



# Laterite Tanzania

CAPACITY STATEMENT

Data, research and advisory services

# About Laterite Tanzania

Laterite is a data, research and advisory firm dedicated to bringing high-quality research services to underserved markets. Our approach is structured, data intensive, and embedded in the local context.

Laterite Tanzania builds on the firm's 10+ years of experience in East Africa. We have completed over 100 research projects with clients active in social impact and development research including large foundations and international organizations, universities, and NGOs. Our core sectors of expertise are education, public health, agriculture, youth and livelihoods, urbanization and migration, and gender. Our Tanzania office joins our network of offices in Rwanda, Ethiopia, Kenya, Uganda, and the Netherlands, as well as our team of over 70 full-time researchers and data experts, based primarily in East Africa.

## Laterite at a glance

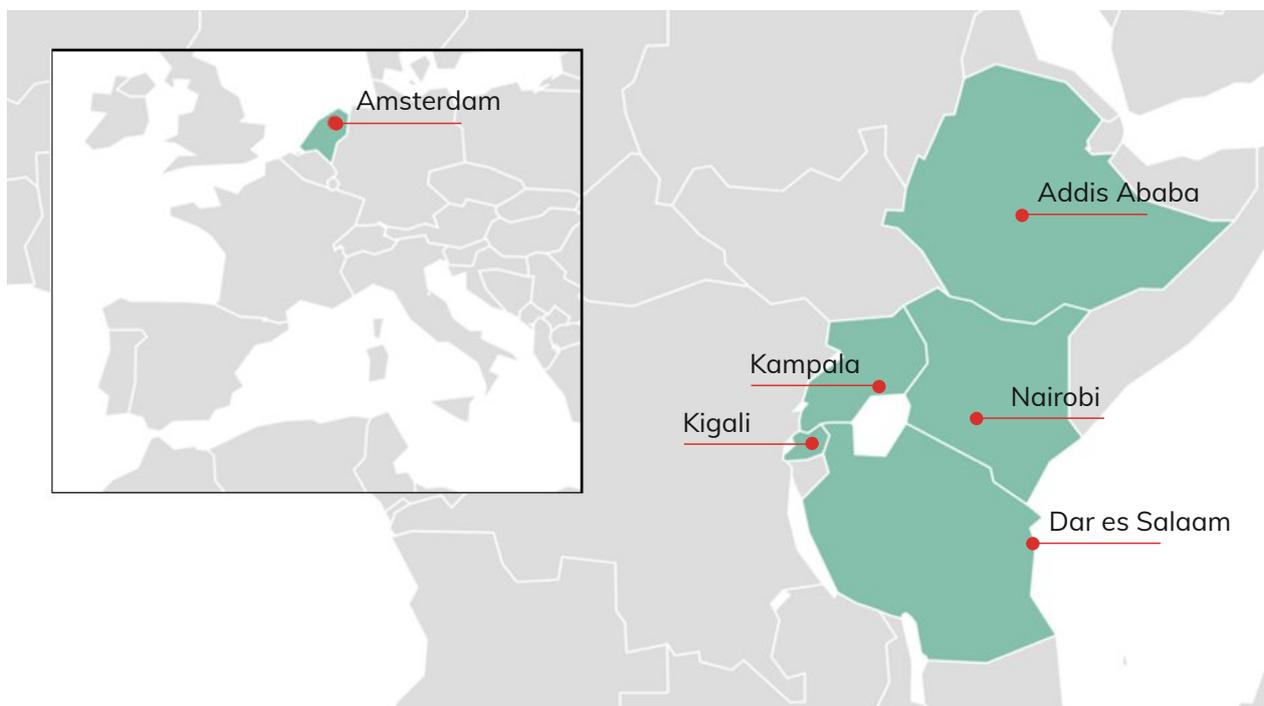
**70**  
full-time staff

**1,800+**  
enumerators

**66,000+**  
households surveyed in 2021

**100+**  
research and data collection projects completed across East Africa

## Our offices



**Laterite Tanzania  
builds on Laterite's  
ten years of  
experience in  
bringing high-quality  
data, research and  
advisory services to  
East Africa**



# What we offer

## Our strengths



**Expert team** with degrees from top universities and experience in emerging markets



**Top quality** at every step of the process, from enumerator training to data monitoring



**Strong understanding of the context** via our local teams, networks and relationships



Emphasis on **ethically sound research**, from child safeguarding to COVID-19 protocols



**Full-cycle research project support capabilities**, from design to data collection to analysis



Focus on **innovation** in the way we work, always seeking new and better ways to do research

## Our services



### Data

- Quantitative & qualitative data collection
- Phone & SMS surveys
- Audio-assisted surveys
- Behavioral games
- Anthropometric & biometric measurements
- Observational learning and child development assessments



### Research

- Program / impact evaluation
- Socio-economic household surveys
- Poverty analysis
- Prevalence studies
- Attitude / perception studies
- Policy / program landscape mapping



### Advisory

- Learning partnerships
- Embedded research advisors
- Research portfolio management
- Monitoring & evaluation

## Key contacts in Tanzania



**Sachin Gathani**  
Managing Partner

Sachin is one of Laterite's founding partners. He has over 12 years of experience leading complex data collection and research projects, and has led over 65 projects in East Africa. Born and raised in Kenya, Sachin holds a Master's in International Affairs (Economic Policy & African Studies) from Columbia University.



**Ravina Pattni**  
Research Associate

Ravina has expertise in managing and conducting research projects in several East African countries. A Tanzanian national, she has undergraduate degrees in Economics and Development Studies from the University of California, Berkeley and a Masters of Public Administration in Development Practice from Columbia University.



**John Patrick Mbzou**  
Senior Field Supervisor

John is an expert in field research, project management, and leading quantitative and qualitative data collection teams in Tanzania. Before joining Laterite, he coordinated data collection projects in several African countries at the Busara Center for Behavioral Economics. He holds a Bachelor of Laws from the University of Dar es Salaam.

## Get in touch

Want to learn more about our work in Tanzania, or discuss a potential opportunity? We look forward to hearing from you!

Email: [sgathani@laterite.com](mailto:sgathani@laterite.com)

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

# laterite

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