

# Capability Statement



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

**DC Office:**  
1250 Connecticut Ave NW  
Washington, DC 20036

Datu Research is an international consulting firm that provides the right data to leading institutions working to solve the greatest challenges facing humanity, including human health and feeding 10 billion people in 2050.

## Core Competencies

- Monitoring & evaluation
- Impact assessment
- Focus groups
- Key informant interviews
- Farm budgets & finance
- Economic case studies
- Global value chain analysis
- Custom data visualization
- IT project management

## Recent Performance

- **Rotary International**, Latin America, Africa, Asia, and Oceania, 2017: Evaluation of 29 projects requiring fieldwork in 17 countries regarding maternal & child health, sanitation, disease prevention & treatment, peace & conflict prevention, education & literacy, economic & community development.
- **Walton Family Foundation and Soil Health Institute**, US, 2017-2019: Two-year study of the role of agricultural retailers and crop advisors in providing farmers cover-crop-related supplies and services.
- **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.

## Differentiators

- Field experience in 19 countries across 4 continents
- Repeat customers are 83% of our business

## Company Data

- Clients & funders: Walton Family Foundation, Rotary International, Rockefeller Foundation, Noble Foundation, Gates Foundation, VSL Associates, EDF, NACD, USDA
- Staff fluency in English and Spanish; affiliates in Africa, Latin America, Asia, and the Middle East

## Codes

- DUNS 00-888-4653
- NAICS 54611, 541990
- WOSB, CAGE code 71NH9
- PSC R407, R410, R499, B506, B507, B599

## Contact

- Marcy Lowe, CEO
- 919-294-9345
- [mlope@daturesearch.com](mailto:mlope@daturesearch.com)

## 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

“I have been fortunate to work with Datu on two research endeavors investigating the value chain of Louisiana’s Oyster and Shrimp industries and avenues to support economic resilience within each. Datu’s impeccable integrity as an independent, third-party research institute and its commitment to thoroughly investigate using a mix of primary and secondary data were integral to the success of these efforts.”

--Corey Miller, Outreach & Engagement Director, Coalition to Restore Coastal Louisiana

### 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