

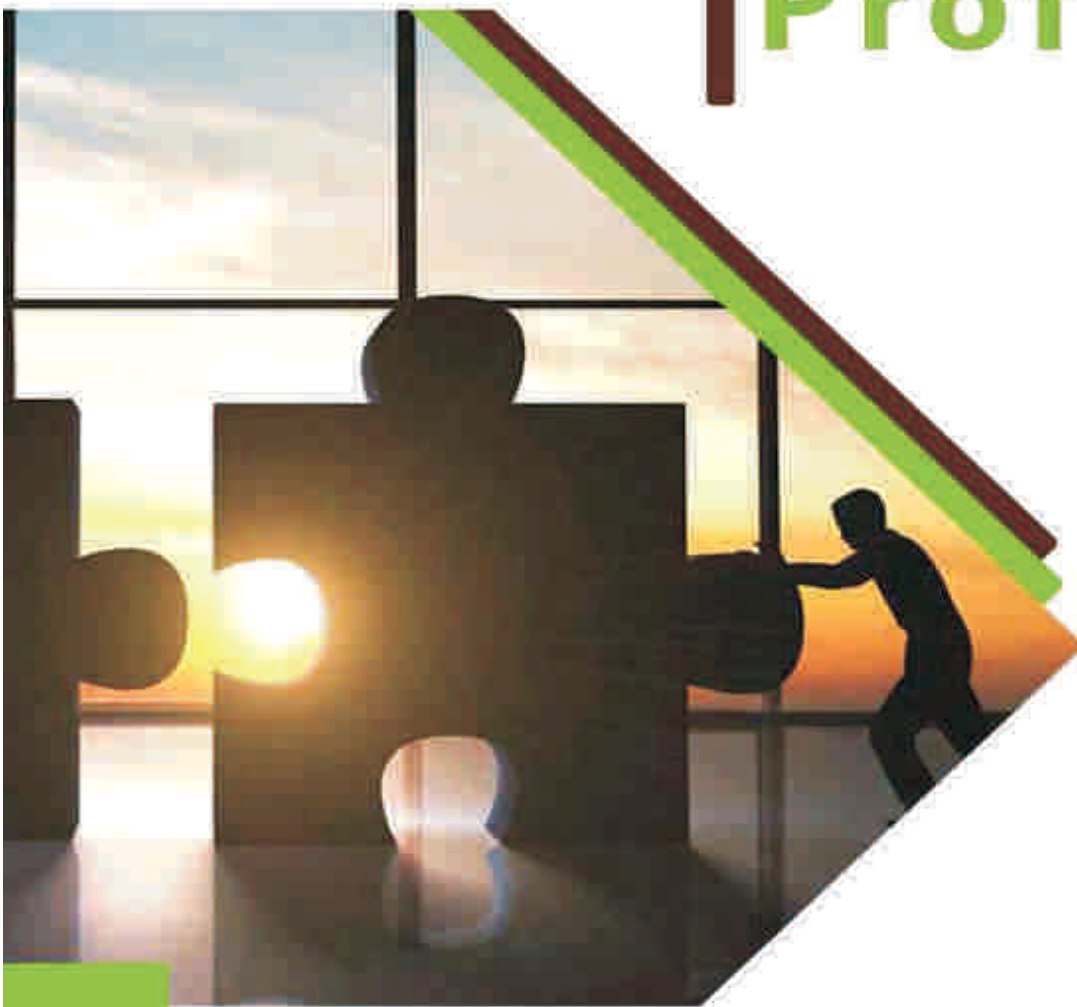


Shaping the Future Together!

GLOBOPPOINT

— CONSULTANTS LIMITED —

Company Profile



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COMPANY HISTORY

Company History

Globopoint Consultants Limited was established in early 2018 as a Training, Research and Consultancy services provider duly registered under the Companies Act 2015 as a private limited company registration number PVT-3QUQB5Y.

The company is registered with National Industrial Training Authority (NITA/TRN/1460) and Institute of Human Resource Management (C00390) as a certified training provider and a Human Resource Practitioner respectively. The firm is geared towards facilitation of business start-ups all through to a successful growth stage, prolonged and sustainable maturity stage and overseeing the turnaround process.

The firm has offices in Nairobi and Mombasa Kenya which serve the larger East African region and beyond. It boasts of an extensive and well established network of experienced professionals in various fields to ensure client satisfaction by offering dynamic, diverse and tailor-made solutions towards vision actualisation.

Company Niche

Corporates
County governments and parastatals
Non-governmental organizations (NGOs)
Small and medium enterprises (SMEs)
Youth and women groups
Potential investors and Entrepreneurs

Our Vision

A world class research, training and consultancy firm.

Our Mission

To provide professional, tailor made and value added solutions through in-depth research, result based training and top notch consultancy services for value addition and actualization that meets and surpasses stakeholders' expectations.

Our Goal

To generate and promote management Knowledge and practices through research, Training and Consultancy

Company Values

- Diversity
- Professionalism
- Collaboration
- Integrity
- Value Addition

CLIENT DATABASE

Kimisitu SACCO Ltd
Bandari SACCO Ltd
Stima SACCO Ltd
Chai SACCO Ltd
Acumen SACCO Ltd
Qwetu SACCO Ltd
Washa SACCO Ltd
Mombasa Port SACCO Ltd
NG-CDF Matuga Constituency
NG-CDF Msambweni Constituency
Lamu County Assembly
Taita Taveta County Government
Hola Municipality
Mavoko Water & Sanitation Co.
Likoni Community Development
Programme (LICODEP).

KPA Pension Scheme

Kenya Maritime Authority
Kenya Electricity Transmission Co. Ltd
National Aids Control Council (NACC)
CPF Financial Services Ltd
Chai Trading Company Ltd.
Freight Forwarders (K) Ltd
Minibakeries (Msa) Limited
Group 4 Security Ltd.
Unigrain Limited
Prime Power Batteries East Africa Ltd
Premium Energy Limited
Megha Marketing (EA) Ltd
All Saints Cathedral Church Nairobi
All Saints Cathedral Schools
Vision Homes Ltd
Premium Fuels Kenya Ltd
Truckers Paradise Ltd
Shaaban Law Firm



COMPANY STAFF PROFILES



DR. WANDERA OGWOBO Ph.D., MICPAK, MIHRM

Dr. Wandera is an accomplished professional with backgrounds in Strategic management, Accounting and Finance, Corporate Governance and Human Resource. He is a certified Human resource professional, certified Public Accountant and certified Secretary. He has over 10 years working experience in private and public sectors.



DR. LUBALE GABRIEL Ph.D., MIHRM

He is a practicing Human Resource Professional registered and licensed by the Institute of Human Resource Management of Kenya with a strong background in Strategic Management, Human Resource and Supply Chain Management. He has over 15 years' experience in training and consultancy.



MR. GEORGE BINK (MA, BA, MKIM)

He holds a Bachelors and Master degree in Sociology (Community Development) with over 35 years training and consultancy experience in Private and Public sectors, NGOs and Multi-national corporations.



MR. HUMPHREY OKUKU

A highly experienced governance specialist with a wealth of experience in administration, human resource and devolution matters. Humphrey has over 20 years' experience in active public administration and governance, training and consultancy.



MR. PETER KAMAU (MBA, BSc)

A champion in competency based training with vast experience in managing local and international learning partners, delivering quality training to corporates and producing high-end company documentations, Mr. Peter presents diversity and a keen, analytical eye desired by the company in training and consultancy work.

OUR SERVICES

1. Globopoint Consultancy Services

- Turnaround Management
- Business Startups
- Liquidation Management
- Development of Strategic Plans
- Organization charter
- Policy Documents
- Professional development
- Succession planning
- Performance Management
- Monitoring and evaluation

2. Globopoint Training Services

- Entrepreneurship Skills
- Corporate Governance skills
- Sales and Marketing skills
- Finance and Accounting skills
- Growth and Development skills
- Human Resource Practice and Management skills
- Operations and Productivity
- Management and Public relations skills
- Procurement and Logistics Management skills
- Customer care

3. Research Services

- Market Penetration
- Product and Concept Testing
- Baseline Surveys
- Stakeholder Forums
- Customer Satisfaction Surveys
- Employee attitude
- Satisfaction surveys
- Tariff reviews
- Business set-up research

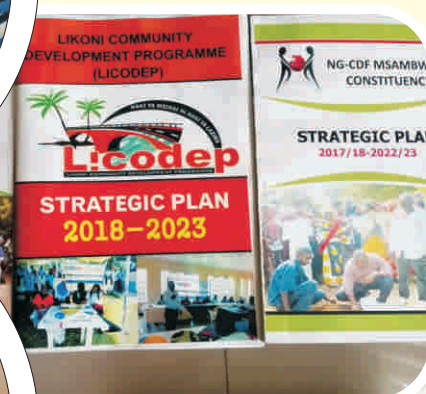
4. Secretarial Services

- Governance Services
- Governance Audits and Compliance
- Corporate Secretarial Practice
- Business Registration Services
- Company Documentations

5. Human Resource Services

- HR Training with CPD Points
- CV Sourcing, Talent Search and Placement Services
- HR Administration & Audit Services
- HR Consultancy Services
- HR Research Services

GALLERY



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2023 TRAINING PROFILE

Client	Event	Period
Tembo SACCO Ltd	Business Intelligence and Knowledge Management	26 th -28 th Nov
Tembo SACCO Ltd	Effective Credit Administration and Debt Management Program	13 th -17 th Nov
Zoghoi SACCO Ltd	Credit Policy Implementation and Risk Management Program	28 th Oct
Kenpipe SACCO Ltd	Effective Credit Administration and Debt Management Program	23 rd -27 th Oct
Kenya Ports Authority	Bay Plan Program (Cohort 2)	11 th -13 th Sep
Kenya Ports Authority	Bay Plan Program (Cohort 1)	4 th -6 th Sep
Bandari SACCO Ltd	Emotional Intelligence Program	14 th -18 th Aug
Bandari SACCO Ltd	KYC, AML & Impersonation Program	14 th -18 th Aug
Chai SACCO Ltd	Human Resource Capacity Building Program	14 th -18 th Aug
Bank of Uganda	Communication Strategies and Digital Content Management	7 th -11 th Aug
Bandari SACCO Ltd	Cash and Treasury Management	7 th -11 th Aug
Bandari SACCO Ltd	Digital Marketing- Disruptive Program	7 th -11 th Aug
Skyline SACCO ltd	Strategic Leadership and Governance Program	31 st -4 th Aug
Bandari SACCO Ltd	Strategic Leadership and Governance Program	31 st -4 th Aug
CPF Financial Services	E-Marketing Program	24 th -28 th July
Mavoko Water & Sanitation Co.	Enhancement of Revenue Collection in Water companies	17 th -21 st July
Bandari SACCO Ltd	Corporate Communication and Report Writing Program	17 th -21 st July
Washa SACCO Ltd	Customer Service Excellence Program	15 th July

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Client	Event	Period
Bizsmart Enterprises Ltd	Performance Improvement Program	10 th -21 st July
Premium Energy Ltd	Effective Communication Program	8 th July
Chai SACCO Ltd	Coaching, Mentorship and Counseling Program	3 rd -7 th July
Chai SACCO Ltd	Strategic Masterclass Marketing for Strategic Managers	19 th -23 rd June
Chai SACCO Ltd	Emotional Intelligence for Improved productivity	12 th -16 th June
Chai SACCO Ltd	Strategic Leadership Program	12 th -16 th June
Stima SACCO Ltd	Emotional Intelligence for Improved productivity	12 th -16 th June
Washa SACCO Ltd	Members Education Day	3 rd June
Chai SACCO Ltd	Mastering Credit Administration and Debt Collection in SACCOs	22 nd -26 th May
Stima SACCO Ltd	Legislation and Quality Assurance in Record Management	8 th -12 th May
Chai Trading Company Ltd	Legislation and Quality Assurance in Record Management	8 th -12 th May
Kenpipe SACCO Ltd	Business Process Analysis and Modelling	8 th -12 th May
Chai SACCO Ltd	Implementation of Procurement Laws and Regulation	1 st -5 th May
Kenpipe SACCO Ltd	Data Protection and Cyber Security Program	24 th -28 th Apr
Washa SACCO Ltd	Delegates Empowerment Training	22 nd April
Kenpipe SACCO Ltd	Debt Collection, Recovery, Negotiation and Credit Control Management	17 th -21 st Apr
Chai SACCO Ltd	Advanced Strategic Leadership Program	10 th – 14 th Apr
Chai SACCO Ltd	Customer Experience Management	27 th -31 st Mar
Kabarak University	Performance Improvement Training	3 rd - 4 th March
Mombasa Port SACCO	Social and Financial Literacy Program for Retirees	20 th -24 th Feb
Kenpipe SACCO Ltd	SACCO Records management and Information Security Training	20 th -24 th Feb
Megha Marketing Ltd	Training on Integrity	18 th Feb

2023 CONSULTANCY WORK PROFILE

Client	Event	Period
NG-CDF Matuga Constituency	Strategic Plan 2023-2027	Nov-Dec
NG-CDF Lamu West Constituency	Strategic Plan 2023-2027	Oct-Nov
NG-CDF Likoni Constituency	Strategic Plan 2023-2027	Oct-Nov
NG-CDF Mwatate Constituency	Strategic Plan 2023-2027	July-Aug
County Government of Busia	ICT Plan	June-July
County Government of Busia	Debt Management Policy document	June-July
County Government of Busia	Public Participation Policy document	June-July
Unigrain Equipment Ltd	Website	June
NG-CDF Msambweni Constituency	Strategic Plan 2023-2027	May-June
Bukhakunga Secondary School	Strategic Plan 2024 - 2028	Apr-May



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2022 TRAINING PROFILE

Client	Event	Period
Acumen SACCO Ltd	Leadership and Governance Training	31 st - 4 th Nov
Kimisitu SACCO Ltd	Sales and Marketing for Improved Results	26 th -30 th Sept
CPF Financial Services	Proposal Development, Project Planning and Management	19 -23 Sept
Megha Marketing Ltd	Data Manipulation using Excel	5 th -19 th Sep
Bandari SACCO Ltd	Credit Administration and Effective Debt Recovery	12 th -16 th Sep
Chai SACCO Ltd	Effective Negotiation and Relationship Management Training.	7 th -9 th Sep
Chai SACCO Ltd	High Impact Sales Skills	19 th -22 nd July
KPA Pension Scheme	Team Building Event	14 th -16 th July
Chai SACCO Ltd	Treasury and Risk Management	11 th -15 th July
Qwetu SACCO Ltd	Team Development and Management Skills	11 th -15 th July
Bandari SACCO Ltd	Strategic Financing and Investment Decisions	11 th -15 th July
Chai SACCO Ltd	Credit Administration and Effective Debt Recovery	21 th -24 th June
Qwetu SACCO Ltd	Customer Experience Management	20 th -24 th June
Bandari SACCO Ltd	Business Analytics using Excel	13 th -17 th June
Chai SACCO Ltd	Customer Experience Management	13 th -17 th June
Qwetu SACCO Ltd	Sales and negotiation skills	7 th -9 th June
Washa SACCO Ltd	Members' Education	4 th June
Mavoko Water & San Co	Credit Administration and Effective Debt Recovery	23 rd -27 th May
Bandari SACCO Ltd	E-Records Management and Registry	23 rd -26 th May

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Client	Event	Period
Bandari SACCO Ltd	Looking Beyond Numbers: The Future of Financial Reporting in SACCOS	17 th -20 th May
Bandari SACCO Ltd	Procurement Fraud, Audit and Investigation	16 th -20 th May
Bandari SACCO Ltd	Sales and Marketing Excellence	16 th -20 th May
Bandari SACCO Ltd	Advanced KYC to Mitigate Fraud and Forgery, Money Laundering and Impersonation	9 th – 13 th May
Chai SACCO Ltd	Advanced KYC to Mitigate Fraud and Forgery, Money Laundering and Impersonation	9 th – 13 th May
Qwetu SACCO Ltd	Sales and Marketing Excellence	9 th – 13 th May
Bandari SACCO Ltd	Sales and Marketing Excellence	9 th – 13 th May
Bandari SACCO Ltd	Public Procurement Principles, Regulations and Implementation	2 nd -6 th May
Freight Forwarders K Ltd	Finance for Non-Finance Managers	12 th -14 th April
Mombasa Port SACCO	Pre-retirement Program	18 th -22 nd Apr



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2022 CONSULTANCY WORK PROFILE

Client	Event	Period
KUPA Kenya Ltd	Strategic Plan 2023 -2027	August
Mohamed Ali Girls' Secondary	Strategic Plan 2023 -2027	April
Sheikh Khalifa Schools	Accounting Manual	March
NG-CDF Mwatate Constituency	Strategic Plan 2023 -2027	July-Aug
County Government of Busia	ICT Plan	June-July

2021 TRAINING PROFILE

Client	Event	Period
Stima Sacco Limited	Anti-Money Laundering & Combating Financial Crimes Forum	14 th -16 th Dec
Stima Sacco Limited	Personal Financial Management	14 th Dec
Premium Fuels Kenya	Customer Excellence and Supervisory Skills	11 th Dec
Stima Sacco Limited	Fundamentals of Effective Risk and Security Management Program	29 th - 3 rd Dec
Stima Sacco Limited	Credit Administration and Legal issues in Debt Management	22 th - 25 th Nov
Stima Sacco Limited	Advanced Excel Training	15 th -17 th Nov
Stima Sacco Limited	Emotional Intelligence Skills	8 th -12 th Nov
Stima Sacco Limited	SACCO Legal Framework	8 th – 10 th Nov
Stima Sacco Limited	Records Management and Process Documentation	1 st - 5 th Nov
KETRACO Ltd	Effective Communication and Public Speaking	18 th -29 th Oct
Chai Trading Co. Ltd	Employee relations training	23 rd – 25 th Oct
Stima Sacco Limited	Credit Administration, Delinquency and Portfolio Risk Management	19 th – 22 nd Oct
Bandari Sacco Ltd	Excellence in Office Management Program	16 th -17 th Oct
Bandari Sacco Ltd	Credit Administration, Delinquency and Portfolio Risk Management	11 th -15 th Oct
Bandari Sacco Ltd	Corporate Affairs and Community Relations	11 th -15 th Oct
Bandari Sacco Ltd	Financial Modelling Training	20 th -24 th Sep
Bandari Sacco Ltd	Product Management Training	13 th -17 th Sep
Stima Sacco Limited	Credit Analysis and Debt Management Program	13 th -17 th Sep
Stima Sacco Limited	Credit Analysis and Debt Management Program	6 th -10 th Sept

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Client	Event	Period
Bandari Sacco Ltd	Advanced management in practice	6th-10th Sep
Acumen Sacco Ltd	Strategic Agility and Governance Training	23rd-27th Aug
Bandari Sacco Ltd	Sacco Management Forum	23 rd - 27 th Aug
Washa Sacco Ltd	Washa SACCO Profile	9 th - 12 th Aug
Premium Fuels Kenya	Balanced Scorecard Training	24 th July
Mombasa Port Sacco	Financial Literacy and Entrepreneurial Mindset	19th-23rd July
Stima Sacco Limited	Advanced Excel Training	12 th -16 th July
Chai Trading Co. Ltd	Shipping, Logistics and Warehousing	6 th -11 th July
Mombasa Port Sacco	Pre-Retirement and Pension Planning Program	21 st – 25 th June
Hola Municipality	Integrated Development Plan Implementation	26 th – 30 th Apr
Chai Trading Co. Ltd	Data Analytics Training	4 th – 5 th Mar
Mini Bakeries (Msa) Ltd	Customer Service Training	21 st Feb
Mini Bakeries (Msa) Ltd	Conflict, Grievance and Discipline Management	4 th Feb



2021 CONSULTANCY WORK PROFILE

Client	Event	Period
Vision Homes Ltd	Strategic Plan 2022-2026	August
Washa Sacco Ltd	Credit Policy	May
Washa Sacco Ltd	Strategic Plan 2022-2026	May
Washa Sacco Ltd	Salary Survey and Structuring	April

2020 TRAINING PROFILE

Client	Event	Period
Hola Municipality	Governance training	2 – 6 Nov
Taita Taveta County	Finance and Procurement Staff Training on PPAD Act 2015	2 nd – 5 th June
National Aids Control Council (NACC)	Customer Service and Public Relations	09 th -20 th Mar
ACK All Saints Cathedral Schools	Performance Measurement using Balanced Scorecard	27 th Jan
ACK All Saints Cathedral Church	Performance Measurement using Balanced Scorecard	15 th Jan



2020 CONSULTANCY WORK PROFILE

Client	Event	Period
Kenzam Industries Ltd	Business Plan Development	July
Mombasa Port SACCO	Recruitment of Marketing Executives	June
Prime Power Batteries (EA) Ltd	Management Consultancy	Jan-June



2019 TRAINING PROFILE

Client	Event	Period
Lamu County Govt	Governance training	9 th – 11 th Dec
Hola Municipality	Financial Literacy Training	28 th – 30 th Oct
Taita Taveta County Assembly	Team Building Event	4 th – 6 th July
Chai Trading Co Ltd	Tea Sales and Marketing	27 th -28 th June

2019 CONSULTANCY WORK PROFILE

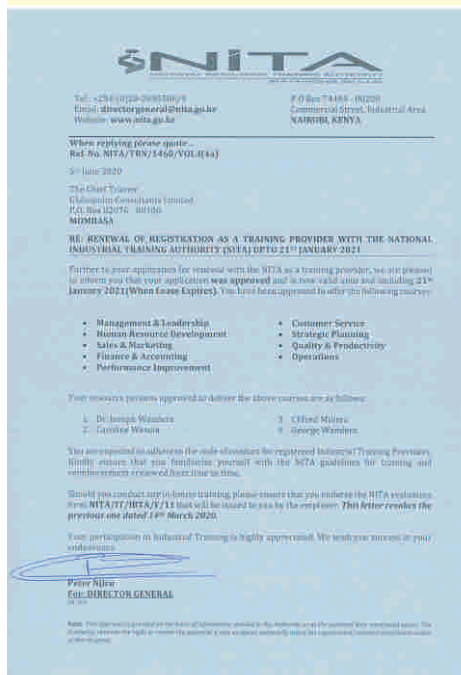
Client	Event	Period
CEDEGA NGO	Management Consultancy	Jan-Dec
Prime Power Batteries (EA) Ltd	Management Consultancy	Jan-Dec


2018 TRAINING PROFILE


Client	Event	Period
Unigrain Equipment Ltd	Human Resource Capacity Building	November
Lamu County Govt	Human Resource Capacity Building	November
Chai Trading Co Ltd	Human Resource Capacity Building	November

2018 CONSULTANCY WORK PROFILE

Client	Event	Period
NG-CDF Msambweni Constituency	Strategic Plan 2018-2022	Nov-Dec
Grain bulk handling Ltd	Research on Environmental Impact	Nov
Likoni Com. Dev. Program (LICODEP)	Strategic Plan 2018-2022	Oct- Nov
NG-CDF Matuga Constituency	Strategic Plan 2018-2022	May-Jun



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 **Nyerere Avenue,
 Maganjo Building,
 2nd Floor, Suite No. 1**

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 **Monrovia Street,
 Maendeleo House,
 6th Floor, Right Wing**

GET IN TOUCH

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