



CORPORATE CAPABILITIES



WHO WE ARE

Global South Group is a consulting firm with a focus on the emerging markets of Africa and the Middle East. We work with public sector organizations to achieve lasting change by providing strategic advice and support for capacity-building and organizational development. We started Global South Group because of our belief in the potential of the emerging markets of Africa and the Middle East (or the “Global South”) and the need for independent regionally-focused expertise and advisory services.

Our team combines global expertise with extensive regional experience, allowing us to take on a wide range of issues across sectors. GSG associates have worked in over 40 countries across the developing world, for governments, international consultancies, and development organizations. This breadth of experience allows us to understand the political, economic, and logistical challenges faced by Global South organizations and governments, without losing sight of the opportunities inherent in the region’s growing human capital, natural resource wealth, and increasing presence in the global econ-

omy. Our established local networks and in-country staff allow us to be both agile and effective.

We are passionate about applying our innovative, cross-disciplinary approach to tackle the most pressing challenges and help governments capitalize on opportunities. While our approach is grounded in international expertise, our focus is on local and regional markets and on facilitating trade, development, and political ties between Global South organizations, markets, and countries.

GSG provides services to public and private sector organizations in the following areas. Please contact us for a more complete description of the areas we work in.

- **Energy and Environment**
- **Transportation**
- **Human Development & the MDGs**
- **Customs and Border Management**
- **Defence and Security**

WHAT WE OFFER



The GSG Advisory Network is comprised of senior leaders, ambassadors, government officials and corporate executives. This network is accessed for thought partnership to tackle the most difficult challenges facing the Global South.

The GSG Resource Network is a network of regional and international human talent. Ranging from lawyers to engineers, doctors to consultants, the GSG Resource Network enables us to “right size” any effort while delivering the top expertise.

WHAT MAKES GLOBAL SOUTH GROUP DIFFERENT?

Our independence. Our clients choose GSG because they know they are getting candid advice from independent regional and international experts. We are never influenced by outside interests – our only interest is our clients’ success.

Our focus on knowledge transfer. Every GSG engagement includes a knowledge transfer component. Our aim is not simply to hand over reports, but also to enhance our clients’ capabilities. Throughout each project, we work closely with clients to incorporate participatory and hands-on learning focused on the organization’s needs. We work to create sustainable, independently run programs for our clients.

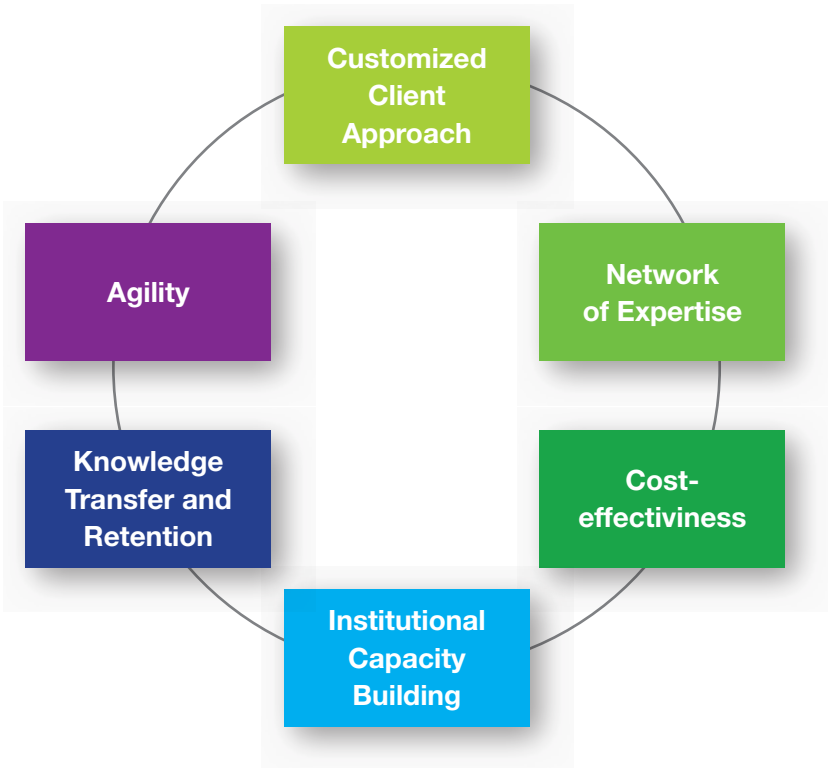
Our agility. GSG goes where you are. Our teams are able to travel on short notice to destinations throughout the Middle East and Africa – including to locations considered “no go” by other companies.

Our customized approach. Many companies recommend generic “best practices.” GSG is committed to providing clients with best practices tailored to local and regional markets and conditions. We offer our clients local knowledge backed by global expertise.

Our network. GSG has access to an unparalleled pool of high-quality consultants, researchers, and regional experts. Our associates have worked in over 40 countries in the Middle East and Africa, in sectors including transportation, oil and gas, finance, telecommunications, and human development.

Our cost-effective model. Our use of local talent and our existing infrastructure in the region allow us to minimize overhead and provide cost-savings for our clients.

THE GSG 6 POINT DIFFERENCE



CAPABILITIES

Public Sector Consulting

Global South Group's public-sector advisory services help leaders and policy-makers:

- Understand the challenges
- Define their organization's mission and vision
- Affect lasting short-term and long-term change

Optimize performance and streamline operations through organization redesign and process improvements. GSG supports managers in creating and implementing sector development plans.

Research, Monitoring and Evaluation

Support in the regular monitoring and evaluation for organizations of all sizes, as well as the challenges faced by organizations in collecting accurate, targeted data. GSG works with organizations to develop cost-effective data collection mechanisms.

GSG identifies effective evaluation criteria and develop measurement metrics, presenting policy makers with the targeted information needed to effect cost-saving measures, improved delivery of services, and improved management performance.

Market-Entry Advisory and Intelligence

Market and business intelligence. We provide up-to-the minute quantitative and qualitative data and analysis on countries, markets, and organizations. GSG provides actionable intelligence for firms interested in entering or expanding in African and Middle Eastern markets, with an emphasis on investment flows within the Global South.

We develop tailored landscape studies, market analyses, and guides to government laws and regulations.



Safety & Security Consulting

Global South Group's security consulting practice advises governments and businesses on their security challenges and helps leaders to mitigate risks and develop innovative, cost-effective security solutions. GSG focuses on providing organizations and governments with ways to protect themselves in adverse threat environments, and rapidly and effectively respond when threats do arise.

GSG provides value to its clients by helping them develop strategic-level security policies and implement them through operational training and capacity building. We focus on security measures that enhance clients' competitiveness and effectiveness, and our solutions are based on careful assessments of local, regional, and client-specific risks.

Human Capital and Organization Development

GSG's customized solutions can help both public- and private-sector organizations improve their institutional capacity by enhancing existing skill sets and developing new ones.

GSG works closely with client organizations to define their training needs and develop tailored training courses. Courses are delivered by qualified international trainers and emphasize sustainable improvements in organizational capacity and continuity through train-the-trainer programs.

RECENT PROJECTS

Nigeria Customs Service – Zuma 2-13 Modernisation Programme

The ZUMA 2-13 Modernisation Programme is a key element of the Nigerian Presidential Vision 2020 programme and represents the development phase of the Comptroller General of Custom's Six Point Agenda to develop a professional customs service which place Nigeria in control of its border management functions, providing full, independent control of Borders and Revenues.

GSG spearheads the Nigeria Customs Service's goal by building and upgrading trade facilitation, streamlined customs clearance and risk management processes, consulting on contract negotiations and stakeholder involvement, developing training curriculum and curriculum design capacity, and enacting human resource and organizational development programmes.



Abuja Geographical Information Systems – AGIS Report: Progress, Reform, and Strategic Advocacy

The Abuja Geographical Information System (AGIS) was established in 2003 to provide a comprehensive and state-of-the-art computerized geospatial data infrastructure for the Nigeria's Federal Capital Territory (FCT), Abuja. AGIS has made considerable progress in that direction in a relatively short space of time however public perception of the system's role and scope of work are often inaccurate or misconstrued with other Federal Agencies.

Global South Group constructed and implemented a five-prong reform and media plan for AGIS:

- Conducted detailed assessment of progress made of the reform effort at AGIS to date
- Created a comprehensive guide for foreign investors entering the property market in the FCT
- Improved perceptions of AGIS through the modernization of access portals and the improvement of disseminated information.
- Updated, printed and distributed informational materials and leaflets
- Facilitated a Media Campaign including press releases, writing op-eds and program launch



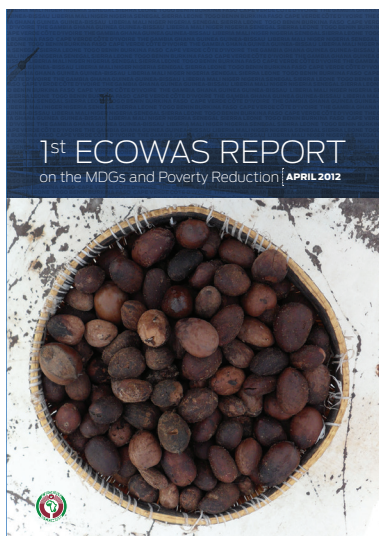
Diwan Market Research Libya

Diwan is a joint venture between Global South Group and Mafaza & Co. (one of Libya's largest enterprises) as a new marketing research company focused on the Libyan market. We combine an established local presence with international expertise to provide public and private sector organizations with the data, research, and information they need to support their operations in Libya.



Diwan specializes in market research in critical and high-growth sectors including telecoms, IT, energy, healthcare, transport and logistics, and communications and media. Diwan assists clients in developing cost-effective marketing decisions and data collection mechanisms to fit their needs, and offers training for leadership and employees on marketing research tools and methodologies.

Using quantitative and qualitative research methods to find solutions to complex business, marketing, and development challenges in Libya. Diwan helps clients answer difficult questions about the Libyan market, consumers, and products. We also assist international organizations to obtain the data and statistics they need to make their programs more targeted and effective.



ECOWAS Regional Report on the Millennium Development Goals and Poverty Reduction

Global South Group developed an 'Example-Issue-Impact' report giving ECOWAS ready-to-use public advocacy tools upon launch. The aim of the report was to assess and highlight progress on MDGs and the Poverty Reduction Strategy within the ECOWAS Region and their implications with the view to provide safety policy measures to address these goals. The report identifies causes and effects of these challenges and their linkages to policy issues. The importance of this report also derives from its purpose, which is to identify and highlight major indicators and activities in West African quest for development and achieving the MDGs.



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