



**HORN AFRICA
CONSULTANTS FIRM**
Rendering Innovative Solutions

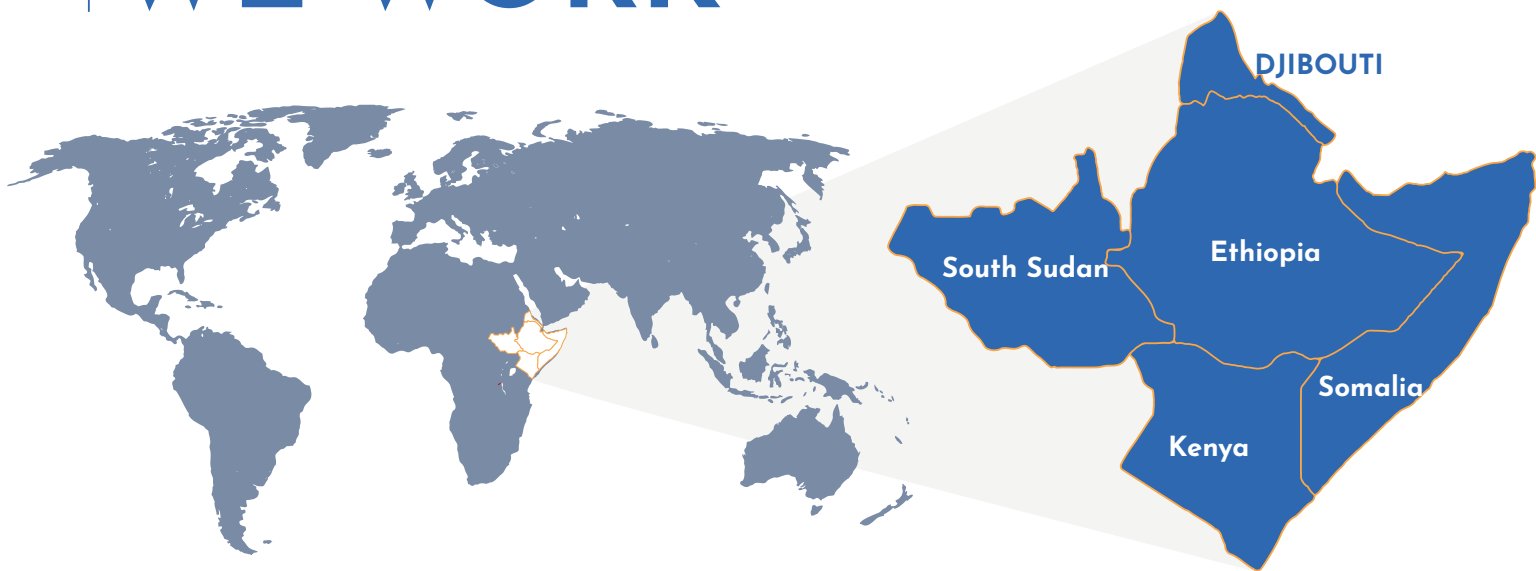
COMPANY PROFILE



ABOUT HACOF

With an operational presence in Kenya, Somalia, Ethiopia, South Sudan, and Djibouti, HACOF is a fully-fledged international development implementing agency providing solutions to governments, regional institutions, and humanitarian and development partners. We are committed to contributing to sustainable development and transforming people's lives by implementing a myriad range of activities. Established in 2012, HACOF intends to provide technical solutions to governments and development partners in the areas of Research, Communication and Policy Analysis, Governance and stabilization, Growth and Resilience, and Environment and Climate change.

WHERE WE WORK



200+
Projects delivered



Annual portfolio



2million
Research/survey conducted



40+
Permanent staff



1500+
Experienced and competent researchers

OUR OBJECTIVES

HACOF is committed to develop a working partnership with its clients. These partnerships are designed to add value and consistently exceed expectations.

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1 Attract, integrate, retain, and motivate the highest quality management and personnel
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2 Strengthen HACOF's internal/ external capacity and performance.
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3 Source and implement high-quality assignments and reports that meet the client's requirements and tastes.
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4 To develop a working partnership with clients focusing on client needs.
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5 To enhance the capacity of our partners by offering competitive consultancy services.
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6 Diversify business operations

PRINCIPAL STATEMENT	GOALS	BUSINESS ETHICS
<p>HACOF will preserve proven track records as an outstanding consultancy and successfully deliver exemplary quality to multiple client relationships. HACOF will take greater risks to deliver innovative solutions to your business, humanitarian and development, which will indeed contribute to better future collaborations and commitments for a trustworthy relationship</p>	<p>Our goals are to enhance the capacity of our partners through the provision of training, capacity building, and research and management consultancy services. HACOF programs build and secure the trust between clients and the communities in which their services are targeted. HACOF will continually analyze the evolving markets and needs of the population in the Horn of Africa to provide practical advice that effectively addresses the situations and the challenges that confront them.</p>	<p>HACOF strives to build trust, and credibility, maintain respect, and honesty, and create a culture of communication that ensures to remain the highest level of ethical standards and fairness in our engagements. HACOF will be realistic in following every procedure and principle with our key focus on always doing what is best and optimum for our clients.</p>

CORE VALUES



HONESTY
AND INTEGRITY



TOTAL CLIENT
SATISFACTION



CONTINUOUS
LEARNING AND
IMPROVEMENT



TEAMWORK AND
EXCELLENCE
SERVICE DELIVERY



MISSION

To render professional, effective, and efficient research services at the highest standard of integrity and excellence to governments, regional institutions, humanitarian, and development partners globally.



VISION

To become the market leader in providing services in the areas of Research, Communication and Policy Analysis, Governance and stabilization, Growth and Resilience, as well as Environment and Climate change to governments, regional institutions, humanitarian organizations, and development partners worldwide.



At HACOF we are unified in understanding our mission, vision and core values which enable us to communicate with one another more effectively. We implement measures to communicate with our staff on company goals, objectives and the overall growth strategy and ways to work towards their achievement.

OUR PRACTICE AREA

Research, Communication and Policy Analysis

Media Monitoring Services

HACOF addresses the challenge of the increasing volume of daily media by providing media monitoring services for development partners. In the Horn of Africa, our platform efficiently tracks media mentions, reactions, and competitor activity across various channels and languages. We consolidate news

coverage, including articles, blog posts, podcasts, and social media, offering clients a centralized access point. As media monitoring experts, HACOF provides powerful analytics and tailored solutions for real-time information. We publish regular news bulletins, analyses, and op-eds on client-relevant topics.



Research and Context Analysis

In a data-driven world, we transform data into actionable insights through creative and client-centric qualitative and quantitative research, advanced analytics, strategic thinking, and data visualization. Our research agendas align with regional development priorities, providing independent evidence for decisions that enhance economic growth and development. Collaborating with governments, development partners, civil society,

private sector, and communities, we engage in developing, reviewing, and implementing policies and programs relevant to the region's development agenda. Our approach is grounded in a deep understanding of the context and environments in which we operate. Context analysis, including root causes of issues such as conflict drivers and grievances at grassroots levels, gives us a strategic advantage in impactful research assignments.



Third-Party Monitoring and Evaluation

HACOF conducts Third Party Monitoring (TPM) via site visits, data collection, and call centers to verify project progress. Our extensive TPM experience offers independent on-the-ground insights, contributing to new project designs and strategic revisions. Our TPM services aid in maximizing development impact and improving service delivery. By measuring performance effectively, we prompt adaptive programming and continuous improvements, fostering collaboration, learning, and adaptive management (CLA). Adapting to dynamic challenges, we deliver innovative TPM services in

hard-to-reach areas, including conflict zones. Our safe access is enabled by a well-established local presence, strong stakeholder relationships, and awareness of local sensitivities.

HACOF delivers expert, utilization-focused evaluations, assisting organizations in transforming their work approaches. We design evaluation strategies by developing theories of change, identifying priorities and questions, designing data collection tools, and conducting timely evaluations (baseline, midline, and endline) aligned with project timelines.





Communication for Development

Integrating communication is vital for global development success. Partners must distill actionable evidence from data for evidence-based policies. With in-house teams, HACOF strategizes, executes, and evaluates targeted campaigns across diverse cultures. Our expertise in key domains enables purposeful messaging through various channels. HACOF, with its creative team and network, produces effective communications via print, word-of-

mouth, or digital technology. We adapt to evolving expectations, addressing interactivity, multilingual user experience, mobile responsiveness, and compliance. We help clients implement communication activities, raise awareness, and change behavior. Importantly, we monitor campaigns, measure effectiveness, and adjust. Our experts understand what works across different countries and cultures.



Surveys

HACOF provides a wide range of survey services including customer satisfaction and household surveys. We collect comprehensive and diverse socio-demographic data pertaining to conditions under which people live; their welfare, demographic characteristics, and cultural factors that influence behavior, as well as social and economic change.

Household surveys help governments and development partners to understand the basic needs and the daily challenges faced by every household in the population at large through tracking the living standards, demographics and understand the socio-economic aspect of each household in a specific area.



Interactive Voice Response (IVR)



HACOF's Interactive Voice Response (IVR) is an automated telephony system improving audience reach, data collection, and monitoring on key variables. Our toll-free and virtual toll-free short code enhances communication feedback. Clients can create custom automated voice recordings through our portal,

allowing callers to respond via voice message or SMS. The user-friendly IVR interface archives audio, SMS, and image files in a private account on our data warehouse system. Clients can instantly download data, ensuring a secure and quick way for data analysis.

Policy development and delivery

HACOF builds relationships with key decision-making bodies at the regional, national, and sub-national levels to champion collaboration with government, private sector, academic, and civil society institutions. Our goal is to ensure contextual, relevant and localized knowledge is utilized as a driver of change. Our vision is to become a regional model for robust,

policy-oriented, rigorous policy analysis institution that underscores cooperation and partnership. Using evidence-based research, we aim to influence decision makers to formulate a credible public policy in various topics by publishing products such as policy papers, analytical research papers, survey research papers, journals, and blogposts.



Governance and Stabilization

Stabilization

In the fragile region, HACOF focuses on quick impact stabilization activities at government levels. Our objective is to move from emergency crisis response to sustained economic growth, supporting governments to enhance service delivery capacity. As an effective and flexible platform, we deliver stabilization assistance through rapid assessments and projects in fragile areas. Our interventions aim to restore trust,

governance, and stability in hostile environments. Collaborating with donors, implementing agencies, governments, and communities, we conduct research, context analysis, and identify transformative projects. Underpinning these interventions is our strong understanding of the region's context, conflict drivers, community resilience, and unresolved grievances.



Institutional strengthening and Capacity Building



Over the years, the development discourse has increasingly focused on improving access to goods and services, enhancing livelihoods, and promoting economic development. Sound institutional and organizational analysis is crucial for designing and implementing development projects, informing policy dialogue, and coordinating regional development efforts. The legal and regulatory environment in which governments

and institutions operate is central to development. We collaborate with governments, donors, development partners, civil society, the private sector, and citizens to enhance transparent institutions, implement sound development policies, and promote good governance. Working with our clients, we support institutions in building capacities for self-reliance, focusing on effective service delivery and driving meaningful change.



Local Governance and Citizen's engagement

While applying Rights-Based Approach (RBA) as a foundation, our work on local governance in the region focuses on supporting locally led and locally-owned peacebuilding and state building efforts. We highlight the importance of strengthening accountability between rights-holders and duty-bearers and emphasizing the importance of locally-led and locally owned processes. We aim to strengthen local governance structures for more accountable and inclusive governments at all levels and promote women's participation in political and decision-making processes. Our governance programs encompass a wide range of services including electoral support, participatory governance and civic education, access to justice, conflict resolution and Preventing/Countering Violent Extremism (P/CVE) activities.



Public financial governance

Cognizant of the nascent administrations in the region coupled with fragility, public financial management (PFM) is a core element of state building. Effective ways of managing public resources are a crucial part of public service delivery and demonstrating that the needs of the citizens are being taken care of. We provide advice and technical assistance in developing sound PFM laws and regulations, processes, and systems. Our goal is to support governments in increasing domestic revenue, promote transparency and accountability in public expenditure, equity, fiscal discipline and efficiency in the management and use of public resources for improved service delivery and economic development. We provide expertise in PFM to a wide range of clients including international development partners, governments, central banks, and financial institutions.

Economic Growth and Resilience

Resilience Programs

High poverty rates and recurrent shocks are driving many people in the Horn of Africa into crisis year after year, resulting in human suffering, loss of life and livelihoods. Experience has shown us that each dollar spent on resilience yields nearly three dollars in development benefits and reduced humanitarian spending. HACOFC is at the part of global movement along with donors to build resilience in the region. In partnership with governments, regional institutions,

humanitarian and development partners, we are helping communities to minimize exposure, adapt, and recover quickly from inevitable shocks by making sound investments that contribute to resilience. We engage with governments, humanitarian and development partners to convene, discuss key priorities, learn from each other and collaborate on ways to have joint-plans for resilience. engaging partners at the global and regional levels to support country-led plans for resilience.

Trade and investments

We work with donors, Development Financial Institutions (DFIs)-such as World Bank and International Finance Corporation (IFC), governments and businesses to increase trade in local, regional, and international markets. We assist governments with trade negotiations, advising and crafting trade policies, expanding access to markets, and

trade promotion. We endeavor to provide innovative financial and investment projects. Our approach focuses on working hand-in-hand with the private sector to identify opportunities that deliver development impact, bring value to the private sector, and position the region for enhanced economic growth.

Agriculture, Livestock and Fisheries

HACOFC addresses widespread food insecurity by focusing on sustainable livelihoods for displaced and returning communities. Our interventions aim to strengthen community resource sharing, promoting peaceful coexistence and reducing conflict over natural resources. We support governments in boosting exports and creating job opportunities in

a region recovering from conflict and disasters. The goal is to enhance food security, household recovery, and community resilience, transitioning from acute phases of food insecurity to sustainable, locally driven livelihoods. This approach aims to reduce reliance on humanitarian assistance and foster long-term development and economic growth.



Energy sector

Recognizing the increasing connectivity to the grid in the region, access to electricity comes with challenges. Private sector energy providers heavily rely on costly diesel generators, contributing to carbon emissions and limiting access to remote areas. There is a growing interest in hybrid systems using solar and wind energy. We assist governments in creating policy frameworks to attract private investment in clean energy, enhance energy efficiency, and expand access for regional development. Our interventions bring together technical experts, the private sector, and governments to increase access to cleaner and reliable electricity. Focusing on off-grid solutions utilizing solar, wind, and bioenergy, our approach targets vulnerable and remote communities. Implementing low-cost clean energy technology and efficiency solutions contributes to resilient energy systems.

Public Private Partnerships (PPP)

HACOF positions itself to support governments to make effective use of its investments from local and international private sources to improve service delivery. We provide hands on support with; Technical and feasibility studies; Analyzing the benefits and risks of specific PPP projects; Assist governments in identifying reliable PPP partners; Drafting PPP contracts to ensure transparency and good governance; and Monitoring and evaluation of the implementation of the PPP projects.

Environment and Climate Change

Climate mitigation

At the forefront of climate action, HACOF will provide technical solutions that aim to incentivize economic actions that are climate sensitive. Our solutions include developing policies, incentives schemes and investment programmes which address all sectors, including energy

generation, transport, buildings, industry, agriculture, water, fisheries and other land use, and waste management. We support governments and agencies to prepare nationally determined contributions (NDCs) and provide technical assistance in its implementation.

Climate financing

We support governments to secure climate financing from public, private and alternative sources of financing—to support mitigation and adaptation actions that will address climate change. Our principle is based on the fact that the region needs more financial resources to

as it is less endowed and more vulnerable to impacts of climate change. We will tap into the unutilized green climate funds and expand funding sources from existing development partners to finance climate mitigation and adaptation programs.

Climate Adaptation

The region is already subjected to climate variability and extremes including droughts and floods, which have had severe economic and social implications. HACOF is at the forefront of developing adaptation solutions and implement actions to respond to the impacts of climate change that are already happening, as well as prepare for future impacts. Our approach to climate adaptation is based on the premise that there is no “one-size-fits-all-solution” for climate adaptation. We will strive to

engage with stakeholders including governments, national, regional, multilateral and international organizations, the public and private sectors, and civil society. Our wholistic approach to climate adaptation will encompass; i) Assess impacts, vulnerability, and risks of climate change;

ii) Plan for adaptation; iii) Implement adaptation measures; and iv) Monitor and evaluate adaptation programs.

OUR PORTFOLIO



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**People-Centered
Governance Activity
(PCG) implemented by
DAI (2023-2028)**

**Approx. value of the
Contract in**

USD\$: 40 million.

PCG program supports local governance in Somalia, helping district councils to adopt inclusive decision-making models, more fairly manage resources, deliver results and services for citizens, and—in so doing—increase citizen trust in the councils. The Activity facilitates government dialogue and engagement with citizens to strengthen the social contract, delivers bespoke support to district councils to improve their governance capabilities, and ultimately increase the legitimacy and effectiveness of local government.

HACOF is a sub-contractor of DAI supporting newly formed councils through political advisory, political economy analysis (PEA), capacity building, research and provision of short-term technical assistance (STTAs). The project aims to support district officials to better perform their jobs and ensure that resources and disputes are managed fairly and with citizen participation, avoiding capture by clan groups or elites. PCG also supports them to identify and respond to citizen priorities and become more sustainable by delivering services, collecting revenues, and creating channels for communication with citizens. Combining embedded technical assistance, grants, and construction funds, PCG seeks to expand service delivery to 800,000 citizens.



**SURVEY-BASED HOUSEHOLD DATA
COLLECTION FOR REGISTRATION
INTAKE OF THE UNIFIED SOCIAL
REGISTRY (USR) IN RURAL SOMALIA**

**Approx. value of the
Contract in**

USD\$: 18,026,266

The objective of the assignment is to enhance the registration intake of the Unified Social Registry (USR) by updating it with the socio-economic information on the 200,000 households supported by the SNHCP project, in accordance with the approved common registration form (CRF).

The scope of the household survey is to collect socio-economic data from a WFP-supplied list of 200,000 households from 893 villages across 28 districts in Somalia and Somaliland. The interviewers will target household heads (as those best placed to provide the household's socio-economic data) to interview. With support from WFP, HACOF's enumeration teams will utilize the existing database with household identification information to undertake respondent identification, mapping, and data collection.



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**The Resilience Learning
Activity (RLA)
implemented by
ACDI/VOCA - 2022**

**Approx. value of the
Contract in**

USD\$: 99,000

The project's aim was to conduct resilience learning activities in the Horn of Africa (HoA) aimed at contributing to the region's Journey to Self-Reliance, under four thematic categories: i. Data Analytics and Analytic Capacity ii. Learning for Adaptive Management iii. Knowledge Management (KM) and Strategic Communications iv. Facilitating Systems and Networks for Collaboration, Learning and Adapting.



**Food and Agriculture
Organization of the
United Nations**

**Independent Third-Party
Monitoring Services in
Somalia**

**Approx. value of the
Contract in**

USD\$: 2,008,260

The Third-Party Monitoring (TPM) Contract has the main objective of independently monitoring the delivery of key inputs and services as well as assessing the impact of FAO Somalia's program across 18 districts on the target beneficiaries as well as conducting compliance and verification missions. This will also contribute to organizational learning as new modalities are set.



UNMISS

**Provision of public
opinion survey services
South Sudan**

**Approx. value of the
Contract in**

USD\$: 263,365

Nationwide public opinion polls (3 years' trend analysis) to help the UNMISS- Communications and Public Information Sections (CPIS) to identify the local population's expectations, needs and attitudes within South Sudan. With specific objectives to measure the attitudes and perceptions of the South Sudanese people regarding humanitarian, political and security situations, measure the attitudes and perceptions of the South Sudanese people towards the mandated role of UNMISS.



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**Somali Integrated
Household Budget
Survey-2021/2022**

**Approx. value of the
Contract in**

USD\$: 3,120,627

The primary objective of the SIHBS is to collect detailed information on household expenditures and consumption incurred on goods and services to monitor household welfare and measure poverty. In addition to welfare data, SIHBS will collect other socio-economic information relevant for monitoring the living conditions of private Somali households such as access to basic assets, facilities and services. Data collected through the SIHBS will also be used to improve the GDP estimates and for the compilation of the commodity basket and commodity weightings used in the construction of a new CPI.



Shaping a more livable world.

**OUTCOME INDICATOR
SURVEY OF
RESILIENCE THROUGH
AGRICULTURE IN
SOUTH SUDAN (RASS)**

**Approx. value of the
Contract in**

USD\$: 65,920

The purpose of the survey is to collect data and report on 10 key RASS Outcome indicators in line with the description and objectives as described in the project indicator reference sheet (PIRS). The RASS Activity is being implemented in alignment with the USAID South Sudan country strategic framework. The work aims at transitioning communities from humanitarian assistance to inclusive development assistance and economic growth. The broad objective of this survey is to conduct an in-depth assessment of the RASS Activity from October 2021 to September 2023. This exercise is expected to document emerging and achieved program results so far and generate insights to inform on the program implementation approaches as well as strategies for the RASS Activity. The survey will also facilitate the identification and documentation of lessons learned, best practices, and areas requiring improvement in the remaining project period especially around the 10 outcome indicators to enable the attainment of desired project outcomes.



END-LINE EVALUATION FOR THE SOUTH SUDAN PROJECT

Approx. value of the Contract in

USD\$: 12,200

The purpose of the outcome indicator survey was to create an accurate and comprehensive picture of the project implementation, generate findings on evaluation criteria and document best practices and lessons learned.



RTI International Camel Leasing Data Collection

Approx. value of the Contract in

USD\$: 249,933.14

Aimed to explore in more detail the benefits of camel leasing to pastoral household; learn more about the incentives of, and benefits to, dairy companies; and identify any unintended positive or negative consequences of camel leasing for pastoral households and Communities



National Reach Survey of COVID-19 Media Programming 2021 - Somalia

Approx. value of the Contract in

USD\$: 82,915.60

Nationally representative quantitative sample survey to measure the reach, explore levels of engagement and evaluate the impact of the key media and communication outputs of the project.



Provision of Interactive Voice Response (IVR) Platform

The project aims to produce programmes, training and capacity building that will enhance the producers' program-making producing radio content on COVID-19.



Monitoring services in Somaliland, Puntland and Somalia

Approx. value of the Contract in

USD\$: 509,370

Impact assessment which adopted a combined approach that utilized both quantitative and qualitative methods.



USAID/GEEL Annual Outcome Survey

Approx. value of the Contract in

USD\$: 49,750

Project designed to promote and facilitate inclusive economic growth in Somalil- and, Puntland and other existing and emerging federal states.



Human Trafficking Assessment in South Central, Somalia

Approx. value of the Contract in

USD\$: 91,450

The primary purpose of the assessment was to gain a comprehensive overview and understanding of Trafficking in Person (TIP).



The Transition Initiatives for Stabilization (TIS)/ Danguud Program Evaluation, USAID funding and implemented by IOM

Approx. value of the Contract in

USD\$: 46, 457

Purpose of the evaluation was to determine the role TIS played in the overall stabilization gains recorded over the last 4 years at the micro, meso and macro levels across Somalia against the assumption that TIS may have contributed to the stabilization gains.



Promoting Inclusive Market in Somalia (PIMS):

Approx. value of the Contract in

USD\$: 44,980

Promoting Inclusive Market in Somalia (PIMS) program was working in the dairy sector (Somaliland and Puntland). HACOF conducted an end of project survey.



End line Review for HBCC Project: Inclusive communities

Changing behaviors to respond to COVID-19 by Care International The overall objective(s) of the project was to determine transmission of and harmful impact of COVID-19 by delivering inclusive and interactive gender-responsive mass media and digital communications.



Endline Assessment of Supply & Installation of Solar Street lights in 8 locations Bari & Karkaar and Goldogob Economic Growth:

Approx. value of the Contract in

USD\$: 125,000

This study was meant to track community perceptions of lighting and police station for improved security, Provision of Local Market Survey in Central South Region (CSRs), Somalia: Overall goal of this assignment was to establish an updated list of local vendors for goods and services.



Provision of Local Market Survey in Central South Region (CSRs), Somalia:

Overall goal of this assignment was to establish an updated list of local vendors for goods and services.



Gender, Climate and Conflict Analysis in Somalia and Assessment of Opportunities for Climate Agriculture and Livelihoods-2021.

Approx. value of the Contract in

USD\$: 58,904

This assessment was meant to examine the opportunities for climate-smart agriculture, livelihood opportunities for crisis-affected and at-risk women in select locations in Somalia implemented by UNWOMEN.



End of Project Performance Evaluation for HOPE project conflict and Mitigation activities

Approx. value of the Contract in

USD\$: 15,150

Harnessing Opportunity for Peace Engagement (HOPE) Project was a two-year project (2016-2018) funded by the United States Agency for International Development (USAID) and implemented by IRC.



Evaluation of Stabilized project for UNMAS Somalia Project-2021

Approx. value of the Contract in

USD\$: 80,925

The purpose of this project evaluation was: (a) to provide evidence-based information on the achievements and impacts (both intended and unintended) of activities carried out by the Stabilization project on local communities (including men and women and on the capacity of local governance structures and institutions in targeted areas, (b) to provide evidence that will help to inform learning and improvement of future interventions, (c) To objectively analyse attribution and judgment of the short and long-term impact as well as ascertain the magnitude of the impact, and (d) to highlight and summarize recommendations and key lessons learned

OUR CLIENTS



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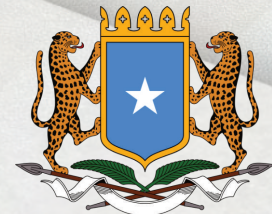
USAID

FROM THE AMERICAN PEOPLE



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tearfund



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