



# SUCCESS STORY

## Organizational Capacity Strengthening for Locally-led Development

### **USAID/Haiti establishes Konbit, a “Capacity Development Hub” for local actors**



*Ayiti Nexus managing partners, Nathalie Brunet (left) and Regine Zamor (right), with Tetra Tech facilitator Cristina Greco during the firm’s project management training.*

### **USAID prioritizes the strengthening of local actors as a critical tool in implementing more efficient and effective funding with more sustainable and impactful development results.**

*“The health of an organization is both strength and balance. Ayiti Nexus has really taken advantage of the capacity development support offered by Konbit to improve its institutional health.”*

*Tetra Tech OCA Facilitator*

Ayiti Nexus is a boutique development consulting firm established in 2012 that offers project management services in various sectors in Haiti. Since its creation, Ayiti Nexus’ managing consultants have understood the importance of establishing strong foundations, particularly their financial and operational systems to guarantee the firm’s sustainability. Approaching its five year mark, Ayiti Nexus has expanded, diversified its offerings, and established itself as a competitive service provider on the Haitian market. These accomplishments only reinforced the firm’s need for sustained capacity development to improve its internal systems. A strong collaboration with Konbit has helped Ayiti Nexus fulfil those needs.

Konbit strives to increase the number of local organizations in Haiti who are achieving significant results with sustainable development goals, are accountable to their constituents, and are able to effectively compete for and manage financial resources. To achieve this goal, **organizational development and strategic competitiveness** are at the core of Konbit’s programming. The project firmly promotes the approach that along with reinforcing their capacities, local Capacity Development Service Providers (CDSP) must collaborate and coordinate their efforts towards a common goal, the sustainable development of Haiti. Among Konbit’s wide network of stakeholders, a select few CDSPs have opted to become part of the “Management Track”. This track focuses on compliance and features targeted training and technical assistance to strengthen their institutional capacities, hone their skills as service providers, and equip them with the necessary tools to bid for more complex development projects.

Ayiti Nexus –a Konbit partner –was the project’s first Management Track CDSP. In addition to providing key personnel and input to Konbit, the firm has participated in all workshops offered by the project; completed two rounds of Organizational Capacity Assessment (OCA) with Tetra Tech (one of Konbit’s two international partners); and has made considerable progress in completing its capacity development action plan. Recently, one of the firm’s managing consultants stated that “in the past 5 years of our existence, we have made progress towards establishing systems to ensure the day-to-day operations of our firm and with Konbit’s support we are working towards guaranteeing the long-term sustainability of Ayiti Nexus.”

Commitment to its institutional strengthening has already born fruit: since joining Konbit, Ayiti Nexus has substantially increased its portfolio, having been awarded a 1.2 million dollar USAID project as a first-time prime implementer. Konbat Vyolans is a three-year pilot project addressing challenges in the gender-based violence sector. While its proposal submission preceded the OCA process, the decision to bid on Konbat Vyolans is a result of Ayiti Nexus feeling empowered under Konbit to raise its targets and to invest considerable resources in its own capacity development.

This is a remarkable success for the firm, and a key step toward achieving the Konbit goal. By strengthening their institutional capacities and better positioning themselves on the market, local Haitian firms and service providers are able to compete for and manage larger and more complex awards.