



KGF Pesquisas & Associados

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Company Profile 2020

***Helping NGO and Development Organizations Conceptualize, Implement,
and Analyze More Productively***



Photo 1. Focus Group Discussion, Mozambique, 2017. Credit: T. Fonseca.

Understanding Community Attitudes and Donor Intentions Through an "Exchange of Experiences"

KGF Pesquisas e Associados (KGF Research and Associates) approaches research as both a painting and a puzzle. When planning and developing projects, organizations often conceptualize much of the bigger picture, yet nuanced pieces may be missing. Discovering these pieces leads to a richer and more developed understanding of those community attitudes and practices that can either assist or challenge development programming and the implementation of successful projects. Our company specializes in looking for, uncovering, and analyzing these missing pieces to provide clients with contextual understanding about rural and urban communities. We then plug in these pieces to the broader picture to assess project components, analyze programming, and offer in-depth understanding, conclusions, and recommendations.

The Portuguese expression *troca de experiências* (exchange of experiences) signifies a transference of knowledge between all stakeholders and participants in ways that are innovative, respectful, and constructive. This philosophy lies at the heart of our approach. Our team and partners have a passion for sub-Saharan Africa and for high quality research. For us, this is not simply a job or a business, it is our life and our reality. We pride ourselves on discovering nuanced opinions that assist our clients in conducting better development programming within targeted communities.

NUIT: 400 744 831
Managing Director: Kenly Greer Fenio, Ph.D.

Who We Are

KGF Pesquisas e Associados is a Mozambique registered research company that specializes in assisting clients in the conceptualization of community research projects, data collection, and qualitative and quantitative analysis.

The team is composed of Dr. Kenly Fenio (the Director and Founder), with several research fellows and consultants. For many years, Dr. Fenio played various roles in Africa: intern with health organizations, Ph.D. student, professor, and U.S. Department of State researcher. She began KGF Research in 2017 to deliver high quality research products combining data collection methodologies with practical applications of tools to cover a wide range of sectors: gender, health, agriculture and food security, political economy, civil society, governance, education, wildlife poaching and trafficking, security and conflict, and refugees.

For projects contracted via KGF Research, Dr. Fenio directly oversees fieldwork, conducts all analysis, and writes all evaluation reports to ensure high quality of the final product. As a small company, we are committed to personal attention and pride ourselves on delivering high-quality products on time and surpassing client expectations. Therefore, the company only takes on projects within certain time periods that allow for such distinction and commitment from our staff. As we grow as a company, we are committed to maintaining this approach to our research.

With an emphasis on the local communities in which KGF Research operates, the company conducts projects that focus on responsible development and analysis within communities. To do this work, we count on a qualified team of researchers who collectively speak over 10 local languages and have extensive experience conducting focus-group discussions and in-depth interviews in both rural and urban areas. We also leverage close partnerships with in-country organizations for quantitative research or larger projects that require additional specialized expertise. Most recently, the team has conceptualized and implemented data collection and analysis on a range of issues covering post-cyclone assistance, health, gender, food insecurity, disaster relief, humanitarian assistance and emergency aid, and agriculture projects in rural and urban areas. Our clients have included World Vision, Oxfam, Concern, Save the Children, the University of Chicago (NORC, with USAID), Citizen Surveys, Imani, Coffey (with DFID), Plan International, and Ipsos.



Photo 2. Preparing for a Focus Group Discussion, Mozambique, 2017. Credit: T. Fonseca.

Our work in Mozambique is only part of what we do. We also facilitate relationships, partnerships, and networks among experts from across the continent that Dr. Fenio has personally vetted (often from her research with the U.S. Department of State). During 20 years of professional work, she has cultivated ties with numerous researchers not only in Mozambique, but with small and large research companies throughout sub-Saharan Africa. These partnerships span across academia, the

public and private sector, and government organizations, and include well-respected, high-quality research organizations.

Along with implementing research projects, KGF Research also builds capacity in Mozambique and in the region for development organizations, particularly in research conceptualization, implementation of external projects, and analysis of mixed methods approaches.

Our Services

- ❖ Evaluation topics include: gender, education/skills development, Disaster Risk Reduction, agriculture and food security, health, human rights, child protection, political economy, civil society, governance, education, wildlife poaching and trafficking, security and conflict, refugees and IDPs
- ❖ Conceptualization of appropriate research designs for NGOs and development organizations
- ❖ Qualitative research, including Focus Group Discussions (FGDs), ethnography, Key Informant Interviews (KIIs), Human-Centered Design (HCD), In-Depth Interviews (IDIs), and Deep Dive research and analysis on local context and community institutions
- ❖ Quantitative research within specific communities (e.g. beneficiary groups, local areas, hidden populations)
- ❖ Monitoring and Evaluation (M&E) by utilizing unique data collection and analysis, tailored approaches, and regional and topical experience
 - Baseline, Midterm, and Endline Evaluations; Midterm and Endline Monitoring
 - Utilizing Organization for Economic Co-ordination and Development/Development Assistance Committee (OECD/DAC) criteria for evaluation
- ❖ Implementation of research design with local researchers available in all Mozambique provinces
- ❖ Research analysis and report writing (Dr. Fenio writes all reports for KGF Research contracts in order to provide customized insight and meet specialized project needs)
- ❖ Comprehensive literature review and analysis: contextual background reports on particular topics and communities
- ❖ Feedback on conceptualization of programming and assistance with research analysis for NGOs for those companies that have already collected data and require triangulation/report writing
- ❖ Facilitation of partnerships and networks both in Mozambique and throughout Africa in order to bring high-quality support to clients
- ❖ Capacity building of local teams to ensure high-quality data collection and research project implementation



Photo 3. Focus Group Discussion, Mozambique, 2017. Credit: T. Fonseca.



Photo 4. Capacity Building, Mozambique. Credit: Unknown.

About Us and Our Partnerships: In Mozambique

Dr. Kenly Greer Fenio (KGF Pesquisas e Associados Director): Dr. Fenio established the company after extensive experience in the academic, public, and private sectors. She holds a Ph.D. in Political Science and International Development (sub-Saharan Africa) from the University of Florida and speaks English and Portuguese. Additionally, she has:

- ❖ Two decades of experience specializing in social research in Africa, particularly concerning public opinion (qualitative and quantitative);
- ❖ Designed and implemented public opinion research projects across nine eastern and southern African countries, providing analysis for the State Department, AFRICOM, and USAID; topics have included livelihoods, politics, institutions, development, violence and extremism, health and gender, opinion of domestic and international stakeholders, current events;
- ❖ Overseen grants and advised high-level policymakers on issues pertaining to sub-Saharan Africa;
- ❖ Taught university classes on African Politics, International Development, Global Conflict as a Visiting Assistant Professor at Virginia Tech;
- ❖ Conducted research in refugee camps in multiple countries;
- ❖ Conducted research with local and international NGOs regarding food security, agriculture and markets, gender, health, governance and development, humanitarian assistance, corruption, trafficking (wildlife, human, and resources), and human rights;
- ❖ Implemented academic research projects in Mozambique, Swaziland, Ethiopia, and South Africa.

Jose Ivo Correia (Health, Youth, Gender and Governance Expert): Mr. Correia has 15 years of experience working with UN agencies, local NGOs, and civil society partners to develop best practices for health care, to create legislation for the welfare of children and women, and to promote gender mainstreaming within public policy decisions and programming. Mr. Correia has a Master's Degree in Public and Development Management from the University of Witwatersrand (South Africa), and is fluent in Portuguese, English, Macua, and Chuabo.

Madomal Ojziva (Researcher with Civil Society and Agriculture Expertise): Mr. Ojziva has worked with various research companies and NGOs throughout Mozambique as a supervisor over the past two decades. He has extensive qualitative and quantitative experience on a range of development topics. Mr. Ojziva is fluent in Portuguese and English, as well as Chichewa, Macua, Chuaba, Nyungue, Lomwe, and Sena.

Lucas Ndondo (Researcher with Agriculture Expertise): Mr. Ndondo has worked with humanitarian organizations for over a decade, and often serves as the Facilitator for FGDs. He speaks Sena, Shona, Chimanyika, Nda, Chibarue, Nhungue, Chiute, Chuabo, Portuguese and English.

Orlando Armando (Researcher): Mr. Armando has conducted research with children and key informant interviews with KGF Research. He has also worked with MSF and Peace Corps volunteers, has years of experience with community research, and speaks several local languages.

Sebastião Savele (Researcher): Mr. Savele has conducted focus group discussions and key informant interviews with KGF Research. He is studying for his Master's Degree in Business Management, has 15 years of experience as a language instructor, and speaks several local languages.

Dr. Carlos Shenga (Quantitative Methodology Expert): Dr. Shenga is the Director of the Centre for Research on Governance and Development (CPGD), which specializes in quantitative research in

Mozambique. CPGD has conducted nationally representative surveys for Afrobarometer. It has also conducted qualitative research in rural communities, as well as projects focused on governance for local and international clients. Dr. Shenga holds a Ph.D. in Political Science from the University of Cape Town (South Africa). www.cpgd.org.mz

Focus Africa (Security): Focus Africa specializes in the provision of intelligence-led risk management services (to multinational companies, financial institutions and private clients operating in Africa), and offer clients seamless solutions for asset protection in high-risk political/security environments. www.focus-africa.co.za/

Barbara Hofmann (Youth and Gender Expert): Ms. Hofmann is the Director of ASEM, a non-profit organization that works on the behalf of orphans and vulnerable children in central Mozambique. www.asemworld.org

We also work regularly with a variety of consultants who specialize in different topical areas and are delighted that these experts have become not only colleagues, but also a part of the KGF Pesquisas family. For additional names of our specialists, please contact us.



Photo 5. Documenting Theatre for Education Project, Mozambique, 2010. Credit: C. Bila.

About Us and Our Partnerships: Throughout Africa

We have also partnered with regional research organizations to conduct research across Africa. These partnerships have been selected carefully to complement our high-quality standards.

We have a network of research organizations, institutions, and field staff to meet client needs in the following African countries:

- | | | | |
|------------|--------------|----------------|-------------|
| ❖ Angola | ❖ Ghana | ❖ Rwanda | ❖ Swaziland |
| ❖ Botswana | ❖ Kenya | ❖ Sierra Leone | ❖ Tanzania |
| ❖ Burundi | ❖ Liberia | ❖ Senegal | ❖ Uganda |
| ❖ Djibouti | ❖ Mali | ❖ Somalia | ❖ Zambia |
| ❖ Ethiopia | ❖ Mozambique | ❖ South Africa | ❖ Zimbabwe |

Research organizations include our sister company, REAL Consulting Group, which conducts research across sub-Saharan Africa and Asia <https://www.realconsultinggroup.com/>











Dr. Fenio and Dr. Steven Lichty founded REAL Consulting in 2018 and the company has overseen multiple projects across eastern Africa thus far. Based in Nairobi, Dr. Lichty specializes in qualitative research in sub-Saharan Africa and Asia and has worked in conjunction with Dr. Fenio on multiple research projects. Dr. Lichty holds a Ph.D. in the social sciences from the University of Florida, and currently works on research and capacity building with academics and researchers affiliated with Tangaza University College and consults with I4DI.

- ❖ **Citizen Surveys:** Dr. Fenio is an Associate of Citizen Surveys, which is based in South Africa and is the lead research organization for projects for governments, Afrobarometer, MTN, and multiple local and international NGOs. CS and KGF Research recently partnered on a project in Swaziland concerning TB in mining communities. www.citizensurveys.com
- ❖ **Sub-Saharan Field Research and Consulting Services:** SFRC is based in Kenya and works closely with field staff in multiple East African countries to impart the same level of reliability and accountability as the SFRC Kenya team. Founded by Simon Kimani, clients have included governments, Afrobarometer, and multiple local NGOs.
- ❖ **Field Polls:** Based in Zimbabwe, Field Polls conducts quantitative research for governments, NGOs and Afrobarometer, and has field teams in Zimbabwe, Zambia, and Angola.
- ❖ **NORC:** Based in Bethesda, Maryland, NORC is the research arm of the University of Chicago and conducts multiple types of research for numerous organizations that include USAID and the USG.
- ❖ **IHS International:** KGF Research partnered with IHSI (Julia Midland, Manager-Africa and the Middle East) to conduct two research projects in Mozambique in 2017. In her role as the Director for Africa and the Middle East, Ms. Midland manages projects to identify program needs, monitor outreach, and evaluate programming successes against baseline indicators (particularly concerning Value for Money). She holds technical specializations in humanitarian and development-oriented work, gender programming, social and political risk analysis, governance, and capacity building, and an MA in Foreign Affairs. www.ihshinternational.com
- ❖ **ORB International:** Based in the UK and the US, ORB specializes in high quality research in complex environments (including fragile states, conflict zones, post-conflict zones, and developing nations). The company has conducted numerous projects throughout the Middle East and sub-Saharan Africa for a variety of stakeholders. www.orb-international.com
- ❖ **WAAS:** Based in Ethiopia, WAAS conducts qualitative and quantitative research and has a staff of over 80 full time employees as well as over 350 qualified and reliable contractual professionals throughout the country. www.waasinternational.com
- ❖ List of additional partnering companies available upon request.



Photo 6. In-Depth Interviews, Liberia, 2017. Credit: K. Fenio.

Recent Clients and Projects (list is not exhaustive)

	<p>(Multiple Countries) Rule of Law in Mozambique, South Africa, Angola, and Botswana, 2019</p>
	<p>Working with NORC (at the University of Chicago), this focused on rule of law in four countries, as determined via intersecting issues surrounding human rights, illicit trafficking, and corruption. Key informant interviews were conducted in all four countries.</p>
	<p>(Mozambique) Coffey Assessment of JOBA Skills Building at Young Africa, 2019</p>
	<p>Quantitative survey focused on students at Young Africa to determine prevalent attitudes toward the programming and training.</p>
	<p>(Mozambique) Post-Cyclone Assessment on Localization in Beira and Buzi, 2019</p>
	<p>Research focused on relationships between INGOs and local partners according to the 2016 Grand Bargain Agreement. It employed a mixed method approach to determine key stakeholder perceptions on best practices regarding DRR and provided recommendations on future disaster relief/recovery/response mechanisms.</p>
	<p>(South Africa) MTN Rollout of MOMO (Mobile Money), 2019</p>
	<p>Working with Citizen Surveys in South Africa, this project focused on MTN's objective of penetrating the mobile money market. The qualitative research included focus groups with numerous socio-economic groups in all South African provinces to determine how best to market the campaign, attitudes toward mobile money and platforms.</p>
	<p>(Mozambique) Post-Cyclone Idai Child Protection Assessment in Buzi, 2019</p>
	<p>This project focused on child protection issues in Buzi District, particularly in Child Friendly Schools. It employed a mixed methods approach of key informant interviews with adults, and free style drawing and H's Assessment with children and adolescents to determine prevalent mentalities of youth in cyclone affected communities.</p>
	<p>(Mozambique) Post-Cyclone Idai Rapid Needs Assessment in Sofala, 2019</p>
	<p>This rapid needs assessment occurred post-cyclone Idai and involved desk review of hundreds of documents, fieldwork in Sofala Province, and analysis of quantitative and qualitative data. The report was used to apply for additional post-cyclone funding in Sofala.</p>
	<p>(Mozambique) Coffey Assessment of JOBA Skills Building at BIP, 2019</p>
	<p>This project focused on interns in Beluluane Industrial Park (BIP) to determine prevalent attitudes toward their employers, careers, and training. This project used both quantitative (survey) and qualitative (interview) methods.</p>
	<p>(Sierra Leone) Women's Experiences in Parliamentary Elections, USAID, 2018</p>
	<p>Working with NORC (at the University of Chicago), this project focused on USAID's activities around the recent SL elections. Combining a mix of qualitative methods, the team focused on women's experiences running for various activist positions and government offices.</p>



(Mozambique) Assessment on Possibilities of Integration for World Vision, 2018

Research focused on the pros and cons of integration between public funding, private funding, and grants and offered recommendations to WV Mozambique. It focused on internal staff members and communities to assess how integration is occurring in three geographical locations, via the use of qualitative methods and a workshop.



(Liberia) Getting Ready to Lead (NORC, with funding from USAID), 2017 and 2018

Working with NORC (at the University of Chicago), this project focused on USAID’s Getting Ready to Lead (GRTL) activities for the 2017 Liberian elections (aimed to increase women’s political participation in the elections). It highlighted analysis of the aspirations and characteristics of women who chose to pursue positions of political leadership, and the project involved two rounds of data collection. This included a workshop, surveys of participant views and the identification of opportunities and challenges women face in the public sphere, in-depth interviews, and recommendations.



OXFAM



(Mozambique) Oxfam and Concern: Evaluation of ECHO in Sofala and Zambezia Provinces, with IHSI, 2017

Through a partnership with IHSI, this project evaluated the European Civil Protection and Humanitarian Aid Operations (ECHO) funded programming implemented by Oxfam and Concern as part of the COSACA II consortium in Mozambique. The fieldwork covered two research sites—Chemba (Sofala) and Mopeia (Quelimane). It evaluated the programming for drought affected households that received humanitarian food assistance via the vouchers to purchase essential food items, seeds and tools to restart agricultural production.

The final evaluation generated evidence to measure the effectiveness of the ECHO portion of the project interventions, documented project success, provided insight into aspects to be improved, and provided knowledge to inform future consortium-based programming. Qualitative research included FGDs and KIIs to assess OECD/DAC Criteria and Value for Money, and reviewed quantitative data and previous assessments provided by the NGOs to triangulate all data for analysis.



(Mozambique) Final Evaluation of Cosaca II (Save the Children, Care, Concern, Oxfam, with funding from DFID), with IHSI, 2017

Through a partnership with IHSI, research focused on evaluating COSACA II, a consortium comprising Concern, Oxfam, Save the Children, and CARE in Mozambique responsible for implementing a DFID, Sida, OFDA, and ECHO funded drought recovery in 2016-2017 in seven provinces with the primary aim of ensuring that drought affected households had adequate access to food and water to meet their daily essential needs, as well as access to market integrated livelihood activities which support their children’s well-being.

This evaluation generated evidence to measure effectiveness of project interventions and consortium coordination; documented project level successes and challenges; and provided insight into aspects to be improved, including those relevant to future consortium-based programming. The qualitative assessment included FGDs and KIIs to assess the project along OECD/DAC Criteria and Value for Money and fieldwork occurred in multiple provinces.



(Mozambique) Concern and Welt Hunger Hilfe XCSEL Project (with funding from the European Union and Irish Aid), 2017

Concern Worldwide (CWW), with Welt Hunger Hilfe (WHH) and the Rural Association of Mutual Support (ORAM), implemented the three year *Strengthening Civil Society to Enhance Livelihoods Through Supporting Economic Skills Diversification, Markets and Gender Equity in Zambezia* (XCSEL, 2015-2018), with support from the European Union and Irish Aid. This project was implemented in Mozambique in the districts of Chinde (including Micaune), Inhassunge, Nicoadala and Quelimane.

This final evaluation assessed the outcomes and impact of the XCSEL project based on its initial objectives, offered conclusions based on the OECD/DAC Criteria for evaluating development assistance, recommended 18 improvements for future interventions of this nature, and contributed to learning for appropriate stakeholders. The report triangulated qualitative data (FGDs and KIIs) from multiple field sites with additional quantitative and qualitative information collected by the implementing partners.



(Mozambique) World Vision Qualitative Evaluation Reports for Chivongoene, Mucotho, and Saa Saa, 2017

In 2015, World Vision Mozambique launched LEAP 3 (Learning through Evaluation with Accountability and Planning) to introduce the programming to key stakeholders and develop technical approaches ahead of the program transition to the next phase. Three evaluations were conducted to highlight evidence of change, unintended consequences, and contextualization.

Research highlighted key background factors of each of the programs involved (Food Security; Education; Health, Water and Sanitation; Sponsorship; and Community Based Organizations, the latter of which are Savings and Water groups which generally can be categorized under Food Security and WASH), analyzed community attitudes, and offered conclusions and recommendations.



(Swaziland) Citizen Surveys/IOM: HIV and TB Integrated Biological and Behavioral Study (IBBS) for Migrant Mineworker Communities in Swaziland, 2017

Working with Citizen Surveys, this project entailed the creation of a series of documents for the International Organization for Migration on the current HIV/TB context for migrant mineworking communities in Swaziland, as well as KIIs with government and non-governmental stakeholders, local researchers, and civil society groups.

KGF Pesquisas & Associados

Our experience conducting research evaluations in Mozambique and other countries throughout sub-Saharan Africa for a number of research companies, governments, and as academics helps our clients see the full picture.

Through a *troca de experiências* we bring community attitudes to our clients to fill in the missing pieces for successful conceptualization, implementation, and analysis of development projects.

For more information, please contact us:

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References available upon request.