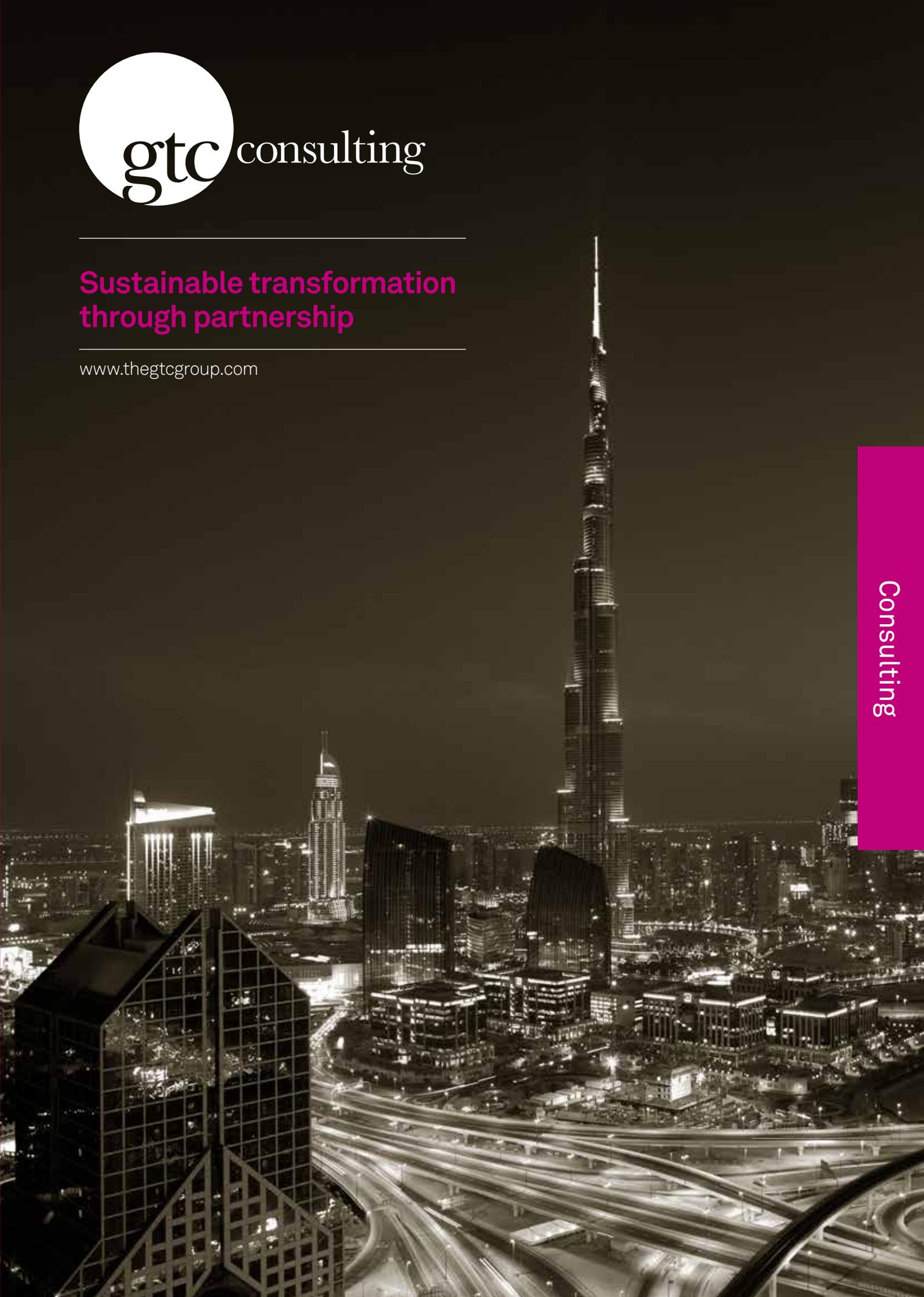

Contents

Welcome to GTC Consulting	70
The GTC Consulting Cycle	71
Our Key Assets	72
GTC Consulting Case Study	73
GTC Consulting Methodology	74
The Scope of our Services	75



**Sustainable transformation
through partnership**

www.thegtgroup.com

A nighttime photograph of a city skyline, dominated by the Burj Khalifa skyscraper. The city lights are visible, and a multi-lane highway with light trails from traffic is in the foreground.

Consulting

Welcome to GTC Consulting

Sustainable transformation through partnership

GTC Consulting provides professionalism, in-depth knowledge and attention to detail – key attributes that have highlighted the GTC brand and underpinned our values for over a decade.

The reason why our clients choose us is because, above all, we deliver. We realise that funds can be limited and that it is, therefore, vital that budgets are managed carefully in order to provide the greatest possible return.

When you appoint GTC Consulting, you appoint a team that understands the value and is geared to delivering value-rich solutions that achieve agreed goals on time and on budget.

Accomplishing this requires a great deal of practical experience and the exercising of financial discipline, two qualities that we have demonstrated time and again.

Equally importantly, GTC Consulting thinks outside the box, adopting innovative new approaches to solving problems and building strong partnerships in order to get the job done in the most efficient way possible.

We have coined the term SMART Project Management to describe this approach: it denotes a disciplined professional service whose worth is measured not in fine words and noble aspirations, but in practical results and measurable benefits.

“

I really liked the combination of tutorials, exercises, and on-your-own assignments. The assignments were where I discovered whether I truly understood the material. This course produces real learning.

Head of Training and Development
Central bank of Nigeria

”

The GTC Consulting Cycle

Our approach to every assignment carefully considers your requirements, as stated in the terms of reference, and these translate into a series of steps aimed at achieving the objectives of the assignment.

The successful execution of any project requires persons with the requisite experience and capabilities and the adoption of strong project management techniques.

We will deploy using our global service delivery approach, which contains six phases, as shown in the diagram below.

We believe our approach provides a framework for the application of a consistent process for all engagements. It provides a structured approach to managing different phases of all projects, including design, delivery, implementation and sustainability.



Our Key Assets

GTC Consulting has been collaborating with organisations to achieve sustainable, transformational change for more than 10 years.

Our experience – in Africa, Asia, Europe and the Middle East – is unrivalled. We offer a unique combination of expertise, intellectual rigour and local understanding to help you find the solution that will work for you now, and into the future.

We don't import solutions. We discover them, together.

We'll listen to you. We'll design and deliver projects with you. We'll walk the extra mile with you, recognising the challenges that you face, cutting through the red tape and celebrating your achievements with you.

What's our philosophy? Simple: We believe that collaboration is the key to success.

We work to our strengths

Four assets have helped us grow over the past decade. They can help you, too.



Case Study

Good Governance and Reform

Original Objective and Brief:

The Government of Maldives wanted to develop the Prisons Parole Act to be administered in the Maldives. They faced challenges in sourcing experts in the field with appropriate experience to draft the Prisons Parole Act, taking into account the existing legislation in the Maldives.

Methodology:

Literature review, investigations, interviews. A team of six experts from GTC – Two lawyers and four constitutional review experts – were delighted to draft the Prisons Parole Act for the Maldives government. GTC then emerged as the successful bidder in a highly competitive process.

Location: Maldives

Duration: six weeks

Results:

GTC developed the draft for the Prisons Parole Act for the Maldives government within a six-week period, which was eventually signed into law by the Maldives government.

Case Study

Operational Audit: MSME

Original Objective and Brief:

Our client had spent eight years and approximately \$60 million dollars in executing the Micro, Small and Medium Enterprises project in Nigeria. The project was World Bank funded and three pilot states were strategically selected as beneficiary states. The project had come to an end, and an audit was required to measure the impact of the project.

GTC Consulting won the bid to carry out an operational audit on the project in 2011.

Methodology:

The four components of the project were also audited, specifically, the Access To Finance for MSMEs and the Business Development Service; economy, efficiency and effectiveness of the Project Management Unit and the Executing Agency were evaluated and scrutinised by our team of practitioners.

The audit exercise was made up of a team of auditors who worked directly with the client and the Project Management Unit on their premises, gathering records, evidence and information.

Location:

Abuja, Nigeria.
Field researchers across all 37 states.

Results:

The operational audit was successful. GTC was able to make valuable recommendations confirming the impact of MSME project and validating the extension of the project into Phase 2.

Methodology

GTC has a proven methodology to help you generate sustainable development from your resources – human, technical and intellectual.

Solving problems requires valid information.

Information might be explicit – stored and recorded; and it might be tacit – carried around inside people's heads.

We'll work with you to unlock the information that holds the key to a project's success.

Good decisions demand free and open choice.

Making decisions is easy. Making decisions that somebody else will support is not so easy.

We'll help you design and advocate the solution that will work best for you and your organisation.

Effective implementation requires commitment.

People commit to whatever they believe will benefit them. Instruct people, and they may comply – for a while. But to achieve sustainable transformation, you'll need to engage their heads and hearts.

We'll help you inspire lasting commitment in the people who will make change happen.

The Scope of our Services

Our professional services include:

Project management, support, and consultancy: for a wide variety of projects in both the private and public sectors. GTC Consulting has the expertise to take a project from initial concept through detailed planning to the implementation and final evaluation. Our input can also cover associated tasks such as feasibility studies, risk analysis and optimisation of financial, procurement, reporting and administrative systems.

PPP and PFI work: increasingly used in emerging economies as the preferred vehicles for all types of infrastructure development, our record in this area is excellent. We have an established team of consultants with particular knowledge of the often complex procedures that these projects involve. In addition to project implementation, we can advise on legal and contractual matters concerning the process, due diligence, contract negotiation, etc.

Government advisory and management advisory services:

these are many and varied, but include making the business case for PP Projects and improving their legal and institutional frameworks at a federal, state and local government level. Our comprehensive support service for governments includes policy advisory and development support, looking at the mechanisms for improving the delivery of government programmes generally, due diligence questions, communications strategies, etc.

Business introduction service: GTC Consulting has specialist experience of Africa and the developing Asian and Middle Eastern markets and boasts an enviable record of helping to achieve transformational change in those regions. Our wealth of experience means that we are able to offer a tailored suite of recommendations for Western organisations seeking to gain entry into many African markets at local or national level.

