



International Management & Business Consultants

Business Development with the International Funding Institutions

Consultancy

GIC supports private sector clients in formulating effective strategies towards IFI business. What are the strengths and unique skills they have to offer to the IFIs? How should they organise these and use them in approaching the IFIs? What track record can they demonstrate to the IFIs, and how should they exploit this? What is the best approach to writing the winning proposal?

GIC's consultancy services include:

- Strategy formulation, development and implementation
- Identification and reinforcement of key skills and competencies
- Advice and assistance with registration
- Scanning of project pipelines and websites to identify potential contract opportunities
- Advice, assistance and training in preparing pre-qualifications and proposals
- Advice on contract and payment terms and conditions

Our services are tailored to meet each client's individual requirements, but typically comprise one or more of the following:

- In-house consultancy to company divisions, groups and individuals
- Small group training and individual mentoring
- Hands-on assistance

For more information on how we can support you develop your business with the IFIs please contact us.

Some samples of our work can be accessed in our Case Studies section.