



Consultancy Services

OVERVIEW OF CONSULTANCY SERVICES

Improving the livelihoods of workers in the international supply chain requires a range of skills encompassing ethical trade, human rights, labour standards and international development. Our aim is to assist and advance international trade opportunities while supporting socially responsible business practices amongst African suppliers, producers and

smallholder farmers.

With our pan-African reach and experienced teams, we are able to deliver a wide range of practical consultancy services that allow clients to draw upon our knowledge of local capabilities and culture which better aid implementation of international codes of practice and trade certifications.

> Who we work for

- > Global Brands & Retailers
- > Non-Governmental Organisations
- > Donors & Development Agencies
- > Multi-Stakeholder Initiatives
- > Local Suppliers
- > Smallholder Producers
- > Informal Sector

PARTICIPATORY APPROACH

In our assessment and research work, our teams employ participatory methods and approaches in data collection. This includes but is not limited to observation, individual and focus group interviews and review of secondary context data.

These mixed methods engage management teams, workers and members of the local community. In addition, the assessment teams will interview/engage local stakeholders such as schools, clinics, local government and small businesses in the area to establish current status with a view to benchmark this against any indirect contributions that supply chains or CSR projects may have in the reduction of poverty, improvement of people's livelihoods, increase in primary education and improvement in health.

Partner Africa uses a wide range of participatory management techniques in our consultancy work and we actively search for new and innovative ways of

involving stakeholders in the process.

We do this by:

- > Actively listening to others
- > Developing and using a 'facilitator' leadership style as opposed to a 'traditional' leadership style
- > Involving primary as well as secondary stakeholders in decisions
- > Building local capacity and cultivating teamwork
- > Advocating for the use of participatory approaches throughout activities
- > Building the required attitudes in the programme team, developing a self critical/learning culture in the team
- > Cultivating partnership relationships by building trust and confidence in partners as well as handing over control to partners especially workers and small-scale farmers

> Global Clients

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|---|-------------------------|
| > B&Q | > Marks & Spencer |
| > Cadbury | > Mars |
| > The Coca-Cola Company | > Next |
| > The Co-operative Group Ltd | > Nestlé |
| > Diageo | > Prova |
| > Finlays | > PZ Cussons |
| > Ethical Tea Partnership | > Rainforest Alliance |
| > The Fairtrade Foundation | > Sainsbury's |
| > Gap | > Starbucks |
| > Hallmark | > Taylor's of Harrogate |
| > International Finance Corporation (IFC) | > Tesco |
| > Jones New York | > Unilever |
| | > Union Coffee Roasters |
| | > Vegpro Group |
| | > Waitrose |

CLIENT SPECIFIC SERVICES

We provide a variety of client specific services, which are summarized in the table below:

TYPE OF CONSULTANCY	RELEVANT FOR	EXPERIENCE
<p>> ASSESSMENT Measuring impact, gap analysis, community impact assessments, needs assessments, pre and post assessments</p>	<p>> International Brands and Retailers with supply chain development programmes or CSR projects</p> <p>> Governments, Donors, NGOs working in the international trade arena</p>	<p>> Establishing a community baseline and follow up impact assessment in rural Senegal for an agriculture project</p> <p>> Understanding the impact of Fairtrade tea on a community in Malawi</p> <p>> Monitoring and data collection for a major certification scheme</p>
<p>> LOCAL RESEARCH Context analysis, capacity mapping, developing expansion plans, understanding local trends and demand</p>	<p>> Individual/Group of International Brands and Retailers wanting to research supply chain issues</p> <p>> NGOs / Campaigning groups on ethical trade issues</p>	<p>> Understanding smallholder compliance with supplier standards</p> <p>> Researching child labour in a particular product sector</p>
<p>> SUPPORT WITH MANAGING CSR PROJECTS Local development, implementation, monitoring and evaluation</p>	<p>> Companies with CSR projects in Africa needing an informed and reliable local intermediary</p>	<p>> Project management support to a major German coffee company funding a variety of community development projects in Kenya</p> <p>> Project monitoring support to a UK supermarket and UK technology company developing and testing a mobile phone application with smallholder farmers</p>
<p>> SUPPLYING LOCAL KNOWLEDGE Using our local knowledge to inform international companies</p>	<p>> Companies seeking to understand more about the practical realities of working in Africa</p> <p>> Projects needing specific local knowledge and/or technical input</p>	<p>> Helping a major wind energy company undertake the initial context analysis in Kenya</p> <p>> Advising a US fashion brand on the reality of doing business in Africa</p> <p>> Local research on the feasibility of outsourcing certification schemes assurance processes</p>
<p>> SUPPLYING INTERNATIONAL KNOWLEDGE Using our international knowledge to inform local companies</p>	<p>> Local companies and cooperatives seeking to export to Europe and US</p>	<p>> Advising smallholder tea, coffee and horticulture cooperatives and small producers in Africa to better understand the challenges and opportunities in export markets</p>

GENERAL ENQUIRIES

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