



BINTEL ANALYTICS

Business Intelligence & Analytics Solutions.

Business Intelligence & Analytics Services **BUSINESS PROFILE**

Data Matters!

Web: www.bintelanalytics.mw

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About Us

We are a unique service provider offering full- stack Business Intelligence and Analytics solutions that cover every aspect from **data collection, storage, analysis and mining, reporting, interpretation and application, to data archiving**. Our focus is to ensure that businesses have the proper systems, software, computing /data storage infrastructure, data products, and the capacity to effectively deploy and use the BI tools of their choice.

Company Info

Legal Name: **Bintel Analytics Limited**

Registered: **July 2016. Inc 2021**

Country: **Malawi**

Registration Number: **MBRS1012151**

Legal Status: **Partnership**

TAX TPIN No.: **70121092**

DUNs No.: **561237914**

Plot No. **47/1/259**

Area 47 Sector 1
Lilongwe

Plot No. **BW/433/42, Along**
Chikwawa Road, Manase,
Blantyre, Malawi.

P.O. Box **31145, Chichiri,**
Blantyre 3

 www.bintelanalytics.mw

Our Mission

To provide business intelligence and analytics solutions to our clients, equipping them with the means and skills to source, store and utilize data to discover valuable insights and make informed decisions

Our Vision

A vibrant, informed and competitive business ecosystem propelled by data- driven business insights.

Our Values

Integrity - We adhere to ethics & standards and conduct business with the utmost professionalism.

Quality Service - Our clients are of primary importance to us and we aim to deliver the best service within budget and time.

Innovation - We are constantly ~~crafting~~ **crafting** new ways to emerging problems to enable us deliver the best services for our clients.

Social Entrepreneurship - We strive to deliver both economic and social value with potential global impact.

Products & Services

Business Intelligence is a data-centric technique that prescribes systems, processes, methodologies and applications necessary for fact-based and informed business decision making. We mould our products and services to provide full-stack BI solutions, from the foundational data collection and warehousing through analysis, reporting to visualization. We also realize that well trained personnel and a solid IT infrastructure enterprise systems is an integral part of a successful BI strategy for any organization seeking to transform their data asset into useful information.

Unleash the power of data to propel your business.

In this world of ambiguity characterized by uncertainty, risk, doubt and fake news, now is the time to lead with purpose and bring clarity through data and analytics you can rely on and, most importantly, trust. - **Gartner 2018**

01

BUSINESS INTELLIGENCE INFRASTRUCTURE & MANAGED SERVICES

Supply, hardware, installation and support to fulfill our clients' BI and data needs, covering web-based applications, customized dashboards, databases, data warehouses, data marts, 3rd party BI software support, ERP, CRM, M&E systems, and big data platforms.

03

BI & ANALYTICS TOOLS TRAINING

Training and certification services for BI tools, big data technologies, data analytics and statistical analysis software including [IBM SPSS](#), [STATA](#), [R](#), [Python](#), [EpiInfo](#), [ArcGIS](#), [Hadoop/Spark](#), [MySQL](#), [MS Excel](#), [MS Access](#), [MS Power BI](#) and [Eviews](#)

02

DATA MANAGEMENT OURSOURCING

Outsourced data collection, statistical analysis, GIS consulting and data mining services including data collection solutions ([CommCare](#), [ODK](#), [KoboToolbox](#), [SurveyCTO](#)), data cleaning, record linkage, data migration and conversion, analysis, report writing and big data analytics.

04

SOCIAL & BEHAVIOURAL CHANGE RESEARCH

Providing businesses with accurate, reliable, valid and real-time information to plan and develop products and services that match customers' needs and supports decision making; including Competitive Analysis, Market Analysis, Industry Analysis, Web/Social Analytics and Opinion Polls.

*"We believe that there are valuable and actionable insights that your data assets are hiding from your business. Therefore, our focus is to ensure that businesses have the **proper systems, computing and data storage infrastructure, data and data products**, and the **capacity** to effectively use their dormant and active data resources to discover valuable, timely, accurate and actionable business **insights**"*



Bintel Team of Directors

Bintel's foundation is strengthened by a firm management team that comprises experienced, highly qualified and skilled professionals, whose synergy enables timely delivery of services that exceed expectations..



WALUSUNGU G. GONDWE

MD - Digital Solutions Architect

Walusungu is a computer professional and entrepreneur with extensive knowledge and 15 years' experience in IT infrastructure, software engineering and tertiary education. He has acquired substantial skills in these fields through his work with various prominent local and international organizations. Since 2006, he has worked as an IT teacher for Kamuzu Academy International High School, Network Engineer for Malawi SDNP, Systems Engineer for University of Malawi, and as lecturer and IT Manager at Malawi University of Science & Technology. He is the Managing Partner at Bintel Analytics and founder of HEC Malawi, a higher education platform. He has previously led the development of DHIS2 based M&E systems. He is a certified Sophos Security Engineer and also a member of various international organizations and participates in Internet policy formulation at ICANN and AfriNIC. He holds a Master's Degree in Computer Science from the African University of Science & Technology-Abuja, Nigeria and a Bachelor's Degree in Computer Science and Statistics from the University of Malawi. As ICT specialist, he brings a unique combination of skills in IT project management, software engineering, data warehouse/database modeling and capacity building. Get in touch with him through wgondwe@bintelanalytics.mw



JEROME MSAMPHA

IT Specialist

Jerome is an experienced IT specialist, entrepreneur and marketer. He has accumulated 15 years experience in IT service provision through his job as IT Officer for Médecins Sans Frontières, National Systems Coordinator for World Vision International and Lead IT Support Specialist for Old Mutual Malawi. He has also worked with Elizabeth Glaser Pediatric AIDS Foundation where he was responsible for Electronic Medical Records in health facilities supporting business processes for AntiRetroviral Therapy (ART); Antenatal Care (ANC) HIV Testing Services, OutPatient Department (OPD), Maternity, Tuberculosis and Cervical Cancer. Currently pursuing a Master of Science degree in Management Information Systems and holds a Bachelor's degree in Mathematical Sciences (Statistics and Computing). Get in touch with him through jmsampha@bintelanalytics.mw



MALANGO MSUKWA

Monitoring & Evaluation Specialist

Malango is an experienced Researcher and Data Specialist with 14 years' experience in research and data. He has solidified his position as an experienced researcher through his roles at various high profile bio-medical research institutions including Malawi Liverpool Wellcome Trust, Baobab Health Trust, I-TECH Malawi and University of Maryland's Global Initiatives Corporation. Currently working as Data Specialist for Bintel Analytics Limited, Malango has led in survey data collection (using paper-based and mobile data tools), data management, analysis and reporting of research projects at BAL and other reputable institutions. He has worked with University of Maryland's Global Initiatives Corporation as a Data Manager- Strategic Information focusing on laboratory data use for program planning and evaluation, policy development, quality improvement and advocacy. His main areas of expertise include designing quantitative research data collection tools in HIV/AIDS related areas; managing large databases for observational and interventional studies; program monitoring and evaluation; and quantitative statistical data analysis of both cross-sectional and longitudinal data. Malango has vast experience working with health data from Electronic Medical Records(EMR), District Health Information System 2(DHIS2), Laboratory Information Management System (LIMS) health systems. He has practical experience in programming survey data collection tools using SurveyCTO, KoBo ToolBox, ODK and CommCare. He also has vast knowledge and practical knowledge in data management, analysis and reporting using IBM-SPSS, Stata, R, Python, MySQL, REDCap and Microsoft Power BI. He has a Master of Public Health and Bachelor's degree in Computer Science and Statistics from the University of Malawi. Get in touch with him through mmsukwa@bintelanalytics.mw



BRYAN MTHIKO

Data and Evaluation Specialist

Bryan is a certified Data Specialist with 15 years' experience in capacity building, data collection, management, analysis and reporting. He has built a solid portfolio in data and applied research with organizations like University of North Carolina Project, Baobab Health Trust, One Acre Fund, Community of Sant 'Egidio-DREAM Program and World Bank Group-Development Impact Evaluation(DIME). He has also worked as a Trainer/Lecturer in Research and Applied Statistics with Blantyre International University, Daeyang University and Malawi University of Business and Applied Studies.. Currently working as Data and Evaluation Specialist at Bintel Analytics Limited, Bryan plays a key role in leading on numerous consultancy assignments pertaining research, field data management, developing and deploying data collection tools, survey management, data management, data analysis and capacity building to enhance the technical skills of a wide range of clients and field teams. He has previously led the capacity building activities for DHIS2 based M&E systems. He has practical experience in capacity building of DHIS2 Apps, SurveyCTO, KoBo ToolBox, ODK, CommCare, Survey Solutions, ArcGIS Survey123, mWater, Data Winners and ONA. He also has vast knowledge and practical experience in IBM- SPSS, Stata, R, Python, Eviews, Microsoft Power BI and Tableau. He holds a Master's Degree in Informatics (Health Informatics) and Bachelor's Degree in Mathematical Sciences Education (Statistics & Computing) from the University of Malawi. Get in touch with him through bmthiko@bintelanalytics.mw

DR. COLLINS O.F. ZAMAWE

Public Health Specialist

MCollins has 13 years' experience as a Public Health Specialist and has led a number of health-related impact evaluations both locally and abroad. He has expertise in study design, data collection, data management and analysis of both quantitative and qualitative data. He has very strong analytical skills and conversant with many data analysis software such as Stata, SPSS, NVivo and Atlas.ti. Dr. Zamawe has hands-on experience in managing cohort and randomized biomedical studies, vast knowledge and experience in qualitative data analysis, establishing and managing robust monitoring and evaluation systems with reputable organizations including World Bank Group, London School of Hygiene and Tropical Medicine, Parent and Child Health Initiative, Ministry of Health and Malawi College of Medicine. He also has practical experience contributing and publishing health related research articles in peer-reviewed journals. He holds a PhD in Global Health, an Master of Science in Medical Anthropology and a Bachelor's Degree in Social Sciences. Get in touch with him through czamawe@bintelanalytics.mw.

Our Portfolio

Our BI products and services are increasingly being sought after and by a wide range of clients, including individuals and multi-national organizations. Below is a brief listing of some of our notable projects and clients:



Development and Operationalization of a Biophysical and Ecological Monitoring System for the World Bank-funded Malawi Watershed Services Improvement Project (MWASIP); Consortium led by Niras-LTS, Bintel Analytics Ltd, Hdroc and CDM Malawi.

Client: Government of Malawi - Ministry of Forestry and Natural Resources

Period: July 2022- Dec 2025

Ref: Mr. W. Apted, +44 131 550 5500,
william-apted@ltsi.co.uk



Development of Water Resources Management System

Client: National Water Resources Authority (NWRA) **Period:** Sept 2024 - July 2025 **Ref:** Dr. D Kambuku, +265 888 890 491,
dwright.kambuku@nwra.mw



Development and operationalization of DHIS2 Principal Recipient(PR) reporting Dashboards. Capacity building of PR dashboards end-users.

Client: GIZ Malawi- BACKUP Health

Period: Aug 2022 – Jan 2023

Ref: Mr. P. Nkhata, +265 881656534,
prince.nkhata@giz.de



Baseline data collection for Biophysical and Ecological Monitoring System for the World Bank-funded Malawi Watershed Services Improvement Project (MWASIP);

Client: Government of Malawi - Ministry of Forestry and Natural Resources

Period: July 2022- Dec 2025

Ref: Mr. W. Apted, +44 131 550 5500,
william-apted@ltsi.co.uk



Development of a Reporting Management Information System, including data pipeline design, dashboard creation, capacity building Feed the Future Growth Poles Project

Client: Palladium International

Period: April 2024 - August 2024

Ref: Mr. L .Sidande,
Lonestar.Sibande@ftfagdiv.com



IT Support, website and social media management for Global Fund Coordinating Committee in Malawi

Client: Global Fund Malawi **Period:** Jan 2022 - June 2022 **Ref:** Mr. C . Nyirenda, +265 884 75 73 97,
cuthbert.q.nyirenda@gmail.com



Development of an E-permit processing system for the Department of National Parks and Wildlife.

Client: Government of Malawi Department of National Parks and Wildlife.

Period: April 2021 - Dec 2021

Ref: Mrs D. Tembo-Nhlema, +265 995 430 401,
dorothytembo@yahoo.com



Local Support for E-learning infrastructure Installation at the National College of Information Technology (NACIT) with Amtrak Technologies India.

Client: Government of Malawi, National College of Information Technology (NACIT)

Period: April 2021-May 2021

Ref: Mr. S. Yadav, Sales Manager, Amtrak Technologies Pvt. Limited, India.
syadav@amtrak.co.in, +91 997 19 0284



Development of an HIV/AIDS Service

Providers Web based Database Database.

Subcontracted by CDM Malawi on behalf of the Malawi National AIDS Commission

Client: Malawi National AIDS Commission

Period: Sep 2022 – Dec 2022

Ref: Mr. T. MKumbadzala, +265995320798
mkumbadzat@aidsmalawi.org.mw

**Development of DHIS2-based Monitoring and Evaluation(M&E) digital system****Client:** YouthWave Malawi**Period:** Feb 2022 - Mar 2022**Ref:** Mr. J. Nyirenda, +265 999 20 40 68john.nyirenda@youthwavemalawi.org**Development and operationalization of DHIS2 M&E database and dashboard.****Client:** World Vision Malawi**Period:** March 2023 – July 2024**Ref:** Mr. W. Dausi, +265 995 853 031wellington_dausi@wvi.org**Development of Medical Equipment Management Information System in Malawi****Client:** Ministry of Health, with support from PATH, Elizabeth Pediatric Aids Foundation (EGPAF), Health Services Joint Fund (HSJF)**Period:** March 2025 -**Ref:** tmanda@unima.ac.mw

HISP UNIMA

**Development and hosting of an online booking portal for Lilongwe Wildlife Trust****Client:** Lilongwe Wildlife Trust**Period:** Jan 2022 - June 2022**Ref:** Mr. T. Mixer, +265 990 929 225,tom@lilongwewildlife.org**Network infrastructure installation for PSI Malawi Blantyre office and Tunza Project in**

Karonga, Rumphi and Lilongwe

Client: PSI Malawi**Period:** Oct 2017**Ref:** Mr. H. Mkwala, +265 999 732 261,mkwala.h@gmail.com**Capacity building: Developing and deploying field data collection forms using SurveyCTO & Building reporting dashboards and visualizations using Microsoft Power BI.****Client:** Amref Health Africa in Malawi**Period:** Nov 2022**Ref:** Mr. M. Tolani, +265 999 358535.madalitso.tolani@amref.org**Development of an M&E Tracking and Assessment Tool****Client:** GOAL Malawi**Period:** Aug 2016 – Jan 2017**Ref:** Mr. K Ngwira, +265 991 566 138,kngwira@mw.goal.ie**Endline evaluation on use of eLearning to accelerate the upgrading of Nurses and Midwives in Malawi.****Client:** Amref Health Africa in Malawi**Period:** Mar 2022 - May 2022**Ref:** Mr. M. Tolani, +265 999 358535.madalitso.tolani@amref.org**CMS & Web Management, Hosting & support for USAID/Malawi-Funded****PERFORM Project.****Client:** Malawi Government, Department of Forestry and Environmental Affairs Department**Period:** Aug 2019**Ref:** Ms. G. Althoff, +265 (0) 992 662 421,gina.althoff@tetrattech.com**Endline evaluation for DFID-funded Building Resilience and Adapting to Climate Change (BRACC) project.****Client:** NIRAS International**Period:** Aug 2021 - Dec 2021**Ref:** Dr. M. McConnachie, matthew-mcconnachie@ltsi.co.uk**Capacity building: Building reporting dashboards and visualizations using Microsoft Power BI.****Client:** Lilongwe Water Board**Period:** Jan 2023 - Feb 2023 – Jan 2017**Ref:** Mrs. D. Chiunjira-Chiume, +265881742535, dchiunjira@lwb.mw



Capacity building: Monitoring & Evaluation, Data Management & Visualization using Stata and Python. **Client:** GIZ Malawi (Sub-contracted by CDM) **Period:** July 2020 **Ref:** Ms. M. Msyalie, +265 997 242 747 madalitso.msyalie@giz.de



Capacity building: Data Management, analysis and reporting using IBM-SPSS and Stata. **Client:** Concern WordWide and Baobab Health Trust **Period:** Jan 2018

Refs, Ms. S +265993706700, sarah.buss@concern.net
Mrs. D Makamba, +265 998 454 072, makambadoreen@gmail.com



End-term evaluation - Data management, analysis and reporting for Amref Health Africa in Malawi Project - Improving the Standards Based Management–Recognition Initiative to provide high quality, equitable maternal health services in Malawi.

Client: Amref Health Africa in Malawi.

Period: May 2020 - Jun 2020

Ref: Mr. M. Tolani, +265 999 358535, madalitso.tolani@amref.org



Capacity building: Advanced Data Management, analysis and reporting dashboards using Microsoft Excel.

Client: Lilongwe Water Board

Period: Aug 2018

Ref: Mrs. D. Chiunjira-Chiume, +265 881742535, dchiunjira@lwb.mw



Data collection and management for European Union (EU) Horizon 2020 research and innovation programme on Responsible Research and Innovation Networked Globally (RRING).

Client: University Cork College (UK)

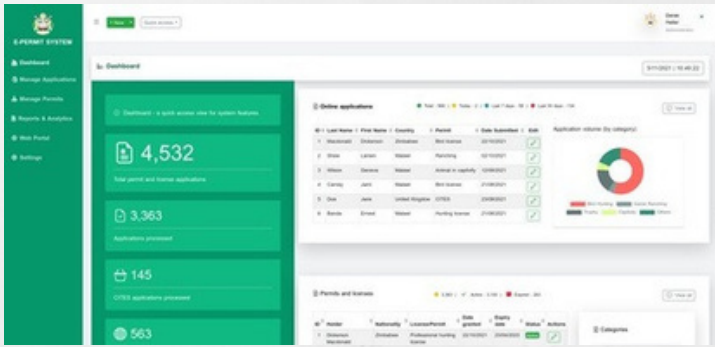
Period: Dec 2019 - Feb 2020

Ref: Dr. C. Foulds, (+44) 1223 69 5112, chris.foulds@aru.ac.uk



Midline evaluation for CBO network analysis to inform HIV prevention services in Blantyre district in accordance with the Blantyre Prevention Strategy activities. **Client:** Cooper and Smith **Period:** July 2021 – Sep 2021 **Ref:** Mrs. P Khomani, +265 999 969 533 patricia@coopersmith.org



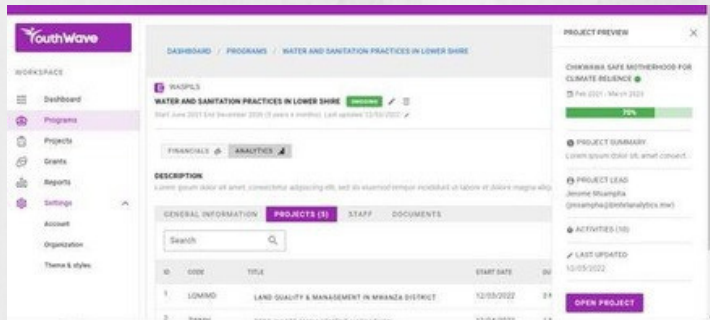


DNPW E-Permit System designed and developed by Bintel Analytics Limited

A web-based portal and admin panel for managing wildlife permit applications.

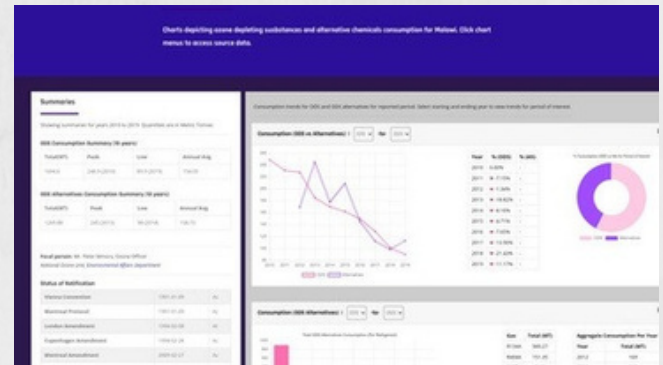


HIV/AIDS service providers database system



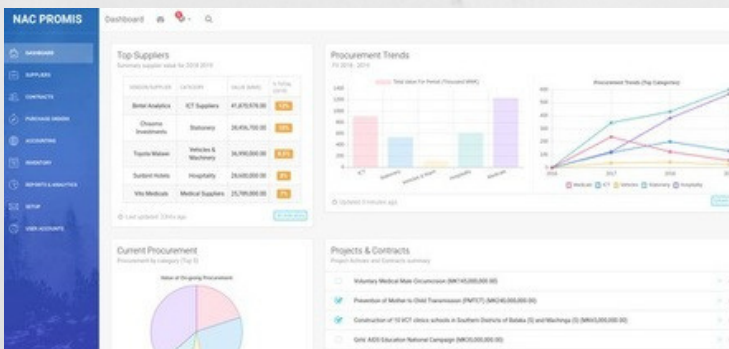
YouthWave Web-based M&E System

A robust, web-based monitoring and evaluation system for managing programs, projects and evaluation including results framework, project implementation plans and logical frameworks.



Environmental Affairs Department ODS Web-Analytics Portal, Government of Malawi

A data-driven ODS platform build on the latest Web 2.0 technologies, including a portal, backend and database.



BAL ODS Dashboard For Environmental Affairs Department



BAL NACIT e-Learning Server



Training on data management and analysis using Stata



Digital system handover to one of our clients



BAL AMREF Endline Evaluation Dissemination Workshop



BAL Lilongwe Water Board Advanced Excel Training



BAL PSI Network installation



Quantitative Data Collectors Training in Progress



Industry Partners

Our quest to deliver the best products and services requires that we partner with global industry leaders to leverage the best business intelligence and IT technologies and deliver the quality and value that not only fulfills our clients' needs but also adheres to global standards and trends. Our partnership portfolio includes industry leaders such as Microsoft, Sophos, IBM, Nexatics (SA) and InfoSec Malawi.



Our **IBM certified** competencies and partnership grants us access to a plethora of tools, software materials that allow us to deliver world-class analytics solutions to our clients. We are the first **IBM** certified SPSS trainers and software support company in Malawi, opening up new ways for our clients to utilize the software to analyze business data for valuable and timely insights.



Security forms an integral and critical part of enterprise BI or IT infrastructure. Data and associated information and ~~financials must be protected~~ **must be protected** especially in today's world of advanced attacks. Our BI prescription includes security offerings backed by tested and verified **Sophos** solutions that include next- gen **data protection and enterprise security**.

Other Partners

To further consolidate the value that we deliver for our clients, we partner with Microsoft, McAfee, Nexactics (South Africa) InfoSec (Malawi and Zambia), a regional security service provider Niras Group UK, CDM Malawi and many other firms and professionals.

Industry Certifications



Our reputation for excellent service delivery is backed by our team's certification by leading industry vendors in business intelligence, analytics, IT and security.



Physical Address

Plot BW/433/42 Off M1 Chikwawa Rd. Manase, Blantyre, MW.
Plot 47/1/259, Area 47 sector 1, Njobvu Street, Lilongwe, MW.

Bank Details

Account Name: **Bintel Analytics**

Bank: **NBS**

Bank Branch: **Ginnery Corner**

Type: Current Number: **17467824**

Social Media

Find us on the following social channels:



www.facebook.com/bintelanalyticsmw



[@bintelanalyticsmw](https://twitter.com/bintelanalyticsmw)



www.linkedin.com/company/bintelanalytics