



VALUE. TARGETED AND DELIVERED.

ABOUT KLEOS



www.kleosadvisory.com

Building entrepreneurial change agents in Africa

Africa is rapidly gaining attention as the next frontier for investment and entrepreneurial activity due to its enormous potential. Advancing trade, investment, and technology in Africa offer enormous economic growth and increased prosperity for the enterprising executive. This potential is best realized through strategic insights, market expertise, and financial management. There is no better time to invest in Africa than now.

However, despite Africa's immense economic potential, many businesses struggle with a lack of innovation, hindering their ability to thrive in competitive markets. Challenges such as limited access to resources, insufficient mentorship, and a risk-averse culture stifle creativity and impede progress for aspiring entrepreneurs across the continent.

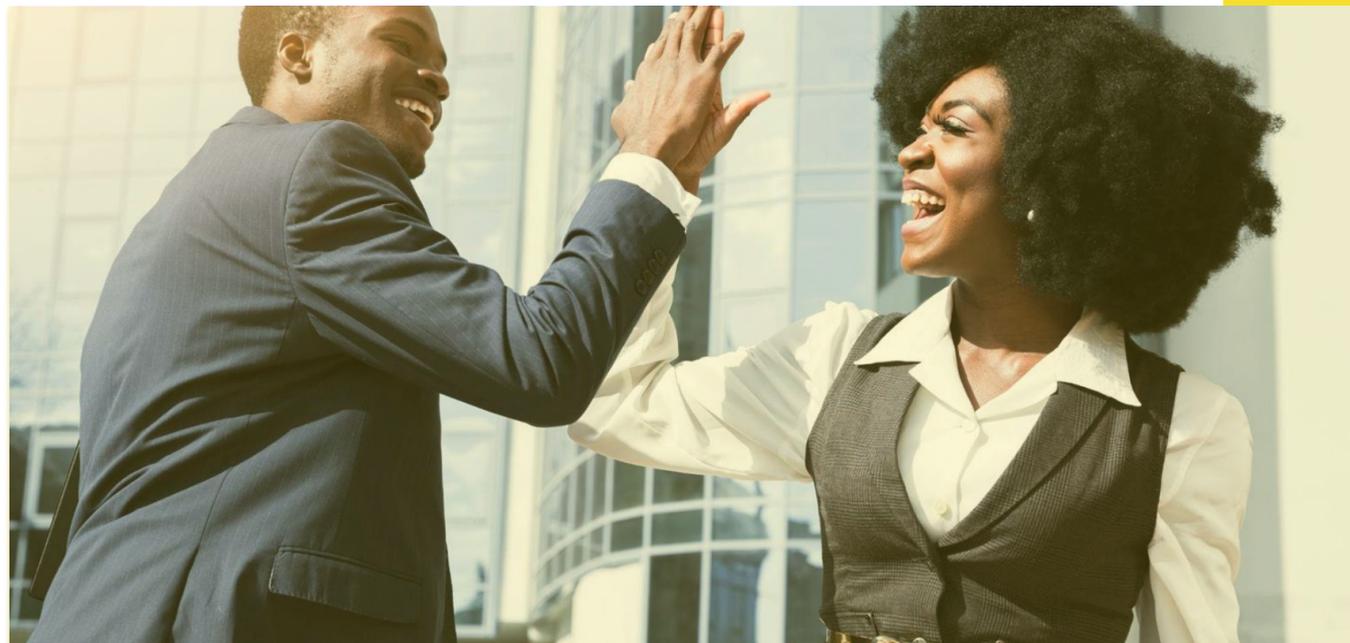
At Kleos Advisory, we have made a determined response to this pressing need. Our service offerings are specifically designed to empower entrepreneurs to become innovative change agents. Through our flagship program TECAH (The Entrepreneurial Change Agent Hub), we provide comprehensive support, including access to resources, mentorship programs, and opportunities for collaboration, aimed at fostering a culture of innovation and driving sustainable growth in African businesses. With a focus on cultivating creativity and strategic thinking, we aim to unlock the full potential of African entrepreneurship and propel businesses towards success in the global market.



Our Approach

Our approach centers on empowering African entrepreneurs by fostering a culture of innovation through comprehensive support and mentorship programs, driving sustainable growth and impact across the continent.

We prioritize collaborative relationships and local insights, delivering cutting-edge management consulting services to build internal capabilities for sustained success.



Our Core Values



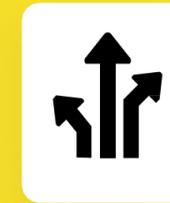
Service

We seek to create value for our clients



Professionalism

We uphold the highest standards of competence



Innovation

We always seek the better way



Resourcefulness

We always find a way



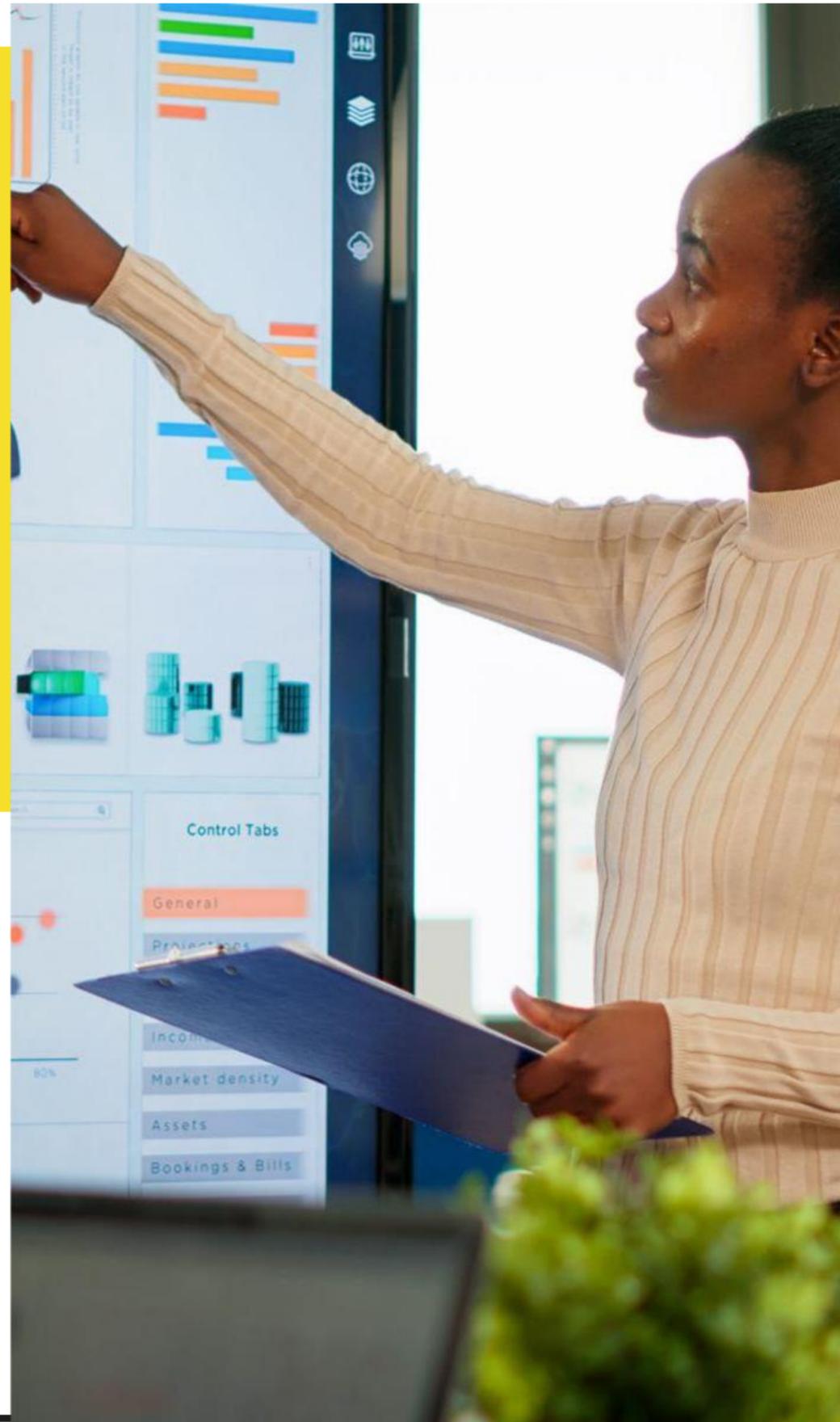
Intrapreneurship

We act like owners



Trustworthiness

We uphold the highest ethical standards in our conduct and decision-making



Why KLEOS

Kleos distinguishes itself through its data-driven approach, which is underpinned by rigorous research conducted by the founder during her PhD at Pan-Atlantic University.

This research, featured in the [Harvard Business Review](#), serves as the foundation for our innovative strategies and solutions, ensuring that entrepreneurs receive evidence-based guidance tailored to their specific needs and challenges.

The Journey of Change

STAGE	CONSULTING SERVICES RENDERED
DISCOVERY	<ul style="list-style-type: none"> • Digital training • Live events • Content development
INCUBATION	<ul style="list-style-type: none"> • Entrepreneurial profile assessment • Feasibility analysis • Business model development • Brand development • Strategic planning retreats
LAUNCH	<ul style="list-style-type: none"> • Product development • Platform development • Website design • Team assessments
ACCELERATION	<ul style="list-style-type: none"> • Capital raising • Global market entry • Financial model development • Business valuation • Pitch deck creation • Investor readiness • Business planning • Strategy retreats



Our Services

- **Global Market Entry**
- **Consulting Platform**
- **Investment Readiness**
- **Business Clinics**
- **Content Development**
- **Business Planning**
- **SME Education**
- **Entrepreneurial Profile Assessment**
- **Capital Raising**
- **Speaking Engagements**
- **Product Development and Ideation**

Industries



Financial Services

Helping financial institutions create the ultimate customer experience



Energy

Helping companies in the energy industry navigate critical transitions.



Social sector

Transforming Africa's social enterprises to deliver better results for individuals, families and societies



Consumer goods & services

Increasing efficiency for accelerated growth



Educational sector

Innovative solutions implemented for client retention, growth and profit



Media & Telecoms

Making the connections that innovation demands

Glory Enyinnaya, Lead Consultant

“It is literally true that you can succeed best and quickest by helping others to succeed” – Napoleon Hill

- Courses from Wharton Business School, University of Cambridge, IE Business School, Spain EGADE Business School, Mexico SDA Bocconi, Italy.
- PhD in Management (Strategic Management and Entrepreneurship)
- MBA (Distinction), Lagos Business School.
- BSc. Accounting (First Class), Prosci Change management certification.
- Accenture Alumnus.
- Projects have cut across Ernst and Young, Nigerian LNG, British American Tobacco (BAT), Nigerian National Petroleum Corporation (NNPC), MTN, Eterna.
- Writer, Harvard Business Review
- Fellow, Institute of Management Consultants.
- Published with Wiley and Routledge.
- International speaker at conferences in Dubai, Kuwait and Chicago.
- Faculty in Lagos Business School and Regenesys Business School.
- Board Member, exclusive US business honour society Beta Gamma Sigma.



Partners



Our Credentials (1)

CLIENT	CONSULTING SERVICES RENDERED
Access Bank	<ul style="list-style-type: none"> • Physical and virtual advisory clinic sessions for over 1,000 Access Bank clients within and outside Lagos – Enugu, Benin, Lekki, Aba etc (2017 – 2021) • Business plan creation for over 20 Access Bank clients (2018 – 2021) • Coaching and capacity building for 10 beneficiaries of the Trinitas Foundation program (September – November 2021) • Coaching and capacity building for 15 winners of the NYSC Accesspreneur Business plan competition (June – August 2021) • Coaching and capacity building for 9 winners from the NYSC Lion’s Den Business plan competition (February – April 2021) • Creation of 16 training videos for LSETF Access W initiative applicants (2021) • Creation of content for over 20 Access Bank SME newsletters (2019-2021) • Speaking engagements and presentations at Access Bank Business Club (2021)
Keystone Bank	<ul style="list-style-type: none"> • Speaking engagements and presentations to Keystone clients (2020 - 2021) • Virtual advisory clinic sessions for over 50 Keystone Bank clients (2021)
Wema Bank	<ul style="list-style-type: none"> • Trained over 50 SMEs at Wema Bank’s SME Business School (2021)
FCMB	<ul style="list-style-type: none"> • Speaking engagements and presentations to FCMB’s clients (2021)
UBA	<ul style="list-style-type: none"> • Creation of content for UBA’s SME newsletters (2020)



Our Credentials (2)

CLIENT	CONSULTING SERVICES RENDERED
Centre for Global Enterprise, New York	<ul style="list-style-type: none"> • Pioneer program manager for the African Women Entrepreneurship Cooperative (AWEC) • AWEC is a highly selective leadership and business management capacity building program designed for African women entrepreneurs seeking to expand their knowledge, increase their skills, broaden their network and make lifelong connections • Collaborated with teammates to manage all aspects of participant engagement • Managed comprehensive stakeholder outreach program and maintained relationships on behalf of the Center for Global Enterprise and AWEC • Managed peer session design, execution, and optimization • Assisted with the planning and execution of in-country trainings (2 per year)
Addoser Microfinance	<ul style="list-style-type: none"> • Advisory clinic sessions for over 20 female entrepreneurs (2019)
Lagos Business School, Pan-Atlantic University	<ul style="list-style-type: none"> • Designed and delivered a course on e-commerce and platform strategy for business to over 30 Modular MBA students (2021) • Served as panelist and judge for several entrepreneurship programs (2018 – 2021) • Facilitated sessions on family business, international business and entrepreneurship (2019 – 2021)
GROW Movement, UK	<ul style="list-style-type: none"> • Coaching and capacity building for female entrepreneurs in Rwanda (2019)
Cherie Blair Foundation	<ul style="list-style-type: none"> • Mentor and referral partner (2022)



Our Value-Adding Partnerships

PARTNER	VALUE-ADD
International Business Accelerator, San Francisco, USA	<ul style="list-style-type: none"> • Support for companies that wish to expand to the US via an online course and 90-day accelerator • Ensure internal systems, legal entities, IP, teams, resources and expectations support success in the US and North American markets. • Ensure US competitiveness of product, service or platform. From compliance to pricing, IP to messaging, foreign exchange strategies, sales channels, warm leads and a whole lot more. • Growth capital. Raise funds in the US market via pitch deck prep and investor intros. Or leverage alternative sources like crowd-equity funding, debt financing, and little-known public sector initiatives.
Faster Capital, Dubai	<ul style="list-style-type: none"> • Raise Capital: Match startups with angel investors, venture capitalists, government funds, banks and other funding sources • Technical Cofounder: Provide technical support and cover 50% of the costs required for software development, UI and UX, AI etc.
Business Impact, Ghana	<ul style="list-style-type: none"> • Transaction advisory • Investment readiness support and capital raising strategy • Accounting Services, Financial Management & Reporting • Business Valuation, Mergers and Acquisitions
Entrepreneur Scan, Netherlands	<ul style="list-style-type: none"> • Customized coaching based on psychometric personality testing



The Kleos Academy

We have created an e-learning platform with cutting-edge courses to build capacity for founders at every stage of the entrepreneurial journey. The courses include:

STAGE	MODULES
Launch Stage	<ul style="list-style-type: none">• Leadership and Planning for Entrepreneurs• Creative Thinking for Entrepreneurs• Marketing and Financial Management for Entrepreneurs• Risk Taking and Self Belief for Entrepreneurs• Resilience and Achievement for Entrepreneurs• Power and Autonomy for Entrepreneurs• Plan and launch your business
Management Stage	<ul style="list-style-type: none">• Be a better leader• Manage your customers• Manage your people• Manage your money
Funding Stage	<ul style="list-style-type: none">• Accessing capital
Global Stage	<ul style="list-style-type: none">• Deciding to go global• Global ecommerce strategy• Global market entry strategy



“SME Solutions” Webinars

We have curated monthly online knowledge-sharing sessions with skilled professionals to assist SMEs



BETA GAMMA SIGMA
THE INTERNATIONAL BUSINESS HONOR SOCIETY

KLEOS AFRICA PRESENTS
KOLA OLASHILE
Who Will Be Offering a Webinar on for
Tax Compliance for SMEs



KLEOS
WWW.KLEOSAFRICA.COM
Presenting
Going Global:
ACCESSING
THE U.S MARKET

Michael McClune
Global Growth Executive
Greater Los Angeles

Chris Lynch
Global Business Thought Leader
Irvine, California



BETA GAMMA SIGMA
THE INTERNATIONAL BUSINESS HONOR SOCIETY

KLEOS AFRICA CONSULTANT
TUNDE AKIN-MOSES
Will Be Offering a Webinar on
Business Valuation

SME Workshops

Keystone Bank
A 3-Day African Free Trade MSME Masterclass

THEME:
TAKING YOUR SME BUSINESS ACROSS BORDERS

Click here TO REGISTER

SPEAKERS:

- Dr Emeka Osuji**
Day 1 - June 15th, 2021
Associate Professor,
Pan-African University
How to Trade Freely Across Africa (All about the AfCFTA Act)
- Somiochi Okwuadigbo**
Day 2 - June 16th, 2021
Head, Trade Services
Keystone Bank
The SME Forex Window
What are the options?
- Gloria Enyinnaya**
Day 3 - June 17th, 2021
Founder,
Kleas Advisory Africa
Launching An International SME Brand

HOST
Helen Nwelle
Head, SME Banking,
Keystone Bank

15th - 17th
JUNE 2021 10:00am

Regenesys™ Business School
Awakening Potential

BUSINESS PLAN WORKSHOP

Thursday - 5thSept. to Saturday - 7thSept.
Programme Fee: N 150,000

Attract investment with a bankable Business Plan.

Glory Enyinnaya,
MBA - International Business Consultant



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Contact Us

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