

Name	<b>Business Management Consulting Ltd (BUMACO)</b>
Type of business	Private Company
General description	<p>Business Management Consultants Ltd. (BUMACO) serves people in management and development.</p> <p>More specifically it exists to:-</p> <ul style="list-style-type: none"> <li>▪ Support Rural Institutions, Co-operatives, Private firms and Individuals, Government departments, Church and community groups in meeting their occasional needs for expertise in planning, feasibility and evaluation studies.</li> <li>▪ To assist in client organisations' human resource development strategies especially in designing and conducting special training courses to meet the needs of the requesting organisations.</li> <li>▪ To strengthen management and financial control systems of organisations to make them cost effective in their operations.</li> <li>▪ To conduct organisational development studies on behalf of client organisations with a view to developing more efficient and effective management systems and procedures.</li> <li>▪ To accompany clients in Strategic Planning, OD and ID processes</li> </ul>
Domain of expertise	<ul style="list-style-type: none"> <li>▪ Thorough feasibility studies focusing on economic analysis of programs and projects, giving general indications of finances required side by side with detailed cost flows, operating expenses, capital requirements, human resources projections and expected net benefits.</li> <li>▪ Advise on strategic planning for client organisations leading to development of vision and mission statements, related policies and strategies for effective management and organisation growth.</li> <li>▪ Advise on marketing decisions relating to products, pricing, promotion and distribution.</li> <li>▪ Provide expert help for research and evaluation studies.</li> <li>▪ For Religious and community groups we assess opportunities in depth leading to project write-up and advice on project concepts leading to potential funding.</li> <li>▪ Analysis of ongoing projects outlining their strengths and weaknesses for improvement.</li> <li>▪ Advise on training needs and cost effective training programs in management, administration, record keeping systems and procedures.</li> <li>▪ To evaluate existing service delivery systems and advise on improvement on the same.</li> <li>▪ To design, implement and evaluate training programs for the Training of Trainers according to the assessed needs of the clients.</li> <li>• Finance, Marketing, Strategic planning, Business Planning, Project write-up, Risk Management (Insurance), Human resource management, Evaluation, Research and Training</li> </ul>
Services proposed to clients (cooperatives)	Cooperative education and training, guidance on market access and other market information, business planning, production and technology, organisation and management, research and communication and networking.

Costs of services - 150,000 USD.  
(estimates)

Examples of previous work with cooperatives	1984	Evaluation of ILO / MATCOM Training materials for Co-operative Personnel in various countries.	International Labour Organisation.
	1985	Improvement of Services offered to farmer's service centers in Shinyanga and Mwanza regions.	Government of Netherlands.
	1985	Possibilities for Co-operative Union of Tanzania to handle supply and distribution of farm implements through the Co-operative movement.	International Co-operative Alliance.
	1985	Pre- study of incentive Goods for development in Tanzania.	Government of Netherlands.
	1985	The provision of Bicycles as incentive Goods to farmers in Mwanza and Shinyanga.	Government of Netherlands.
	1986	A review and proposal for assembly, distribution and allocation of Bicycles in Mwanza and Shinyanga Region.	Government of Netherlands
	1987.	Incentive Goods in support of Netherlands- Tanzania Rural Development Programme.	Government of Netherlands.
	1988	Study on rehabilitation of primary societies Central Coffee Processing Factories - Arusha Region Co-operative Union.	World Bank.
	1988	A study for Assistance to the development of Co-operatives in Zanzibar. A study of the present Co-operative structure and functioning.	DANIDA.
	1988	Training of SNAT (Swaziland National Association of Teachers) SACCOS	ILO - Matcom MOA - Swaziland
	1988	Co-operative Policy and development on mainland Tanzania.	NORDIC Project.
	1989	Mobilization and enabling of World Vision International (TZ) employees to found and register a SACCOS TUMAINI	World Vision International
	1990.	Designing and conducting a management Course for Co - operative Insurance Service Managers for Eastern, Central and Southern Africa.	International Co-operative Alliance, Insurance Development Bureau

1993	Consultant to the Organization of women and Gender Participation in Development Conference for Africa - organized in Nairobi.	International C-operative Alliance.
1993-1994.	Co-operative Education Centre:- Transformation of Co-operative Education Centre to Community-base initiatives support organisation.	SNV & Netherlands Government.
1994	Resource persons in the Nordic Mission to review Co-operative Development in Tanzania.	Co-operative Centre Denmark.
1995.	ICMIS - Intensive Co-operative Management improvement Scheme - Evaluation of a programme aimed at boosting productivity and institutional sustenance in Kenya	Swedish Co-operative Centre
1999	Facilitation of Vision and Mission and Long Term Plan for Uganda National Farmers Association and Co-operative Alliance	SCC/CORAT (Africa)
1999 - 2001	Development and facilitation of 1 year Training program on Leadership for change for Leaders of Farmers Association and Co-operative Societies in Uganda	SCC/CORAT (Africa)
2001	Comparative Study of SACCOS and other forms of Micro-finance Institutions in Tanzania.	Swedish Cooperative Centre
2006	Preparation of FIVE YEARS BUSINESS PLAN	Kilimanjaro Cooperative Bank
2006	Preparation of RISK MANAGEMENT MANUAL	Kilimanjaro Cooperative Bank
2002 - 2009	Rural Financial Development Programme (RUFIP). RUFIP is an intensive rural financial intervention programme for innovative, initiative in Rural Finance Intermediation.	Argidius Foundation (USA) and CORDAID - The Netherlands

Year of establishment 2<sup>nd</sup> February 1981

Website address [www.bumacolimited.com](http://www.bumacolimited.com) (under construction)

Number of staff 10

Annual budget USD 175,000

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