

COMPANY PROFILE



MARCO CONSULTING LIMITED

Knowledge. Excellence. Impact

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Full Company Name

Marco Consulting Limited

Short Name

MARCO

Legal Form

Private Limited Company — Federal Republic of Somalia

Year Established

2015

Managing Director

Abdirizak Adow Isak

Headquarters

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Geographic Reach

Federal Government + all 5 Federal Member States of Somalia



What Makes MARCO Different

- ▶ **Somalia-First Approach** — context, culture and relationships, not generic templates
- ▶ **International Quality Standards** — US DoS, ECHO, FCDO, UN agency benchmarks met on every deliverable
- ▶ **Full Programme Lifecycle** — one partner from project design through evaluation and learning
- ▶ **Rapid Field Mobilisation** — field teams deployable across all Somali states within 48–72 hours
- ▶ **Ethical Foundations** — safeguarding, Do No Harm, data protection built into every method
- ▶ **Multi-lingual Capability** — Somali, English, and Arabic across the full team

Marco Consulting Limited is a professionally managed, Somali-based management and development consultancy firm headquartered in Mogadishu, Somalia. Registered under the laws of the Federal Republic of Somalia, MARCO provides integrated advisory, technical, and implementation support services to humanitarian organisations, international and local NGOs, United Nations agencies, government ministries, bilateral donors, and commercial enterprises operating across Somalia and the broader East Africa region.

The firm was established in 2017 by experienced, multidisciplinary professionals with over 10 years of experience in both public and private sectors for consulting management and institutional development to fill a critical and persistent gap in Somalia's consulting market. Somalia is one of the most active and resource-intensive humanitarian and development environments on the African continent — yet for years, the high-value consulting work — evaluations, needs assessments, capacity building, proposal development — flowed predominantly to international firms with no genuine Somali presence, no language capability, and no authentic understanding of the local context. At the same time, many locally based consultancies lacked the technical methodology, document standards, and institutional infrastructure to compete for prime contracts from major INGOs and UN agencies.

Marco Consulting was built precisely to bridge this gap — combining the deep local knowledge, trusted relationships, and authentic contextual understanding of a genuinely Somali firm with the technical rigour, professional documentation standards, and methodological depth that international clients require. Every output produced by MARCO meets the bar set by the most demanding institutional clients.

OUR VISION

To be Somalia's most credible, trusted and impactful professional consulting firm — raising the standard of evidence-based advisory services across the Horn of Africa.

OUR MISSION

To provide rigorous, evidence-based consulting services that enable humanitarian organisations, governments, and development partners in Somalia to make better decisions and build lasting institutional capacity.

Our Core Values

PROFESSIONALISM

Rigorous methodology and quality benchmarks on every engagement.

INTEGRITY

Trust through transparency. We never promise what we cannot deliver.

CLIENT FOCUS

Every output immediately useful, contextually tailored, actionable.

TEAMWORK

Collective knowledge — we are stronger together than as individuals.

EXCELLENCE

Every deliverable reviewed against our highest standard before submission.

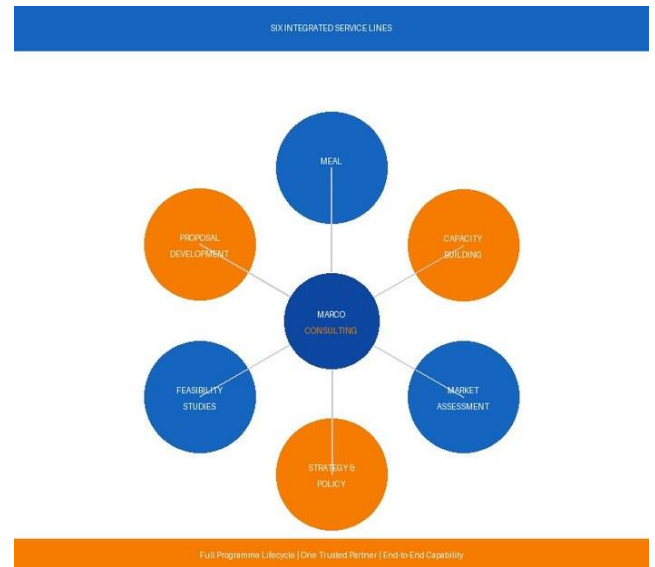
ETHICAL PRACTICE

Safeguarding, Do No Harm, and data protection built in from day one.

Marco Consulting's work is organised around six strategic focus areas that reflect the most critical needs of Somalia's development, humanitarian, and governance landscape. These focus areas guide our consulting approaches, shape the expertise we develop and recruit, and determine the sectors in which we invest to build deep, specialised, and sustainable institutional capability.

- 01 **Corporate Development & Financial Management**
- 02 **Education, Knowledge Management & Training**
- 03 **Humanitarian and Development Nexus**
- 04 **Market Research and Analysis**
- 05 **Monitoring, Evaluation and Learning (MEL)**
- 06 **Governance, Strategic Planning & Reforms**

Marco Consulting Limited provides six integrated consulting service lines designed to serve the complete programme lifecycle. Each service line can operate independently or in combination, giving clients a single, accountable, high-quality partner across every stage of programme delivery. MARCO builds solutions grounded in the location's specific political economy, security context, community dynamics, and donor environment.



01 Monitoring, Evaluation, Accountability & Learning

03 Market Assessments and Value Chain Analysis

05 Feasibility Studies and Business Case Development

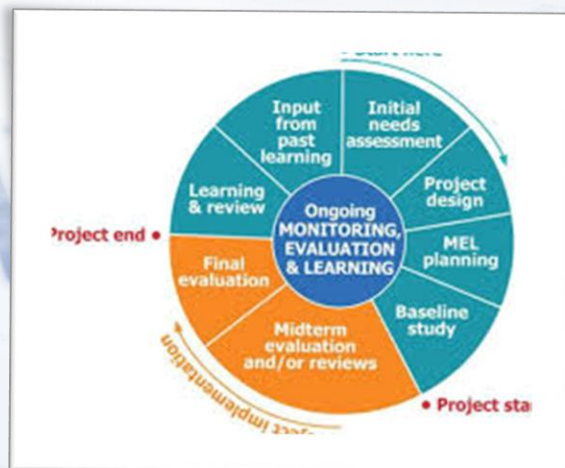
02 Capacity Building and Professional Training

04 Strategy, Policy and Institutional Advisory

06 Project Design, Proposal Development & Resource Mobilisation

Service 01 of 06

MARCO delivers robust, context-adapted MEAL systems for humanitarian and development programmes across Somalia. Our practitioners combine quantitative rigour with qualitative depth, producing findings that are credible, analytically sound, and defensible under the most exacting donor scrutiny



- Programme design and theory of change development
- Baseline, midterm, and endline survey design and implementation
- Real-time monitoring system (RTMS) design and management
- Data quality audits (DQA) and triangulation verification
- Accountability to Affected Populations (AAP) mechanisms
- Feedback, complaints, and response mechanism (FCRM)
- Third-party monitoring (TPM) for programme quality assurance

MARCO designs and delivers targeted capacity building interventions that measurably strengthen the technical and institutional capabilities of NGO staff, government officers, community leaders, and field practitioners. Our approach is adult-learning centred, contextually adapted to Somalia's environment, and linked to measurable capability improvements tracked over time.

Service 02 of 06

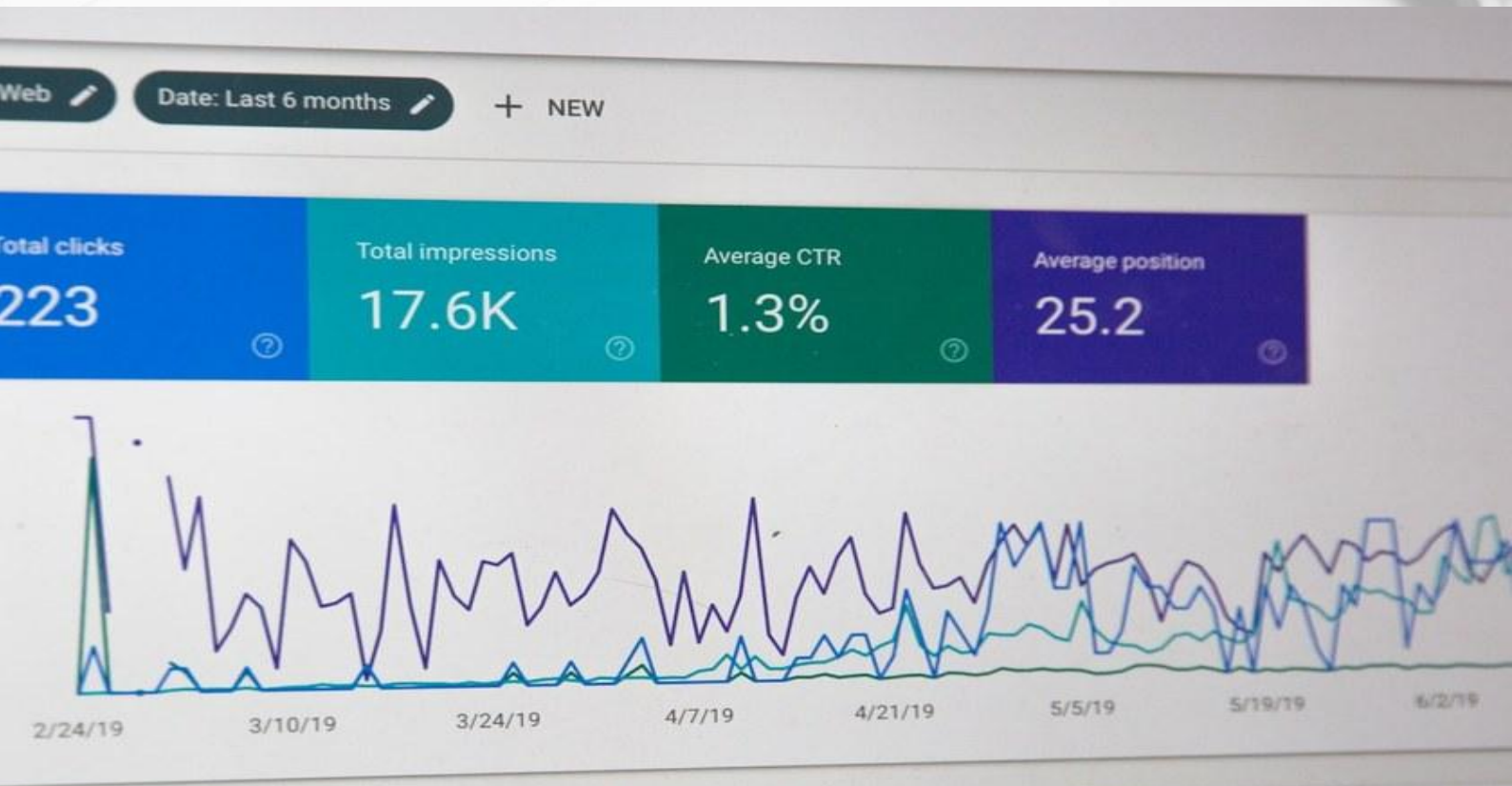
- Institutional and organisational capacity assessments
- Training needs analysis (TNA) and learning gap identification
- Design and delivery of training programmes across all sectors
- Training-of-Trainers (ToT) facilitation and certification
- Curriculum development and learning material production
- Mentoring, coaching, and on-the-job performance support



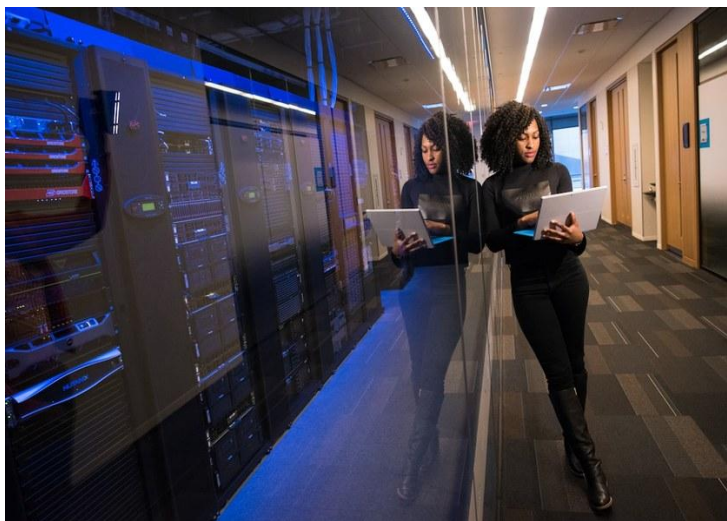
MARCO provides rigorous market systems analysis and value chain assessments that support livelihoods programming, private sector development, and economic recovery initiatives across Somalia. Our market intelligence enables organisations to design programmes that achieve genuine market integration, build private sector linkages, and deliver sustainable economic outcomes for vulnerable populations.

Service 03 of 06

- Market systems analysis using the M4P framework
- Value chain mapping, actor analysis, and constraints diagnosis
- Multi-location price monitoring and commodity market analysis
- Livelihoods programme market integration assessments
- Economic opportunity and employment market surveys
- Post-distribution monitoring (PDM) with price and quality tracking




MARCO provides strategic advisory to government ministries, public institutions, and development organisations that need to navigate complex governance environments, modernise institutional architecture, and develop policies that are both technically sound and politically viable in Somalia's challenging governance context. We work at federal and member state levels with equal competence.



Service 04 of 06


- Organisational strategy development and strategic planning
- Policy analysis, review, and reform advisory
- Institutional restructuring and transformation management
- Governance diagnostics and strengthening roadmaps
- Public financial management (PFM) systems advisory
- Stakeholder consultation and participatory planning





MARCO conducts rigorous technical and financial feasibility assessments that help organisations make sound investment decisions, design fundable programmes, and demonstrate the evidence base for new programmatic and capital initiatives. Our feasibility studies meet the standards required by major institutional investors, bilateral donors, and international development finance institutions.

Service 05 of 06

- Technical feasibility studies for infrastructure and programme investments
 - Financial feasibility analysis and cost-benefit assessment
 - Business case writing for programme and capital investments
 - Investment readiness assessments and due diligence
 - Social and environmental impact assessments (SEIA)
 - Pre-feasibility rapid assessments for concept note development
- 



MARCO provides end-to-end proposal development support that transforms strategic priorities into competitive, technically robust, and donor-compliant funding applications. Our specialists bring deep knowledge of the requirements of all major donors.

Service 06 of 06

- Full end-to-end technical proposal development for tenders and grants
- Theory of change (ToC) development with explicit causal logic
- Logical framework (logframe) and results framework design
- Budget development, financial narrative, and cost modelling
- Partner identification, consortium building, and MOU drafting
- Donor engagement strategy and pre-positioning advisory



MARCO's consulting approach is built on four foundational principles that translate directly into how we design, staff, implement, and report on every assignment. These are not abstract organisational values — they are operational commitments embedded in our methodologies, quality assurance processes, and client communication.



Context Before Template



Evidence Before Recommendation



Participation and Accountability



Quality With Timeliness

The following matrix reflects the thematic sectors within which MARCO's leadership team and associate consultant pool have direct, documented, and deployable capability and experience. Our sector knowledge is current — drawn from active engagements across the country since the firm's establishment in 2015



Food Security
& Livelihoods



Health and
Nutrition



Protection
and
Gender



Displacement
& Durable
Solutions



Private Sector
Development



WASH (Water,
Sanitation &
Hygiene)



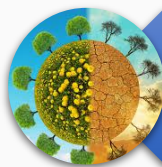
Education &
Skills
Development



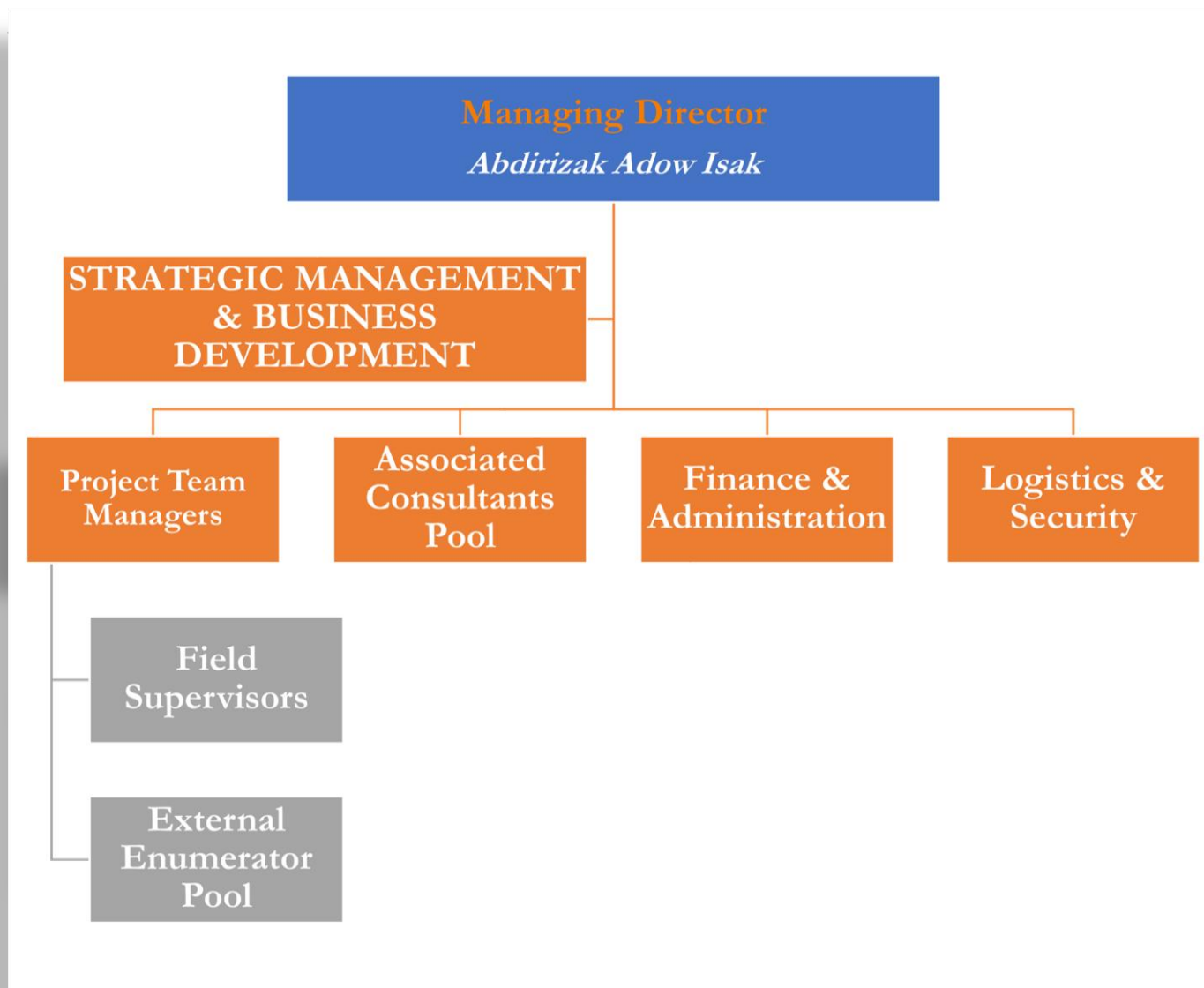
Governance &
Public
Administration



Early
Recovery &
Resilience



Environment
& Climate



International Quality Standards

01 Outputs structured to international MEAL and donor standards on every engagement.

Full Programme Lifecycle

02 From design through evaluation and capacity building — one trusted partner end-to-end.

Rapid Field Mobilisation

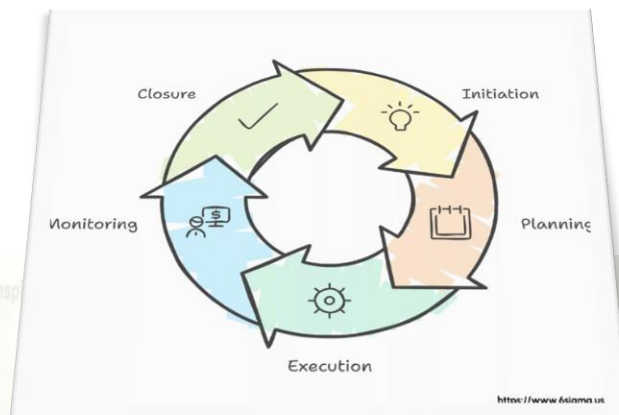
03 Field teams deployed across all regions in 48–72 hours. Security-coordinated and reliable.

Ethical Practice

04 Safeguarding, Do No Harm, data protection, and community accountability embedded in every methodology.

Transparent Pricing

05 Honest, realistic budgets. More qualified local expertise per dollar than any external competitor.



GET IN TOUCH

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Marco Consulting Limited
Professional Consulting Partner

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