

90-Day 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.

OVERALL: EXECUTIVE SUMMARY

Executive Summary	
A practical 90-day formation plan to turn an informal opportunity into a controlled Nigeria-led Local Content Readiness partnership. The plan protects Michael's local leadership, defines PHC's support role, captures evidence, clarifies commercial assumptions, and develops a first usable Local Content Readiness service proposition before any major external commitment is made.	
Purpose	What "Success" Looks Like (by Day 90)
Create a clear, evidence-based foundation for a Nigeria-led Local Content Readiness service: - local ownership led by Michael and trusted Nigerian colleagues - PHC support as structure, governance, readiness method and professional endorsement where appropriate - careful handling of any NCDMB-related opportunity without overstating authority - controlled deferred support and time recording before revenue exists - a practical first service proposition that can help businesses show real local content readiness The purpose is not to take the project away from Michael, but to help him carry it with stronger evidence, governance and confidence.	By Day 90 the opportunity should be clear enough to proceed, pause, or reshape honestly. - Michael's intended role, local team, commercial route and NCDMB/client connection are documented. - PHC's support role is understood and bounded. - A Local Content Readiness service proposition exists in draft or review-ready form. - Key concerns, risks, actions, assumptions, decisions and evidence are recorded in PHC. - Deferred time/support is visible and controlled by an agreed review point. - No public or official claims are made without evidence. - There is a first credible route to conversation with Michael's local contacts, possible team members or target client stakeholders. If the evidence does not support progression, success may mean pausing early without damage or excessive unpaid work.

PHASE 1: DAYS 1–30 (STABILISE & BASELINE)

Summary (Days 1–30)	
Phase 1 establishes the truth of the opportunity. It focuses on Michael's answers, local ownership, evidence, confidentiality, current assumptions and the first boundaries around unpaid/deferred PHC support. The output is a controlled formation baseline rather than a premature proposal.	
Objectives	Measures
Clarify what Michael is proposing, what authority or access exists, and who should own what. Protect the opportunity by recording facts, assumptions, risks, actions and evidence before substantial work begins. Make it explicit that PHC is supporting Michael's local leadership rather than taking over the Nigeria-facing project.	• Michael has answered the founding questions or open gaps are clearly recorded. • At least the first evidence pack and PHC project records are in place. • There is no ambiguous claim of NCDMB endorsement or official appointment. • PHC support time is being recorded and reviewed. • Both parties can explain the intended relationship in plain language.
Actions	Deliverables by Day 30
• Founding conversation: talk with Michael and explain the intent: local leadership first, PHC as support, no project takeover. • Seven-question response: capture Michael's answers on company formation, reach, partnership line-up, revenue model, money flow, premises and funding. • Evidence capture: save the LinkedIn dialogue, emails, raw tracker/data when received, and any NCDMB or management-related evidence. • Boundary setting: agree that no official affiliation, client appointment, payment expectation or public claim is assumed until evidenced. • PHC setup: populate questions, business case, strategic plan, manifesto, concerns, actions, people and evidence records. • Deferred support control: start a simple time-chunk and deferred-cost log with a review cap.	• Formation Baseline v1: current facts, assumptions, unknowns, stakeholder list and project status. • Michael Ownership Note: a short statement confirming that the Nigeria-facing opportunity is intended to be locally led by Michael and suitable local colleagues. • Initial Evidence Pack: message thread, received data, contact claims, decisions and source notes. • PHC Control Set v1: questions, concerns, actions, assumptions, people, evidence and time log. • Deferred Support Principle: early wording for unpaid/deferred PHC support pending future revenue or formal agreement.

PHASE 2: DAYS 31–60 (ALIGN & STANDARDISE)

Summary (Days 31–60)	
Phase 2 turns the formation baseline into a service concept. It develops the Local Content Readiness proposition, tests it against Michael's data and local context, and clarifies what a first useful client-facing output might look like.	
Objectives	Measures
Define the first practical Local Content Readiness service without overbuilding it. Connect the service to real evidence: workforce, supplier, training, procurement, governance and management readiness. Test whether there is enough client route, team capacity and commercial logic to justify continued effort.	• Michael can recognise the service as strengthening his local opportunity rather than replacing him. • The readiness framework is practical enough to discuss with local colleagues. • The service proposition avoids unsupported claims and is evidence-based. • At least one plausible commercial route is identified, or the absence of one is explicit. • Open risks are visible rather than hidden inside enthusiasm.
Actions	Deliverables by Day 60
• Raw data review: examine any tracker/data Michael shares and identify what it already proves, what is missing, and what requirements are implied. • Readiness framework: draft a Local Content Readiness quality document covering people, suppliers, training, evidence, procurement, governance and reporting. • Service proposition: prepare a short description of what the service does, who it helps, what inputs it needs, and what outputs it produces. • Team mapping: identify possible local colleagues and provisional roles, including whether Victor or another reviewer should be involved. • Commercial sketch: test simple models such as per-report fees, readiness review, training package, retainer, subcontract support or revenue share. • Risk review: update concerns around authority, payment, confidentiality, ownership, public representation and workload.	• Local Content Readiness Framework v1: draft checklist/document for assessing credible readiness. • Service Proposition v1: plain-language summary for Michael and trusted local collaborators. • Raw Data Review Note: findings from Michael's tracker/data, including gaps and possible management requirements. • Local Team Role Map v1: provisional roles, names where known, capability gaps and next steps. • Commercial Options Note: possible payment/revenue models and conditions before each can be used.

PHASE 3: DAYS 61–90 (EMBED & IMPROVE)

Summary (Days 61–90)	
Phase 3 prepares the opportunity for careful external use if the evidence supports it. The aim is not to rush into public claims, but to create meeting-ready material, a controlled stakeholder approach and a decision on whether to proceed, pause or narrow the project.	
Objectives	Measures
Convert the internal service concept into a controlled, meeting-ready proposition. Make sure local leadership, PHC support, commercial assumptions and evidence limits are clear. Decide whether the project is ready for external conversation, still needs internal development, or should be paused.	• A credible external conversation can be held without overstating facts. • Michael's ownership and local leadership are clear in the materials. • PHC's role is valuable, bounded and commercially visible. • There is a defined pilot or next engagement route, or a clear reason to pause. • Evidence, concerns, time and decisions are sufficiently complete to support the Day 90 decision.
Actions	Deliverables by Day 90
• Meeting pack: prepare a short pack for Michael to use with trusted colleagues or carefully selected stakeholders. • Affiliation wording: agree exact language for NCDMB-related references, avoiding any claim of endorsement or appointment unless documented. • PHC endorsement role: define when David may attend meetings, what he may endorse, and what remains subject to evidence and agreement. • Pilot path: identify a small first pilot, readiness review, data assessment or workshop that could demonstrate value without large unpaid exposure. • Commercial checkpoint: decide whether deferred PHC support continues, converts to an agreement, narrows, or pauses. • Go/no-go review: use PHC questions, concerns, evidence, actions and time records to make a clear Day 90 decision.	• Meeting-Ready Local Content Readiness Pack: service proposition, readiness framework, governance note and careful affiliation statement. • Pilot Proposal v1: small first engagement option with inputs, outputs, roles, time, payment assumptions and limits. • Stakeholder Engagement Plan v1: who to speak with, why, what can be said, and what evidence is needed. • Partnership Working Note: local leadership, PHC role, decision rights, confidentiality, ownership and commercial next steps. • Day 90 Decision Record: proceed, pause, narrow, or reshape with reasons and evidence.