



**Accession International**

*Providing the Privilege of Access*

Press Kit



***Access to Africa***



## **BACKGROUND**

Below is a background on Accession International, Inc., a history of the company's beginnings, case studies for three of our clients, and biographies for our Executive Team.

## **About Us**

Accession International, Inc. helps clients capture new business opportunities and expand market presence into emerging markets in the Gulf of Guinea region of Africa, specifically Nigeria, Angola, Equatorial Guinea, Ghana, and Gabon. Accession provides new market entry consulting, business development, and deal origination services in these dynamic markets, focusing on extractive industry and infrastructure development related opportunities. Multinational firms are drawn to these countries because of the vast market potential, but hesitate due to the known and unknown challenges of doing business in this region. Working seamlessly with a client's existing business development team or independently as outsourced business developers, Accession can reduce market-entry time and cost, open doors and create executable business opportunities – ultimately positioning clients for market entry success.

Accession helps to mitigate the risks and challenges of doing business in Gulf of Guinea countries and maximizes the capture of market opportunities. Clients who have benefited from the firm's methodology and expertise in Africa include International Fortune 500 companies, as well as privately-held multinational firms, based in Europe and North America. Accession has opened new markets for highly specialized global telecommunications firms, worked with one of the largest oil and gas companies in Central Europe and is servicing one of the world's largest oil and gas services companies.

## **History**

After leaving active military service as a military attaché in Western Africa, in mid-2006, C. Derek Campbell founded Accession International, Inc. While on military service, he realized the global importance of the Gulf of Guinea region of Africa, specifically Nigeria, Angola, Equatorial Guinea, Ghana, and Gabon. Witnessing first-hand the challenges multinational companies faced in capturing new business opportunities in this market, and having extensive experience in this region, he chose to form a niche consulting company to fulfill an unmet need in the marketplace; thus the birth of Accession International, Inc.

There is a rapidly growing trend of investment in this region by Western firms. In Gabon, U.S. foreign direct investment was \$421 million in 2007, up 273% from 2006. In 2008, there was growing momentum in several areas of the United States-Ghana trade relationship, with talks of a bilateral investment. Two-way trade between the United States and Ghana was valued at \$361 million for the first four months of 2010, representing a 98 percent increase from the same period last year. Nigeria recently removed import bans on several products of interest to the United States, and simplified its system of tariffs. In Equatorial Guinea, the U.S. is the largest foreign investor with over US\$ 12 billion in investments.



Early on in the company's existence, it began to serve clients in the Extractive Industry (Oil, Gas, & Mining) and infrastructure development, Accession now serves these industries exclusively. Today the company advises its clients on market-entry and market-expansion strategies, provides business development support and originates deals in the Gulf of Guinea region.

The company is headquartered in the Metropolitan Washington DC region.

## Case Studies

### OMV/EconGas GmbH

Client: EconGas, GmbH (subsidiary of OMV Gas & Power, GmbH) –EconGas is Austria's largest wholesale and business-to-business natural gas supplier. EconGas is a multi-billion euro company that distributes physical product and trades both Pipeline Natural Gas and Liquefied Natural Gas (LNG).

Problem: EconGas sought to find new sources of LNG to address capacity requirements, most notably those at the Gas Access To Europe (GATE) facility in Rotterdam (3bcm per annum). Looking towards untapped-markets in Africa, EconGas approached Accession International, Inc. to assist with developing these new markets in the Gulf of Guinea.

Solution: Accession International efficiently identified and evaluated public and private sector opportunities in the natural gas industry throughout the Gulf of Guinea. EconGas utilized Accession International's expertise to strategically raise its profile in their target market. Moreover, Accession International provided critical business intelligence and decision-maker access on key projects which enabled EconGas to develop momentum in penetrating their target market. As a result, in just under 15 months OMV/EconGas has been positioned as a viable offtake partner in four major Hydrocarbon markets – Nigeria, Angola, Equatorial Guinea, and Gabon.

### AECOM

Client: AECOM, (NYSE: ACM) is a global provider of professional technical and management support services to a broad range of markets, including transportation, facilities, environmental, energy, water and government. With approximately 46,000 employees, annual revenue in excess of US\$ 6 billion, and projects in over 100 countries, AECOM is a leader in all of the key markets that it serves.

Problem: AECOM, through its International Government Solutions (IGS) Group, desired to capture new business opportunities in the Gulf of Guinea, with planned initial market penetration in Equatorial Guinea (EG). AECOM has limited business exposure in Sub-Saharan Africa, and required experts to help design, develop, and implement its business development strategy.



**Solution:** Accession International, Inc., leveraging its experience and expertise in the Gulf of Guinea, developed and is now implementing a new business capture strategy on behalf of AECOM in EG. Accession is assisting AECOM in identifying and qualifying new contract opportunities, and positioning AECOM to demonstrate its value proposition to EG government decision-makers. As opportunities develop in EG, Accession plans to assist AECOM in establishing a market presence in other Gulf of Guinea countries.

### **IPX International Systems, Inc.**

**Client:** IPX International Systems, Inc. is a global communications company delivering complete communications solutions to customers in a variety of industries including extractive industry, infrastructure, government, and military support clients, notably in challenging and remote environments.

**Problem:** IPX wanted to expand their Africa business into of the Gulf of Guinea, targeting multinationals and public sector projects.

**Solution:** Accession International, Inc. assisted IPX in generating new business in the region, valued at well over \$20 Million. Accession International worked seamlessly with IPX senior management and business development personnel. Accession International provided guidance through each stage of the business development and client capture process, facilitating introductions to targeted clients, conducting due diligence on the viability of projects, and structuring the business relationships and closing the deals.

Africa



**C. Derek Campbell**

Managing Director  
Accession International, Inc.

C. Derek Campbell is a noted advocate of the Gulf of Guinea region in international Extractive Industry communities. Mr. Campbell is the founder of Accession International, and under his leadership, Accession's business successes and client portfolio, which includes global leaders from Europe and the U.S. in the natural resource extraction and infrastructure development industries, has grown rapidly.

Prior to founding Accession International, Mr. Campbell served as the U.S. Marine & Naval Attaché to Nigeria for the U.S. Diplomatic Mission to Nigeria. During his service with the Marine Corps, Mr. Campbell honed his understanding of African business culture, and effective management capabilities.

Mr. Campbell serves as a board member to the U.S. Angola Chamber of Commerce, and is a frequent speaker on the topic of business development in Gulf of Guinea countries. He has been featured in myriad magazines and international media as an expert on business development and market access in Africa.

Mr. Campbell earned a B.S. in Technology and Management from the University of Maryland, College Park. Mr. Campbell is currently a Lieutenant Colonel in the United States Marine Corps Reserves.



**Jacques P. Walker**

Deputy Managing Director  
Accession International, Inc.

Jacques P. Walker is an experienced business development executive with expertise in structuring and implementing market-entry and expansion strategies in emerging markets to include acquisitions, greenfield projects, and procurements. Since joining the firm, Mr. Walker has leveraged his network and knowledge to expand Accession's client portfolio and has uncovered a number of large scale public-private infrastructure development opportunities for clients.

Mr. Walker was a founding partner and Chief Executive Officer (CEO) of Southall Walker International, LLC. Established in 1996, Southall Walker provided management consulting, information technology consulting,



administrative and financial management consulting and strategic planning and business advisory services to U.S. government clients and private-sector clients worldwide. Mr. Walker directed corporate strategy, managed the company's commercial and public-sector business portfolio, and managed Southall Walker's Emerging Markets practice.

As a consultant, Mr. Walker previously served as the Managing Director for North American Operations for Industrial and General Insurance, Plc (IGI) and its operating subsidiaries. Mr. Walker played a critical role in IGI's expansion into Africa with a variety of their business lines: insurance, commercial banking, environment and energy. He launched a branding strategy to establish IGI as a leading insurance company with a true continental footprint in Africa. He advised IGI on the establishment of a new commercial bank in Uganda as an operating brand of IGI, Global Trust Bank. This process included the acquisition of a locally-owned microfinance bank which was integrated into Global Trust Bank as part of the market-entry strategy in Uganda. For IGI's energy and environmental services operating division, he advised the group on the development of privately-owned petroleum storage and distribution facilities in Africa, and on the development of integrated waste management operations in multiple African countries..

Mr. Walker has over 19 years of senior executive management experience supporting public and private sector initiatives in the U.S. and in emerging markets worldwide, with a specialization in Sub-Saharan Africa.

Mr. Walker has also worked with government organizations and non-profits including the U.S. Agency for International Development (USAID), the American Association of Blacks in Energy (AABE), and the Constituency for Africa (CFA).

Mr. Walker earned a B.A. in Economics from the University of Maryland, College Park.

### **Donald Carroll Moragne**

Executive Director, Finance  
Accession International, Inc.

Don Moragne is an accomplished financial professional with vast experience in growing companies. His expertise is in the areas of tax, financial and management consulting, which he provides as CFO to Accession International. Accession has expanded into new lines of business under the guidance of Mr. Moragne such as deal origination services.

In addition to his role as CFO at Accession, Mr. Moragne is the Principal of the Success Zone, which is an accounting firm with a service emphasis in the tax, financial, cash flow and operational management areas. Mr. Moragne



has also served in a variety of roles at the U.S. Internal Revenue Service including as National Program Manager, Chief, Disclosure Project; Chief, Tax Haven Project; Chief, Tax Shelter Project; and Chief, Under-reporter Project. Prior to his career with the IRS, Mr. Moragne served on the Air Force during the Vietnam era.

Mr. Moragne has over 40 years of experience in the financial sector. He is a sought after speaker at business tax, financial, and management seminars for various local governmental organizations including the International Monetary Fund, Department of Economic Development and the Business Resource Centers, Small Business Development Centers. In addition, he has taught business management topics at George Washington University, Howard University and Montgomery College.

Mr. Moragne has received numerous awards for his involvement in the business community, including the U.S. Small Business Administrations' Mentor in Montgomery County Business Mentorship Program (1995 to Present) Small Business Advocate of the Year (DC) (1996); Business Man of the Year, the African American Chamber of Commerce of Montgomery County, Maryland (2005); and one of Montgomery County's outstanding companies by County Executive (2008 and 2009). In addition, he serves on the board for several corporations and not-for-profit organizations nationwide, including the Workforce Investment Board where he was the Chairman, Finance and Grants Committee.

Mr. Moragne earned a B.S. in Accounting from Long Island University, New York.

### **Sheila H. Khatri, Esq.**

Executive Director, Operations  
Accession International, Inc.

Sheila Khatri is a lawyer and business strategist who has advised companies of all sizes to leverage international markets as a way to effectively grow their business. At Accession, Ms. Khatri is responsible for the operations and ensures its processes are efficient. Accession prides itself on providing the best quality and service to its clients, and Ms. Khatri incorporates technology and systems to keep Accession accessible, flexible, and effective.

Ms. Khatri also is the President of Moti International, Inc., which helps organizations expand abroad. Ms. Khatri's firm was retained by the state of Maryland to open and manage the state's trade office in Bangalore, India. She has represented publicly traded organizations, governments, and small businesses with their overseas expansions and product launches. Ms. Khatri has also served as General Counsel to the U.S. subsidiary of a French biotechnology firm, and was responsible for international strategies for the Department of Economic Development for Montgomery County, Maryland.



Ms. Khatri's international career includes 11 years of experience in international business development, economic development, and international employment law.

Ms. Khatri serves as a board member of the Montgomery County, Maryland Workforce Investment Board, which manages over \$3 million in Federal Government, State of Maryland and Montgomery County funds.

Ms. Khatri earned a B.S. in Business Administration from the University of Maryland, College Park, and a J.D. in Law from the University of Baltimore, Baltimore, Maryland.

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### Contact

For more information or to set up an interview, please contact:

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