



# GABRIEL DOMALE CONSULTING



MANAGEMENT CONSULTING FIRM



Port Harcourt | Nigeria

## **GABRIEL DOMALE CONSULTING**

Is a management consulting firm that helps companies in Africa to grow, provides insights to leaders, and transforms institutions.

### **Strategic Intent**

To be the most innovative and collaborative management consulting firm, creating sustainable value for organizations.

### **Industry Focus**

Oil & Gas, Technology, Banking, Infrastructure, Venture Capital, Human Capital, Capital raising, Financial Services, and Public Sector/Government.

### **General Consulting Services**

We support you to deliver value in:

- Training.
- Strategy.
- Budget and Planning.
- Operations - Finance and Accounting.
- Finance Transformation.
- Governance, Risk, and Compliance.
- Cost reduction and Optimization.
- Value-For-Money Audit.
- Project Management.
- Contract Performance Review.
- Due Diligence and Deal Advisory.
- Finance Recruitment and Coaching.
- Business Restructuring.
- Systems and Performance Improvement.

## Oil & Gas Consulting Services

**FINANCING:** Facilitation of Fundraising & Finance deal structuring which includes Debt finance, Equity finance, Project management and Commercials (e.g., Agreement - SPV, Offtake and Crude handling).

**VALUATIONS & DUE DILIGENCE:** Technical evaluation of assets, Due diligence and Economical screening.

**TRANSACTIONAL SUPPORT:** Providing support to enable assets to be 'bankable' & investor 'ready' for investors & lenders.

**TECHNICAL ADVISORY:** Audits, Technical review's, Due diligence processes (Exploration/Appraisal/Field development/Production operations).

**INTERIM MANAGEMENT:** Provide interim management and Operatorship role (Back-office technical team) to manage operations to first oil and gas.

**NEW VENTURES ADVISORY:** Business development, Business intelligence, Stakeholders' management.



African Excellence  
Awards

**gabriel domale  
consulting**

**Most Trusted  
Management  
Consulting Firm -  
Nigeria**

**UPSTREAM CORPORATE SERVICES:** Training coaching. Finance services, Performance management, Tender board, Contract management, Cost reduction, Delegation of authority, and Host communities' engagement.

**RISK MANAGEMENT:** Management of technical and non-technical risks, Suppliers 'financial risk assessment, Mitigation plans, and Risk workshops.

## **Banks Consulting Services**

How much knowledge do banks have of EPC contractors and companies operating in the oil and gas industries?

Banks, EPC contractors and marginal field operators need knowledge and deep insights to operate and navigate the complexities of the oil and gas industry.

This knowledge gap has led banks to incur huge unrecoverable loans in the oil and gas industry.

At Gabriel Domale Consulting, we help banks acquire the knowledge and insights into the oil and gas industry to make the right loan decisions and manage other risks.

We make available to banks, marginal oil and gas operators, and EPC contractors our expertise in project finance, strategy, policy, governance, compliance, contract management, cost estimation, engineering, risk management, commercial, and project economics.

## **TRAINING AND ADVISORY SERVICES TO BANKS AND EPC CONTRACTORS.**

1. Conduct training and transfer insights.
2. Coach/Mentor Oil and Gas teams of banks.
3. Develop structured loan strategies.
4. Conduct due diligence on loan proposals.
5. Conduct supplier financial risk assessment.
5. Link cash release to the project milestones.
6. Ensure timely loan repayments.
7. Support timely oil/gas project delivery.
8. Develop contract performance reporting.
9. Conduct contract risks management.
10. Build collaboration with host communities.



## Training Programs - Courses

### STRATEGY & POLICY

1. Building Competitive Advantage.
2. Strategy Implementation.
3. Driving Corporate Performance.
4. Knowledge Management Strategy.
5. Driving Digital Strategy and Transformation.
6. Business Transformation.

### FINANCE & CONTRACT MANAGEMENT

7. Strategic Project Finance.
8. Valuation Fundamentals.
9. Budget Management.
10. Succeeding as a Strategic CFO.
11. Finance for Senior Executives.
12. Contract Performance Management.
13. Supplier Financial Risks Assessment.
14. Finance Transformation.

### GOVERNANCE, RISK & COMPLIANCE (GRC)

15. Effective GRC Framework.
16. Business controls and Monitoring.
17. Risk Management for Corporate Leaders.
18. Making Corporate Boards More Effective.

### LEADERSHIP

19. Preparing for Retirement.
20. Transformational Leadership Workshop.
21. Business Partnering.
22. Problem Solving and Creativity.
23. Time Management.
24. Developing Yourself as a Leader.
25. Developing High Potential Leaders.
26. Managerial Influence.

### OIL & GAS

27. Oil and Gas Unitization Management.
28. Collaboration with Host Communities.
29. Achieving Cost Reduction.
30. Effective Implementation of GMOUs.



## Our Core Business

- Direct Consulting.
- Call advisory (via teleconference).
- Short-term projects (duration in months: 3, 6, or 12).
- Non-Executive Directorship.
- Interim Management Role.
- Finance Executive Search.
- Training.

## What Differentiates Us

The firm's edge arises because:

- Our managers have previously worked for fortune-100 oil and gas E&P company (Shell Nigeria).
- Each manager has a minimum of 20 years' hands-on experience.
- We have deep knowledge and insights of global management practices that we are willing to transfer to grow your business.
- Wide industry's network of contacts.
- We work with our clients to implement innovative solutions in a sustainable manner.

**GABRIEL DOMALE CONSULTING**  
**MARGINAL OIL & GAS FIELDS**  
**Early Frontend Planning**  
**FIRST FOCUS ON GOVERNANCE**

**STEP 01**  
**Set Up IJVC**  
Incorporate the SPV as a company & Set up the Board. Also finalize interest assignments of equity sale.

**STEP 02**  
**Set UP MOC**  
Nominate experts into Management and Operating Committee (MOC) and build governance frameworks.

**STEP 03**  
**Sign JOA**  
'Carefully' draft a robust and implementable Joint Operating Agreement.

**STEP 04**  
**Farm-Out Agreement**  
Negotiate the Farm-out agreement. Ensure you obtain mutually beneficial terms & conditions.

**IF YOU NEED HELP**  
Call Leesi +2347034604152  
<https://www.gabrieldomale.com>

**GABRIEL DOMALE**

*We are a "Team of Solutions looking for Problems".*

## Our Value Propositions

- We collaboratively work with finance leaders to make crucial decisions and optimize performance through financial excellence in finance systems and accounting operations, budgeting, finance transformation, cost reduction, governance, risk, and compliance.
- We also help business and finance leaders and their organizations to identify growth opportunities and create value through operational excellence in strategy implementation and capital efficiency by delivering projects within costs, building strategy, and planning frameworks and crafting of innovative funding solutions.



## The African Energy Chamber

## Request For-Our Services

For your business problems, please talk to us.

Send your "Request for Proposal (RFP)".

[Use this link:](https://www.gabrieldomale.com/submit-rfp.php)

<https://www.gabrieldomale.com/submit-rfp.php>

[info@gabrieldomale.com](mailto:info@gabrieldomale.com)  
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## Bio of Sir (Dr) Leesi G. Gbororogbosi

Sir (Dr) Leesi Gabriel Gborogbosi is the Founder and Chief Executive Officer of Gabriel Domale Consulting, a management consulting firm that helps companies and governments in Africa to grow, provides insights to leaders, and transforms institutions. Dr Gborogbosi leads the firm in its mission to deliver the best value-based client results in the management consulting industry.

Over about three decades working in a global oil and gas company (Shell, Nigeria) before founding Gabriel Domale Consulting, he has served in various leadership and managerial roles, including finance manager of a portfolio of seven gas and oil capital projects of complex nature.

He was member of the major tenders' board (contract approval board), deputy business finance manager (oil/gas production), head of business controls and compliance monitoring, knowledge management advisor (finance, and contract & procurement teams), deputy head of corporate budgeting, and a member of the corporate strategy, planning, budget, and reporting team.

With three decades of finance leadership experience from E&P upstream oil & gas industry:

➔ He is keen to "collaborate" to help companies and governments in Africa to solve their critical business problems. He also supports companies and non-governmental organisations with interim management roles such as Chief Financial Officer | Non-Executive Director | Independent Advisor | Strategist.

He is a Certified Management Consultant (CMC) by the International Council of Management Consulting Institutes (ICMCI) Worldwide. He is an experienced leader with expertise in strategy, policy advisory, finance, governance, risk management, compliance, E&P oil & gas, performance management, due diligence, training, transformation, leadership development, cost reduction, tender/contract board, and efficient service delivery by government institutions.

He is a professional who identifies problems and develops appropriate solutions. A change agent who takes on new challenges and champions continuous process improvement initiatives that reduce cost and improve value. An authentic leader who delivers high performance with integrity.



He collaborates with business leaders to identify growth opportunities, advises on business transformation, restructuring, and creates value through excellence in strategy implementation and capital efficiency by delivering projects within costs.

Dr Gborogbosi supports finance leaders to optimize performance and to make critical decisions through financial excellence in budgeting, cost reduction, finance transformation, finance and accounting operations, financial analysis, governance, risk, and compliance, finance systems, value-for-money audit, contract (& tender) board approvals, and developing innovative funding solutions.

He has two doctoral degrees, one in strategy and another in business studies, both from IE Business School, Madrid, Spain. He received a Master degree in (Research Methodology in Management Sciences) from IE Business School, Madrid, Spain, and an MBA (Finance and Banking) from the University of Port Harcourt, Nigeria. His first degree was in Accountancy from the University of Nigeria, Nsukka, Nigeria.

He is a Fellow of the Institute of Chartered Accountants of Nigeria, a Fellow of the Institute of Management Consultants, and a Fellow of the Mentoring and Career Development Institute of Nigeria. Also, he is a Member of the Chartered Institute of Procurement & Supply London, a member of the Nigerian Institute of Management and a member of the Strategic Management Society, Chicago, United States.

He was appointed Session Chairman of the session on "Leading change implementation processes" at the international conference of the Strategic Management Society held in 2015 in Denver, USA.

➡ He was nominated by the Strategic Management Society, Chicago for "Best International Conference Paper Prize Awards" for two years, in 2017 and 2015.

In September 2023, Dr Gborogbosi was conferred with Knight of John Wesley (KJW) by the Methodist Church Nigeria. This is a knighthood given by the church to honour notable Nigerians for their selfless service to the Church and society.

## Certified Management Consultant



## Sir (Dr) Leesi G. Gbororogbosi

Chief Executive Officer  
Gabriel Domale Consulting  
(Management Consulting Firm)  
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