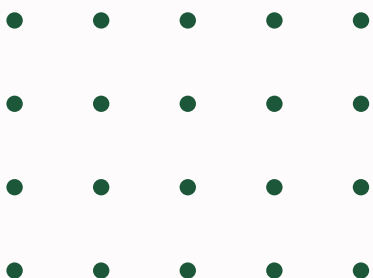


Corporate Capability Statement

MNM Global Partners LLC

<https://mnm.global/index.php>



Content

01

About us

02

Business Pillars

03

Capacity statement

04

Our Business model

05

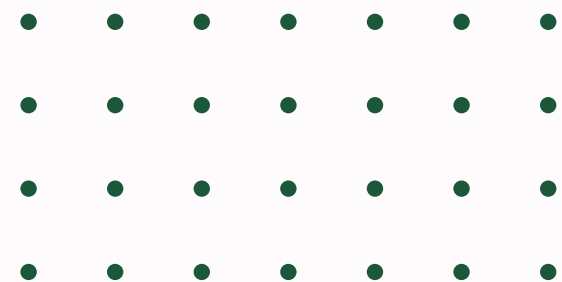
Core competency

06

Experience

07

Contact



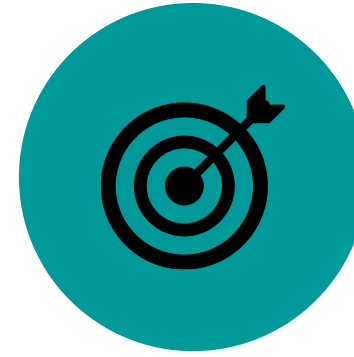
About US

We are MNM Global Partners LLC established and registered in the State of Delaware in the USA, in the year 2020 and registered in Ethiopia and Uganda in 2022. Our firm provides cutting-edge professional services to the public, private, and humanitarian and development organizations.

MNM Global Partners founders collectively bring over 65 years of market systems development and senior leadership experiences in the public, private sector, and humanitarian and development organizations. We have direct and hands-on experience in the East Africa, and parts of West and Southern Africa Regions.

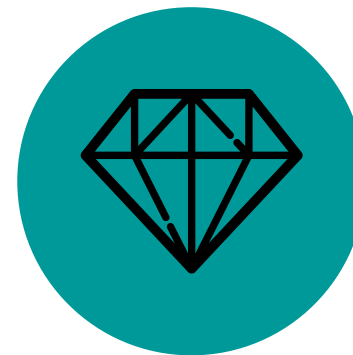
We deliver our services in the form of partnership, long and short-term strategic backstopping, training, coaching and mentoring services and development of toolkits, guidelines, and many other technical assistances.

Business Pillars



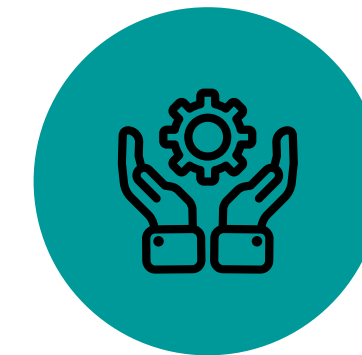
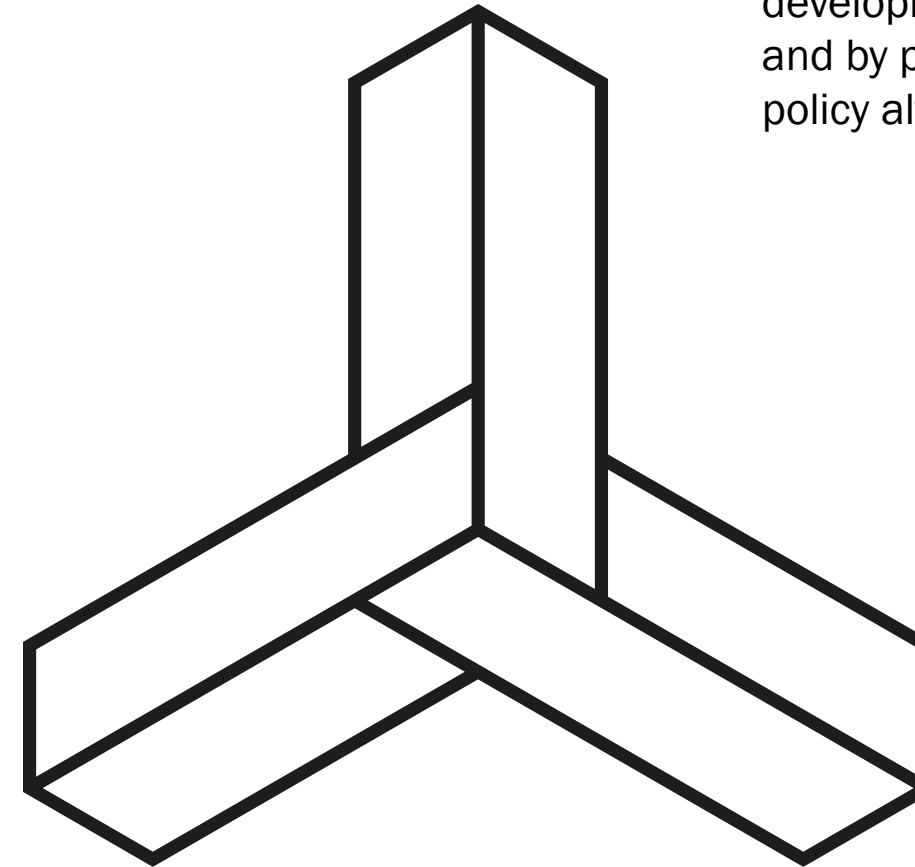
Mission

We exist to support and influence global development actors to reimagine and recalibrate their approaches. We aim to achieve our mission through imparting systems development knowledge and skills and by providing the best toolkits, and policy alternatives.



Value

Agility
Creativity
Partnership
Professional integrity
Practicality
Professionalism



Capabilities

Our explicit offer among others is in the fields of market system development, public-private sector investment strategy, resilience building, livelihoods and food security, monitoring, evaluation and learning, policy research and practical capacity building programs.

CAPACITY STATEMENT: WHY SELECT MNM GLOBAL PARTNERS

MNM through its agile team and network of consultants and partners around the world always strive to provide creative and disruptive solutions that are practical to solve global development challenges. With utmost professional integrity, we are committed to preserve the trust of our clients.

Our explicit expertise among others include in the fields of market system development (MSD), graduation approach, public-private sector engagement and investment strategy, resilience building, livelihoods and food security, monitoring, evaluation and learning, diagnostic market research and practical MSD and business development capacity building programs.

We have specialized and customizable tools to provide a range of services including market systems development training, market and socio-political diagnostic research, feasibility studies, program design and reviews, impact evaluations, and business plan and investment strategy development. We have widely applied strategic and comprehensive sector selection tool to help developing organizations rationally select different value chains/markets that benefit the poor/disadvantaged, economy and environment.

We bring proven experience and expertise in managing complex, multisectoral and multimillion Dollars MSD programs in some of the volatile, protracted crisis settings and thin markets in east, southern and west Africa. Our consultants have vast experiences working with multiple donors. We are guided by core principles of agile and adaptive program management that has proven to be instrumental in our professional careers operating in a dynamic and rapid changing context including those affected by conflict, displacement and with limited private sector actors. Currently, we are providing strategic backstopping to DAI and their partners under the IKEA Foundation Funded program called SMILES. Our service include in graduation and MSD integration though MSD training, diagnostic market research, value chain analysis, private sector engagement, results measurement and learning are among other technical supports.

Our business model

We tap into a global network of high caliber associates (consultants) with several years of experiences in diverse professional expertise across multiple continents.

We also partner with other like-minded institutions to ensure complementarities for effective technical assistance and greater impact.



MNM consultants' core competencies



01 MNM has a highly experienced, dynamic, focused, and professional team members who are passionate about advancing MSD approaches to a range of sectors including Agriculture and Livestock, MSME, Financial services, Construction, Tourism, labour market (Skilling and Employment), Energy, Climate Change Adaptation and Resilience building



02 Extensive MSD, complex program management and leadership experiences as well as advanced trainings in systems thinking, adaptive management, private sector development, financial inclusion, youth and gender development, MNM team has the skills to strategically backstop



03 Flexible and responsive team with efficient system to ensure workflow and need based/tailored technical support.

Market systems Development Approach

- MSD Program implementation
- Diagnostic market research
- Value chain analysis
- Results measurement
- MSD Training and coaching

Graduation approach

Strategic backstopping in integration of MSD and graduation approach

Food security and resilience

- Agriculture, livestock and non-agric and climate smart livelihoods programming
- DRR and early warning System

Nutrition

Nutrition sensitive agriculture, behavioral change and communications



Business support services

- Business development services
- Access to finance
- Energy
- Entrepreneurship
- Enabling environment
- Policy

Research Knowledge management

- Research and learning
- Adaptive management
- Political economy analysis

Watershed and natural resource management

- Geospatial modeling
- Natural resource conservation
- Circular economy

WASH

- Market facing WASH programming

MNM Global Founders Profile

[Netsaalem Bahiru Gebrie: Entrepreneur | Economist | Market Systems Development | International Finance | Agriculture | Food Security | Founder and co-founder of 4 startup companies](#)

As MNM Managing Director and team leader of this assignment, Netsaalem brings over 18 years of proven experience with the private sector and international humanitarian and development organizations holding program management and technical leadership positions in Eastern and Southern Africa regions. With private companies and several International NGOs such as Mercy Corps, MEDA, TechnoServe, DAI Global and GOAL Global, Netsaalem managed multiple complex and market systems development program with a total portfolios value of over 200 million dollars funded by USAID, CIDA, SIDA, DFID, Shell Foundation, the Mastercard Foundation, and IKEA Foundation. The programmes he has managed reached and impacted over a million households and hundreds of large and medium enterprises. Netsaalem has designed and written 10 MSD programs as lead author and co-author which all except one were successfully funded by the donors. Netsaalem is certified in the Making Market Work for the poor (M4P) training conducted by Springfield centre, in Glasgow, UK, completed a one-year Entrepreneurial Leadership Program (ELP) with Portland State University and served as a core trainer in Economic and Market Development (M4P), Emergency Market Mapping and Analysis (EMMA), Minimum Economic Recovery Standard trainings (MERS) and TOT trainer on Cash Transfer Programming (CTP). Netsaalem holds a Master of Science degree in Finance (Major Economic Policy) from the University of London, a Master of Science degree in Rural Development and Agricultural Extension and a BA degree in Economics from Haramaya University, Ethiopia. He is the founder of ZIG Trading PLC and RE Technology Solutions, and co-founded MNM Global Partners and RGV Limited.

[Mesfin Ayele Molla: Market System Development Expert | Researcher | Thought Leader | Livelihoods | Resilience | Food Security | Project Management](#)

As Managing Partner of MNM Global Partners, Mesfin brings over 25 years of senior leadership experience in international development in Ethiopia, Sudan, and Uganda, Mesfin brings expertise in market systems development, resilience, livelihoods strengthening, food security and nutrition disaster risk management and policy research and evidence-based learning. His specific technical expertise includes design and management of market systems development programs, food security, agriculture and pastoral development, disaster risk reduction, and institutional capacity building programs with sound understanding of regulations and procedures, across a broad range of donors including USAID, DFID, EU, CIDA, Irish Aid, and the UN. With Tufts University in Uganda, Mesfin led resilience learning and coordination of development partners with a primary focus on policy research, knowledge management and coordination between donors, multilaterals, and Government of Uganda (GOU). Mesfin led and participated in multiple consultancy assignments to undertake baseline and endline assessments, program design, strategic planning, feasibility studies, training, organizational capacity and needs assessment missions. Mesfin holds a Master of Arts degree in Development Studies from Addis Ababa University, MBA+ certificate in Entrepreneurial Leadership Program (ELP) from Portland State University and a BSc in Agriculture from Alemaya University.

[Melaku Yirga Lemma: International development | Leadership | Complex program management | Market systems development expert | Resilience | Financial services](#)

As MNM Managing Partner Melaku Yirga brings over 20 years of experience in designing, and leading strategies to build resilient market systems in over 12 countries in Africa including Ethiopia, Kenya, Nigeria, Somalia, South Sudan, Sudan, and Uganda. He offers deep experience in implementation, results, and management of high-profile portfolio of MSD programming. Along with excellent program management skills, Melaku is also highly adept in technical implementation, experienced in the areas of market systems development (MSD), financial inclusion, agriculture, gender equity and social inclusion, youth and workforce development, resilience, food security, peacebuilding, and monitoring and evaluation (M&E).

Trained and certified professional in M4P from the Springfield Centre, Melaku has demonstrated experience in mentoring and coaching teams in MSD facilitation and leadership. He has completed a yearlong Entrepreneurial Leadership Program from Portland State University, attended high profile Leadership Development Program (PDP) from the Centre for Creative Leadership, and recently completed Master's Degree in International Business Administration from the University of London, School of Oriental and African Studies (SOAS). Melaku has also Master's degree in Rural Development.

MNM Founders and consultants' donor and organizational experience

Donors

USAID
EU
DIFD/FCDO
UN
SIDA
CIDA
GIZ

Donors

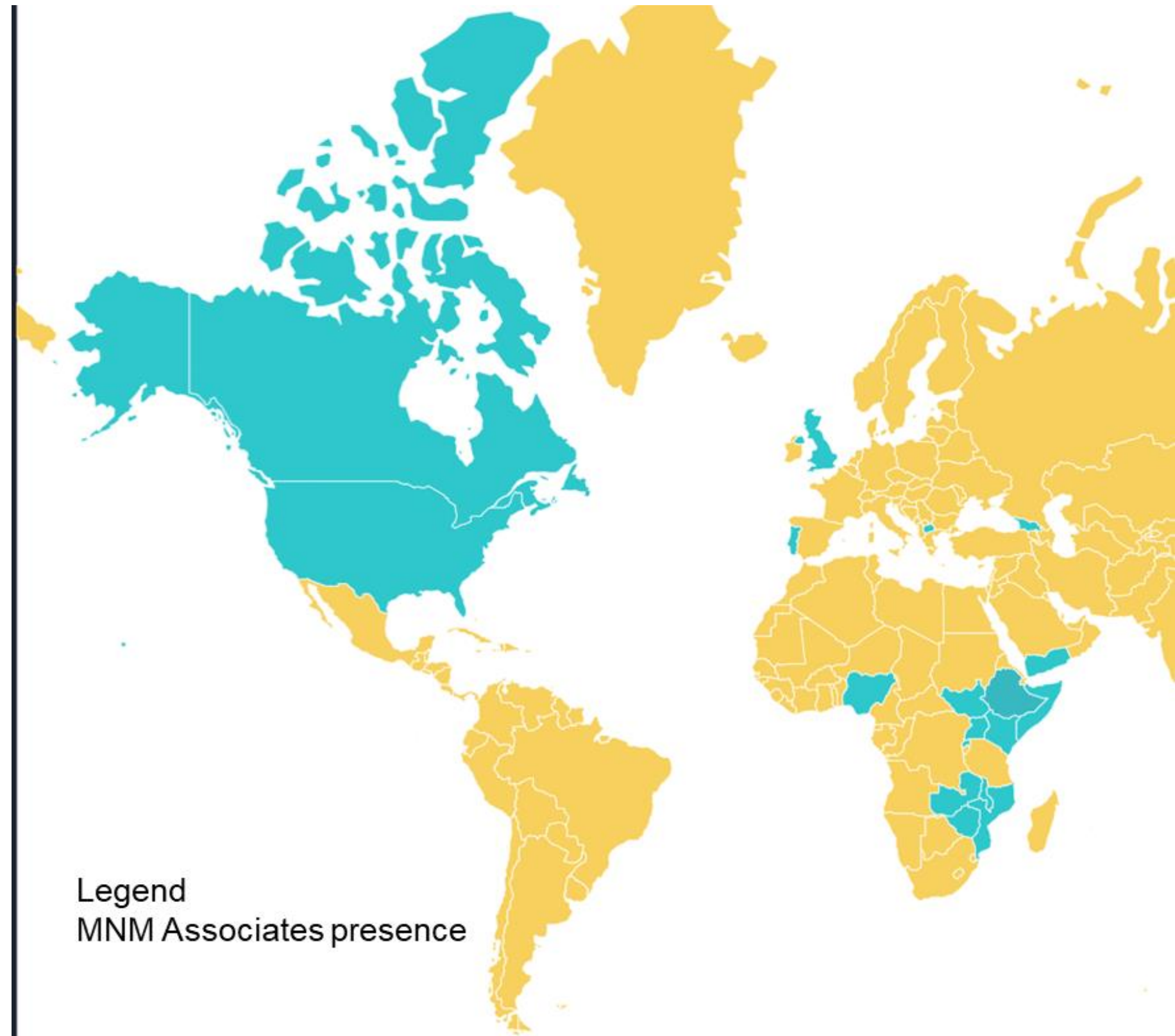
Irish Aid
NORAD
SDC
World Bank
IKEA Foundation
Mastercard Foundation

Organizations

DAI
GOAL
CRS
AVSI
Mercy Corps
Icipe
CIMMYT
Tufts University
TechnoServe

MNM Consultants network

[MNM Global Partners](#) has a network of [associates](#) with extensive experiences of designing, and leading MSD with a variety of international organizations and private businesses in several countries, which gives us invaluable insights to the challenges of promoting sustainable development.



CONTACT US



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