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CONSTRUCTION
BROKERAGE

CAPABILITY STATEMENT

Development Infrastructure Delivery in Zambia

A local platform for procurement, technical assurance, project delivery and inclusive economic participation.

Prepared for

NGOs, foundations, embassies, development partners, implementing programmes and CSR infrastructure initiatives.

Prepared by

Daka & Associates Construction Brokerage Limited
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Infrastructure should leave behind more than a building

Daka & Associates supports development organisations that need infrastructure delivered in Zambia without creating a permanent in-house construction department.

Development infrastructure carries two responsibilities.

1

Physical responsibility

The asset must be safe, functional, technically compliant and fit for its intended users after handover.

2

Development responsibility

The construction process should, where practical, create local enterprise, employment, skills and community capacity.

DAB proposition

We provide the professional interface between development intent and construction execution: project preparation, procurement, technical assurance, project management, local supply-chain integration and impact reporting.

Our role is not to replace the NGO, designer or contractor. It is to make the system between them work, with the client retaining mission ownership and final decision authority.

Core promise

Define it correctly. Procure it transparently. Build it properly. Pay for verified progress. Develop local capacity. Prove the impact.

Construction expenditure is also a development instrument

Every donor-funded or NGO-led infrastructure project creates a local market interaction that can either be unmanaged or deliberately structured.

The conventional view

A grant funds a school, health post, WASH facility, training centre, shelter or community asset.

The stronger view

The same project can also support jobs, MSMEs, trainees, suppliers, women-led enterprises and safer site practices.

The hidden programme inside construction

- 1 Professionals** designers, engineers, quantity surveyors
- 2 Contractors** main contractors, subcontractors, specialist trades
- 3 Suppliers** materials, tools, transport, fabrication and logistics
- 4 Workers** artisans, graduates, trainees and general labour
- 5 Communities** users, operators, caretakers and local authorities

Strategic interpretation

Development infrastructure is strongest when the asset-delivery scorecard and the local economic participation scorecard are designed together before procurement begins.

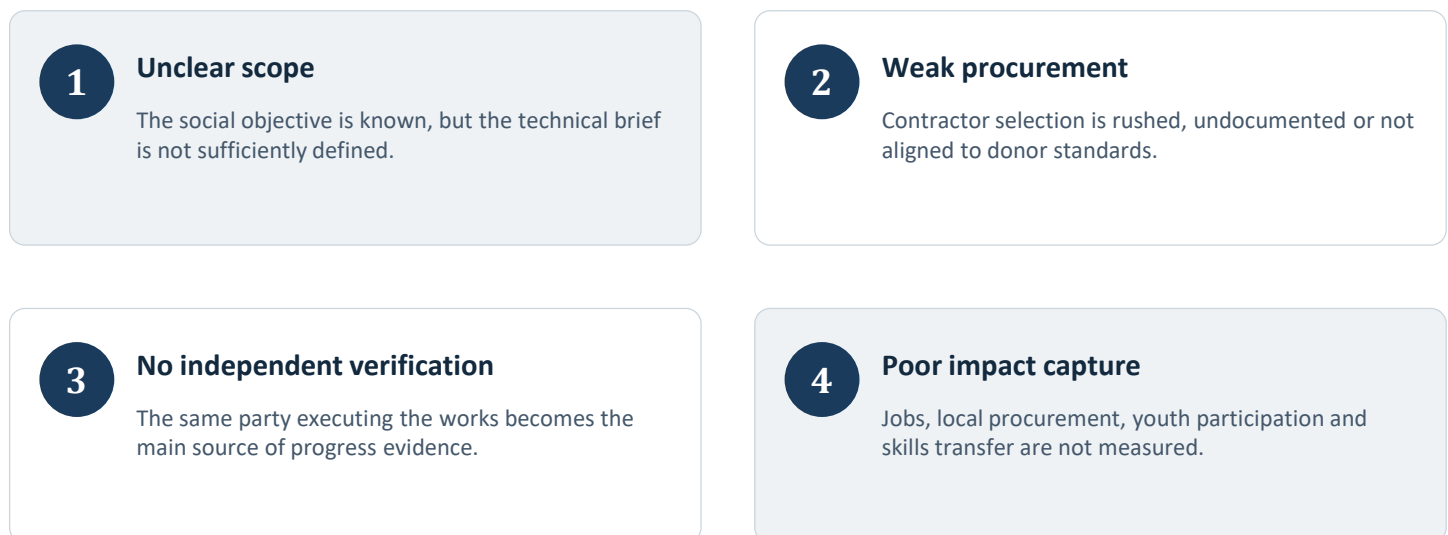
THE IMPLEMENTATION GAP

The missing middle between funding approval and finished asset

Strong social intent does not automatically create construction readiness. The critical risk sits between programme approval and site delivery.



Common failure points



DAB response

DAB creates the delivery architecture around the project: the disciplined sequence of preparation, procurement, supervision, verification, reporting and close-out.



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Five Pathways for NGOs to Enter Construction

How development organisations can create infrastructure, jobs and local economic impact in Zambia



1



Eco-Friendly Materials

Use stabilized soil blocks, recycled materials, and lower-cost sustainable building inputs to reduce environmental impact and construction costs.

2



Training-to-Work Hubs

Establish training centres that provide trade skills, practical work exposure, and clear pathways to youth employment in construction.

3



Affordable Housing

Deliver low-cost housing solutions, support settlement upgrading, and build climate-resilient community infrastructure.

4



WASH & Environmental Infrastructure

Invest in water, sanitation, waste management, and environmental infrastructure that strengthens public health and climate resilience.

5



Local Supply Chain Integration

Connect local contractors, MSMEs, artisans, and suppliers to project opportunities and drive inclusive local economic growth.

Where Daka & Associates Fits



Project
Preparation



Transparent
Procurement



Technical
Assurance



Workforce
Integration



Impact
Reporting

OUR PROPOSITION

One partner between the programme and the construction market

DAB structures the project-delivery system around the client, while preserving the distinct roles of funder, programme owner, consultant and contractor.

1

Client-side

We represent the programme owner's interests through preparation, procurement, supervision and reporting.

2

Market-facing

We connect the project to Zambia's construction ecosystem through structured market discovery and competition.

3

Assurance-led

We verify progress, quality, risk and payment milestones rather than relying only on contractor reporting.

4

Impact-oriented

We help translate construction spending into jobs, skills, local supply-chain participation and measurable outputs.

What this means in practice

DAB can be appointed before contractor selection

This allows the client to define the brief, procurement rules, evaluation criteria, quality controls and impact indicators before the market is approached.

Important boundary

For donor-facing work, DAB should be procured as an independent project-delivery and technical-assurance partner, not as an undisclosed contractor commission intermediary.

Six service pillars for development infrastructure

The service line is structured as a modular capability set that can support a single facility or a portfolio of community assets.

01

Project preparation

needs, site, brief, feasibility and project-readiness

02

Design, cost & procurement

consultant RFPs, BoQs, tendering and evaluation

03

Construction management

programme, coordination, quality and site reporting

04

Technical assurance

inspection, verification, defects and payment evidence

05

Local economic participation

contractors, MSMEs, suppliers, artisans and trainees

06

Impact and close-out reporting

asset delivery plus development additionality

Modular appointment

Clients can procure one workstream, a full project-delivery role or a multi-project programme-management office.

Recommended starting point

A Project Readiness Review or Infrastructure Delivery Diagnostic before design finalisation or contractor procurement.

A. Preparation, design coordination and cost control

These services help clients decide what to build, how to procure it and what evidence is needed before committing funds.

Infrastructure advisory

- Site reconnaissance and condition assessments
- Needs definition and technical scoping
- Project-readiness review and risk register
- Implementation programme and decision gates

Design and consultant procurement

- Terms of Reference and consultant RFPs
- Discipline mapping and deliverables schedule
- Design coordination against budget and use case
- Evaluation support and appointment recommendations

Cost planning and BoQ support

- Preliminary estimates and cost plans
- Bills of Quantities and scope schedules
- Tender analysis and quotation benchmarking
- Variation review and cost-to-complete reporting

Output

A project that is technically defined, commercially framed and ready to be taken to the market through a transparent procurement process.

B. Contractor procurement, delivery management and assurance

Once the project is defined, DAB can help the client appoint, manage and verify the construction delivery pathway.

Function	Practical services
Contractor procurement	market identification; prequalification; bid documentation; site briefings; clarifications; technical and commercial evaluation; due diligence; award recommendation
Project management	programme coordination; consultant and contractor meetings; decision registers; issue escalation; risk management; change tracking; client reporting
Independent technical assurance	site inspections; workmanship reviews; material checks; milestone verification; defects registers; payment recommendations; completion inspection
Close-out and defects	snagging; handover file review; operating handover coordination; defects-liability monitoring; lessons learned and final report

Assurance principle

The party building the works should not be the only party evidencing that the works meet the client's requirements. DAB provides independent observation, verification and reporting to inform client decisions.

Decision protection

The final approval authority remains with the client and its governing procurement framework.

Local economic participation must be designed, not improvised

Development infrastructure can strengthen Zambian contractors, MSMEs, workers and communities when participation is structured before procurement.

1

Local contractor access

Market mapping, prequalification criteria, package design and performance monitoring for emerging and established local firms.

2

MSME and supplier integration

Identification of suitable subcontracting, supply and service opportunities with clear quality and delivery requirements.

3

Training-to-work pathways

Coordination of controlled work exposure for trained youth, graduates and artisans under safe and supervised conditions.

4

Gender-responsive construction

Practical participation targets, safe site welfare, harassment controls, PPE access and gender-disaggregated reporting.

Participation controls

- ✓ Predefined eligibility and evaluation criteria
- ✓ Conflict-of-interest declarations
- ✓ Clear scope packages and quality specifications
- ✓ Documented selection and approval records
- ✓ Performance reporting and payment verification
- ✓ Measured development indicators

Governance note

Local participation should increase opportunity without bypassing transparency, quality, safety or value-for-money requirements.



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From Grant to Groundbreaking

What development organisations need between funding and a finished asset



Define

needs, site,
scope, budget.

>



Procure

transparent
competition and
contractor selection.

>



Build

supervision,
quality, safety,
and delivery.

>



Measure Impact

local participation,
jobs, skills,
and reporting.



The DAB Role

- ✓ Procurement Support
- ✓ Project Delivery
- ✓ Technical Assurance
- ✓ Local Economic Participation



Talk to Daka & Associates

about NGO & Development
Infrastructure



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From grant to verified asset

DAB's operating model follows a controlled sequence that creates auditability from concept to close-out.



Management discipline

Each stage can include a decision gate so the client only proceeds when scope, cost, risk and responsibilities are sufficiently clear.

Institutional construction requires a defensible process

DAB's development-sector model is built around transparent competition, documented evaluation and conflict-of-interest control.

1

Predefined rules

Eligibility, evaluation, scoring and decision rights agreed before market engagement.

2

Documented competition

Tender records, clarifications, submissions and evaluations retained in a procurement file.

3

Declared interests

Actual or perceived conflicts identified early and managed through the client's rules.

4

Value-for-money lens

Cost is assessed alongside capacity, programme, quality, risk, local value and delivery evidence.

5

Client authority

DAB advises and documents recommendations; award decisions remain with the client.

6

Traceable approvals

Key changes, variations and payments supported by written records and evidence.

DAB's recommended posture

Use brokerage intelligence for market discovery and capacity mapping, then use transparent procurement for institutional appointment decisions.

No partnership claims

This capability statement does not claim donor, embassy, UN or NGO partnerships unless separately evidenced for a specific proposal.

Clear separation of roles protects the client

The delivery model works best when each participant has a defined responsibility and reporting line.

Role	Primary responsibility	DAB interface
Programme owner	Mission, funding objectives, approvals and stakeholder mandate	Defines outcomes, receives advice and approves decisions
Design team	Technical design, drawings, specifications and professional advice	DAB coordinates deliverables and checks alignment to scope and budget
Contractor	Physical execution of the works, site management and warranties	DAB monitors progress, quality, safety and payment evidence
DAB	Client-side procurement, delivery coordination and technical assurance	Reports independently to the client and documents recommendations

Recommended reporting rhythm

Weekly site note

Fortnightly progress report

Monthly cost and risk review

Milestone verification report

Completion and defects close-out

Governance outcome

The project file can explain what was procured, why it was procured, who approved it, what was delivered and what impact was created.

Two scorecards for development infrastructure

A completed asset is necessary, but it is not the only measure of success. DAB recommends tracking asset delivery and development additionality together.

1

Scorecard 1: Asset delivery

- Scope completed
- Cost status
- Programme status
- Workmanship quality
- Safety observations
- Defects and snags
- Handover documentation
- Maintenance readiness

2

Scorecard 2: Development additionality

- Local procurement value
- MSME participation
- Worker-days created
- Youth participation
- Women's participation
- Training placements
- Employment conversion
- Skills and supplier development

Reporting principle

Development organisations should be able to answer: what was built, what it cost, whether it was procured and delivered properly, and what wider development value was created.

Suggested dashboard headings: progress | cost | quality | risk | OHS | local procurement | gender | youth | training | employment | defects | lessons learned

Flexible appointment routes for different programme sizes

DAB can be engaged at a single stage, across a complete project or as a standing framework for recurring infrastructure needs.

1

Project Readiness Review

Short diagnostic for organisations still defining a facility, site, scope or budget.

2

Procurement Assignment

RFP, tender, BoQ, prequalification, evaluation support and award recommendation.

3

Technical Assurance Assignment

Independent site inspections, progress verification, defects reporting and milestone support.

4

Full Client-Side Delivery

End-to-end preparation, procurement, delivery management, assurance and close-out.

5

Programme Management Office

Support for multiple facilities, provinces, contractors or funding cycles.

6

Framework Technical Services

Call-off support for recurring inspections, BoQs, procurement and supervision.

Commercial structures

Fixed professional fee, monthly project-management retainer, percentage management fee, framework agreement, call-off technical services, or programme-management office. Any contractor/supplier relationship must be disclosed and governed by the client's procurement rules.

Recommended first step

Start with a diagnostic before committing to design finalisation or contractor appointment.

Where this capability is most applicable

The proposition is suited to programmes where infrastructure quality, donor accountability and local economic participation matter together.

1

Education

schools, classrooms, changing rooms, training centres, libraries

2

Health and care

clinics, health posts, shelters, care facilities, accessible spaces

3

WASH and environment

water points, sanitation blocks, drainage, waste and recycling facilities

4

Livelihoods infrastructure

markets, workshops, production spaces, storage and enterprise facilities

5

Housing and community facilities

affordable housing pilots, community halls, settlement upgrades

6

CSR and grant-funded works

small works, refurbishments, multi-site community assets and emergency repairs

Primary audiences

NGOs, foundations, embassies, international NGOs, implementing partners, CSR programmes, local authorities and development-funded project teams that need local construction delivery capacity.

Not a substitute for statutory advice

Legal, tax, statutory and professional-registration requirements must be checked for each project and appointment.

A local construction-market platform with client-side discipline

DAB's advantage is the combination of technical understanding, construction-market access, procurement discipline and implementation support.

1

Engineering lens

Civil and construction understanding informs scoping, supervision and risk assessment.

2

Brokerage reach

Access to contractors, professionals, labour, suppliers and construction-market intelligence.

3

Procurement orientation

Market discovery can be converted into transparent and auditable competition.

4

Technical assurance

Independent site evidence supports client decisions before payment and handover.

5

Workforce integration

Projects can be structured to support youth, artisans, graduates and women in construction.

6

Implementation focus

The proposition is designed for what happens on site, not only what appears in the proposal.

Positioning statement

DAB helps development organisations move from funded intent to verified infrastructure, with practical mechanisms for local economic participation and impact reporting.

The intent is not to become the contractor for every programme. The intent is to create the trusted delivery architecture that lets clients procure, supervise and evidence construction effectively.

Suggested starting engagement: Project Readiness Review

A short diagnostic can quickly establish whether a proposed infrastructure project is ready for design, procurement, construction or restructuring.

1

Introductory consultation

Confirm the programme objective, intended users, available funding, decision timeline and current project documentation.

2

Document and site review

Review designs, BoQs, quotations, photos, site conditions, prior reports, contractor information and stakeholder constraints.

3

Delivery-readiness assessment

Assess scope clarity, procurement route, budget realism, risk, approvals, implementation capacity and reporting needs.

4

Recommendation note

Provide a concise action plan covering procurement, technical assurance, delivery model, responsibilities and next decisions.

Decision requested from prospective clients

Invite Daka & Associates to conduct a Project Readiness Review or provide a Terms of Reference for a specific procurement, technical assurance or project-delivery assignment.

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CLOSING POSITION

Zambia does not only need more infrastructure.

It needs infrastructure expenditure that strengthens the economy around the infrastructure.

DAB Development Infrastructure

Procurement | Project Delivery | Technical Assurance | Local Economic Participation

For programme, institutional and infrastructure-delivery enquiries:

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