

JABI Consulting

Core Competencies

Jabi Consulting, headquartered in Washington, DC, excels as a minority-owned small business in delivering international development services throughout the Middle East. We are committed to advancing development programs by partnering with donors, local stakeholders, implementing partners and INGOs.

Our core competencies:

- Capture, Recon & Proposal Development
- Monitoring, Evaluation and Learning (MEL)
- Positive Youth Development (PYD) & Entrepreneurship
- Trade and Economic Growth
- Democracy, Rights and Governance (DRG)
- Political Economy Analysis
- Digital Transformation

Differentiators

- In-depth knowledge of the inner workings of USAID and Department of State
- In-depth knowledge of the political, economic, and cultural dynamics of the Middle East
- Deep understanding of youth development practices in the context of the Middle East
- Rapid recon trips on behalf of our clients
- Extensive networks of local partner organizations and experts
- Effective USAID and client localization strategies
- Worry-free proposal development, to allow clients to focus on project implementation and management
- Better estimates of proposal and project cost
- Short timeframes and lower costs for proposal preparation

Company Information

- Jabi Consulting registered in 2022 in Virginia, offering state-of-the-art consulting services in the international development sector across the Middle East
- PCS Codes: R406, R410, R429, R431, R499, R607, R699, R707, R799, D399, D302, D303, D305, D306, D307, D308, D310, D318, D322, D324
- UEI: GLVNQ7783YC8
- CAGE Code: 9NJF9
- Business Side: small and minority-owned
- NAICS Codes: 928120, 541611, 541612, 541512, 541519, 541618, 561110, 561311, 561312, 561320, 561499, 611430
- SAM Registration: Active
- Commonwealth of Virginia Designations: Micro Business



Trusted Experts in Growing Your Business in the Middle East

“I’m proud that we helped our clients grow their businesses by over \$120 million in 2023.”

--Hisham Jabi, Founder & CEO

Past Performance

The World Bank | Designed a framework and drafted 9 case studies about the impact of technology on youth entrepreneurship in the Middle East

USAID/Social Impact | Contributed to USAID-funded regional research, leading two research questions to examine transitions in secondary education across 10 countries in the Middle East

Creative Associates | Led the design and proposal development for a \$25 million TVET program in the Middle East

Panagora | Led the capture and proposal development of a \$26M MEL USAID activity in the Middle East

Palladium | Led the development of a global youth workforce strategy and a growth strategy in the Middle East; Leading a corporate strategy to position the firm for the Gaza Day After

Helvetaz | Designed a model to engage 173 municipalities in the Middle East, focused on livelihoods for local communities, in partnership with MS

IBTCI | Led the design and drafting of the management strategy for a third-party monitoring (TPM) proposal in the Middle East

ILO | Led the design of TVET strategy for Syria, Lebanon, and Yemen

UNOPS | Led a partnership strategy in the Middle East and launched a Green Economy Community of Practice (CoP) for the region

Chemonics | Led the design of an \$87M USAID economic growth proposal in the Middle East, which was awarded to Chemonics

IBI | Drafted an MEL growth strategy for the MENA region, including \$43M Trade, Investment, and Blended Finance proposal

Commitment to Operational Excellence

- Ability to quickly mobilize resources in non-permissive environments according to USG regulations
- Swift and comprehensive capture, with a focus on engaging local stakeholders to develop thoughtful localization strategies



Hisham Jabi, President & CEO
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Hisham began his career with USAID in 2003 as a Chief of Party in the MENA region. He served as the MENA Youth Portfolio Technical Lead at Tetra Tech/MSI until 2009. In 2020, he went on to hold senior consultancy positions at the World Bank, ILO, USAID, UNOPS, other international development organizations, and private sector. In 2022, Hisham leveraged his extensive experience to establish Jabi Consulting.



Larry Cooley, Senior Technical Advisor
lcooley@jabiconsulting.com

Larry is the founder and President Emeritus of Management Systems International. He boasts over four decades of strategic management, public sector reform, and international development experience, with roots in UNDP, World Bank, and Peace Corps. His expertise has guided numerous global public management initiatives and advised leaders of governments and international agencies.



Sophie Arbaugh, Research & Business Development Manager
sarbaugh@jabiconsulting.com

Sophie first joined Jabi Consulting in 2023 as a research consultant. She previously worked at the International Foundation for Electoral Systems (IFES), supporting USAID programming in Libya and Sudan. Sophie received an MSc in International Relations from the London School of Economics, where she concentrated her studies in Middle Eastern politics, international law, and humanitarian intervention.



Marina Fanning, Corporate Oversight
mfanning@jabiconsulting.com

Marina has advised Jabi Consulting on its strategies, economic development tools, and projects since its inception. She served for almost four decades as Executive Vice President for Management Strategies International (MSI), an international development consulting firm she helped establish. For MSI, she also directed their highly regarded Career Management for Women program for seven years. Marina holds an MS in Organizational Development from American University, and is fluent in Spanish, French, and Portuguese.



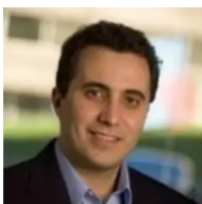
Emily Kenward, Junior Associate
ekenward@jabiconsulting.com

Emily is passionate about climate-sensitive conflict resolution policy and expanding leadership opportunities for women in peacebuilding spaces. She has contributed to water diplomacy efforts between Israel, the Palestinian Territories and Jordan, and led dialogue initiatives for Israeli and Palestinian youth. Emily received a BS in Environmental Biology and a BA in Political Science from Tulane University. She also received an MA in Conflict Resolution and Mediation from Tel Aviv University.



Noha Huwit, Junior Associate
nhuwit@jabiconsulting.com

Noha is a data analysis and regression modeling specialist with an interest in education. She previously worked as a short-term consultant for the World Bank, where she used regression models and data visualization techniques to communicate with key stakeholders. Noha completed undergraduate studies in accounting at Tanta University in Egypt, as well as received an MS and PhD in Economics from American University.



Dr. Hisham Kassab, Technology Lead
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Dr. Kassab received his PhD in Electrical Engineering and Computer Science from MIT. He previously worked for Booz-Allen & Hamilton and has extensive IT experience. He is passionate about developing innovative solutions to the world's toughest development problems by utilizing Artificial Intelligence and information technology.