

DON MITCHELL & CO LTD

COMPANY PROFILE



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Company registration number: RC 290013



1. ABOUT US

Don Mitchell & Co. Ltd (DMAC) began operations in 1998 as a total solutions consulting company providing skill and knowledge enhancement solutions to companies determined to keep their operations at high levels of performance. Its major focus is to help organisations put in place strategies for growing workforce competitiveness at all levels in the organisation.



HELPFUL STATISTICS

- a. More than 50% of our clients are banks and other financial institutions.**
- b. Over 60% of those who seek our services need help in knowledge and skill enhancement programs that lead to a more competitive workforce and working environment.**
- c. About 30% want to implement strategies that will improve workforce buy-in to strategies top management has determined are critical for achieving corporate goals.**
- d. We use a unique diagnostic process to unearth the major causes of underperformance in the client environment**
- e. We are extremely good at what we do**



2. OUR VISION

a. Our Vision

Our goal is to help our clients reach theirs

b. Our Mission

We aim to be the hands-on partners of choice for those who demand value from their vendors and consultants

c. Our Values

We go to great lengths to ensure everything we do is driven by a genuine desire to help the client reach his goal

d. Our Business goals & objectives

Our long term goal is to be the No. 1 value for money consultants in Nigeria.

3. OUR PRODUCTS & SERVICES

- **Training Needs Analysis**
- **Training**
- **Capacity Building**
- **Processes and Process Reviews**
- **Staff Audits and HRM Systems Reviews**
- **Executive Search and Placement**
- **Business Strategy**
- **Investment and Financial Analysis**
- **Strategic Planning**
- **Corporate Finance**

4. WHAT WE DO

- **Training**

a. Our Training and Management Development programmes address most skills gaps in many organisations. They help focus management effort on the critical inputs for establishing the competitive advantage that can lead to organisational transformation. Beginning

with a Training Needs Analysis, we help make sure training is directed

specifically at closing the gaps

identified during the analysis.



- **Turnaround Management Services**

b. We work closely with the client's top management to develop turnaround strategies/plans on which their transformation effort will be anchored. At the client's option, we can provide the managerial expertise for the duration of the transition assignment or work as project managers during Plan implementation period. Either way, they get access to a pool of professional managers and consultants that will work with them as partners.



- **Executive Search and Selection**

- c. **Providing solutions to the business community means continuous interactions with captains of industry and consequently the ability to identify top talents in virtually all areas of human endeavor. We have been providing clients with quality, results-oriented executives in the financial and banking industry for the past 10 years. The breadth of our human capital network, our brand strength and reputation, give our clients access to the top talent in every facet of financial services.**



Our strength lies in our ability to draw on our rich resources. In recruiting your perfect candidate, we collaborate with other financial executive recruiters and job function specialists.

- **Management Retreats**

- d. **Our unique 3-stage process for Management Retreats during the Strategic Planning process begins with comprehensive pre-retreat activities designed to ensure buy-in at all levels in the organization. A major benefit of our approach is in its ability to quickly surface the key strategic planning issues to be confronted at the Retreat**



- **Processes and Systems Reviews**

- e. Our Review teams can help clients quickly unearth conflicts between strategic vision imperatives and current practices. The end results are transaction systems with enhanced integrity.



- **Standard Operating Procedures/ Manuals**

- f. We assist clients design and install operational procedures along with the relevant manuals in various areas including human resources management, treasury, and credit and banking operations to help control the day-to-day activities in the work environment. We can also assist the client review existing systems to determine whether they are able to support the business plan of the organisation.



- **Financial Analysis & Management**

- g. Our professionals with years of experience in public accounting and financial services help our clients unravel complex financial data so they have the information they really need to make decisions.



5. WHY CHOOSE DON MITCHELL & COMPANY?

- **To be a Don Mitchell consultant, you must have had hands-on experience in the field in addition to your professional training. This means our consultants bring to the table lessons learned in their previous in their professional pursuits.**
- **Our solutions are practical. Along with their strong professional training, our consultants are never far removed from the staff entrusted with responsibility for executing recommended action plans.**
- **Every Don Mitchell and Co Ltd staff is trained to listen carefully to understand the client's challenges. This is how we ensure proposed solutions directly address the issues facing our clients.**
- **We are the 'go to consultants' for clients who want practical solutions from their consultants.**

