

# Capability Statement



[www.daturesearch.com](http://www.daturesearch.com)

**DC Office:**  
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Datu Research is an international consulting firm that helps decision makers create sustainable food systems, develop local economies, and increase climate resilience.

## Core Competencies

- Global value chain analysis
- Monitoring & evaluation
- IT project management
- Focus groups
- Strategy consulting
- Stakeholder mapping
- Economic case studies
- Farm budgets & finance
- Custom data visualization

## Recent Performance

- **Walton Family Foundation and Soil Health Institute**, US, 2017-2019: Two-year study of perceived and actual economic risks of cover crop adoption by U.S. farmers.
- **National Association of Conservation Districts (NACD)**, US, 2014-2017: Three-year study of the economic performance of conservation agriculture practices in the Upper Mississippi River Basin.
- **Coalition to Restore Coastal Louisiana (CRCL)**, US, 2016: Value chain study of Louisiana Shrimp.
- **Samuel Roberts Noble Foundation**, US, 2015-2016: Strategy consultation for Soil Renaissance and the Soil Health Institute. Custom development of web application to consolidate soil health research.
- **Environmental Defense Fund (EDF)**, Brazil, 2014: Value chain analysis of the [Brazilian Beef Industry](#) and its effects on deforestation in the Brazilian Amazon.
- **VSL Associates**, Uganda, 2013: Impact assessment of [Uganda Village Savings and Loan Associations](#) and the rate at which they have spontaneously replicated after the end of international project funding.
- **Walton Family Foundation and EDF**, US, 2013-2014: Value chain analysis of [Louisiana Oyster Industry](#) and economic analysis of the economic role of [Wildlife Tourism and the Gulf Coast](#).

## Differentiators

- **Value chain expertise:** Key Datu staff are former analysts from Duke University's Center on Globalization, Governance & Competitiveness, a global authority on value chain methodology.
- **Diverse teams:** Datu analysts have worked in academia, private industry, public sector, international development banks, and NGOs; our clients trust us to hit the ground and learn quickly in any context.

## Company Data

- Clients & funders: Walton Family Foundation, Rockefeller Foundation, Noble Foundation, Gates Foundation, NORAD, VSL Associates, Environmental Defense, NACD, USDA
- Staff fluency in English, French, Spanish, and Mandarin; affiliates in Africa, Latin America, Asia, and the Middle East

## Codes

- DUNS 00-888-4653
- NAICS 541990; 541720
- CAGE code 71NH9
- WOSB

## Contact

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## Client Testimonials

### Impact

“Datu carried out research into the self-replication of savings groups in Uganda, leading to findings that have significantly influenced the microfinance industry’s strategies for expanding this sector at low cost. The research was thorough, insightful and sophisticated and was carried out with enthusiasm. It was a pleasure to engage with an organization that cared about the work it was doing and that produced exceptional results.”

--Hugh Allen, CEO, VSL Associates

### Synthesis

“Datu’s ability to synthesize complex data on the world’s most pressing challenges and distill the most important lessons is unmatched. Their work has helped us gain a holistic understanding of a very complicated, and often opaque, industry and apply it to our advocacy.”

--Andrew Hutson, Director, Global Value Chain Initiatives, Environmental Defense Fund

### Objectivity

“We’ve worked with Marcy Lowe and Datu across multiple engagements, noting their diligence, insight, and objectiveness. Their understanding of supply chains and economic relationships – across multiple sectors – we consider the best in the business. They’re our first call when it comes to consultants who get the details right, and get the big picture.”

--Rob McCullough, Director of Infrastructure Programs, Blue Green Alliance

### Expertise

“Datu ably and quickly became knowledgeable on farmer adoption of conservation practices and used their deep expertise at gathering and sifting data to deliver insights that will be useful for the entire conservation sector.”

--Ryan Stockwell, Senior Agriculture Program Manager, National Wildlife Federation

### Insight

“I was impressed by Datu’s ability to quickly become experts on a very niche industry completely unfamiliar to them. Datu’s ability to find the most relevant data, provide insights, and make connections is incredible. The result of Datu’s research is one of the leading proof-points in EDF’s work on oil and gas environmental issues, which is testament to the quality and rigor of their work. I would strongly recommend Datu to anybody looking to better understand the complex nature of supply-chains and the implications for their own work.”

--Sean Wright, Senior Analyst, Environmental Defense Fund