

Strategic Plan

Nigeria Local Content Readiness Partnership

This project captures the formation of a possible Nigeria-based Local Content Readiness service or consultancy partnership. The immediate purpose is to define the opportunity, clarify roles, capture early evidence, identify requirements, and assess whether a viable service can be developed with PHC Service support.

BUSINESS INFORMATION

General Summary

Nigeria Local Content Readiness Partnership is a formation-stage PHC project arising from dialogue between Michael-Ubini Oluseyi in Lagos, Nigeria, and David Winter / PHC Service. Michael has indicated interest in partnering for consultancy services to NCDMB, with no current payment structure and a local team still to be formed. The immediate strategic purpose is not yet to deliver a full consultancy contract, but to define the opportunity, capture evidence, clarify roles, review any raw data Michael shares, and test whether a credible Local Content Readiness service can be developed. The project should remain private and carefully caveated until client authority, team structure, legal/commercial position, and payment route are better evidenced.

PRODUCTS AND SERVICES

Current Situation

The service is currently an emerging idea rather than an approved product. Known elements include PHC-style project definition, requirements capture, evidence review, governance support, readiness assessment, proposal preparation, and possible training/capability development. Michael's stated need relates to consultancy support for NCDMB, while the wider PHC opportunity appears to be a Local Content Readiness service that turns raw information, workforce/supplier capability, training needs, and management requirements into structured evidence. No formal scope, client mandate, service catalogue, acceptance criteria, or delivery method has yet been agreed.

Future Vision

The future service could become a PHC-backed Local Content Readiness offering for Nigerian projects, agencies, suppliers, and local teams. It would assess whether local content commitments are credible, evidenced, governed, and ready for procurement or management review. Possible outputs include readiness reports, gap analyses, evidence packs, local supplier/workforce capability reviews, training plans, governance recommendations, and management-ready proposals. The aim is to support practical local capability development rather than produce empty certificates or unsupported assurance claims.

How Do We Get There?

Start with a minimum viable definition phase. First, capture Michael's answers to the founding questions and receive any raw tracker/data. Second, create or refine the PHC Definition, Business Case, Local Content Readiness, Governance Readiness, Funding Readiness, Procurement Readiness, People, Evidence, Concerns, and Actions records. Third, draft a short service proposition that clearly states what the service does, what evidence it requires, what it does not claim, and how it could be delivered. Fourth, review whether there is a credible route to NCDMB or another paying client before committing substantial delivery time. Any service expansion should be controlled through PHC decisions and evidence.

PREMISES AND EQUIPMENT

Current Situation
No dedicated premises, office, equipment base, shared platform, or local operating infrastructure is currently confirmed. Michael is in Lagos and may initially work from home, a small office, shared premises, or through his network, but this is to be defined. PHC support is remote. Current working tools are likely LinkedIn, email, PHC project records, shared documents, and any raw tracker/data Michael sends. There is no confirmed data room, file structure, communications rhythm, or confidentiality setup yet.
Future Vision
The future operating setup should be lightweight, credible, and scalable. In the early stage, a remote-first arrangement with controlled PHC records may be enough. If the opportunity develops, Michael's local team may need a modest Lagos base or shared office, reliable internet, secure document storage, meeting capability, and a controlled evidence repository. Equipment and premises should support professional service delivery, local team coordination, client meetings, training, and readiness-review work without creating unnecessary fixed cost too early.
How Do We Get There?
Do not commit to premises or equipment until the opportunity has passed early viability checks. In the first phase, use existing remote tools and PHC records. Define where authoritative files are stored, how versions are controlled, and what information is confidential. If Michael identifies a local team or client engagement, then specify minimum operating needs: meeting location, file-sharing method, admin support, data protection, and presentation materials. Any paid tools, office costs, or equipment should require a recorded decision and a funding route.

PEOPLE

Current Situation
The current people base is very small. Michael appears to be the local originator and possible Nigeria lead. David Winter / PHC Service is providing early strategic, governance, documentation, and service-shaping support. Michael may later involve two or three trusted friends or colleagues. Victor may be considered later if there is a clear role, such as reviewer, regional sounding board, or delivery associate. No formal company, team structure, role descriptions, accountable executive, local delivery team, or client contact authority is yet confirmed.
Future Vision
The future team should combine local credibility and PHC discipline. Michael would ideally lead local relationship development and in-country coordination, supported by a small trusted Nigerian team with capability in local content, project controls, procurement, training, administration, and client engagement. PHC would provide service architecture, evidence discipline, readiness methodology, governance support, and independent challenge. Additional associates should be added only when their role is needed and clearly recorded. The wider ambition could include training local professionals to use PHC methods as part of capability development.
How Do We Get There?
First, clarify Michael's intended role, authority, availability, and local network. Second, ask Michael to identify possible trusted collaborators and describe what each could contribute. Third, define provisional roles before involving people in live work. Fourth, keep Victor or other associates outside the core until there is a clear reason to invite them. Fifth, create a simple working rhythm: questions, actions, evidence, time records, and decisions. If the opportunity matures, convert provisional roles into a basic organisation chart, responsibilities matrix, and onboarding note.

FINANCE

Current Situation
There is no current payment structure. Michael has stated that payment is not expected until a local team is set up and a contract is signed, after which payment may come from the board. No budget, revenue forecast, contract value, cost estimate, company structure, payment route, or funding source has been evidenced. David has indicated willingness to provide early support with no upfront payment, provided time is recorded transparently as deferred/pending future revenue. This creates both opportunity and risk.
Future Vision
The future financial model should be fair, transparent, and proportionate to the opportunity. Possible models include deferred PHC fees, per-report fees, service packages, training revenue, retainers, subcontract arrangements, local-company engagement, or revenue share. The preferred model should allow Michael's local operation to start lean while protecting PHC from open-ended unpaid work. Financial arrangements should be documented before substantial delivery begins and should distinguish early formation support from contracted client work.
How Do We Get There?
Set an immediate deferred-support control. Record PHC and Michael time chunks, mark them as formation-stage and not yet payable unless future revenue/agreement is achieved, and define a review cap before major work continues. Ask Michael for rough revenue expectations, likely client route, company/funding assumptions, and payment timing. Avoid expenses, hiring, or binding commitments until there is a written commercial basis. Once a credible client route exists, prepare a simple commercial note covering roles, fees, payment triggers, ownership, confidentiality, liability, and exit/pause conditions.

MARKETING

Current Situation
Marketing is currently informal and relationship-led. The opportunity arose through LinkedIn engagement connected to procurement readiness, credible evidence, and assurance. Michael's approach may have been influenced by David's PHC content and the broader theme of evidence-backed readiness. There is no public marketing page, approved proposition, case study, client permission, NCDMB endorsement, or public Open Concerns profile. Any external positioning must be cautious because the project is not yet formally affiliated with NCDMB or any Nigerian public body.
Future Vision
The future market position could be: PHC Local Content Readiness helps local teams, suppliers, project sponsors, and public-sector-facing organisations turn local content commitments into credible evidence, practical capability plans, and management-ready readiness reports. The positioning should be professional, evidence-led, and respectful of Nigerian local leadership. It should avoid certification-style overclaiming and instead focus on structured readiness, governance, supplier/workforce development, procurement preparation, and training.
How Do We Get There?
Keep the project private while the facts are immature. Use Michael's answers and any raw data to develop internal language first. Then create a short draft proposition, a one-page service description, and a Local Content Readiness document that can be reviewed before being shared externally. Do not publish or claim NCDMB involvement without evidence and permission. If the opportunity matures, prepare controlled marketing assets: service overview, readiness checklist, sample report structure, training pathway, and carefully worded affiliation notice.