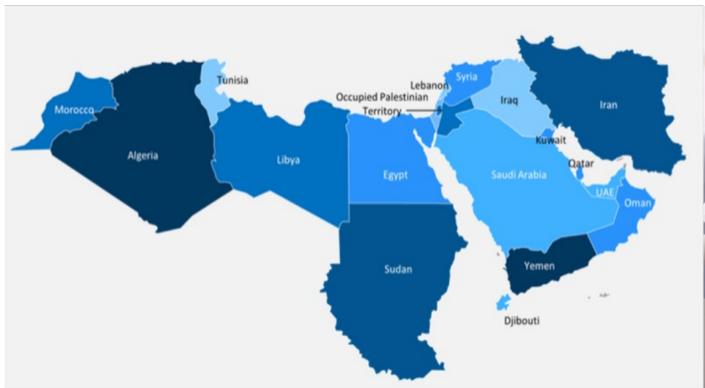
## JABi Consulting



Country Reach And Local Network Include: Yemen, Libya, Tunisia, Morocco, Jordan, Lebanon, The West Bank Gaza, Iraq, And Sudan.



Photo By Rebekah Wingert-Jabi



## ABOUT US...

- Over 100 Years Of Combined Expertise In International Development Focused On The MENA Region.
- · Experienced In Democracy, Rights, And Governance (DRG).
- · Effective Counter-violent Extremism (CVE) Strategies.
- · Committed To Positive Youth Development (Pyd).
- · Champions Of Entrepreneurship.
- · Leaders In Digital Transformation.
- · Proficient In Monitoring, Evaluation, And Learning (MEL).
- · Advanced Solutions In Technology Outsourcing.



## **OBJECTIVES**

- For International Development Partners And INGOs:
  - Achieve A \$1 Million In Managed USG Project Contracts For Mena Partners By December 31, 2024.
- For Youth Economic Opportunities:
  - Develop And Implement Technology Outsourcing Programs To Create Virtual Stem Jobs For 500 Mena Youth By December 31, 2024.



## VALUE PROPOSITION

- In-depth Knowledge Of Mena's Political, Economic, And Cultural Environments.
- Rapid And Perceptive Assessment To Fulfill Client Requirements.
- Wide-ranging Proficiency In M&E, Youth Employment,
   CVE, Organizational Development, DRG, And Technology
   Innovation.
- Extensive Grasp Of USAID Operational Processes And Funding Structures.



# ENHANCING CLIENT OUTCOMES: MAXIMIZING SUCCESS THROUGH EFFICIENCY

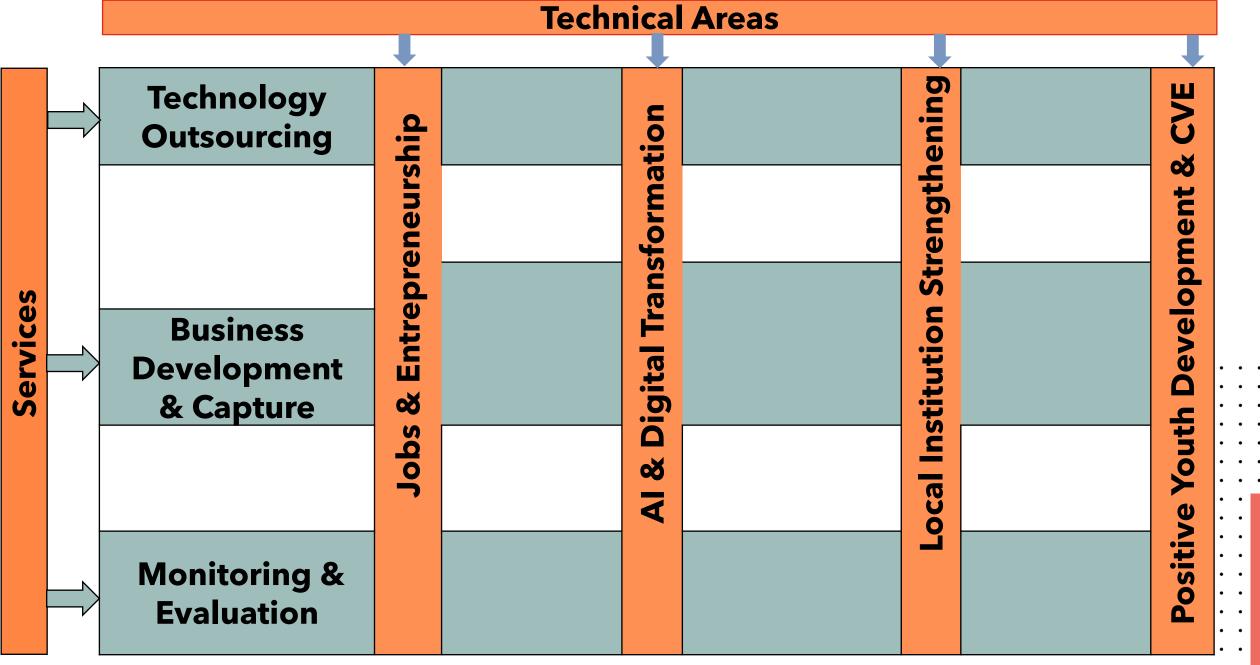
- Enhance Clients' Localization Strategies.
- Accelerate Proposal Preparation With Cost-effective.
- Deliver Worry-free Proposal Development, Enabling Clients To Focus On Core Operations.
- Provide Precise Estimates For Local Costs.
- Develop Winning Proposals That Meet Client Needs.
- Lower The Risk Of Project Delays And Budget Overruns.



## TECHNICAL AREAS & SERVICES

- Diverse Technical Functions: Youth Entrepreneurship, CVE, DRG, Digital Transformation, Local Organization Empowerment.
- Comprehensive Services: Business Capture, Development,
   Market Research, Monitoring, Evaluation, Reconnaissance,
   Partnership Cultivation, Diaspora Involvement.





## OUR APPROACH TO CAPTURE AND PROPOSAL

Capture Phase: 6-9 Months

#### - Initial Intel Gathering & Assessment

 Internal Go/No-Go Decision

Phase 1

## Phase 2

- Capture Charter Initiation
- Develop Capture Plan

- Kick-off Meeting & Technical Design
- Executive BD Team Review & Approval

Phase 3

## Phase 4

- Capture Assumptions & Framing Questions
- Conduct Reconnaissance

 Identify Win Themes, Hot Buttons, Discriminators
 Pick Team Kick-off

Phase 5

## Phase 7

- Solicitation Release
- Proposal Kick-Off Meeting

Phase 6

- Technical Design
- Luanh Red Team (Based on Capture's Pink Team)

- Red Team Review Updates
- Green Team Review (Fine-tuning)

Phase 8

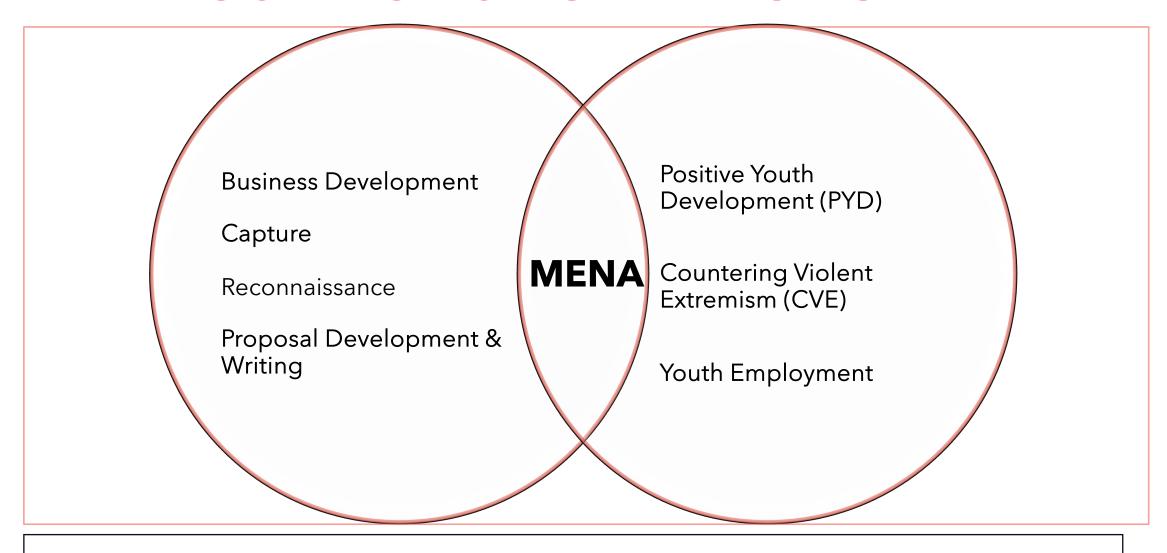
## Phase 9

- Incorporate Country Context (Critical)
- Apply Tech Committee Reality Check (Jabi Copy Right)

- Final Submission
- Gold Team Review (Post-Submission)
- AAR

Phase 10

## OUR HOLISTIC APPROACH



MENA Political Economy and Localization, Monitoring, Evaluation, and Learning (MEL)



## OUR APPROCH TO POSTIVE YOUTH DEVLOPMENT(PYD)

User-focused Design: Prioritize The User In Program Development.

Community-based PYD: Integrate
Positive Youth Development Within
Community Growth.

Youth Empowerment: Equip Youth For Constructive Engagement In Work, Family, And Community.

Learning Through Teaching: Foster Youth Learning Through Active Teaching Roles.

**Influence Adults** Youth **Youth Development is Community Development.** Role **Model for** Younger Youth

**Peers** 



**Peers** 

## WHY CHOOSE US? YOUR GOALS, OUR MISSION

- We Are A USAID New Partner (NPI) And A Minority-owned Small Business.
- · Agile And Outcome-focused, With Roots In Washington, Dc, And Branches Across The Mena Region .
- · Broad Mena Network Connecting People And Organizations.
- · Client-centric Approach: Your Success Is Our Mission.



## OUR CLENTS

### Founders delivered projects for the following Partners











12

















12/19/23 www.jabiconsulting.com

## OUR CLIENTS AND PROJECT(1/4)

#### • MSI/Tetra Tech:

- Engaged In A Wide Range Of Business Development Activities The MENA Region.
- Conducted Assessments And Evaluations In The Youth And DRG Sector In Mena Region.

#### · The World Bank:

- Conducted Extensive Research And Designed A Framework:
   To Draft Nine Case Studies.
- Explored The Impact Of Technology On Entrepreneurship Across The Mena.



## OUR CLIENTS AND PROJECT(2/4)

#### · Social Impact/USAID:

- Contributed To An Extensive USAID-funded Regional Research Project.
- · Led Two Of The Research Questions On 9 Countries Of The Mena Region.
- Examined Transition In Secondary Education Across Nine Countries In The Mena Region.

#### · Creative Associate:

• Led The Design And Proposal Of A \$25 Million TVET Program In The Mena Region.

#### · Panagora Group:

• Spearheaded The Design And Capture Of A \$26 Million Mel Activity In The Mena Region.

## OUR CLIENTS AND PROJECT (3/4)

#### • Palladium:

· led the research and design of a global youth and workforce strategy.

#### • Helvetaz:

• designed a model to engage 173 municipalities across the MENA region, focusing on providing livelihoods to local communities.

#### • IBTCI:

• led the design and implementation of a proposal for a third-party monitoring program in the MENA.



## OUR CLIENTS AND PROJECT(4/4)

#### • I L O :

· led the research and design of a TEVT strategy for Syria, Lebanon, and Yemen.

#### • UNOPS:

• took the lead in designing a partnership strategy in the MENA region and launched a green economy initiative in the MENA region.

#### • Chemonics:

• contributed to the design and writing of a \$87 million economic growth project in the MENA region, which was subsequently awarded to Chemonics.

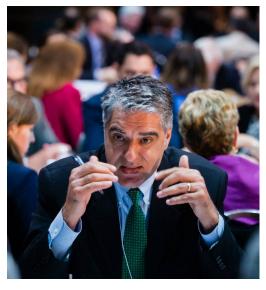


## OUR TEAM...









S A J I N A M A R I
T E C H N O L O G Y
O F F I C E R
L I N K E D I N

M I R I A M F R I E D M A N R E S E A R C H A S S O C I A T E W A S H I N G T O N , D C L I N K E D I N

M I C H E L B U R E T S E N I O R A S S O C I A T E N O R T H A F R I C A L I N K E D I N

HISHAM JABI
FOUNDER AND CEO
WASHINGTON, CD
LINKEDIN



## OUR TEAM...









M A R I N A F A N N I N G S E N I O R A D V I S O R W A S H I N G T O N , D C L I N K E D I N

JENNIFER
WESTBERG
SENIOR WRITER
WASHINGTON, DC

L A R R Y G A R B E R
F O R M E R U S A I D
M I S S I O N D I R E C T O R
S E N I O R A D V I S O R

L I N K E D I N



## **OUR TEAM**



Jim Winkler Senior Economic Growth Advisor, Linkedin



Catherine Lane,
Positive Youth
Development
Linkedin



Sophie Arbaugh
Research
Consultant
Linkedin



Hisham Kassam,
Phd, Ai Expert
Washington, Dc
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