

# Company Profile



## Bawi Consultants

Promoting Innovative in WASH and Infrastructure Solutions

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## Introduction

Bawi Consultants is a well-recognized Malawian consulting firm that was established and registered on 14<sup>th</sup> February 2017 with the Registrar of Companies in Malawi. The firm offers its services mainly in Civil Engineering/Infrastructure, Water, Sanitation and Hygiene (WASH) and allied project cycle management; and promotes innovative solutions that help to bring a sustainable positive change in the respective sectors. Currently, it collaborates with companies and organisations from other countries such as the UK and Egypt. Bawi Consultants operates within Malawi and has its offices in Lilongwe, the Capital City of Malawi.

The Company consists of a team of professionals specialized in civil and water engineering project concept development, design and appraisal, project delivery, and mid- and end-term evaluation. It draws skills from a pool of experts from a wide array of professionals such as surveyors, hydrologists, environmental management (ESIA) specialists, socio-economic experts, geotechnical engineers, electro-mechanical engineers, institutional development specialists, etc. that can be quickly assembled for specific assignments. Bawi Consultants also associates with other specialist consultancy firms, both local and international, to enhance the capability and capacity as necessary and as may be required by the assignment.

Broadly, Bawi Consultants has the capacity and commitment to deploy concurrently, several teams of experts to provide project development and management activities because it has a vast pool of highly qualified and experienced experts in various fields of learning and practice. The fields of expertise include Civil Engineering, Hydrogeology, Water Resources Management, Environmental and Natural Resources, Agricultural Economics/Agribusiness, and Development in general focusing on infrastructure, WASH programs, borehole drilling supervision and forensics, Environmental and Social Impact Assessment (ESIA), project delivery monitoring and evaluation, and other crosscutting issues such as Gender/HIV&AIDS and Good Governance.

## Our belief

We believe that we are ideally placed in the development sector, with a proven track record, an enduring commitment to clients' satisfaction and the expertise our clients may need.

## Vision

Bawi aspires to be recognized as *"The Best in Infrastructure Development Solutions in Malawi and Beyond."*

## Mission

Bawi exists to *"To provide quality services to our clients in the infrastructure sector for sustainable social and economic development"*

## Why trust us?

- We offer client-centered solutions
- We are results oriented
- We offer excellent services due to our seasoned, innovative, energetic and vibrant team of Engineering, Infrastructure and WASH professionals
- We offer state of art solutions in tandem with global trends and standards; and
- We are there for you, always

## Our Clientele

Since its inception in February, 2017, Bawi Consultants has experienced exponential growth in the consulting industry. Over the time, we have worked with both the Government of Malawi, a Water Utility Company and Non-Governmental Organisations. Some of the renowned clients we have worked with are;

- Ministry of Water and Sanitation
- Northern Region Water Board
- Lilongwe Water Board
- World Vision International
- WaterAid
- United Purpose
- Unicef
- Golden Standards International
- Water for People
- Welthungerhilfe
- District Assemblies
- Engineering Consultants Group SA [Egypt]
- Sustainable Water Solutions Ltd [Scotland]
- Scottish Environmental Protection Agency
- University of Strathclyde [Scotland]
- Aquaconsult [Germany]

## Services Provided by Bawi Consultants

Bawi Consultants provides a wide range of multi-disciplinary engineering design and project management services which include the following:

### Water, Sanitation and Hygiene (WASH) Services

- Hydrogeological services
- Hydrology and Water Resources Management
- Environmental and Natural Resources Management
- Agricultural Economics/Agribusiness Development
- Rural and Urban WASH Programmes
- Borehole drilling supervision and forensics
- Water Utility Performance Improvement Services

### Civil and Structural Engineering

- Multi-disciplinary infrastructure services in transport
- Road and bridge construction/rehabilitation supervision
- Road and bridge maintenance supervision
- Building construction/rehabilitation supervision
- Building conversion and remodeling services
- Pre-proposal project data collection and analysis

## **Project Management**

- Project identification and concept development
- Engineering/technology solutions
- Pre-feasibility studies and financial modelling
- Project appraisal and capital applications
- Environmental Impact Assessment Studies
- Project implementation planning
- Project risk identification and management
- Construction supervision and cost management
- Project closure and quality assurance
- Documentation of lessons learnt
- Project close-out reporting

## **Crosscutting Services**

- Environmental and Social Impact Assessment
- Monitoring and Evaluation
- Gender/HIV&AIDS
- Good Governance

### **Consulting details**

Bawi Consultants is your dependable Civil Engineering, Infrastructure, WASH, Agriculture and Socio-Economic Development consulting partner. We do both long term programmatic and one-off project consultancy engagements for government, utilities, and small, medium as well as big organizations.

The lead partner for Bawi Consultants has been involved in the design, construction, and supervision of several notable projects/programs in Malawi such as the National Water Development Programme 1 and the Malawi WASH Programme funded by the World Bank and the Department of International Development (DFID) respectively.

The underlying goal of our consulting programs is to help governments and organizations define a clear roadmap for the future, and to best ensure that the programmes they implement today will help to transform the lives of the people the project targets and bring about sustainable change.

### **Project Management Details**

Planning and carrying out Civil Engineering, WASH, Energy, Agriculture and Socio-Economic projects is one of the things we do best at Bawi.

With the expertise and experience our team brings, our projects are always meant to be carried out efficiently and professionally. Otherwise, if not handled professionally, projects can end up not meeting their objectives, and become a burden to the people they are meant to serve.

When planning for Civil Engineering and all other projects, we conduct feasibility studies and carry out preliminary designs. The Lead Partner and the other staff of the firm have carried out construction supervision for several projects notably, the Community Water, Sanitation and Hygiene Project that was implemented in Thyolo and Phalombe districts in the Southern Region of Malawi.

Far beyond ordinary WASH practices, we always put together an agile and experienced WASH consulting team capable of deploying formal project management principles and practices when planning and implementing projects for our clients.

Further, Bawi Consultants has carried out several baseline studies, mid, and end-term project delivery evaluations for several International NGOs based in Malawi.

For agriculture and socio-economic programmes, Bawi Consultants has experts with vast experience in the implementation of such projects within and outside Malawi. In principle, Bawi Consultants is well positioned to carry out both implementation and evaluation of programmes within the sphere of agriculture and socio-economic programmes with or without partnering with other firms.

### Coordination details

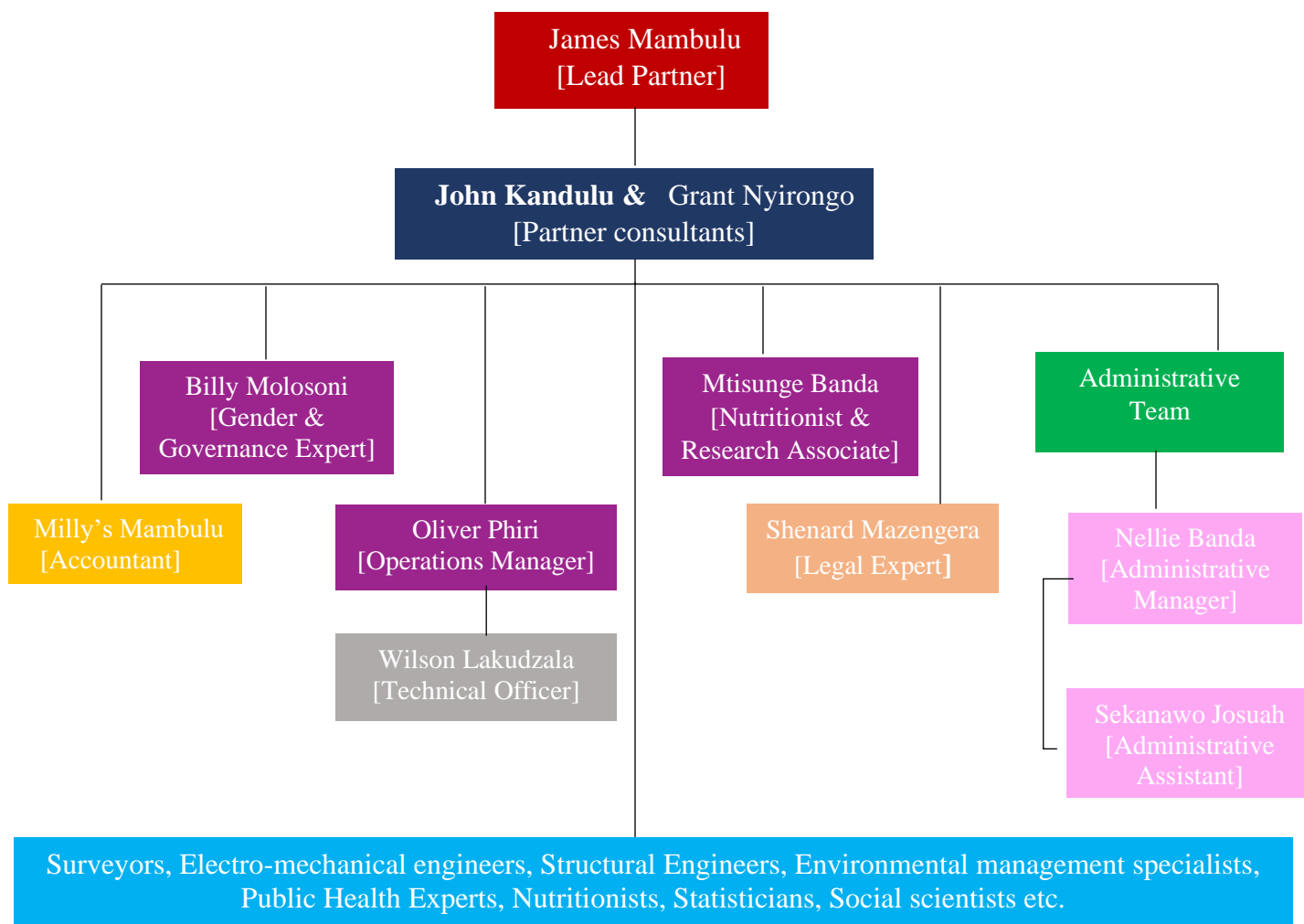
Bawi also coordinates the programmes where more than one partner is involved. For instance, the Climate Justice Fund (CJF) Water Futures Programme funded by the Scottish Government through the University of Strathclyde. Bawi Consultants Coordinated the CJF Water Futures Programme in Malawi and provided the necessary high-level strategic management and advice to the Programme. The partners involved in the programme implementation included BASEflow, World Vision, United Purpose, Catholic Development Commission (CADECOM), District Councils, and the Ministry of Water and Sanitation. Bawi made sure that there was good information flow between different partners in the programme for proper implementation.

### Our Core Team

Name	Designation	Qualification	Years of experience
Mr. James Mambulu	Lead Partner Water Engineer	MSc in Water Resources Engineering-1995 from University of New South Wales in Sydney Australia BSc in Civil Engineering-1984 from University of Malawi the Polytechnic Diploma in Engineering-1979 as above	27
Mr. Joy Pankomela	Partner Civil Engineer	MSc of Infrastructure Planning 2003 BSc in Civil Engineering 1998 Diploma in Civil Engineering 1996	24
Mr. Grant Nyirongo	Partner Electromechanical Engineer	BSc Electrical Engineering -1997 University of Malawi, Polytechnic, Malawi Diploma in Electrical Engineering - 1995 University of Malawi, Polytechnic, Malawi	23
Mr. Oliver Phiri	Partner Hydrogeologist	MSc in International Cooperation and Humanitarian Aid-2013 MSc in Integrated Water Resources Management-2006. BSc in Earth Sciences-1999	21
Mtisunge Banda	Nutritionist & Research Associate	MSc in Human Nutrition-2019. BSc in Nutrition and Dietetics -2015.	7
Mrs. Millys Mambulu	Part-time Accountant	BSc in Accounting and Financing-2013 Diploma in ACCA-2006	28
Mr. Wilson Lakudzala	National Data Centre Manager	BSc in Community Development-2019 Diploma in Irrigation Engineering-2007	12
Sekanawo Joswah	Communications Officer	BA in Journalism-2015	7

Mrs. Nellie Banda	Administrative Officer	Diploma in Commence 2005 from the Edith Cowan University in Australia.	10
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### Bawi Consultants Organisation Structure



### Sample of Civil Engineering Assignments done by the Lead Partner-Bawi Consultants

Assignment Name and Position Held	Year Period	Funding Agency	Value of Project	Role on the Assignment
Keeping Girls in School Programme. WASH Component Infrastructure Advisor	2012-2016	DFID, Malawi.	£6m	The consultant coordinated the implementation of the WASH Component of the Programme that included design of WASH infrastructure and construction monitoring of the component through the implementing Partner UNICEF.
Phalombe Teachers College Infrastructure Advisor	2012-2016	DFID, Malawi.	£4.3m	Construction monitoring through participating in site meetings for the Phalombe Teachers Training College with the Education Infrastructure Management Unit (EIMU) of the Ministry of Education Science and Technology (MoEST).
Mzimba Teachers College Infrastructure Advisor	2012-2016	DFID, Malawi.	£2m	Construction monitoring through participating in site meetings for Mzimba Teachers Training College with an NGO Development Assistance from People to People (DAPP).
Education Support for Malawi (ESM) project. Infrastructure Advisor	2014-2016	DFID, Malawi.	£7m	Managed the implementation of the infrastructure component aimed at the completion of the construction of classroom blocks in 48 sites throughout Malawi. Participated in the procurement process for the recruitment of the Construction Contract Manager for the management of the construction of the classroom blocks and site inspection and monitoring with EIMU.
The Malawi WASH Programme. Infrastructure Advisor	2010-2016	DFID Malawi	£19.5m	Designed the programme and wrote the Business Case for the same that was approved by DFID. Managed the implementation of the Programme through UNICEF. Closed with the writing of the end of programme report. The programme reached a million people instead of the 850,000 through prudent management.
National Water Development Programme Rural Water Supply Programme Manager	2000-2005	Ministry of Water Development	US\$120m	Rural Water Supply Programme Manager responsible putting together bid documents for the construction of two gravity fed piped schemes and construction of 500 boreholes in Malawi.



### Sample of Assignments done by Grant Nyirongo-Partner Bawi Consultants

Assignment Name and Position Held	Year Period	Location and Client	Value of Project (US\$)	Role on the Assignment
One Stop Border posts - Project Electromechanical Services Engineer.	2016-2017	Dedza, Mwanza and Muloza Border Posts - Malawi Government	240m	Rendered full electrical and mechanical engineering services from design, specification of services and supervision of construction works. Preparation and compilation of bills of quantities. Additional services included Ventilation, Fire detection and fighting, Standby Generator and Inverter.
Construction of Offices and shops Electromechanical Services Engineer.	2016 -2017	Lilongwe Malawi - Kalikuti Investments	365,000	Rendered full electrical and mechanical engineering services from design and specification of services. Additional services included Air Conditioning and Ventilation, Fire detection and fighting, PBX and IT works and Standby Generator system.
The New Bottle Processing Factory Electromechanical Services Engineer.	2012-2016	Lilongwe Malawi Africa Process Solutions (APS)	2.5m	New Bottle processing factory, Office block, Ablution block and Utilities block. Design, specification and supervision of Electrical, Mechanical and Plumbing services. Additional works included specification of chillers and pumps for water circulation. Liaison with ESCOM and WATER BOARD for provision of utility services
The New Office block - Project Electromechanical Services Engineer	2010-2014	Kanengo Industrial area, Lilongwe Tobacco Control Commission	2.4m	Rendered only pre-contract electrical and mechanical engineering services from design and specification of services. Additional services included Air Conditioning and Ventilation, Lifts, Fire detection and fighting, PBX and IT works, Standby Generator and Central UPS system.
The New Ethel Wa Mutharika Maternity wing At KCH Electromechanical Services Engineer	2007-2016	Ministry of Health Malawi funded by Clinton Hunter Foundation	202m	Rendered all normal pre and post contract electrical and mechanical engineering services from design, specification and supervision of services. Preparation of BOQs and tendering of services. Additional services included Air Conditioning and Ventilation, Fire detection and fighting, PBX and IT works and Standby Generator.
Completion of Kang'ombe House Electromechanical Services Engineer	2000-2005	Lilongwe Kang'ombe Investments and MPICO	320m	Rural Water Supply Programme Manager responsible putting together bid documents for the construction of two gravity fed piped schemes and construction of 500 boreholes in Malawi.

**Some of the Consultancies that have been done by Bawi Consultants**

<b>Name of the Assignment</b>	<b>Name of Assignment: Karonga Town Water Supply Project: Consultancy Services for Detailed Design, Construction Supervision of the Rehabilitation and Upgrading Works for Karonga Town Water Supply System</b>
<b>Date</b>	<b>September 2019 - (on-going)</b>
<b>Client</b>	<b>Northern Region Water Board</b>
<b>Value</b>	<b>US\$30million</b>
<b>Key Activities</b>	<p>Bawi Consultants is a Local Partner to the Engineering Consultants Group (ECG), the main Consultant, of Egypt. Bawi carried out the following assignments:</p> <ul style="list-style-type: none"> <li>i) Provided the surveying services for the design phase of the project;</li> <li>ii) Provided the data collection for the Hydrology and Geotechnical Surveys for the design of the project by ECG;</li> <li>iii) Providing the quantity surveying services during the construction supervision phase of the project; and</li> <li>iv) For Phase II: Construction Supervision, Bawi has provided a local Electro-Mechanical Engineer to supervise the new plant and equipment installations; a surveyor for field activities and Document Controller including two drivers</li> </ul>



***Karonga Water Supply Treatment Plant***



***Geotechnical Survey Team***

<b>Program Name</b>	<b>Climate Justice Fund Water Futures Program [CJF]</b>
<b>Year</b>	<b>January 2018 to March 2022</b>
<b>Location</b>	<b>Malawi</b>
<b>Client</b>	<b>Malawi Government through Ministry of Water &amp; Sanitation</b>
<b>Value</b>	<b>GBP 950,000</b>
<b>Main Project Features</b>	Supported activity framework agreement for the Government of Malawi through Ministry of Water and Sanitation aimed at achieving SDG 6 by 2030; Core Programme Components included: Asset Management; Policy Exchange and Support; Capacity Building; Research and Knowledge Exchange
<b>Activities Performed</b>	<ul style="list-style-type: none"> <li>i. Introduction and implementation of Project to all 28 districts through DCT and DEC engagements</li> <li>ii. Coordination and management of all water point mapping project activities in 28 districts using mWater</li> <li>iii. Planning and implementation of borehole forensics</li> <li>iv. Coordination and supporting all research activities with University of Strathclyde Masters and PhD Students</li> <li>v. Planning and implementation of TA Mazengera studies piloting on tracking SDG indicators at local level including borehole forensics</li> <li>vi. Planning and Coordination of Annual WASH Stakeholders Conference in 2019 &amp; 2020</li> <li>vii. Planning and coordination of all mWater Trainings at district and national levels</li> <li>viii. Preparations and submission of weekly, monthly, &amp; quarterly reports</li> <li>ix. Procurement of project gadgets and equipment for the Ministry of Water &amp; Sanitation and the District Councils</li> <li>x. Supported the ministry in carrying out assessment of groundwater monitoring wells</li> </ul>

<b>Name of the Assignment</b>	<b>Assessment of the performance of the Water Supply Sustainability Models in Chikwawa district.</b>
<b>Date</b>	<b>May-July, 2018</b>
<b>Client</b>	<b>Water for People</b>
<b>Value</b>	<b>US\$18,000</b>
<b>Key Activities</b>	<ul style="list-style-type: none"> <li>i. Developed a baseline assessment against which performance of service models and performance of the local institutions such as Borehole Banks and Water Point Committees (WPCs) can be measured.</li> <li>ii. Critically analysed the relative strengths and weaknesses of the Area Pump Mechanic (APM), shop owner model and the Borehole User Associations (BUA) approaches.</li> <li>iii. Critically analyse the relative strengths and weaknesses of the Community Borehole Banking approach to community management, and the more traditional WPCs approach</li> <li>iv. Assessed the performance of BUAs to determine their effectiveness and developed a capacity-building plan to strengthen them</li> </ul>

	<p>v. Advised on the direction that needs to be ‘taken if the objectives of the BUAs are to be realized, particularly in relation to “insurance” or service contracts for borehole maintenance</p> <p>vi. Explored and analysed the political, economic, environmental, institutional, and legal factors that enhance or undermine the effectiveness of the borehole banks, APMs and BUAs in Chikwawa.</p> <p>vii. Critically assessed the factors which are making APMs and Borehole Banks in some villages to perform much better than others.</p> <p><b>Reporting:</b> The report provided recommendations for changes and performance improvements for Borehole Banks operations, BUAs, Shop Owners and APMs services required for creating a more enabling WASH environment in the district.</p>
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<b>Name of the Assignment</b>	<b>Preparation of an Action Plan for the implementation of the recommendations made in the WASH Joint Sector Review Report</b>
<b>Date</b>	<b>April-June, 2018</b>
<b>Client</b>	<b>Ministry of Wate and Sanitation</b>
<b>Assignment Objective</b>	The objective of the assignment was to facilitate the development of a draft Action Plan for the implementation of the recommendations of the Joint Sector Review (JSR) Processes Review Report to be presented at the SWG Meeting for approval.
<b>Key Activities</b>	<p>i. Facilitated a half day consultative workshop with the key stakeholders.</p> <p>ii. Developed an appropriate framework for an Action Plan</p> <p>iii. Presented findings of the Monkey Survey for Donors and NGOs; and Sector Wide Approach (SWAp) Processes</p> <p>iv. Facilitated a validation workshop to solicit inputs from the Task Force</p> <p>v. Produced a draft Action Plan incorporating comments from the Task Force</p> <p><b>Reporting:</b> The report was successfully submitted and approved. It included a Draft Action Plan and results from the Monkey Survey which was conducted with the Development Partners and the District Coordination Teams.</p>

<b>Name of the Assignment</b>	<b>End of Project and Ex-post Evaluation of Kachindamoto, Thyolo and Mulanje and Katunga WASH Projects.</b>
<b>Date</b>	<b>November, 2017-February, 2018</b>
<b>Client</b>	<b>United Purpose.</b>
<b>Assignment Value</b>	<b>US\$11,000</b>
<b>Assignment Objective</b>	The main objective of the study was to assess the extent to which both Phase 1 and 2 projects have achieved their objectives, assess successes made, challenges encountered, effectiveness of approaches used, sustainability factors, highlight lessons and innovations that can be useful for future programming and interventions. The Evaluation focused on the following:

	<ul style="list-style-type: none"> <li>i. Conduct community borehole mapping.</li> <li>ii. Assess quality and functionality of boreholes and VIP latrine structures.</li> <li>iii. Assess the capacity of community based management of water supplies, paying particular attention to issues of ownership, community management, maintenance and ability to raise money for repairs and continued community activities after the project phases out.</li> <li>iv. Assess the capacity of schools in the management of the VIP latrines constructed, paying special attention to issues of maintenance.</li> <li>v. Document human case stories on water point sustainability and Inclusive VIP latrine usage and impacts</li> </ul> <p><b>Reporting:</b> The report made recommendations for improved WASH project design and implementation.</p>
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<b>Name of the Assignment</b>	<b>Assessment of the Joint Sector Review (JSR) processes for the Water, Irrigation, Sanitation and Hygiene Sector in Malawi.</b>
<b>Date</b>	<b>August-November, 2017</b>
<b>Client</b>	<b>Ministry of Water and Sanitation</b>
<b>Assignment Value</b>	<b>US\$18,000</b>
<b>Assignment Objective</b>	<p>The main objective of the consultancy was to generate information that would support and catalyse the process of reflection, dialogue, and critical analysis of the sector performance monitoring process in the WASH sector in Malawi. The specific objectives were to;</p> <ul style="list-style-type: none"> <li>i. Understand the development of the Joint Sector Review process in the WASH sector</li> <li>ii. Review and analyse the process, content and results of JSRs in Malawi</li> <li>iii. Assess the effectiveness of current WASH JSRs processes at regional and national level as a performance monitoring process that informs sector direction and drawing lessons from other sectors on process, and key drivers for generating change.</li> <li>iv. Provide recommendations for the effective design and management of JSRs, supporting processes for both pre and post JSR giving due consideration to district and regional level processes</li> <li>v. Disseminate findings to other stakeholders in the sector to initiate dialogue</li> </ul>
<b>Key Activities</b>	<ul style="list-style-type: none"> <li>i. Conducted consultative meetings with selected key stakeholders</li> <li>ii. Recorded, cleaned and analysed the data</li> <li>iii. Submitted a report to the client for review and comments</li> <li>iv. Facilitated the validation workshop for the Final Report</li> </ul> <p><b>Reporting:</b> A final report with recommendations for the sector to implement for improved sector performance was produced and approved by the Sector Working Group. The assignment was carried out very successfully and a Task Force was formed to develop an action plan for the implementation of the recommendations.</p>

<b>Name of the Assignment</b>	<b>14 Countries Mid-Term WASH Evaluation</b>
<b>Date</b>	<b>February, 2017-September, 2017</b>
<b>Client</b>	<b>World Vision for Malawi</b>
<b>Brief Introduction</b>	This assignment was done by Papermate Consulting whereas Bawi was a Collaborating Partner as a WASH Specialist. The evaluation covered the whole Malawi and we used <b>mWater</b> for data collection and analysis. Data collection was completed in July 2017 while the whole assignment was completed in September 2017.
<b>Key Activities</b>	<ul style="list-style-type: none"> <li>i. Created country specific sampling design using census and WV population data (baseline countries) or implement a sampling system used for the baseline, filling gaps where necessary (midline countries).</li> <li>ii. Hired teams of enumerators to collect data, identify supervisor(s) from top performing enumerators.</li> <li>iii. Participated in regional trainings, together with supervisor, with UNC and WV</li> <li>iv. Worked closely with supervisors to ensure that data is collected ethically and according to the sampling plan, that data is accurate, that the data collection schedule is adhered to, and that data is securely uploaded in a timely manner</li> <li>v. Managed daily enumerator activities including: data collection logistics and provide backstopping to the supervisor and enumerators.</li> <li>vi. Managed verification surveys of 5% of WASH committees, households, water sources, healthcare facilities, and schools by different enumerators.</li> <li>vii. Performed regular quality assurance and quality control checks on the data and provided WVM National Office and University of North Carolina with regular progress reports.</li> <li>viii. Communicated challenges and or issues to both WVM National Office and the UNC promptly so that corrective action can be taken.</li> <li>ix. Documented and shared data collection practices with UNC and WVM in a data collection report.</li> </ul>

<b>Name of the Assignment</b>	<b>Network Development Project</b>
<b>Date</b>	April - June 2017
<b>Client</b>	<b>14 Trees Malawi Limited</b>
<b>Brief Introduction</b>	<p><b>14 Trees Malawi Limited</b> was interested in building a locally anchored network of customers and partners and thus employed Bawi Consultants to help build those relationships with the following;</p> <ul style="list-style-type: none"> <li>i. Government bodies including Ministry of Lands, Physical Planning and Housing, Ministry of Education Science and Technology's Education Infrastructure Management Unit (EIMU), Ministry of Health's Health Infrastructure Management Unit (HIMU) the Environment and any other relevant Government entity.</li> </ul>

	<ul style="list-style-type: none"> <li>ii. NGOs, Development Partners - Architects, Civil Engineers, National Construction Industry Council (NCIC)</li> <li>iii. Selected Building Contractors in Lilongwe.</li> </ul>
<b>Key Activities</b>	<ul style="list-style-type: none"> <li>i. Review of building guidelines in Malawi</li> <li>ii. Consultations with key stakeholders in the infrastructure sector.</li> <li>iii. Report on the findings on follow-up activities</li> </ul>

<b>Name of the Assignment</b>	<b>Review of Sanitation and Water for All (SWA) Initiative for Malawi</b>
<b>Date</b>	<b>February - March 2017</b>
<b>Client</b>	<b>WaterAid-UK</b>
<b>Brief Introduction</b>	The Lead Partner for Bawi Consultant carried out this study with a WaterAid UK Policy Specialist. The study included an evaluation of the impact of the SWA Initiative in Malawi and how SWA can be integrated into the existing WASH coordination activities in Malawi.