



Dave Buffaloe is the founder and CEO of Buffaloe Global Development Corp. (BGDC), a ground-breaking boutique strategy consulting and implementation firm focused on frontier markets in Sub-Saharan Africa. BGDC maximizes both profits and social impact for its clients while reducing investment risk. The developed world offers plenty of access to capital chasing marginal returns; whereas frontier markets offer unparalleled growth opportunities but have no access to capital due to perceived risk. BGDC understands and mitigates this risk for investors and corporations looking to capitalize on these opportunities. We partner them with stakeholders in the international development community, African governments, and the local populace to implement comprehensive tri-sector strategies that align the goals of the private sector, the public sector, and civil society to create a shared vision that drives sustainable economic growth.

Dave retired after a very distinguished 21-year military career. After commanding U.S. Army Paratroopers and indigenous militia forces in both Afghanistan in 2003 and Iraq in 2004, he became a top-tier strategist routinely hand-picked to solve the world's most pressing international security problems. In 2009, Dave wrote General McChrystal's multi-year campaign plan in Afghanistan focusing on security, governance, development, reducing both corruption and the opium trade, and securing the borders. He most recently served as the Military Advisor for Peacekeeping Operations at the Department of State, where he authored numerous UN Security Council Resolutions and speeches on Africa and the Middle East delivered by the U.S. Ambassador to the UN. In 2013, he traveled to Mogadishu and Addis Ababa to develop a comprehensive strategy for the African Union and the United Nations to defeat al-Shabaab and secure governance and democracy. In each case, he achieved unity of effort from the coalition military, the host-nation government, and the international community. He then re-tooled his strategic thinking towards corporate strategy by completing a Global Executive MBA at two of the world's top five business schools, Columbia University and London Business School.

Dave has taken his lessons learned from his military career to now design successful and innovative market entry strategies for his clients. In Afghanistan in 2003, Dave and the Paratroopers and Afghan Militia under his command won over the local Afghans and village councils in their area by simultaneously demonstrating both strength and respect. They never walked into an al-Qaeda ambush or road-side bomb – and often took the al-Qaeda forces who were lying in ambush by surprise – because the local Afghans told them where they were hiding. This made them more successful at defeating al-Qaeda than any other unit. After this experience, Dave took a step that was even more courageous than jumping out of airplanes or leading firefights—he documented his lessons learned and shared them with the Army. Brilliant strategists identified Dave's true insight – that winning the locals was the key to success; if you lost the support of the locals by relentlessly pursuing the enemy, you lost the war. Linear military thinkers who did not understand the need to win over the population could not deny Dave's approach, since the metrics that they cared about showed that he was the most successful commander at that time. General Petraeus cited Dave's article as a "best practices for small units in counterinsurgency," though it pre-dated his own counterinsurgency field manual, and Dave's work was provided to every soldier deploying to Afghanistan for the next decade by the Center for Army Lessons Learned.

Applying that lesson to his corporate strategies, Dave now drives higher profit margins for his clients by gaining the support of the local populace. Many firms view corporate social responsibility as a detractor from their bottom-line and simply pay it lip-service while relentlessly pursuing profits. This often alienates the population, unnecessarily increasing investment risk. Conversely, dedicated social impact investors often feel that marginal profit is acceptable, being just a small percentage above non-profit work, as long as social impact is felt. Dave and his team instead walk the ground and connect to the populace to devise a shared vision for success that maximizes both profits and social impact. Through BGDC's efforts, multiple stakeholders invest in his clients' success.

Similarly, when Dave lead the strategic planning effort for NATO in Afghanistan in 2009 and for the AU and UN in Somalia in 2013 he realized that the military line of effort was only one part of a greater whole. All that the military could achieve was to reduce the threat from insurgent forces long enough for the government to engage in political reconciliation, build institutions, establish the rule-of-law, and begin delivering basic services. However, using military might as political capital, Dave was able to lead comprehensive planning teams to guide the stabilization process in the right direction. In each case, his teams included international development organizations and the host-nation government to focus on the issues of security, governance, and development.

Applying that lesson, Dave now understands how to use his client's political capital brought by their ability to create jobs and grow the economy to shape comprehensive economic development plans. BGDC aligns the goals of multiple stakeholders to develop a shared vision for successful economic growth, with his clients' investment as the centerpiece.

Dave has built a team of top-tier consultants that believe in his vision, are committed to its success, and who can uniquely provide BGDC's clients with a multi-faceted approach to investment. One third of BGDC's consultants are some of the greatest strategic minds from the public sector, capable of building a successful campaign plan for any complex political/military operation. They are retired diplomats, military strategists, intelligence analysts, FBI agents, physical security experts, academics, and special operations / counterterrorism experts. The second group represents the best private sector consultants available – almost all with extensive Africa experience and with top-tier MBAs. They include experts on finance, marketing, infrastructure, construction, petroleum, mining, information technology, real estate, insurance, manufacturing, energy, logistics, banking, equity markets, and legal frameworks. Finally, the last third of BGDC's consultants make up the firm's impact component. They include experts on conflict resolution, sustainability and environmental management, reconstruction and development, healthcare, education, and civil-society outreach. Together, they bring BGDC's clients a multi-faceted lens to maximize both profits and social impact, reduce risk, and align the goals of the international development community, the host nation government, and civil society with the success of the investment. This is an approach that no other top-tier or boutique strategy consulting firm can bring. Furthermore, BGDC's consultants relish the opportunity to work in austere frontier markets and are not afraid to travel where the opportunity lies. BGDC maintains a presence in Washington DC, New York, London, Paris, Dubai, Bahrain, Lagos, Johannesburg, Cape Town, and Lusaka, and is rapidly expanding its influence.

BGDC offers bespoke services to its clients. It is available for strategy development, due-diligence on investment opportunities, monitoring and evaluation, and stakeholder engagement. It can also lead consortiums of investors to bring comprehensive strategies to fruition and host high profile investors' conferences that connect worthy high-growth-opportunity enterprises with investors dedicated to driving economic growth in frontier markets.