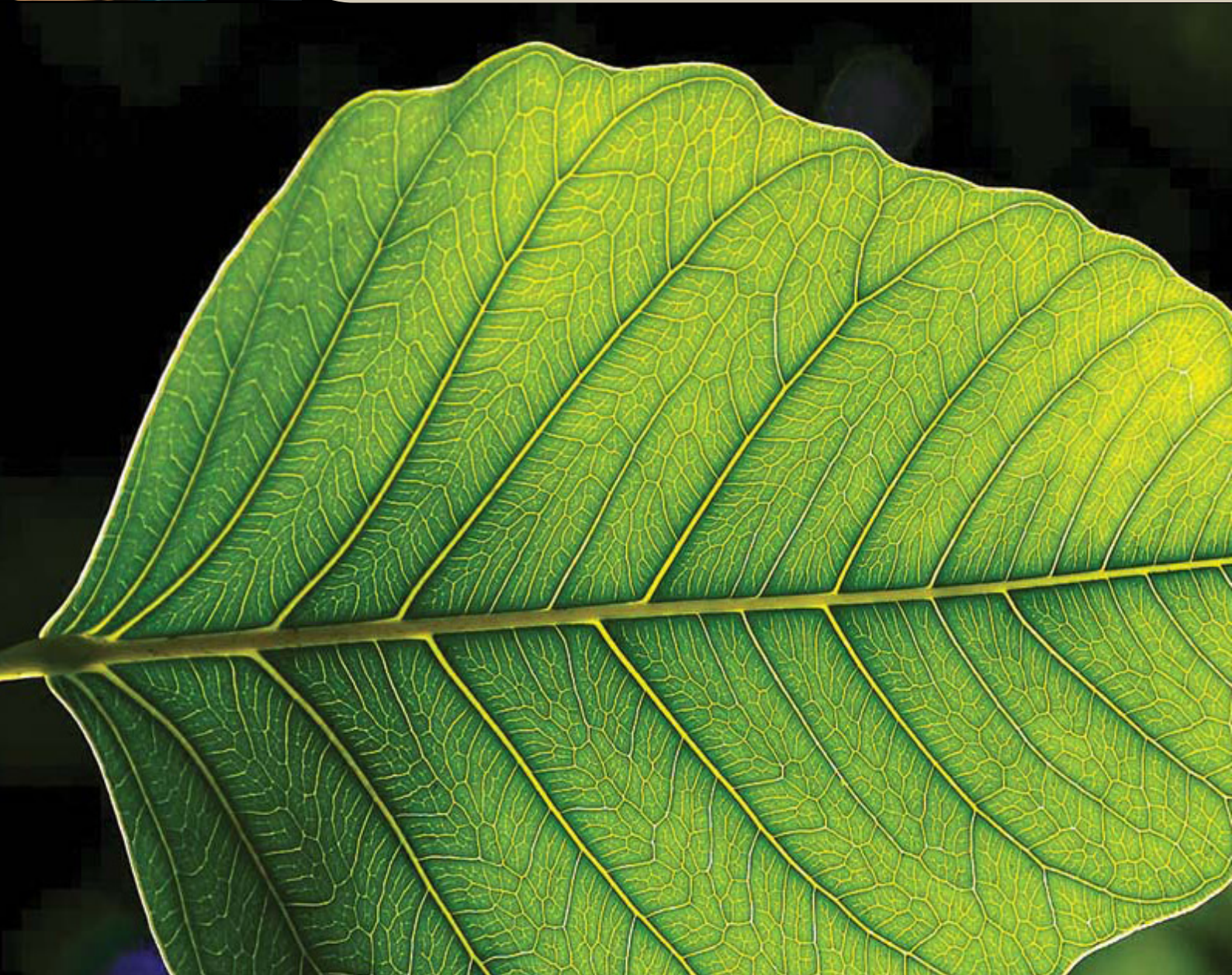




ABU Consult Berlin



TRAINING AND
ADVISORY SERVICES
WORLDWIDE



COMPANY DETAILS

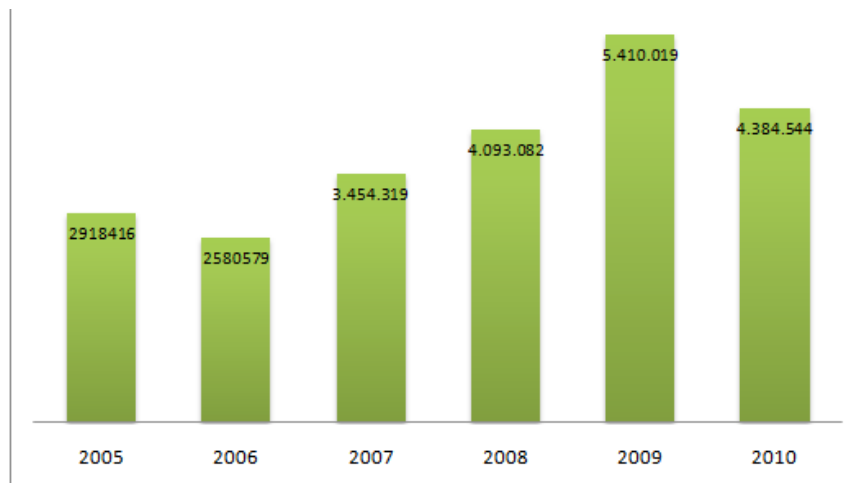
Name	ABU Consult Berlin GmbH TRAINING AND ADVISORY SERVICES WORLDWIDE
Country of Incorporation	Germany
Date of Incorporation	8 October 1991
Address	Seestrasse 1 D-15741 Bestensee Germany
Phone	+49 33763 2252 0
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Internet	www.abu-consult.eu
Legal Status	GmbH (private limited)
Legal Registration	Commercial Registry Potsdam

ABU Consult Berlin is registered with:

- EuropeAid databases of consultancies DEU-1022
- World Bank/Inter-American Development Bank's system No. 1837
- Asian Development Bank CMS Register No. 001205
- African Development Bank Register F-00754 DEU

COMPANY DETAILS

Turnover (EURO)



Share capital (EURO)

127.850

Staff

10 employees

125 associates (consultants, trainers)

9000 external experts registered in our database

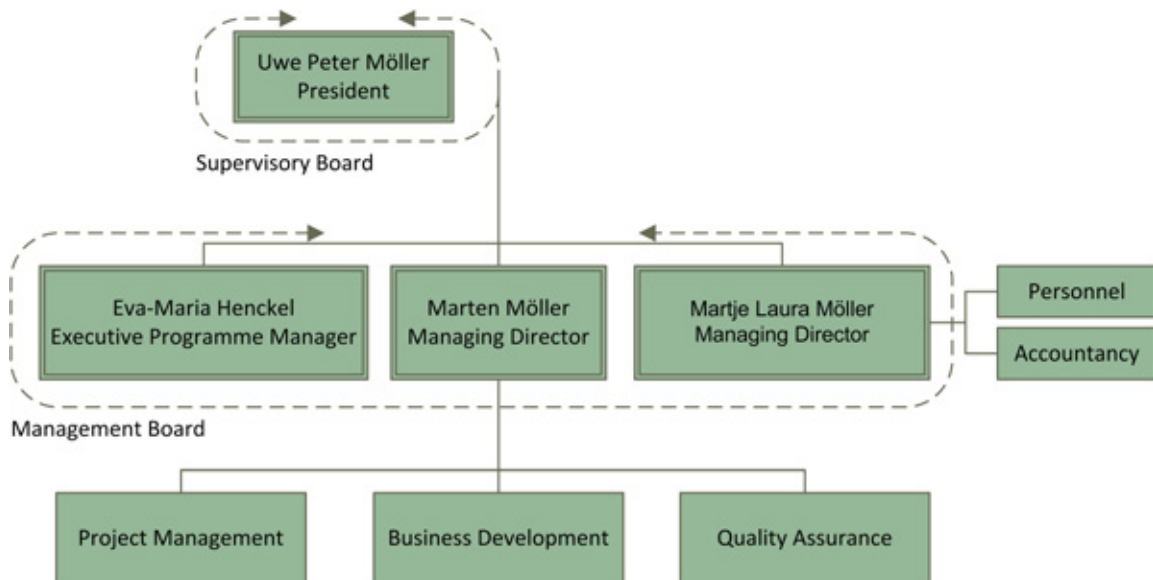
Quality Management

ISO 9001:2008 certified



Graduates of a Technical College, **Skills Development Project**, Uzbekistan, funded by Swiss Agency for Development and Cooperation

ORGANISATION



Key Staff

President Supervisory Board

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Ni-Vanuatu class room, **Education and Training Programme**, Vanuatu, funded by European Development Fund

INTRODUCTION, KNOW-HOW AND EXPERIENCE

We are an independent consulting firm based in Bestensee, Germany and have gained specific experience in the process of democratic and economic reforms taking place in transition countries, especially in Central and Eastern European Countries, the New Independent States, South East Asia and North Africa.

We are specialised in training, education and HRD in general. ABU Consult Berlin has specific transition experience: Since the beginning of the transition process we have played a significant role in the development of social infrastructure and the reforms of political and social institutions in former East Germany, the NIS and in transition and development countries around the globe.

ABU Consult Berlin is a highly experienced consultancy within the framework of EuropeAid, World Bank Group, Asian Development Bank and bilaterally (e.g. German, Swiss and Danish) funded development initiatives with numerous successfully implemented projects. ABU Consult Berlin has gained profound experience in the field of project management and sustainable co-operation with ministries, social partners, NGOs, state and private organisations and institutions at all levels.

The work undertaken over the last years has been carried out mainly in Central and Eastern Europe, Russia, Central and South East Asia and North Africa, as a single contractor or in association with reputable partners. We are successfully expanding our project activities to the Middle East, Oceania and Central America.

ABU Consult Berlin has developed its own efficient tools to design and implement projects of different kinds in reform and transition countries and has implemented a large number of advisory, training- and education-related projects funded by major donors as EuropeAid, World Bank and Asian Development Bank. The majority of the projects implemented until now did not only concern a single area of expertise, but combined several ones, with a focus on advisory in HRD, training and education.

ABU Consult Berlin's registration with major international donors and our involvement in important assignments funded by these donors are vivid evidence of our international reputation and the recognition of our expertise.

An efficient international project management with strong emphasis on the

CAPABILITIES

different regional and national conditions and mentalities guarantees the transfer of educational and training know-how to reform and transition countries. The profile of our services includes project development, implementation, management and monitoring.

Excellent working relationships with partners in beneficiary countries have been established and have proven their reliability in numerous joint projects.

Based on our experience, the know-how and the available personnel, ABU Consult Berlin is in an excellent position to provide the following services at the highest level and to the complete satisfaction of our clients:

1 . HUMAN RESOURCES DEVELOPMENT

- consultancy and management of HRD, training, education and capacity building projects in the broadest sense at international level
- consultancy, monitoring and controlling of retraining and re-employment programmes
- management of development and administration structures

- institutional development and strengthening
- development and delivery of tailor-made training measures
- impact analyses
- drafting or revision of laws and improvement of legal frameworks
- development of database software and MIS

2 . POLICY ADVICE TO GOVERNMENTS, MINISTRIES AND ADMINISTRATIONS

- policy strategy design and development
- institutional building and strengthening
- restructuring of ministries and governmental bodies
- policy design in the fields of education, public administration, law
- design of national VET policies including curricula development, design of new job profiles, labour market analyses, teacher training, institutional strengthening

CAPABILITIES

- design of regional development and decentralisation concepts
- advice and training on legal drafting
- EU accession and harmonisation strategies
- banking and finance (design of restructuring plans, development of new market strategies)
- design of private sector development strategies
- development of social programs for pension reform, reform of social security systems, reform of the social benefit system in general
- risk management and anti-crisis strategies

3 . EDUCATION AND VOCATIONAL TRAINING

- design of regional development and decentralisation concepts
- advice and training on legal drafting
- EU accession and harmonisation strategies
- banking and finance (design of restructuring plans, development of new market strategies)
- design of private sector development strategies
- development of social programs for pension reform, reform of social security systems, reform of the social benefit system in general
- risk management and anti-crisis strategies
- and budgeting
- design and implementation of vocational training and further education courses
- development of curricula and new professional and occupational profiles
- development of national qualification systems and vocational qualification frameworks
- training needs analyses among target groups
- training of trainers, teachers, school principals, inspectors, instructors
- school upgrading
- improving VET management
- development of assessment and certification procedures
- distance education
- counselling, career guidance and placement services
- elaboration of teaching and training materials
- introduction of the cooperative Vocational Education and Training system
- institutional building of vocational

- improvement of education governance
- education sector adjustment strategies and programs
- decentralisation of education systems
- policy studies on education finance

CAPABILITIES

education training centres

4 . LEGAL REFORM AND GOOD GOVERNANCE

- harmonisation of legislation at regional and national level
- policy advice to national / regional governments in the field of legislative reforms
- training in the field of legal drafting
- establishment of recommendations based on the analysis / review of existing legislation
- drafting of model laws, by-laws and regulations
- assistance to national and regional parliaments to develop capacities in legal drafting
- development of legislation databases

5 . REGIONAL DEVELOPMENT AND PRIVATE SECTOR SUPPORT

- preparation and delivery of seminars, carrying out assessment centres,

workshops and other events for further training of managers and civil servants

- development of curricula, teaching modules and seminar materials and their adaptation to beneficiaries' conditions and needs
- rehabilitation and restructuring of enterprises and administrations
- assessment of enterprises and administrations
- investment, finance, cost, personnel and ecologic controlling
- establishment of small and medium-sized enterprises, business management
- regional economic promotion, establishment and support of innovation centres
- set up and running of SME development agencies and SME networks, business incubators
- Public Investment Programming and macroeconomic management
- design and set up of regional resource centres
- promotion of trade and export

CAPABILITIES

- local-marketing and recruiting investors
- design of privatisation and restructuring programs
- privatisation policy and strategy
- design and implementation of social adjustment programs
- SME support and promotion programs
- design and set up of regional investment agencies with investor services
- development of privatisation and restructuring programs for individual firms including post-privatisation assistance
- training for SME managers and public administration staff involved in privatisation and restructuring
- concepts
- developing regulatory and institutional frameworks in core fiduciary management areas
- establishment and implementation of sound regulatory and control frameworks for budget execution and fiscal reporting and public sector procurement
- elaboration of credit and lending procedures
- elaboration of cooperation models with business development agencies, labour offices, cooperatives and credit unions
- set up and management of structural funds and Seed Capital Funds
- development of micro-finance and lending programs
- review and drafting of banking laws as well as financial and accounting laws and regulations

6 . FINANCE , BANKING AND INSURANCE

- design of training and further education programs for financial sector professionals, financial managers and bankers
- design of restructuring and merging

POOL OF EXPERTS

ABU Consult Berlin can rely on a remarkable pool of consultants and experts to implement projects in the most diverse areas. These experts do not only have the necessary academic background but also many years of practical international experience.

In addition to its 10 employees who work on a permanent basis, ABU Consult Berlin has direct access to more than 125 associates and an ever growing pool of currently 90000 free-lance consultants experts with the necessary skills and experience for a wide range of projects.

The experts available include:

- consultants and advisors
- top-level civil servants
- project managers
- trainers and teachers
- facilitators
- job counsellors
- interpreters/translators
- accountants
- engineers
- technicians



Visiting a school in the Koh Kong Province; **Education Regulatory Reform and Governance for Decentralization**, Cambodia, funded by Asian Development Bank.

SELECTION OF PROJECT REFERENCES

A fghanistan:

- Government Financial Management Project (System Study) (IDA; 2005 – 2006)
- Promotion of basic education in Afghanistan: Practical Learning and Occupational Orientation (GIZ; 2011-2013)
- Promotion of basic education in Afghanistan: Results-based Monitoring (GIZ; 2011-2013)

Albania:

- Sustainable economic development through Vocational Education and Training (GTZ; 2007 – 2009)

Algeria:

- Feasibility Study: Support to the creation and development of SME in the Framework of the establishment of a Social Fund (EuropeAid; 1999 – 2000)

Armenia:

- Vocational training in banking (GTZ; 1997 – 2004)
- Support to the Decentralisation of the Social Security System in the New Territorial Structure of the Republic of Armenia (EuropeAid; 1997 – 1998)
- Education Quality and Relevance Project: TA in preparing training materials and conducting training of trainers for new curriculum and assessment (IDA, 2006–2008)
- Education Quality and Relevance Project APL 2 - Technical Assistance for

Development of Teacher Professional Development Scheme (IDA; 2011-2014)

Azerbaijan:

- Monitoring and Evaluation of the Education Reform Project (World Bank; 2002)
- Addressing the Social Impact of Economic Restructuring and Privatization (World Bank; 2003)
- Development of SME Business Services (IFC and BP; 2004-2006)

Bosnia and Herzegovina:

- Establishment of Open and Distance Learning Centres and Human Resources Development (ETF; 1999 – 2000)
- Entrepreneurial Learning in Education Systems in Bosnia and Herzegovina (EuropeAid; 2010 – 2011)

Botswana:

- Technical assistance to complement the 'EDF10 Botswana human resource development sector policy support programme' by strengthening the capacity of the Botswana Ministry of Education and Skills Development (EDF; 2010 – 2013)

Cambodia:

- Education Regulatory Reform and Governance for Decentralization (ADB; 2005 – 2007)
- Planning, Delivery and Follow-up of vocational trainings for Economic and Social Relaunch of Northwest Provinces in

SELECTION OF PROJECT REFERENCES

Cambodia (EuropeAid; 2007-2010)

- Strengthening Technical Vocational Education and Training (ADB, 2010-2015)

China, PR:

- Shanxi Development Strategy for Technical and Vocational Education and Training (ADB, 2008—2009)

Congo, DR:

- Training of 1.000 inspectors for primary and secondary schools (UNESCO, 2008—2009)

Croatia:

- Decentralisation and reorganisation of the Croatian Employment Service (CES) (EuropeAid; 2006 – 2007)
- Labour market oriented Vocational Education and Training (GTZ; 2006—2008)

Egypt:

- Technical Assistance to an Egyptian Fast-food Company (EuropeAid; 2001)
- Technical Assistance to an Egyptian Manufacturing Company (EuropeAid; 2001)
- TVET Reform Project - Services to the PMU for the organisation and execution of training sessions for participants in ETP activities to support the TVET Reform (EuropeAid; 2008 – 2011)

El Salvador:

- Technical Assistance for the design and elaboration of modules of competence

based learning (World Bank; 2005 – 2006)

Estonia:

- Policy support for national labour market training (EuropeAid; 1994)

Ethiopia:

- Protection of Basic Services Project - Financial Transparency & Accountability: Organization & Delivery of Public Budget and Expenditure Fora for Regional Administrations (IDA; 2009)

Georgia:

- Civil Service Reform and Training (EuropeAid; 1995 – 1997)

Iran:

- Qualification and employment (GTZ; 2005 – 2006)

Italy:

- Training Framework Programme for ETF staff in Project Management, Communication, Presentation, Teambuilding (ETF; 1998 – 1999)

Jamaica:

- Youth Development Programme: Redesign of NYS Corps Curriculum & Alignment with HEART-NTA/NCTVET National Standards (IADB; 2011 – 2012)

Kazakhstan:

- Assistance in the Legal Reform of

SELECTION OF PROJECT REFERENCES

Kazakhstan: Notary Reform (EuropeAid; 2001 – 2003)

- Support to the Development and Monitoring of a Quality Assurance System for Higher Education (EuropeAid; 2006 – 2007)

Kenya:

- Formulation of Legal Framework and Improvement of Management and Governance in the Kenyan TIVET System (African Development Bank; 2007 – 2008)

Kosovo:

- Education and Health Project (UNMIK; 2000 – 2002)
- Upgrading of the Vocational Education and Further Training (GTZ; 2001)
- Support to the Ministry of Local Government Administration (EuropeAid, 2006 - 2008)

Kyrgyzstan:

- VET reform - Strengthening the Vocational Training Centre in Tokmok (GTZ; 1995 – 2002)
- Education and Training Master Plan (ADB; 1995 – 1996)
- Comprehensive assistance programme for the town and the region of Mailuu Suu (GTZ; 1995 – 1996)
- Qualification and training of entrepreneurs in Kyrgyzstan (Danida; 1994)
- Implementation of Health Reform (GTZ; 1996 – 1998)

- Training of medical staff (World Bank, 1996 – 2000)

- Education of young people in car repair service (motor vehicle engineering), dual form II (GTZ; 1995 – 2001)

- Strengthening of Education Planning and Administration (ADB; 1998 – 2000)

- Measures to support vocational education and training system (GTZ; 2002)

- Support to the Strengthening of Local Governance (EuropeAid; 2005 – 2006)

- Second Education Project (ADB; 2007 – 2010)

- Rehabilitation of Rural Schools and other Social Infrastructures in Fergana Valley of Kyrgyzstan (EuropeAid; 2009 – 2010)

- Support to a Demand-oriented Vocational Training Network, Phase II (GTZ; 2009 – 2010)

Lebanon:

- Technical Assistance to Vocational Educational Training (VET) Providers Working with Palestinian Refugees in Lebanon (EuropeAid; 2005 – 2008)

Macedonia:

- Promotion of the Technical Vocational Education (GTZ; 2001)

Mongolia:

- Training and Consultancy of Entrepreneurs and Bankers (EuropeAid; 1994 – 1996)

SELECTION OF PROJECT REFERENCES

- Feasibility study for the implementation of a large-scale vocational training programme and prepare recommendations for training of trainers and revision of curricula (GTZ; 1997)
- Development of Vocational Education (GTZ; 1999 – 2002)
- National Vocational Qualifications Framework, Competency-based Curriculum and National Learning Resources Development in support of demand-driven TVET system in Mongolia (MCC; 2010 – 2012)
- TVET School Entrance Examination (MCC; 2011)
- Provision of expertise to support ETF initiatives for human resources development (ETF; 2008 –2009)
- Provision of expertise to support ETF initiatives for human capital development (ETF; 2010 – 2011)
- Provision of Expertise for Quality Assurance, Planning and Monitoring and Evaluation (ETF; 2011-2014)
- Association of African Distance Learning Centers (AADLC) Project - Knowledge Transfer in Change Management (World Bank; 2011)

Morocco:

- Support to the reform of Vocational Education and Training (GTZ; 2007 – 2009)

Multi-country:

- Training programme for 15.000 ex-military officers of the CIS armed forces (KfW Bank for Reconstruction; 1991 – 1996)
- Re-training of Russian and Ukrainian ex-military officers (EuropeAid; 1994 – 1997)
- Multi-country pilot project in distance education (EuropeAid; 1995 - 1996)
- CEEC Employment and Labour Market Review (EuropeAid; 1999-2000)
- SCR Framework Contract, Lot 10 (EuropeAid; 2000 – 2003)
- Mechanisms of Technological Co-operation for Vietnam and Thailand (CDG; 2001 – 2003)

Nepal:

- Teacher Education Project (ADB; 2005 – 2008)

Pakistan:

- Promotion of basic education in Punjab (GIZ; 2010 - 2013)

Palestine:

- Promotion of Vocational Education and Training (GTZ; 2005 - 2009)
- Teacher Education Improvement Project: Upgrading Academic and Professional Teaching Qualification of Under-Qualified Class Teachers for Grades 1-4 (IDA, 2011-2013)

Poland:

- Vocational Education and Training in the Opole Voivodship (GTZ; 2002 - 2005)

SELECTION OF PROJECT REFERENCES

Romania:

- SME and regional development: training programme for directors of Romanian SME development agencies (EuropeAid; 1995)
- Quality assurance of vocational training for adults (GTZ; 2004 - 2006)

Russian Federation:

- Setting up a distance learning system and related training for business starters, entrepreneurs, managers, bankers, public administration and other target groups (EuropeAid; 1994)
- Qualification of Anti-Crisis-Managers (GTZ; 1996)
- Support Centres for Enterprises (EuropeAid; 1996 – 1998)
- Technical assistance to Russian women adapting to labour market conditions (EuropeAid; 1996 – 1997)
- Support to the network of SME Development Agencies (EuropeAid; 1997 – 1998)
- Improving the Efficiency of the Permanent Staff Members of the State Duma and the Federation Council of the Federal Assembly (EuropeAid; 1997 – 1998)
- Horizontal workshops supporting a pilot project on VET reforms in north-west Russia (ETF; 1997 – 1998)
- Education Management (EuropeAid; 1997 – 2000)
- Support to SME Development Agencies

and Business Communication Centres (EuropeAid; 1998 – 1999)

- Development of Educational Links and Professional and Higher Education Initiatives DELPHI (EuropeAid; 1998 – 2002)
- Feasibility Study: Set up of an education centre and an information system at the Commerce Chamber in Barnaul (GTZ; 2000)
- Legal Reform: Training Program for Local Experts Involved in Regional Legislative Drafting in the Orel Oblast (World Bank; 2000 – 2001)
- Regional Economic Development and Anti-crisis Strategies (EuropeAid; 2000 – 2003)
- Creation of an Inter-Regional and Finance Training Centre for Managers of SMEs (EuropeAid; 2001 – 2002)
- Legal protection of individual rights (EuropeAid; 2002 – 2004)
- Integration of Former Military Personnel into Civil Society III (EuropeAid; 2003)
- Development of Educational Links and Professional and Higher Education Initiatives - Phase II DELPHI II (EuropeAid; 2003 – 2005)

Solomon Islands:

- Rapid Employment Program - Provision of Pre-Employment Training (IDA; 2011 – 2015)

South Africa:

- Skills Development Strategy Initiative; Component 4: Transfer and Management

SELECTION OF PROJECT REFERENCES

of Technology / Scarce Skills Programs (GTZ; 2006 – 2009)

Tunisia:

- Support to the creation of employment in Tunisia (EuropeAid; 2001 – 2005)

Turkey:

- Strengthening the Vocational Education and Training System (EuropeAid; 2002 – 2007)
- Capacity Building Support for the Ministry of National Education (EuropeAid, 2007-2008)
- Strengthening the Vocational Qualifications Authority (VQA) and the National Qualifications System (NQS) (EuropeAid; 2010-2012)

Ukraine:

- General Cadastre and Land Registration Reform (German Ministry for Agriculture and Forestry; 1995 – 1998)
- Support to Address the Social Consequences of Coal Restructuring Through Local Economic Development in Donetsk (EuropeAid; 1998 – 2000)
- Further Support to the Re-employment of Ex-officers (EuropeAid; 2000 – 2002)

Uzbekistan:

- The elaboration of a country report on continuing vocational education and training (ETF; 1997 – 1998)

- Assistance to the Ministry of Public Education and the Higher Education in the Restructuring of the Education System (EuropeAid; 1998 – 2000)

- Vocational training project: Reformation and transformation of the vocational education system (GTZ; 1999 – 2002)

- Support to Establish a Practice Bank and Vocational Banking Training Centres (GTZ; 1999 – 2001)

- Support to Democracy (EuropeAid; 2002 – 2004)

- Support for the Implementation of the PCA between EU and Uzbekistan; Establishment of an Information Centre UZPLAC (EuropeAid; 2003 – 2004)

- Skills Development (Swiss Agency for Development and Cooperation SDC; 2004 – 2008)

- Second Textbook Development Project (ADB; 2006-2008)

- Social Partnership in Education and Training, Phase 2 (Tacis; 2007-2009)

Vanuatu:

- Education and Training Programme (EuropeAid; 2005 – 2008)

Vietnam:

- Lower Secondary Education Development Project (ADB; 1998 – 2001)

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