Consultancy Services

Get to know more about our Consultancy Services

For more information about Partner Africa’s consultancy services, please visit our website www.partnerafrica.org or email consultancy@partnerafrica.org
Facilitating proactive responsible solutions for global trade.

Improving the livelihoods of workers in international supply chains requires a range of skills encompassing ethical trade, human rights, risk management, labour standards and market systems development.

Our aim is to assist and advance regional and 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, client-specific consultancy services that draw upon our knowledge of local capabilities and culture. This enables us to build capacity, enhance trade opportunities and better implement international codes of practice and trade certifications in the most practical and appropriate way.

We help clients in assessing, monitoring and mitigating supply chain risk in their operations across the region. We facilitate proactive, impactful transparency and compliance in responsible and sustainable trade.

Our Approach

Partner Africa has a skilled and passionate team of over 50 individuals based across the region.

By employing local expertise, we give our clients a unique insight into the context, culture, regulations, standards, labour laws and working practices in the countries where we work. This ensures that our services are well-designed and take account of local cultural, political and economic dynamics.

We develop partnerships and are active in trade associations, securing our position as a credible body within the industry and enabling us to develop services to meet sector needs and market demand. Our participation in public-private partnerships and donor programmes enables us to bring direct economic and social benefits to workers, while creating opportunities to innovate and demonstrate good practice.

In our consultancy work, our teams employ a wide range of participatory techniques, and we actively search for new and innovative ways of involving stakeholders in the process.

WE DO THIS BY:

› Actively listening to others and using culturally-sensitive and discreet approaches to communication and data gathering methods
› Involving primary as well as secondary stakeholders in decisions
› Building local capacity & cultivating teamwork
› Facilitating the required attitudes in the project team and developing a self-critical/learning culture
› Cultivating partnership relationships and building expert and targeted project teams
› Striving for diversity in our project teams
› Rigorously challenging & verifying information
› Using subject matter and on-the-ground expertise to provide vital context to findings

Who We Are

Partner Africa is a pioneer in the field of ethical, responsible business solutions.

We work across 42 countries in Africa and the Near East to improve the livelihoods of workers and producers, while enhancing access to markets.

We deliver high quality and innovative ethical trade services to a range of sectors across Africa, helping clients understand and manage complex supply chains and navigate global trade responsibly.

Who We Work For

- Global brands, multinationals and institutional partners
- Non-governmental organisations
- Donors & development agencies
- Multi-stakeholder initiatives
- Local suppliers
- Smallholder producers
- Informal sector operators

In a nutshell

Our Consultancy Services

- Research, Investigation & Impact Assessment
  Gap analysis, capacity mapping, measuring impact, developing expansion plans, understanding local trends and demands, with an ethical trade & human rights focus.

- Project Management
  Local development, implementation, monitoring and evaluation of CSR and responsible sourcing projects.

- Training
  Training and capacity building on topics such as general ethical trade awareness, workplace communication, compliance & certification and sustainability.

- Risk Management
  Using our knowledge of international best practice, policy and regulations to inform companies’ supply chain risk management strategies.

- Trade Development
  Using our international knowledge to inform and upskill local companies.

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Client-Specific Services

**RESEARCH, INVESTIGATION & IMPACT ASSESSMENT**
- Conducted a community baseline and follow up impact assessment in rural Senegal for an agricultural project.
- Developed a quantitative and qualitative baseline study for the malt barley sector in Ethiopia for a major development finance organisation.
- Undertook in depth field research into land rights, forced labour and child labour issues and trends for a global FMCG brand.

**PROJECT MANAGEMENT**
- Provided project management support to a major European coffee company funding a variety of community development projects in Kenya as part of its corporate social responsibility commitment.
- Provided project monitoring support to a UK supermarket and UK technology company developing and testing a mobile phone application with smallholder farmers.
- Recruited a project team to sit in-house and design and build an auditing programme for a multinational beverage company.
- Companies with CSR and other projects in Africa needing an informed and reliable local intermediary.

**TRAINING**
- Training and capacity building on topics from general ethical trade awareness, compliance to global standards, certification processes & sustainability.
- Embedded a Partner Africa resource directly into a client’s procurement team in order to increase understanding of responsible sourcing and develop the client’s auditing and non-compliance resolution programme.
- Developed a supplier training programme, integrated with a client’s specific internal procurement strategies, Code of Conduct principles and supplier accreditation procedures, which reached over 300 suppliers in 9 countries.
- Delivered sexual harassment training in the workplace for supplier teams in Egypt, Kenya and Zimbabwe.
- Global brands, multinationals and institutional partners wanting to develop capacity and understanding in their supply chain, ethical trade and human rights issues.
- NGOs and other campaigning groups focused on ethical trade issues.

**RISK MANAGEMENT**
- Undertook a supply chain due diligence project, including gap assessment and mitigation measures reporting, for a company operating in the agriculture sector in Southern Africa.
- Developed an assessment framework, investigating and auditing brand promoter activity, compliance and policy across 17 African countries for a major alcoholic beverage company.
- Developed a proprietary risk methodology mapping responsible sourcing risks in seven African countries based on non-compliance audit data, on the ground expertise and public record trend monitoring.
- Global brands, multinationals and institutional partners that are concerned about operational, regulatory and reputational risks to their international supply chains.
- Governments, donors and NGOs working in the international ethical trade arena.

**TRADE DEVELOPMENT**
- Managed a training and capacity building programme with tea cooperatives to attain Rainforest Alliance certification in Kenya.
- Managed a multi-stakeholder consultancy project to develop a borderlands programme in the eastern DRC with the EAC, and map production trade flows for potential export sectors, and feasibility study of warehousing and cross-border markets in Bukavu, DRC.
- Conducted a project mapping women-owned business, followed by a needs assessment and capacity strategy for women-led SMES in Rwanda.
- Governments, aid agencies, donors and NGOs working in the international ethical trade arena.
- Global brands, multinationals and institutional partners.

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“We truly value Partner Africa as an independent partner. Through thorough assessments into aspects of our value chain, they help us to identify areas and means for improvements. They are known for their integrity, independence and hands-on approach, which allows us to implement concrete actions.”

- Heineken

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