Insights: Summer 2027

3 short notes on strategy, energy, development

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Strategy

You cannot manage strategy you cannot measure

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Strategy

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Strategy without data is opinion.

Before setting priorities, ask:
- Do we have reliable numbers on customers, costs and cash?
- Can we see them weekly, not just at year end?
- Do our systems agree with each other?

Investing in clean data and simple dashboards is rarely exciting. It is often the highest-return strategic decision a company makes.

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Energy

Gas creates the most value when it is used at home

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Energy

Gas creates the most value when it is used at home

Nigeria holds more than 200 trillion cubic feet of proven gas reserves. Exporting gas earns foreign exchange. Using it at home can create even more value.

Gas for power means factories that run, clinics with electricity and homes that do not depend on diesel generators. Gas for fertiliser supports farmers. LPG and CNG cut household and transport costs.

The economics work when pricing is credible, infrastructure is secure and buyers can pay. Getting those three right is one of the biggest opportunities in African energy.

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Development

Strategy fails in execution, not in the boardroom

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Development

Strategy fails in execution, not in the boardroom

Most strategies do not fail because the idea was wrong. They fail in execution.

Three habits close the gap:
1. Translate strategy into a few measurable priorities per team.
2. Review progress weekly with real numbers, not slides.
3. Remove obstacles quickly; that is the leader's job.

Engineering taught me to plan carefully. Running businesses taught me that the plan is only as good as the weekly discipline behind it.

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