

GFA GROUP

Your purpose  
Our expertise



**GFA**  
CONSULTING GROUP

# STRATEGIC BUSINESS AREAS





## DYNAMIC IN A WORLD OF CHANGE

GFA, headquartered in Hamburg, Germany, is a global player in development cooperation. Since 1982, GFA has been carrying out complex studies and projects worldwide. Today, GFA Consulting Group employs around 1,370 people and has an annual turnover of about 189 million euros.

Leading development agencies, ministries and public sector clients have entrusted GFA to help them manage projects financed by bilateral and multilateral funds. Working with stakeholders in government, the private sector, NGOs and community groups, GFA balances innovation and reliability to meet local needs. GFA is a constantly learning organisation – its quality and performance is based on market adaptation and people orientation. The company's international recognition as a trusted partner is embedded in a set of values that focus on excellence, innovation, responsibility, integrity and commitment to its people.



### **GFA VISION**

WE IMPROVE THE LIVING CONDITIONS OF PEOPLE WORLDWIDE BY PROMOTING SUSTAINABLE DEVELOPMENT



### **GFA MISSION**

AS A PARTNER OF CHOICE, WE SUPPORT OUR CLIENTS WITH SERVICES AND SOLUTIONS FOR ALL CHALLENGES IN INTERNATIONAL COOPERATION



### **GFA CORE VALUES**

PROVIDING SERVICES OF HIGHEST QUALITY AND TECHNICAL EXCELLENCE, WHICH THE GFA STAFF COMBINE WITH INNOVATIVE APPROACHES AND PRODUCTS THAT INSPIRE CLIENTS' CONFIDENCE AND TRUST THROUGHOUT THE WORLD

# STRATEGIC BUSINESS AREAS

## AGRICULTURE AND RURAL DEVELOPMENT



- Agricultural policy and markets
- Agricultural production
- Agricultural services, including ICT4A
- Agricultural extension, training and education (ATVET)
- Agricultural value chains / agribusiness
- Soil and water protection (IWRM) and irrigation
- Adaptation of the agricultural sector to climate change
- Food security
- Agricultural financing

## FOOD SECURITY AND NUTRITION

- Right to food and global commitments: Nutrition policies and planning
- Multisectoral food and nutrition security: Food-health nexus; food, water, sanitation and hygiene; gender, education and household income
- Biodiverse and sustainable food systems: Rural-urban food availability and delivery; food chains, water and energy; food residues and food waste; food certification

## NATURAL RESOURCES MANAGEMENT AND ENVIRONMENT



- Sustainable forest management
- Biodiversity conservation
- Soil and water conservation
- Agro-forestry system
- Coastal and marine resources management
- Payment for environmental services
- Environmental economics and governance

## GOVERNANCE



- Civil society and democracy
- Urban development
- Public finance policy and reform
- Peace and security
- Public administration reform
- Decentralisation serves people's needs
- E-governance
- Social protection

## FINANCIAL SYSTEMS DEVELOPMENT



- Strengthening of financial institutions
- Agriculture and rural finance
- Small and medium-sized enterprise (SME) finance
- Green energy finance
- Credit fund management

## PRIVATE SECTOR DEVELOPMENT



- Trade and regional integration
- Development strategies for MSMEs and job creation
- Green growth and just energy transition
- Cross-cutting expertise to address emerging challenges and opportunities in the private sector

## HEALTH



- One health
- Infectious diseases and pandemic prevention and response
- Digital health
- Building resilient health systems and promoting health
- Non-communicable diseases and mental health
- Maternal, newborn and child health and sexual and reproductive health and rights (SRHR)

## MONITORING AND EVALUATION



- State-of-the-art and donor-specific monitoring and evaluation approaches as an integral part of all GFA projects worldwide
- Extensive methodological and practical experience in monitoring, including third-party monitoring, and evaluation (project/programme evaluations, complex and strategic evaluations, evaluation management)
- Extensive network of international, regional and national experts worldwide
- Membership in DeGEval (evaluation society)

## EDUCATION, SKILLS AND EMPLOYMENT



- Education policy and education systems development
- Capacity development for education and training institutions
- Dual vocational education training (VET) and curriculum development
- Rehabilitation and equipment of TVET centres
- Lifelong learning
- Labour market reforms
- Job placement and career guidance
- Quality assurance (accreditation and certification)
- Digital Learning for Impact (DLI): [www.gfa-group.de/DLI](http://www.gfa-group.de/DLI)
- Organisation and implementation of dual vocational training in Hamburg: [TVET-Hamburg.de](http://TVET-Hamburg.de)

## PUBLIC FINANCE MANAGEMENT



- Grant and fund management
- Strengthening financial capacity
- Financial IT consulting & AI solutions
- Procurement services
- Risk mitigation and anti-fraud
- Programme audit

## ENERGY



Technical, financial and policy consulting in:

- Renewable energy – biomass, geothermy, photo-voltaic, solar thermal, hydroelectricity, wind power
- Energy efficiency – buildings, industry, transport
- Access to energy – rural electricity, energy infrastructure, decentral energy supply

## CLIMATE CHANGE



- Climate policy – strategies, governance, transparency
- Renewable energies and energy efficiency
- Low-carbon economy, production, buildings
- Circular economy and waste
- Low-carbon transport and mobility
- Forest landscape restoration
- Climate, green and sustainable finance
- Climate-resilient cities, infrastructure, services
- Sustainable agriculture and food systems
- Nature-based solutions and biodiversity
- Reduction of climate-induced disaster risk
- Climate and health, food, migration
- Climate skills and vocational training
- Digital solutions

## DIGITAL INNOVATION



- Data solutions for monitoring and business intelligence (BI)
- Data science and artificial intelligence (AI)
- GIS and remote sensing
- Digital strategy and policy
- D2 innovate: co-creation hub specialising in the rapid prototyping and scaling of data-driven solutions:

→ [d2innovate.eu](https://d2innovate.eu)

→ [toladata.com](https://toladata.com)



**TolaData**

## FRAMEWORK CONTRACTS



- Contracts with EU, EP, KfW, CEB, SIDA and FCDO
- Topics: Private sector development, trade, governance, human rights, health, social inclusion, education, public financial management, agriculture, energy, infrastructure, water and sanitation
- Identification and formulation of technical assistance projects, monitoring and evaluation of long-term projects, technical inputs, analyses, studies and expert opinions and advice, and sector-specific advisory services provided through both short-term and long-term assignments.

## WATER, SANITATION AND WASTE MANAGEMENT



- Sector reform and regulation
- Operator management and organisation
- Tariff studies and EcoFin analyses
- In-service training and capacity building for operation and maintenance
- Professional education and training
- Concepts for poverty orientation and upscaling
- Municipal waste management planning
- Circular economy concepts

## DISPLACEMENT AND MIGRATION



- Supporting refugees: Improving living conditions, access to basic services
- Strengthening host communities: Improving public service delivery, conflict management, dialogue
- Creating prospects: Promotion of economic development, employment promotion, vocational training programmes
- Shaping migration: Migration management
- Reintegrating returnees: Job placement, placement in education, integration into employment

## GFA SERVICES – QUALITY MATTERS

Project and programme management as GFA's core service encompasses planning, implementation, and monitoring and evaluation. This is supplemented by feasibility and sector studies, and fund management. GFA has developed high-quality products and methods to increase the efficiency and sustained impact of services provided.

The company's range of business areas results from adapting to market developments so that new themes are continuously integrated into the existing GFA portfolio. High quality standards establish consistent performance levels within the entire decentralised organization. Since April 2010, GFA's quality management system has been certified according to **DIN EN ISO 9001:2015** standards. In companionship with Projekt-Consult, GFA has obtained a compliance certificate including public procurement and data protection since 2018.

Since 2018 GFA has been committed to the **UN Global Compact** (UNGC) corporate responsibility initiative and its principles in the areas of human rights, labour, the environment and anti-corruption. With its declaration of commitment, GFA undertakes to pursue integrity in its company management, and to dedicate itself to doing business equitably and sustainably.

## SETTING HIGH STANDARDS

GFA Consulting Group maintains high ethical, social and environmental standards in all its work. Basic principles are expressed in the company's integrity and code of conduct policy and related quality and project management guidelines.

## GFA PERSONNEL – A MAJOR ASSET

Top specialists work with GFA as consultants and managers. They possess long-standing sector expertise and use state-of-the-art methods and instruments when managing technical assistance projects and advising clients. Their pool of experience shapes GFA's best practices, and contributes to professional discussion fora.





# CREATING OPPORTUNITIES

Many of today's outstanding permanent staff members were recruited as junior professionals. The inflow of young talent with fresh ideas and great dedication reflects GFA's attention to performance, innovation, credibility and quality. Staff members alternate between technical and administrative tasks in Germany and abroad, hence gaining different perspectives of development cooperation.

GFA also invests in targeted staff development through a wide range of up-to-date training, both face-to-face and e-learning. The focus is on improving business, technical, methodological and personal skills, as well as digital and IT skills and languages. Consultants are encouraged to develop their management and leadership skills so that they are well prepared to take on team leadership roles in GFA studies and projects worldwide.

A dedicated recruitment department ensures the availability of qualified staff at all stages of the project and study acquisition process and, if required, during project implementation. GFA recruitment specialists search for experts both within their own database and through professional platforms and social media worldwide. They identify suitable internal and external experts, update CVs and manage negotiations and communications. This approach strengthens a professional network of experts in a wide range of technical fields and supports an efficient recruitment process.

[www.gfa-group.de/jobs](http://www.gfa-group.de/jobs)





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