



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





Who We Are

Partner Africa is a pioneer in the field of ethical, responsible business solutions for global supply chains.

We work across 50 countries in Africa and the Near East to safeguard workers' rights and improve working conditions in supply chains, while facilitating access to markets.

We deliver impactful and innovative solutions for social compliance and sustainability 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.

We facilitate responsible and sustainable solutions for global trade.

Safeguarding workers' rights and improving working conditions 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 deliver practical, client-specific

social consulting services that draw upon our knowledge of local capabilities and culture to develop innovative and customised supply chain solutions that move beyond compliance. This enables us to build capacity, measure impact, investigate issues, develop trade and support the implementation of international codes of practice and trade certifications.

Our consulting services help clients in assessing, monitoring and mitigating supply chain risk in their operations across the region through the lens of workers' rights.

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

Client-Specific Services

OUR EXPERIENCE

RELEVANT FOR



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.

- 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 barely 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
- Global brands, multinationals and institutional partners wanting to research and understand supply chain, ethical trade and human rights issues
- Governments, donors and NGOs working in the international ethical trade arena



PROJECT MANAGEMENT

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

- 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

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

- 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

Using our international knowledge to inform and upskill local companies.

- 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

OUR GLOBAL CLIENTS



“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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