

## Minutes of Meeting between EBA and GFA Consulting Group

20 July 2024 – EBA premises

EBA has held a meeting with GFA Consulting Group which is based in Hamburg, Germany, it is one of the leading European consulting firms active in the development cooperation sector. GFA is a well-networked company with a sound track record of providing effective solutions to the challenges in the global consulting market.

The meeting was attended by:

- Ms. Marret Hauser – Consultant GFA Consulting Group
- Ms. Adriana Mejia Artieda – Recruitment Specialist - GFA Consulting Group
- Dr. Mohamed Youssef – Executive Director – EBA
- Ms. Dalia Youssef – Division Director for International Relations and Membership Affairs – EBA

The main objective of the meeting was to exchange information on Egypt's private sector and the challenges that may be facing in transforming to green industries, as GFA is to bid for the project Strengthening the Green Services Portfolio of Business Service Providers in Egypt. The overall objective of this assignment is to strengthen the capabilities of service providers in Egypt to offer green business development service (Green BDS) to industrial clients. This is seen as important step towards enhancing the adoption of green manufacturing practices as well as resource-efficient and cleaner production methods by industrial enterprises.

At the same time, GFA is having in the pipeline other projects with the topic of Green Sustainability.

GFA has implemented complex studies and projects worldwide since 1982 and has been present in Egypt since 1991 and have implemented 50 projects in Egypt

They are now working on Innovation Development Program to increase the development of the Egyptian industries

Dr. Youssef has mentioned that we need to increase the share of the industrial sector in our GDP from 16% to 25% in the coming 6 years.

Also, he mentioned some technical and financial challenges that face the Egyptian private sector in using grants from donor organizations

An overview was given by Ms. Dalia Youssef about EBA's vision, objectives, its membership base and activities and

Ms. Marret gave some more data on the scope of work of GFA in Project and program management as GFA's core service encompasses planning, implementation, 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.

GFA provides outstanding **services in strategic business areas** which result from adapting to market developments. Hence, new themes are continuously integrated into the existing GFA portfolio. Such themes are often **multi-disciplinary** in nature so that related concepts are elaborated by GFA teams from various departments who bring a variety of competences and expertise to the table. Selected projects worldwide are presented here and can be selected from thematic areas.

1. Agriculture & Rural Development
2. Climate Change
3. Digital Innovation
4. Education, Skills & Employment
5. Energy
6. Financial Systems Development
7. Framework Contracts
8. Governance
9. Health
10. Natural Resources & Environment
11. Private Sector Development
12. Public Finance Management
13. Water, Sanitation & Waste Management