embassy (DANIDA)	Development of a Tanzania Social Economic and Political Profile for promoting Local and Foreign Direct Investment partnerships
March – May 2011	Mbeya, Iringa, Kilimanjaro, Dodoma, and Singida	Rural Financial Service Programme (RFSP)	End of Program Evaluation of the Rural Financial Service Programme (2005-2010)
February 2011	Iringa	Masitus Company Ltd	Feasibility study and development of a business plan for a medium scale barley production farm
May 2010	National (Tanzania Mainland)	Ministry of Finance	Situational Analysis of Skills in SMEs in Tanzania
April – June 2010	Morogoro (Mtibwa and Kilombero Sugar Growing Areas)	The Sugar Board of Tanzania (SBT)	Business Management Capacity Building for Small and Medium sugarcane growers in Mtibwa cluster
March 2010	National (Tanzania Mainland)	Tanzania Private Sector Foundation (TPSF)	Baseline survey for the Private Sector Competitiveness Project (PSCP) (To measure or assess actual performance of the PSCP against the set program benchmarks in accordance with the TPSF Monitoring and Evaluation framework)
2010	Dar es Salaam	Tanzania Seed Agency & Agrisol Limited	Feasibility Studies for a Public-Private Partnership Development of the Seed Industry in Tanzania
July – August 2009	Dar es Salaam	University of Dar es Salaam, College of Engineering and Technology (CoET)	Capacity Building for Small and Medium Enterprises in Business Management and Business Development for rural cluster development facilitators
January - March 2009	Regional (East Africa)	USAID Feed the Future	A synthesis of experiences on innovations in addressing rural finance challenges in Africa

2009	National	Agricultural Non-State Actors Forum (ANSAF)	Review performance of the District's Agricultural Development Programs (DADPs) in Tanzania
December 2008	Dar es Salaam	Tanzania Federation of Cooperatives (TFC)	Training in Institutional Capacity Building for Tanzania Federation of Cooperatives
October 2008	Dar es Salaam	The Royal Danish Embassy (DANIDA)	Facilitation Learning and Experience Sharing
September 2008 – August 2009	Dar es Salaam	The Royal Danish Embassy (DANIDA)	Technical and Professional Assistance on Agribusiness and Agricultural Finance
June – September 2008	Dar es Salaam	Research in Poverty Alleviation (REPOA)	Organisational Assessment and Strategic Planning: Research, Outreach Activities and Capacity Building Performance Review
2008	Dar es Salaam	African Regional Agricultural Credit Association (AFRACA)	Review of the region's micro-finance services and identifying innovative solutions to delivering these services
2008	Dar es Salaam	Research on Poverty Alleviation (REPOA)	Mini-review of Capacity Building for Research and Policy Analysis and Dialogue Component of the REPOA's Five Year (2005-2009) Strategic Plan
2008	Dar es Salaam	The World Africa	Analysis of Policies, Programmes and Projects affecting Informal Businesses in Tanzania
January - June 2007	National	The Property and Business Formalization Programme (MKURABITA)	Baseline Survey of Informal Properties and Businesses in Tanzania

6 Our Strength and Capabilities

DCL stands a better chance to deliver the required quantity and quality of consultancy assignments at an acceptable time and cost due to its in-house capacity as well as its network of qualified and experienced Associates. Our bargaining power lies in the quality and dedication of our team of experts and in the approach that we use, which is the adaptation of globally accepted models, tools and cases to the local situations. Two DCL's offices in Dar es Salaam and Morogoro are well equipped with the modern Information and Communications Technology (ICT) facilities and qualified support staff that will guarantee on-time delivery.

7 Our Consulting Expertise

The consulting expertise is drawn from the Directors and Associates of DCL with extensive national, sub regional and International experience in policy research analysis planning and programming for both the public and the private sector. The Directors are well versed with business management and advisory capacity:

Andrew E. Temu: Executive Chairman

Agricultural Economics, Agri-business, Agricultural Finance, and Policy Analysis Expert



Prof. Temu is a former Agricultural Economics Professor at the Department of Agricultural Economics and Agri-business of Sokoine University of Agriculture. Prof. Temu has in the past also served as a Trainer at the Horticulture Research Institute in Tengeru, Tanzania during the late 1980s as a Visiting Fellow at the Centre for African Studies, University of Illinois, Urbana Champaign-USA in 1998/99 and as a Visiting Research Fellow at the International Food Policy Research Institute in Washington DC, USA from 2003 to 2005. Prof. Temu has also been a Manager for the Southern African

Development Community (SADC) Food Security Training Programme component that addressed Extension Workers' human resource development in the 14 member countries. Prof. Temu has extensive knowledge in the appraisal of agribusiness projects and in agricultural finance, privatisation, divestiture of agricultural parastatals, private sector development and in the design, analysis and evaluation of agricultural policies and strategies. Prof. Temu also has substantial experience in developing and directing rural development and policy management courses. Prof. Temu has participated actively in the development of the Agriculture Sector Development Strategy and the Agriculture Sector Development Programme for Tanzania. Prof. Temu has researched, published and provided consultancy services in a wide range of areas related to agricultural production, marketing, trade and rural development. Key thematic areas include private agriculture sector development, performance of rural and agricultural financial institutions, agricultural marketing and value chain analysis, assessment of the emergence and trade performance of high value agricultural products in Sub-Saharan Africa, innovations for linking farmers to markets and Aid for Trade in agriculture. Considering the significant role that aid plays in developing agriculture in Sub-Saharan Africa, Prof.

Temu has developed a special interest in research on the effectiveness of donor funded agricultural development programmes. Prof. Temu is the Founding Chairman of Diligent Consulting Ltd. He is also the Chairman of the Board of Trustees of the Private Agricultural Sector Support (PASS) Trust, a Board Member of the Africa Guarantee Fund, a Board Member of the Africa Agribusiness Academy, a Board Member of the Research on Poverty Alleviation (REPOA) and for the CRDB Microfinance Services Co., which is a subsidiary of CRDB Bank Plc, a leading commercial bank in Tanzania.

Prof. Temu has a Ph.D. in Agricultural Economics from London University in UK, MSc. in Agricultural Economics from Reading University in UK and BSc. in Agriculture from Sokoine University of Agriculture in Tanzania.

Rebecca Muna: Managing Director

International Trade Policy Advocacy, Strategic Planning, and Capacity Building Expert



Ms. Rebecca Muna is the Managing Director at Diligent Consulting Limited. She has 21 years of accumulated experience in working with Public, Private Sector, Civil Society and SMEs in Tanzania.

Her key areas of technical and programmatic expertise are in Development Policies; International Trade negotiation; Business Environment; Entrepreneurship development and Business Coaching and Mentorship; Skills Development; climate change; Systems and Strategies; Gender; Advocacy Strategies and Approaches; Community Engagement; Project management, Monitoring and Accountability; Monitoring and Evaluation systems and Framework; Performance Management Systems (Planning, Appraisal and Review); Governance Systems and Structures.

She has carried out studies and offered consultancy services for a wide range of areas related to trade; Public-Private partnership (PP); Market Access; Trade in Services; WTO Standards; Economic Partnership Agreements (EPAs); Regional Integration i.e. EAC, SADC and Tripartite FTA between COMESA-SADC-EAC; aid for trade; external debt; climate change and climate finance; agriculture and SDGs. She also participated in EPAs and WTO trade negotiations.

Rebecca has also worked with and provided services to several development programmes, particularly: DANIDA, European (EU), Union Swiss Capacity Building Fund (SCBF), Swiss State Secretariat of Economic Affairs (SECO). Rebecca has internationally recognized results measurement skills with a focus on the Theory of Change to monitor the transformation of smallholder farmers livelihoods having worked extensively in poverty reduction projects with a particular attention on women and youth. She has currently managed DCL team based in Dar es Salaam, Tanzania implementing the agricultural cooperative organizations capacity building and expansion support projects.

Ms. Rebecca holds a M.A. Degree in International Trade from the University of Dar es Salaam in Tanzania, an MBA from the Eastern and Southern Africa Management Institute (ESAMI) in Tanzania, and a Bachelor of Commerce Degree majoring in Finance from the University of Dar es Salaam in Tanzania.

Sosthenes Sambua: Director – Business Development

Private Sector, SME Development, Innovation, and Cluster Competitiveness Expert



Mr. Sambua is a renowned International Trainer on competitiveness, innovative clusters, enterprise innovation and entrepreneurship. Has jointly with the IFC-APDF trained Tanzanian experts on enhancing consulting skills for SMEs. Mr. Sambua is a Member of an International Team that is training cluster development facilitators in 7 African countries; a Member of National Steering Committee of Innovative Systems and Clusters Programme; a Member of the Competitiveness Institute (TCI) and Global Network of Cluster Development Practitioners. Mr. Sambua is accredited Supplier for International Trade Centre (ITC), and Department for International Development (DFID). Mr. Sambua has over 23 years of accumulated experience in project management for private sector and enterprise development, designing and supervision of tailor-made entrepreneurship training to owner managers of SMEs, business associations in specific sectors, Private Sector Organisations (PSOs) and women business interest groups. He has facilitated do-it-yourself business planning for young medium level organisations and prepared bankable business plans for hundreds of SME clients. Mr. Sambua has conducted train sessions on enterprise innovation and competitiveness in Nigeria, Ghana, Kenya, Mozambique and Tanzania. Mr. Sambua has presented papers at the International Training on Effective Management of Business Development Services (Italy in 2000), International Conference on Entrepreneurship and Small Business in Africa (ICAESB) (Tanzania in 2002 and 2005), International Conference on Reforming the Business Environment (Egypt in 2005), the National Conference in Stimulating and Catalysing Sustainable Economic Development in Tanzania (Tanzania in 2006) and at the ad hoc Working Group Meeting for the Sub-Saharan Africa's participation in the Global Partnership Programme (GPP) on Linking Farmers to Markets (LFM) held in Nairobi (Kenya in 2006). International experience includes Italy, Egypt, Ghana, Zambia, Uganda and Kenya.

Mr. Sambua holds an MBA specialized in Corporate Management from Mzumbe University, a Post Graduate Diploma in Planning and Management of Development Projects from Catholic University of Eastern Africa and a B.A. also from a Catholic University of Eastern Africa.

8 Professional Affiliation

Diligent Consulting Limited is proudly affiliated with the following reputed companies and organizations:



9 List of Some Major Clients

DCL has several clients, our team members have the distinguished experience and association with different national and international organizations. A partial list of our national and international clients includes:





10 Contact Us

308A Quota Street, House No. 2, Plot 716, Mikocheni "B",
P.O. Box 31362,
14112 Dar es Salaam, Tanzania.

Landline: +255 22 277 3065

Email: info@dcl.co.tz

Website: www.dcl.co.tz

Contact Person: Managing Director

Rebecca Muna

Phone: +255 (0) 754 433 912

Email: rmuna@dcl.co.tz