



CREATING OPPORTUNITIES



DYNAMIC IN A WORLD OF CHANGE

GFA, with its headquarters in Hamburg, is a global player in development cooperation. Since 1982 GFA has implemented complex studies and projects in over 130 countries. Today GFA Consulting Group employs about 1,435 staff with an annual turnover about € 158 million (2022).

Leading development agencies, ministries and public clients have entrusted GFA with helping them to manage projects financed through bilateral and multilateral funds. Working in cooperation with stakeholders in government, the private sector, NGOs and citizens' groups, GFA balances innovation and reliability to meet local needs. GFA is an ever learning organization – its quality and performance is founded in market adaptation and staff orientation. The company's international recognition as a dependable partner is incorporated in a set of values which focuses on excellence, innovation, responsibility, integrity, and a focus on its human resources.



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 AND PUBLIC SECTOR MANAGEMENT



- Democracy and civil society
- Rule of law
- Peace and security
- Administrative reform
- Urban governance
- Decentralisation and strengthened public service delivery
- Social protection

PUBLIC FINANCE MANAGEMENT



- Public revenue and expenditure management
- Public procurement
- Fund management services
- Internal financial control and advice to state audit institutions
- Aid and grant management

PRIVATE SECTOR DEVELOPMENT



- Establishment of a favourable legal and regulatory environment
- Promotion of business service providers
- State-of-the-art training to local SME promotion organisations
- Local economic development
- Trade, quality infrastructure, food safety and market surveillance

HEALTH



- Health systems strengthening
- Health financing and health insurance
- Communicable and non-communicable disease control
- Health services management and delivery
- Health promotion
- Nutrition security
- Procurement and maintenance

MONITORING AND EVALUATION



- Quality management and M&E as integral part of all GFA projects worldwide
- Broad range of regional and sectoral experiences, i.e. in:
 - Establishing M&E systems
 - Monitoring methodologies
 - Project / program evaluations
 - Complex and strategic evaluations
 - Evaluation management
- Network among international and local M&E experts
- DeGEval (Evaluation Society) membership

FINANCIAL SYSTEMS DEVELOPMENT



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

EDUCATION, SKILLS AND EMPLOYMENT



- Education policy and education systems development
- Capacity development for education and training organizations as well as for institutions engaged in employment creation
- Dual vocational education training (VET)
- Education financing
- Lifelong learning
- Initial and further education and training
- Sector specific TVET eg. agriculture, water, renewable energy
- Job placement and career guidance
- Youth employment: Labor market reforms, curriculum development, procurement management
- Quality assurance (accreditation and certification)

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



- GFA Climate & Energy Cluster: Offers a platform for cooperation between all relevant business units and companies within the GFA Group
- Climate change related GFA companies: GFA Climate & Infrastructure in South Africa, GFA South East Europe in Serbia, and HEAT GmbH in Germany
- GFA Climate Competence Center
- Climate mitigation and adaptation strategies related to Clean Development Mechanism (CDM) / Joint Implementation (JI), New Market Mechanisms and REDD (+)
- Development of NAMAs (nationally appropriate mitigation action)

DIGITAL INNOVATION



- ICT4D – Information and Communications Technology for Development
- Support to digital transformation for our beneficiaries
- Near real time data management, processing and visualisation for our projects
- Digital readiness: fostering innovations, digital literacy and cybersecurity
- Digital tools to support our project teams and foster transparency and communication

FRAMEWORK CONTRACTS



- Contracts with EU and DFID
- Trade, conflict transformation, human rights, democratization, good governance, health, social inclusion, education, budget financing and public finance management
- Preparation, monitoring and evaluation of ongoing projects
- Implementation of multi-year development projects

WATER, SANITATION AND WASTE MANAGEMENT



- Sector reform and regulation
- Operator management and organization
- Tariff studies and EcoFin analyses
- Part-time training and capacity building for operation and maintenance
- Vocational training and further education
- Concepts for poverty orientation and up-scaling
- Municipal waste management planning
- Concepts for recycling management

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 program 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 decentralized organization.

Since April 2010, GFA's quality management system has been certified according to **DIN EN ISO 9001:2015** standards.

Since 2018 GFA has been committed to the **UN Global Compact** corporate responsibility initiative and its principles in the areas of human rights, labor, the environment and anti-corruption.

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.

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.

In addition, GFA invests in targeted staff development through a wide range of up-to-date trainings. The focus is on consulting skills, client-specific, technical and ICT courses as well as foreign languages. Consultants are encouraged to advance their technical and management skills so that they are well-prepared taking on team leader tasks related to GFA studies and projects worldwide.

A specialized recruitment department safeguards the availability of qualified personnel for requests at any time during the acquisition of projects and studies or, if necessary, during project implementation. GFA recruitment specialists search for experts in their own database as well as in professional platforms and social media worldwide. They identify suitable internal and external experts, update CVs, and follow up with negotiations and communication. This helps enhance a professional network of experts in a broad spectrum of technical fields, and support a swift recruitment process.

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