

Reigniting Growth in Africa



REIGNITING GROWTH IN AFRICA



Niyi Yusuf - Managing Partner

Challenges in Africa provide growth opportunities to create uniquely African solutions.

‘For Africa, its people and communities, progress and real growth will be represented in meaningful dimensions of living standards - access to education, healthcare, financial services, gainful employment and livelihood’.

- In these unprecedented times, enterprises must work together at record speed and scale to take on the enormous challenges that now touch everyone, everywhere. It takes the right balance of innovative technology, human potential, inspirational entrepreneurship, stakeholders and capital to create sustainable competitive advantage and ignite a new level of continental transformation.
- Africa’s youthful demography can be both a consumer and talent boom to enable growth and a sustainable transformation of the continent.
- Opportunities exist for digitally fluent enterprises and governments in Africa to innovate, leverage proven experiences and local insights to take advantage of Africa’s inherent potentials to reignite growth and deliver abundance for all.



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HELPING AFRICAN ENTERPRISES AND GOVERNMENTS

Today's corporations and governments, entrepreneurs and public officials face a wide range of complex challenges, from navigating global pandemics, to market uncertainties, engaging regulators to automating complex internal processes while remaining resilient to evolving consumer demands.

These challenges require a blend of actions and strategies, from remaining resilient during VUCA periods, to being sensitive to identifying potential opportunities and quickly exploring them.

We help African-focused organisations to take advantage of the opportunities within the continent.



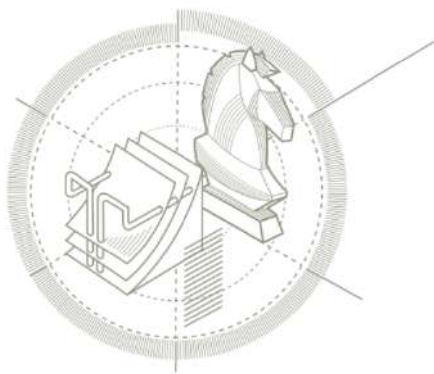
WHY VERRAKI?

Verraki is a proudly African company, formed by former leadership of Accenture Nigeria, to promote business solutions designed for Africa.

A fusion of two words: 'Versorium' (Latin for Turn Around) and 'Meraki' (Greek word used to describe the action of doing something with soul, creativity, pouring oneself into a task), Verraki aptly captures the essence of our company; to turn around African enterprises and governments via smart, future-focused solutions and business insights, new growth opportunities, helping to unleash their potential, turnaround their performance and achieve the seemingly impossible, with the sole goal of creating a better future for Africa.

Our motivation is the vision of an African continent that works and provides an enabling environment for its people and communities to thrive and excel.

Verraki partners with enterprises and governments to develop business solutions fit for purpose to unlock inherent potential of Africa and turnaround its performance.



Ver(sorium) + (Me)raki

Latin word for Turn Around, Pivot

Greek word used to describe the action of doing something with soul, creativity, pouring oneself into a task.

Our Vision

To be the transformation partner of choice for enterprises and governments seeking to create a better future.



Our Mission

We help enterprises and governments ignite opportunities, unleash their potential and embrace change to achieve the seemingly impossible

REIGNITING GROWTH IN THE SOCIAL SECTOR



BUILDING A TRANSGENERATIONAL, FUTURE-READY NGO

Sustaining a non-profit's vision and impact by rethinking its strategy.

Project

Association for Reproductive and Family Health Future Project

Solution

ARFH needed to define a comprehensive organizational strategy that would ensure effective organizational realignment, drive optimal revenue diversification and generation and help it to deliver sustainable growth and value.

A strategy retreat was also held with key stakeholders to jointly define a comprehensive transformation plan.

Background

Established in 1989, the **Association for Reproductive and Family Health (ARFH)** is a foremost, indigenous, non-governmental organization aiming to improve the quality of healthcare for underserved and vulnerable local communities.

ARFH's global and local strategic partnerships with Government and Non-Government Organisations have enabled the implementation of transformational reproductive health and developmental programs and interventions to drive disease prevention awareness and sustainable development in local communities.

ARFH has a national footprint and works across several states in all the geo-political zones. Leadership and central operations are based in Abuja with a large supporting office in Ibadan.

With the organization's early leaders transitioning to retirement, ARFH was at crossroads. Since its inception, the organization has experienced substantial growth; consequently, its foundational leaders want to improve the operations of ARFH, the sustainability of its mission and future growth.

Value delivered

At the end of the project, we successfully worked with ARFH to distill the organization's vision, mission, strategic objectives, and priorities and defined a set of organizational growth objectives (Revenue Mix, Capital Structure, Costs, etc.) and target services.

We identified gaps in the current organization and recommended ways to address the gaps. We also defined a new operating model which addressed their Leadership and Governance Arrangements, Revenue and Cost Structures, People and organizational arrangements, desired Culture, key Stakeholder Management Plan and an implementation roadmap to assist with the transition.

OUR VALUES

Our name embodies what we want to achieve for our clients, and how we want to work.

Our values describes the important elements of the culture of the firm, how we build trust within the firm and with our stakeholders, the beliefs and behavioral attributes exhibited by our people as we focus on helping African's enterprises and governments to unleash their potential and turnaround their performance.



Stewardship

We do not take short cuts and we responsibly manage things entrusted to us, to leave it in a better form than we met it. We have an owner mentality and act to continuously make our firm a better place to work in the future.

Partnership

We collaborate with our clients, communities, alliances, and ecosystem partners to share knowledge, assets, and resources to deliver value for our clients, stakeholders, and people.

People

We nurture our people and create a safe environment to ensure growth and performance delivery to our clients. We are talented, motivated, bold, agile, zestful, open-minded, risk-tolerant, long-term focused, ethical and resilient professionals who are committed to Africa and solving our intractable and seemingly impossible challenges.

Integrity

We always do the right thing. We have strong moral principles and honest work ethics that trump personal agendas.

Commitment

We believe in Africa's potential and in the transformation of Africa by Africans and are dedicated to making a difference in our society by building the Africa we want.

Excellence

We always deliver superior value to our stakeholders and execute flawlessly to exceed the expectations of our people and clients.

OUR VALUE PROPOSITION

Our deep industry experience, partnerships, delivery expertise and assets put us in a strong position to deliver superior value to our clients.

At Verraki, we:

Provide fit-for-purpose solutions

Have a partnership orientation

Deliver outcomes, not reports

Are client-centred and share risks

Solve for our clients and people

Provide products and platforms

Provide innovative solutions

WHAT WE DO

PORTFOLIO OF SERVICES

Technology



Technology Advisory

Technology Strategy
Enterprise Architecture
Infrastructure Consulting
IT Service Management
Programme and Project Management
IT Security

Application Services

System Integration
Application Maintenance
Packaged Application Deployment

Technology Solutions

Digital Strategy
Digital Marketing
Analytics | Social | Mobility
Cloud
User Interface and Experience
Mobile Application
Robotics Process Automation
Custom Application Development

Advisory



Business Strategy
Enterprise Transformation
Supply Chain Enablement
Business Process Improvement
Talent and Organizational Development
Customer Value Optimization
Growth Optimization
Strategic Cost Management
Due Diligence
Carve-out
PMI

Ventures



Incubation

Advisory Services
Applications and Platforms
Ecosystem Partnerships
Technology Support

Venture Studio

Innovation Management
Innovation as a Service

Strategic Investments

Capital
Capacity Building

Venture Build

Management Advisory
Product Evolution
Coaching and Mentoring
Network and Access
Growth and Scale
Acceleration to Market Success

REIGNITING GROWTH IN THE BANKING SECTOR

INTELLIGENT BUSINESS PROCESS AUTOMATION TO REINVENT BANKING OPERATIONS

Automation, culturally diverse teams, and analytics help a leading African bank improve operational efficiency and reduce significant costs.

Project

Newgen iBPS Upgrade and Implementation Project

Background

A leading multinational bank and financial services company in Nigeria embarked on an agenda to digitalize its key business processes to address inefficiencies in manually driven processes. Some of its objectives for the initiative was to:

- Improve efficiency in the coordination and monitoring of back-office and core processes
- Reduce paper-based processes
- Enable straight-through processing (**STP**) for improved Turn-Around-Time (**TAT**)

Solution

Verraki provided project management and delivery support for the digitalization of over 20 processes on the iBPS platform including the end-to-end digitalization of a core banking process –Temporary Overdraft (TOD) which involves processing an overdraft facility for Bank customers.

For this process, it is crucial to ensure adherence to the compliance rules for the product while ensuring that the tasks of respective teams are coordinated effectively to ensure that the customer gets the **TOD** funds on time.

Verraki

- Implemented the workflow for the coordinated routing of requests per defined business logic including mandatory checks and custom validation in line with a 'First Time Right' (**FTR**) principle to reduce re-work and multiple cycle times
- Implemented APIs to automate certain tasks like fetching account details and querying the customer's transaction history
- Automated previously manual tasks like the creation of associated documents like the offer letter, for improved processing speed and error reduction
- Configured features like notification and escalation for improved Turn-Around-Time (**TAT**)

Value delivered

Verraki was able to work with the financial services provider to:

- Standardize and automate processes for improved efficiency
- Reduce manual processing by the automation of key tasks e.g generation of offer letters, transaction posting
- Improve visibility, monitoring, and traceability on related processes
- Reduce turn-around time as users become more familiar with the solution

Verraki was able to ensure coordination of tasks across multiple workstreams to deliver impactful initiatives in support of the bank's digitalization agenda.

OUR MARKETS

Verraki provides solutions and services to clients in critical sectors of the economy and we go to market in 3 broad market facing groups.

CLIENTS



SERVICES SECTOR

Banking
Insurance
Fintech
Telecoms
Technology
Creatives



REAL SECTOR

Energy
Consumer Products
Transportation
Agriculture
Manufacturing
Cement
Trade – Retail, Logistics,
Warehousing
Real Estate



SOCIAL SECTOR

Public Sector
Health
Education
Not-for-profit

MILESTONES IN 2 YEARS

52

Number Of
Projects

16

Number of Partners,
Products and Solutions

82

Number Of
People
Deployed

32

Number Of
Clients

9

Number Of Clients Listed
On Stock Exchange

16

Industry
Sectors
Served

Banking & Financial Services, Capital Market, ICT, Telecoms, Health, Education, Waste Management, Transportation, Oil & Gas, Real Estate, Manufacturing, Payments, Entertainment, Government, NGO, ID Management.

REIGNITING GROWTH IN THE REAL SECTOR

ENHANCING OPERATIONAL EFFICIENCY FOR A MAJOR MULTINATIONAL CONGLOMERATE

Equipping an African multinational conglomerate with a resource planning system that is suitable for its scale, reach and goal to enhance their operational efficiency and productivity.

Project

An SAP® integration for a leading African multinational

Challenge

A large African multinational industrial conglomerate required a central system for resource planning to enable business processes and merge all critical functions of the business, including accounting, sales, productions, human resources, and finance, in an integrated environment.

The solution that Verraki provided

The SAP® system is an enterprise resource planning software that enables business processes, including accounting, sales, production, human resources, and finance, in an integrated environment.

Functional support and maintenance services were provided, and SAP® User issues were resolved by the Verraki team through a weekly review of tickets generated by the Service desk.

This resulted in a prompt resolution of End-user issues resulting in 80% of problems solved through a process that ensured that issues (referred to as tickets) were resolved in a timely manner via an automated generation of service management feedback, and immediate actions by Verraki Associates.

Value delivered

Verraki's extensive expertise with SAP® implementations, and experience helping organizations spearhead process improvements helped the client move from a highly decentralized, paper-based process to a centralized, automated process using workflow and an automated chart of authorization.

Verraki implemented and is supporting 14 modules of SAP® across 8 companies in the conglomerate. We maintained average 99.9% availability of the application in prior years, enabled seamless usage of the SAP® system by the users and significantly transform the client's operations while delivering meaningful results in key processes including Order To Cash, Record To Report, Hire to Retire etc.

OUR PEOPLE

LEADERSHIP

**Niyi Yusuf** - Managing Partner

Niyi is the Managing Partner, Verraki Partners and also leads the Social Sector practice. Niyi leads the firm in its mission to transform African enterprises and government via smart, future-focused solutions and business insights.

He served as the Country Managing Director for Accenture in Nigeria and was responsible for all aspects of the firm's strategy, team and operations.

Niyi holds a combined honours degree in Computer Science and Economics from Obafemi Awolowo University, Nigeria. Prior to Verraki, he has worked at Accenture, Arthur Andersen and JKK in a career spanning over 30 years.

Niyi has played critical roles in the establishment of industry infrastructure for the Nigerian banking industry including establishment of Interswitch, CRC Credit Bureau and Shared Service platforms.

Olaniyi.Yusuf@verraki.com

**Toluwaleke Adenmosun** - Senior Partner

Toluwaleke is a Senior Partner and she leads the Services Business.

As Managing Director, Accenture and lead of Financial Services, she led client advisory on full enterprise transformation, transformation planning, and corporate and business unit strategy.

A Chartered Accountant, Toluleke holds a bachelor's degree in Computer Science. Prior to Verraki, she has worked at Accenture and PriceWaterhouse in a career spanning 35 years.

Toluwaleke has led the transformation of 2 of the top 5 banks in sub-Saharan Africa including the merger and consolidation of multiple banks.

Toluwaleke.Adenmosun@verraki.com

OUR PEOPLE

LEADERSHIP

**Niyi Tayo** - Senior Partner

Niyi is a Senior Partner and leads the Technology practice and the Telecommunications Industry business.

He was the Managing Director, Technology, Accenture, Nigeria, where he led large-scale, technology transformation in leading companies across Financial Services, Oil and Gas, Telecommunications and Manufacturing Industries, among others. During his career in Accenture, he led the SPAI Upstream Industry business, delivering business advisory and technology solutions in the Oil and Gas Upstream Industry across Spain, Portugal, Africa and Israel.

Niyi led the deployment of ERP solutions for some of the biggest cement companies and telecommunications companies in sub-Saharan Africa.

Niyi graduated with a Bachelor's degree in Mechanical Engineering from Obafemi Awolowo University in 1991 and an MBA from the University of Hull, UK, as a Chevening's Scholar in 1994. He is an avid tennis player and loves to watch football, listen to church music and travel to scenic locations.

Niyi.Tayo@verraki.com

**Abayomi Olarinmoye** - Senior Partner

Abayomi is a Senior Partner and leads the Real Sector business covering the energy, fast moving consumer goods, logistics and cement industries.

As Managing Director, Energy and Natural Resources for Accenture in Nigeria, she led business transformation for various organizations—designing business and local content strategies, market strategy creation and implementation, business performance improvement, and manpower development.

She holds graduate degrees in Biological Sciences and has over 30 years of experience working with leading companies in the Real Sector.

Abayomi led the development of the National Content Strategy for the Nigerian Oil and Gas industry.

Abayomi.Olarinmoye@verraki.com

OUR PEOPLE

LEADERSHIP

**Kelvin Balogun** - Senior Partner

Kelvin is a Senior Partner and leads the Ventures practice and supports the Real Sector practice

Kelvin began his career with Accenture (formerly Andersen Consulting), taking on progressively more responsible roles and leading a wide variety of consulting assignments in Nigeria and overseas. He was President for Coca-Cola across West, East and Central Africa and has worked in every major market and every country in Africa.

He holds an M.B.A. from Emory University in Atlanta, Georgia and a B.Sc. in Metallurgical and Materials Engineering from the University of Ile-Ife in Nigeria.

Kelvin is an innovative and results-focused senior executive with exceptional leadership focus, multibillion-dollar P&L experience, and success in providing the strategic vision and management to steer business growth and long-term value for world-class organizations. His scope of experience focuses on Africa and includes earlier progressive leadership roles with Coca-Cola crossing general management, strategic planning, business development, sales and marketing.

Kelvin.Balogun@verraki.com

**Olatunde Olajide** - Associate Partner, Technology

Olatunde is an Associate Partner where he leads the Application Services Team. He is an alumnus of Computer Science, University of Ibadan.

He worked in Accenture Systems Integration and Technology Unit for over 12 years implementing Solutions at top-end clients and providing Technology Advisory Services where he rose through the ranks to Senior Manager and Oracle Practice Lead at Accenture before the transition to Verraki.

Olatunde has led major system implementation projects at various clients across Financial Services, Telecoms, Manufacturing, and Public Sector in Africa, Middle East and Europe.

He also led the PMO for the implementation of Oracle ERP at the largest telecommunications company in sub-Saharan Africa.

Olatunde.Olajide@verraki.com

OUR PEOPLE

ADVISORY



Adedotun Sulaiman

Adedotun Sulaiman is an Advisor at Verraki Partners. He is a renowned management consultant and expert in organizational development, enterprise transformation and business process reengineering. Sulaiman is the current chairman of Financial Reporting Council of Nigeria (FRCN).

He also chairs the board of several companies, traversing several sectors of the economy with a major emphasis on the emerging electronic payments industry and companies in the entrepreneurial stage. Sulaiman is a former Country Managing Director of Accenture and later took on the supporting role of Non-Executive Chairman and an 18-month contractual role to open up business growth opportunities for Accenture in the rest of Africa.

He is a creative and accomplished strategist and the lead partner on several transformational consultancy engagements, especially in the banking and oil and gas sectors.

He is a distinguished alumnus of the University of Lagos where he obtained a First Class Honours Degree in Business Administration in 1975; Mr. Sulaiman also qualified as a Chartered accountant in 1981. He attended the Programme for Management Development (PMD) at the Harvard Business School in 1990.



Omobola Johnson

Omobola Johnson is an Advisor at Verraki Partners. She is Senior Partner at TLcom Capital, a venture capital firm focused on investments in technology-enabled companies in sub-Saharan Africa.

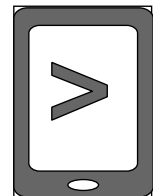
Before joining TLcom, Omobola was Minister of Communication Technology, Nigeria from 2011 to 2015, focusing on the launch and execution of the National Broadband Plan, and the support of the Nigerian technology industry, including the pioneering involvement of the government in a local VC fund and a network of start-up incubators.

Before serving in the Nigerian government, she worked with global management consulting firm, Accenture for over 25 years including five years as Country Managing Director, working with companies in a variety of industries, transforming them into more competitive and dynamic organisations.

Omobola serves on the Board of a number of not-for-profit and for-profit organisations, including Women in Management and Business (WIMBIZ) where she was the founding Chairperson. Omobola has a Bachelor's degree in Electrical and Electronic Engineering from the University of Manchester; a Master's degree in Digital Electronics from King's College, London and a Doctorate in Business Administration from the School of Management, Cranfield University.

OUR PARTNERS, PRODUCTS AND SOLUTIONS

Our expanding alliances and partnerships create and deliver value.



G+D
Currency Technology



ZAFIN



ORACLE®



SOME OF OUR CLIENTS AND VENTURES

With our teams of professionals at work every day, our passion for Africa is translated into quality results for our clients

Services



Social Sector



Ventures



Real Sector



CORPORATE CITIZENSHIP

We are focused on driving transformational social impact in Africa by tackling headlong, some of the continent's biggest hurdles by helping to build greater opportunities in society—leveraging our understanding of technology and its impact on people to develop inclusive, responsible, and sustainable solutions to complex business and societal challenges.

This involves taking the same skills we use to benefit our clients and applying them to communities and ecosystems that need them the most.

Verraki partners with community focused organisations to deliver community programmes tailored to enrich Nigerians with entrepreneurial skills and knowledge for the future.

Our community programmes are focused on:

- Education
- Work Readiness/Employability
- Entrepreneurship & Skills Development
- Economic Development and Nation Building



ABOUT US

Verraki is a proudly African company partnering with enterprises and governments to accelerate the development and transformation of Africa by providing business solutions designed for Africa. We build and implement technology solutions for seemingly intractable challenges, provide advisory services to drive the capacity and motivation for change, and curate innovative ventures to unlock new sources of growth across our continent.

A fusion of two words: 'Versorium' (Latin for Turn Around) and 'Meraki' (Greek word used to describe the action of doing something with soul, creativity, pouring oneself into a task), Verraki aptly captures the essence of our company; to turn around African enterprises and governments via smart, future-focused solutions and business insights, new growth opportunities, helping to unleash their potential, turnaround their performance and achieve the seemingly impossible, with the sole goal of creating a better future for Africa.

We are committed to enabling the African (start-up) story by supporting high-impact socially-conscious entrepreneurs and catalysing self-sustaining enterprises and governments within the continent to deliver affordable services across critical sectors.

CONTACT US

OFFICE ADDRESS

4th Floor, Mansard Place,
Plot 927/928 Bishop Aboyade Cole Street,
Victoria Island, Lagos, Nigeria.

NUMBER

+234 (1) 453 7151, 0901-VERRAKI

EMAIL


info@verraki.africa

WEBSITE

www.verraki.africa



Reigniting Growth in Africa



Reigniting growth in Africa across enterprises and governments requires an increasingly strategic focus on staying true to an institution's Northstar, building resilience, improving agility, being pragmatic about the current situation while remaining optimistic about the increasing population, growing demand and future prospect of the continent.

For African enterprises and governments who had a rude awakening to the fragility of their businesses and operations due to the covid-19 pandemic, the vulnerability of supply chains, disruptions enabled by technology and the ever-changing nature of customer expectations, deliberate investments must be made in retaining and developing critical talents, capacity resized to reflect economic realities and scenarios developed about future evolution of the economy and form of the expected recovery.

Growth-minded leaders choose hope over despair, and they do not wait for a perfect time: they make it a perfect time to start and pull in the required alliances to capture opportunities and reignite growth. Growth-focused companies advocate on behalf of their customers, they foster a growth mindset and are committed to sustainable operations that benefits critical stakeholders be it shareholders, employees, business partners, governments and local communities.

At Verraki, we are committed to assisting enterprises and governments to unlock new sources of growth to create abundance for all.