

# Annual Report



**We have reached & skilled  
19,386 youth**

**2016**



*Alliance Nepal*

**Alliance for Social Mobilization (P.) Ltd.**

Nakhu, Lalitpur

GPO BOX 9875 EPC 655 (Kathmandu) Nepal

Phone: 9771, 5545890

Fax: 977 1 5552380;

Email- [alliance@alliance.com.np](mailto:alliance@alliance.com.np)

URL: [www.alliance.com.np](http://www.alliance.com.np)

## Alliance Nepal – Introduction

Alliance for Social Mobilization Pvt. Ltd. (*Alliance Nepal*) is the first ever-private consulting firm to implement a development project for a bi-lateral donor in the history of Nepal. Since its establishment by four professional colleagues in 1997 A.D, it has accumulated ample experiences by serving in various thematic sectors like NRM, HRD/ODIS, GESI, TVET and other sub-sectors.

Alliance Nepal's across the board expertise (cross cutting pillars) are: (i) Facilitation (ii) Training and, (iii) Survey, Research & Studies. Beside this, it delivers the consultancy services in producing Strategic and Periodical plan for projects and institutions. Alliance Nepal (AN) is registered in Company Registrar Office, Government of Nepal with its registration number 22323/059-60 with PAN/VAT – 301607223. AN also has affiliation with CTEVT for imparting the short-term vocational training courses.

For Alliance Nepal (a pride to its Board Directors and the Staffs), the year 2016 was also full of exhilaration, enthusiasm, achievements, and learning. The financial scenario got accelerated (scaled up) in the year 2016. In the implementation of Vocational Training (VT) programs, AN got some assignments i.e. from EVENT, SABAL and Employment Fund. Targets of the Vocational Trainings were 300 youths in three Sabal-operating districts including 1287 youths in Kavre and 347 in Okhaldhunga district. Similarly, Alliance Nepal was also awarded reconstruction skill training for 350 youths in Kavre district under the Employment Fund/Helvetas Nepal. However, EF program could not be initiated in 2016 due to some procedural difficulties with NRA.

AN's outreach spreads to Okhaldhunga and Kavre in addition to its regional outlets. AN established office at Banepa to cover Kavre and at Milan Chowk for Okhaldhunga. AN has 17 fulltime staffs.

AN has been established with broader vision, mission, and specific objectives (given in the box) and is functional under its board of directors (see the website for details).

### Alliance Nepal's Logo (re-flashing):

The logo of Alliance Nepal with four arms joining at the center is flanked by internationally known symbols of male and female in which the arrow top of the male symbol is slightly modified to symbolize positive discrimination towards female. The presence of both sexes also signifies gender sensitivity in our programs and services. The four inter-connected arms mean (1) People, (2) National government and the governance system, (3) Donors, and (4) The organization (Alliance Nepal) itself.

The salient features of the logo and its meaning to Alliance Nepal is its dedication and commitment to its quality services for its clients (People as well as GoN and Donors) through coordinated efforts and the better results.

#### Alliance Nepal



**Vision:** *A trusted institution with professional ethics for development support.*

**Mission:** *Committed for an alliance among the allies-in-development.*

#### Objectives:

1. *To provide professional perfection to donors, clients, partners and our stakeholders through efficient services ultimately aimed for the poor and disadvantaged people.*
2. *To provide technical and management trainings for transformation.*
3. *To provide institutional development support to public, private and civil-society institutions.*
4. *To carry out professional action/research works.*
5. *To advocate for refined TVET systems and implement programs with some model technical institutes.*
6. *To manage socio-economic development projects and programs.*
7. *To apply appropriate strategies and approaches to uplift and sustain the image of Alliance Nepal.*

## Major Project and Program:

<p><b>TEVT</b></p>	<p><b>1. EVENT Project/ The World Bank:</b> EVENT Program's objective has been to increase the access of quality training programs by strengthening the technical and vocational education and training system in Nepal in order to fulfill the supply of skilled and employable labor. In 2014, Alliance Nepal was awarded to implement 340 youths under the 3<sup>rd</sup> round of RBST in Mid – West Region (Banke, Bardiya and Dang). The training was successfully completed and its Income verification result was 67%. Similarly in the same year, AN was again awarded to implement the skill training to 100 participants under Special Women Window program in building Electrician trade (at present, considered non-women friendly trade) in Rupandehi and Palpa districts. The training was successfully completed but its final verification was not rewarding (40% only).</p> <p>In 2016, AN was awarded 100 participants under EVENT's RBST 4<sup>th</sup> round to implement the vocational training after the evaluation of Technical and Financial Proposal but later due to budget limitation, the awarded number was reduced to 50 youth. Hence, AN implemented the training to 50 youths in Surkhet and Bardiya districts in Building Electrician and Brick Layer Mason trades. The final employment verification was conduct in 2017 and was found to be approximately 78 percent.</p> <p><b>2. SABAL/ Save the Children/ USAID:</b> Alliance Nepal was awarded a contract by SABAL project to provide the vocational training in 4 trades (under construction trade - Mason, Plumbing, Carpentry and Building Electrician) to 300 youths in assigned districts (Makwanpur, Okhaldhunga, and Khotang). The training was successfully completed and the graduates are employed in wage/self-employment.</p> <p><b>3. SABAL/ Save the Children/ USAID:</b> Alliance Nepal was awarded another contract by Sabal to impart the vocational training on "Reconstruction Skills" in Kavre. AN was mandated to provide (1) TOT for 24 trainers, (2) DUDBC- Earthquake Resilient training to 260 practicing masons, and (3) 180-hour mason training to 200 youths.</p> <p>AN successfully completed the training in 2016 (achieved slightly more than 100% in comparison to awarded number) due to the enthusiasm, interest among the participants. Similarly, the</p> <div data-bbox="889 323 1507 793" style="text-align: center;">  <p>Trainees' in practical session</p> </div> <div data-bbox="889 1436 1507 1856" style="text-align: center;">  <p>Training being monitored by SABAL Team</p> </div>
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	<p>employment achievement was 100% since it was for the earthquake affected households and people needing shelters immediately.</p> <p><b>4. SABAL/ Save the Children/ USAID:</b> Alliance Nepal has signed another contract on 15 Nov 2016 to impart the vocational training in Kavre and Okhaldhunga districts. It was mandated for the implementation of 7-day earthquake resistant building technology to the existing 737 crafts-persons and 52-day mason training to 550 youth in while adopting the earthquake resistant technology in Kavre district and 347 people in trade identified by labor market assessment in Okhaldhunga district. AN initiated many of the 7-day EQR mason training to existing crafts-person and also the 52-day training by mid December 2016.</p> <p><b>5. Employment Fund/ Helvetas Nepal (donor – DFID):</b> Alliance Nepal was awarded the contract by the EF to implement the Reconstruction Skill Training to the 350 youths in Kavre district. They were for in 50-day Stone Layer Mason and 7-day Construction Carpenter. The trainings could not be started in 2016 as the contract signing procedures got delayed due to pending approval from NRA.</p>
<p><b>Trainings, Facilitations and related Research</b></p>	<p><b>1.</b> AN facilitated half-day training on “Self Reflection” to senior politicians of six major political parties of Nepal. The training was funded by the DIPD. Among the participants were two former Education Ministers of the Government of Nepal.</p> <p><b>2.</b> Facilitated a workshop on Knowledge Management on Rural Road Protection Project, which was supported by the CARDNO/UK and for the Government of Nepal. DoLIDAR was the co-organizer and was inaugurated by the Asst. Minister, Ministry of Federal Affairs, and Local Development. It was held in the presence of Nepali and Foreign delegates</p>



3. Facilitated a workshop to Review the past year's activities and Annual Planning of Trade Promotion Program (TPP), GIZ project. It was held in February 2016. It reviewed the activities of TPP. The workshop also decided on the annual plan for the next year.



4. Conducted a half day joint consultation workshop for IRD Officials and Private Sector Representatives for the "Recommendations to reduce tax related compliance cost". It was organized by Revenue Administration Support (RAS) project of GIZ. It was held on 11 March 2016 at Kathmandu. In the workshop, there was a discussion between the big taxpayers and IRD officials on Tax compliance, tax return and rewards and how to make the tax payment system more friendly for the taxpayers.



5. AN got a contract to facilitate six different workshops for INCLUDE/GIZ in Kathmandu and Bardiya on "New Phase design and 2 years planning of INCLUDE Project". The workshops were held in different Value Chain products and final workshop was on the consolidation.



6. Facilitated a half day training on Time Management for the hydro fund board at Bagaicha, Lalitpur on 04/ March/ 2016 which was funded by the CEDB.

7. Facilitated a workshop on annual planning of Trade Promotion Program TPP, a GIZ project. There were participants from the Government of Nepal (Ministries and Departments) and private sector stakeholders. The workshop was held in May 2016.



	<p>8. Conducted training on project designing, monitoring and reporting to the senior INSEC officials. The training was facilitated for three days where the participants were trained to design the project, tool and approaches for monitoring and reporting of the programs activities and major findings. It was held in Dhulikhel in April 2016 in the presence of its Chairperson, senior officers and managers from regional offices</p> <p>9. <b>SABAL/ Save the Children/ USAID:</b> Alliance Nepal conducted a research on the Labour Market Assessment (LMA) for Sabal. LMA was conducted in the six working districts of Sabal i.e. Makwanpur, Sindhuli, Udayapur, Ramechhap, Okhaldhunga, and Khotang. Two teams were mobilized spending 5 days in each district. The LMA survey was successfully completed within the stipulated time frame and identified employable occupational skills in the respective district. The needs were identified for on-farm and off-farm occupations. The source of data collection was primary and Secondary both. The primary data was collected via Questionnaires, Interview, Observations (on site in the districts), and Focus Group Discussion (FGD) among the youths, local NGOs, local cooperatives, existing cottage and small industries within the districts. The secondary data were collected via existing data list of VDCs, annual report of local cooperatives and local NGOs.</p>
ODIS	<p>10. Support for the development of the Strategic Plan of KOSHISH, Khumaltar was provided with a contract of one month (January 2016). The assignment was awarded to Alliance Nepal to design and develop strategic plan of KOSHISH with the programmatic hints for resource mobilization. The assignment was completed on time.</p> <p>11. AN got a contract for providing HR related support to Investment Board Nepal (IBN), the high level entity being chaired by the Prime Minister. It is a short term contract for assessing the TOR of senior level professionals representing the donor (DFID) and the Government seconded senior professionals from GON cadre. The assignment is also to define the operational part of the organizational structure especially communication, authority and decision making procedures. This assignment is awarded by the iMC Worldwide, London. It will be till first quarter of 2017.</p> <p>12. Facilitated a workshop on “Enhancing Management Practices (EMP)” for two days in Godavari, Lalitpur for a private sector organization – Hydro Solutions Private Limited (HSL). The main objectives was to appraise institutional and management practices. The workshop also defined and proposed remedial actions for improving the institutional system. In-house management practices was the main focus. On the last day, the findings and recommendations were presented to the Chairperson.</p>



During the LMA at Okhaldhunga



Workshop for HSL staffs at Godavari

## Regular Activities of Alliance Nepal:

### **Capacity builds up:**

Alliance Nepal, as an innovative and learning organization, emphasizes on continued professional growth through capacity building of its staff and provides support for further career development. It provides ample opportunities for staff to plan for self-development through study, research, coaching, mentoring and guidance by seniors in varied areas and sub-areas viz. organizational and institutional development, human resource management, organizational strategy development, training, facilitation and professional documentation and writing. In addition, it has also been providing equal opportunities for training to its staff in-country and abroad in the past.

Likewise, this year too, Alliance Nepal provided a training opportunity to Sajina Khadgi, one of the staff of AN, in the Financial and Management Accounting System (FAMAS) - 20hrs Basic Level Training Course held on 23<sup>rd</sup> to 25<sup>th</sup> September 2016.

### **Contribution of the BoD:**

Dr. Binod Bhatta, one of the Board Directors, imparted training on Aid-Literacy to MoF/GoN nominated participants in Nepalgunj and Pokhara in the last week of November 2016 and first week of December 2016.

### **New Member (Appointment):**

Alliance Nepal welcomed Ms. Yeschi Chodan Shakya as new member in the position of a Senior Officer - Admin/ Account from 01/ Aug/ 2016 for guidance on Administrative and Accounting System of the organization (part-time). AN also has hired many Lead and Assistant trainers in different occupational skills in different trades based on the requirement for the training in Kavre and Okhaldhunga.

### **Board and Staff Meetings:**

Alliance Nepal is governed by six board members who meet formally two times a year but the meetings become frequent whenever needed. They discuss on the issues concerning the activities undertaken, achievements, strategies for the organizational development and growth, problems related to the organization and conceivable solution to resolve them. The presence of experts (all the board directors possess profile with national and international working experiences). The Board is rich in its diverse backgrounds and thematic expertise in certain disciplines. This is the beauty and strength of Alliance Nepal. The photo shows (from right to left – Mr. Ram Risal, Mr. Mahesh Sharma, Dr. Shibesh Regmi, Dr. Binod Bhatta, Mr. Jayan Nyachhyon, and Mr. Dev Basnyet). Mr. Basnyet is also the officiating Chairperson of the Board and Managing Director. The individual Directors undertake and manage certain programs for Alliance Nepal as well as play their roles as the back stoppers.



Alliance Nepal staffs meet every fortnightly to review the regular activities and progress and also to discuss on new possible issues/ventures. The staffs also discuss on monitoring of the on-going programs, staff mobility, field activities, financial matters and possible new ventures or Letter of Intent (LOI) calls by various donor agencies.

**Monitoring & Evaluation:**

The monitoring is usually conducted by group of experts within the AN team regularly to evaluate the quality of training implemented under the contracts of different donors. The concerned staffs follow the monitoring procedures developed by AN for effective M&E process and procedures. The staffs also have to prepare a field report after every visit to ensure the status to other colleagues of AN. The reports are always reviewed and the feedbacks of staffs are also taken into consideration for building effective strategies for training programs.

**Some events in picture:**



BUDGET OUTLOOK:



Alliance Nepal conducts financial audit every year and pays tax as per GoN rules. The annual turnover of the year 2016 is highlighted below (it is budget-based turnover and to be audited yet):

#	Sector/major components	Budget (NPR)
<b>Training, Facilitation and related Research</b>		
1	"Self-Reflection" for senior politician/ DIPD	110,614.00
2	Review and Annual Planning of TPP/ GIZ	116,071.50
3	Workshop for Tax Payer and IRD/ GIZ	280,065.30
4	Design and Planning of INCLUDE project/ GIZ	744,084.00
5	TPP- Annual Planning with Stakeholder/GIZ	110,288.00
6	Rural Road Protection- Research Project/ CARDNO	320,670.00
7	Project Design, Monitoring, Reporting/ INSEC ( Three Days)	493,666.00
8	Time Management for Hydro Fund Board/ CEDP	33,900.00
9	Labor Market Assessment under the SABAL project (six working district and nearby district)	1,602,057.00
<b>Training, Facilitation and Research Total</b>		<b>3,811,415.80</b>
<b>Technical Education and Vocational Training (TEVT)</b>		
10	Enhanced Vocational Education and Training Project (EVENT) under RBST 4 <sup>th</sup> Round of 2016	1,937,385.00
11	SABAL project/Save the Children/ USAID ( 300 youths)	7,854,047.00
12	SABAL project/Save the Children/ USAID ( 484 youths)	12,513,303.00
13	SABAL Project/ Save the Children/ USAID (Year 2016/ 2017)	45,899,226.00
<b>TEVT Total</b>		<b>68,203,961.00</b>
<b>Organizational Development and Institutional Strengthening (ODIS)</b>		
14	Strategic Plan of KOSHISH	370,000.00
15	HR support to IBN/ IMC London (Ongoing)	GBP 7,500.00
16	Institutional Assessment and Staff retreat/ HSL	588,000.00
<b>ODIS</b>		<b>1,958,000.00</b> (GBP converted into NPRs.)
<b>GRAND TOTAL</b>		<b>73,973,376.80</b>

**NOTE:** In the fiscal year 2072-73, Alliance Nepal paid institutional tax amounting to NPRs. 516,232.00 and VAT NPRs. 2,508,688.00 to the Government of Nepal (GoN). These amounts are excluding the TDS from individuals against their income.

### Summary of Turnover

	Major Components	Amount (NRS)	Percentage
1	TVET	68,203,961.00	92.20 %
2	Training, Facilitation and related Research	3,811,415.80	5.15 %
3	ODIS/ID/HRD	1,958,000.00	2.65 %
(GBP converted into NPRs. For calculation ease)		<b>73,973,376.80</b>	<b>100%</b>