
Your Partner for inclusive Private Sector Development and Trade

#8

Decent work and
economic growth



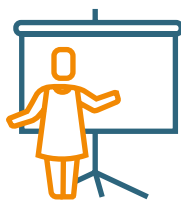
NIRAS



Owned by a foundation and a percentage of its employees, NIRAS Group is an international multi-disciplinary consultancy firm with Nordic roots and values creating sustainable development solutions for a better, more equal, and stable world since 1956. A well-consolidated company with earnings before interest, taxes, and amortization (EBITA) of approximately €15.6 million, NIRAS operates in Europe, Africa, Asia-Pacific, Latin America, the Middle East and the Arctic Region. About half of the annual turnover is accrued from projects carried out internationally.



51
Offices
in 31 countries



2400
Professionals
325 International
Development Consulting
33,000+ experts
in our CVPT network



7000+
Projects
Delivered in
100+ countries

**NIRAS International
Development Consulting
SERVICE SECTORS**

- Forests
- Agriculture
- Climate
- Land
- Fund Management
- Education & Skills
- Private Sector & Trade
- Peace & Stability
- Gender & Human Rights
- Governance
- Water
- Sustainable Energy
- Urban Development
- ME & L

NIRAS has a fixed presence in 31 countries between our network of 51 offices including subsidiaries, branches, representative offices and joint ventures. Building on international experience and management of projects from more than 100 countries, NIRAS provides technical expertise and results-oriented project management in our core competence areas. Our mission is to deliver tailored, innovative, value-creating, and results-driven solutions to enable our clients and partners, achieve their goals. We achieve this by providing transformative support for positive change, addressing root causes, and magnifying impact through flexibility in implementation, capturing SDG-linked results, and celebrating successes.

NIRAS Group is divided into business units; NIRAS International Development Consulting specialises in providing technical assistance on behalf of official development aid (ODA) clients. Among others, we focus on urban and rural development, good governance, sustainable energy, climate change and resilience, natural resource management and infrastructure in developing and emerging countries. We collaborate with international development organisations, donors, governments, institutional investors, and the private sector to design, manage, and evaluate projects and services that create opportunities for people to improve their lives and live in safe, equal, well-governed, and climate-resilient societies.

We are structured as a matrix organisation, allowing for continuous learning and adoption of good practices between different country and market contexts, clients, and technical solutions. Cooperation between all of our business units is a stronghold of NIRAS. All offices are closely linked through online project management tools and information management systems, ensuring that clients and partners always enjoy the same high quality services. Flexibility in the project manning is among the top priorities to ensure that for each individual assignment we draw the best-suited team from all sectors.

NIRAS:

Your partner in developing a sustainable private sector and opening fair trade for all

NIRAS's overall work and approaches in all sectors recognise the importance of engaging the private sector and trade in development initiatives.

The Sustainable Development Goals (SDGs) also emphasise new partnerships, funding mechanisms and modalities where the private sector and trade play a central role. The private sector consists of a wide range of actors and intertwined activities and has a key role in accelerating achievement of the SDGs. The intricate nature of private sector development and trade needs to coordinate closely with all other development sectors. Examples include strengthening public-private partnerships, eco-friendly investments, the circular economy, trade liberalisation supporting streamlined agricultural production and exports, and complementary policies consistent with gender equality objectives.



Delivering inclusive economic growth

- and the accompanying benefits that brings

The essential importance of a strong and vibrant private sector is summed up by the International Finance Corporation as being “indispensable to ending extreme poverty and boosting shared prosperity”. Without the innovation, ingenuity and accompanying tax revenue from profit-making companies, sustained and inclusive opportunities and livelihoods arising from employment - whether self, informal or formal - can change lives not only of the individual employed but also of their families and communities.

Supporting a thriving private sector is about giving everyone a chance. The nature and scale of these opportunities is constantly changing in an increasingly interconnected world, whether through enhanced, freer trade potential such as through the Africa Continental Free Trade Agreement or fast, reliable digital connectivity and the access to markets it brings.

#8
Decent work and economic growth

#9
Industry, innovation and infrastructure

#1
No Poverty

#2
Zero Hunger

#3
Good health and well-being

#5
Gender Equality

#12
Responsible consumption and production



Thematic services

The private sector is complex, multi-faceted and has multiple interdependencies. To help maximise the impact of any development intervention, NIRAS will always seek to use our broad knowledge of how businesses work so that these interdependencies - whether policy, ecosystem or individual SME related - work together rather than in opposition to one another.

We try to see links, cause and effect and provide solutions that multiply beneficial stakeholder impact and client value for money.

Engines of growth: MSMEs and entrepreneurship

A 2017 OECD estimate put MSME (formal and informal) employment in developing countries at around 90% of the total. Their ability - and necessity - to innovate and increase activity beyond traditional manufacturing, agriculture and trading into 'societal' sectors such as healthcare and waste management makes them essential growth and employment engines, including for women and other disadvantaged groups, for every economy. And yet they remain vulnerable to multiple challenges ranging from lack of finance to poor access to global value chains.

NIRAS provides support throughout a business's growth journey. From undertaking market assessments and feasibility studies for entrepreneurship programming, we will manage grant-based technical assistance projects for small businesses, work on improving access to finance including grants, debt and equity, and work with innovation hubs at pre- and post-incubation stages through to capacity building for local SME-focused business development services practitioners, and facilitation of B2B linkages up the supply chain.

At the policy level, we research and recommend business-friendly regulatory reforms because all formal businesses are directly affected by the rules that govern them - so our work to encourage formalisation of micro businesses will always take account of the environment in to which they would be transferring. A thriving micro business can be strangled by an inert, unfair or overly oppressive regulatory regime.

Not just relying on what has worked before: we are active in the innovation space, seeking new ways to deliver greater impact to the business sector by, for example, seeking new digital solutions to business bottlenecks such as access to data and provision of information to customers. These changes need to level the playing field for small business actors; leaving no one behind means investing in sound digital governance at both project and policy level.



Energy and Environment Partnership in the Mekong Region (EEP)

 **Mekong
region**

DONOR:
MFA Finland

 **DURATION**
2009-2019

 **FUND VALUE**
€10M

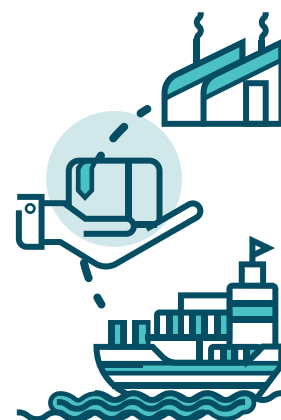
EEP was a two-phase development programme and catalytic fund to improve livelihoods and reduce greenhouse gas emissions by increasing access to renewable energy sources across frontier markets in Cambodia, Lao PDR, Myanmar, Thailand, and Viet Nam. The programme comprised a TA Facility providing matching grants to public and private sector actors to catalyse private investment and transform the renewable energy sector, and capacity building of MSMEs to develop new renewable energy business cases through a diverse network of TA service providers. The EEP facility mobilised and disbursed a total of €28.8 million in funding, of which €18.5 million was private investments. In total, 223 MSMEs and over 250,000 individuals benefited from the programme. Take a look at our the brochure showcasing the programme's results [here](#).

Building markets:

Value chain development and export promotion

Vibrant, dynamic and inclusive markets are critical to achieving sustainable development. Our work helps to drive efficiencies and promote inclusivity throughout value chains, seeking positive developmental returns for producers and consumers. We use an analytical and data-driven approach to identify and scale solutions for enterprises and sectors that unblock market constraints and realise transformational opportunities. In many cases, our projects focus on facilitating access to markets (especially export) in order to realise the benefits of specialisation and trade.

Our expertise in working at the value chain grass-roots level is valuable not only to public sector funders but also to major private sector companies, regional or international, which are seeking to enhance livelihoods and community development through building their supply chains in a responsible and inclusive manner.



Commercial Agriculture for Smallholders in Agribusiness programme (CASA)

📍 **Malawi
Nepal**

DONOR:
FCDO

🕒 **DURATION
2019-2024**

€ **FUND VALUE
€21M**

A £17.4m effort to change the calculus for agribusiness in multiple countries and build the fledgling investment ecosystem to increase smallholder productivity and commercial viability. Component A is a TA Facility managed by NIRAS, to build inclusive market structures and improve the pipeline of investment-ready agribusinesses in Malawi, Nepal and Uganda. CASA draws on NIRAS' pool of specialist consultants and service providers, providing performance driven technical assistance to key value chain actors, carefully identified based on prospective multiplicative and systemic impacts and export readiness. It is on target to reach 565,000 smallholder beneficiaries by programme end, at least 50% women.



Trading out of poverty



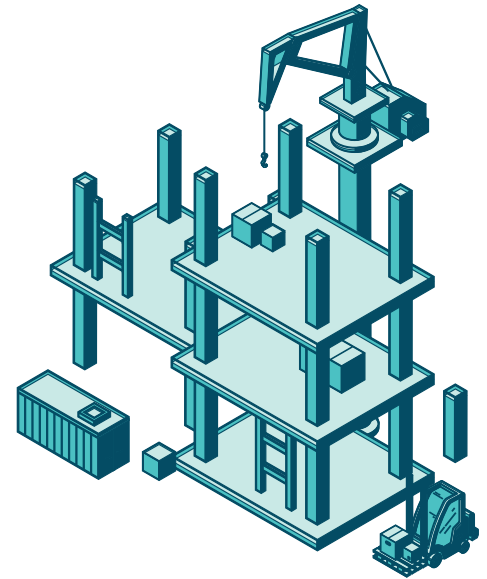
Trade is a society's lifeblood: undertaken fairly, it provides livelihoods, fosters competition, reduces poverty and increases specialisation. The interconnectedness of the world's businesses has never been greater, and nor have the opportunities - and threats - for developing country enterprises as they seek to benefit from physical and digital trade linkages. Free trade agreements such as the ACFTA and trade corridors such as BAGC and SAGC-Tanzania should bring clear quantifiable benefits to developing country producers for both intra- and interregional trade.

Building on our deep understanding of value chain development and export promotion (primarily for agri and horticultural products) which increases a business's competitiveness, NIRAS will partner with trade policy specialists to focus on another key component of increased prosperity: reducing the barriers to trade. This includes strengthened trading standards, better trade infrastructure (on which we leverage synergies with NIRAS engineers) and a coherent regulatory environment within which businesses can operate. Our holistic approach to inclusive private sector development maximises the opportunities for small business actors in a trading system, recognising the different levels of the ecosystem within which they operate so as to provide inclusive impact.

Improving the business enabling environment

Facilitative norms, regulations, policies, and public infrastructure are essential to allow for entrepreneurship, markets and trade to flourish and benefit society and the climate. NIRAS supports the creation of stable business enabling environments with an emphasis on improving the investment climate for inclusive job-creation and productivity-raising MSMEs and empowered business support organisations.

This work includes engaging at regional, national and global policy levels on critical issues that can unlock private sector led transformation. Our research helps to bridge evidence gaps to ensure that investors and policymakers have access to the right information and people to make inclusive business models succeed. We also bring experience in developing and implementing national innovation systems that support entrepreneurship, especially through incubation, acceleration and investment in technology, start-ups and innovation.



Southern Africa Innovation Support (SAIS) Programme Phase II

 **Botswana
Namibia
South Africa**

**Tanzania
Zambia**

**DONOR: Ministry of Foreign
Affairs for Finland**

 **DURATION
2017-2022**

 **FUND VALUE
€3.3M**

Combatting poverty in the SADC region requires investment in science and technology as well as improved management of the resources required to bring new or improved products, processes, and services to the market. SAIS contributed to this process in five countries across the region by specifically focusing on national and regional innovation systems supporting early-stage entrepreneurs. The SAIS Innovation (Challenge) Fund assisted 26 transnational projects through matching grants (€50 000-280 000 grant value depending on the project) and offered bespoke training on business planning and investment readiness. The projects have engaged more than 80 innovation support organisations from 12 countries in validation of new instruments such as accelerators or incubators that in turn have assisted more than 2000 African startups and entrepreneurs to gain new skills, access to finance or a foothold in new markets. In four years, SAIS cross-border innovation competition "BoostUp" has engaged more than 1000 startups from four countries to learn the art of pitching and improve their product/service offering and business plan.



Financial facilitation: Oiling the wheels of business



Access to finance is what allows strong businesses to grow in markets and trade profitably for people and planet within an enabling environment.

NIRAS works on both sides of financial transactions - with investees and investors - to enable this. For investees, NIRAS identifies suitable financial institutions, link projects to investors, and facilitates investment readiness and preparation for complex negotiations. We assemble highly experienced and knowledgeable investment teams, incentivising investors to mobilise capital for local development projects. For investors, we provide advisory services to development finance institutions, commercial banks, micro-finance institutions and savings and credit cooperatives (SACCOs) to expand and improve their financial and non-financial products and services in order to serve SMEs, farmers, women and youth entrepreneurs better.

Our teams support the development of robust internal management systems, identifying gaps for capacity building, training and technical assistance to financial sector actors. These services can extend to supervising deal closure and management, ensuring compliance with all legal, financial, and safeguard requirements.



Green Economic Growth Programme (GEG)

📍 **Indonesia**

DONOR:
FCDO



DURATION
2017-2022



FUND VALUE
£10.6M

A £10.6m programme funded by the UK-FCDO espouses sustainable development and green economy approach and engages with Indonesian international financial institutions and investors to attract investment into green businesses in the rural province of Papua. GEG has created a successful credit facility with Indonesian banks to improve financial access for actors in remote areas, simultaneously designing and delivering Technical Assistance to these banks and their prospective value chain customer to maximise uptake.

Integrating across sectors

The private sector impacts across multiple development sectors. NIRAS' private sector development and trade team collaborates across several other specialist sectors such as Agriculture, and Employment, Skills and Education. In most cases, smallholder farmers are businesses and TVET graduates are microentrepreneurs or potential employees. We offer complementary skills across these areas, providing a truly holistic approach to livelihoods, skills and wealth creation.

More broadly, we inject private sector approaches in to more traditional public sector areas of challenge since business is increasingly seen as a central contributor not only to tax revenues but also as a partner in efficient solutions. Increasing the impact and value of all our projects, ensuring that they are genuinely inclusive and understanding their impact is central to our approach. We integrate a number of cross cutting services which help us understand better our contribution to the SDGs.



A partnership project between the governments of Serbia and Switzerland, the Education to Employment (E2E) project aims to provide decent job prospects for all young women and men in Serbia regardless of their social status. At the local level, it facilitates practical employment and learning opportunities to increase youth employability and create a dynamic, modern and adaptive labour market in Serbia.

CROSS-CUTTING SERVICES

Going digital: Solving challenges using new tools and new thinking

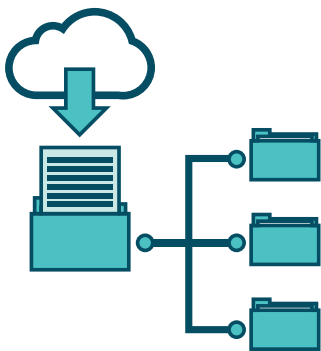
GIZ's January 2021 research on how digitalisation is changing development programming identified fundamental changes underway as both a cause and consequence of the digital revolution. The immediate value of small enterprises accessing market information in real time or businesses connecting digitally with partners and customers is evident - but the research found too that digital solutions are not a panacea, the danger of digital divides is real, and that social change 'remains analogue'.

Building on our ground-breaking 2018 Frontier Data Study - insights and guidance on using digital data to support the SDGs for FCDO's Frontier Technologies Hub, NIRAS has a clear approach for digitalisation's value in economic growth programmes. We carry out ecosystem assessments to understand the environment in which innovations happen, and select the right partners for meeting challenges facing private sector businesses and work with the global data community guided by clear principles:

Our Digitalisation services include:

- Building capacity around effective use of statistics and data
- Use of Blockchain, AI, Drones and IoTs in collection, storage, and access of data
- Embedding digital and traditional data into evidence-based policy-making cycles
- Data quality and innovation strategies, for digital and traditional data
- Reviews of M&E Systems; using data well and differently in M&E Systems
- Data management and MIS systems
- Digital solutions for project and fund management
- Online and mobile solutions for key development challenges
- Remote sensing & geospatial solutions
- Advisory services on how the public sector can create an enabling environment for digital best practice

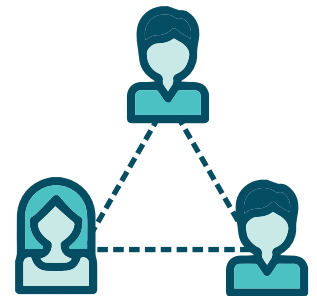
Digitisation is driven by data; enhanced approaches to data quality are even more important for decision-making in the digital era.



Innovation is not automatically valued over good practice or in traditional methods of data.



South-South cooperation is a primary goal where possible; we recognise the value of sharing home-grown knowledge and building local capacities.



Learn from the digitisation of our own internal processes to provide better impact and value for clients and partners.



Digital Agriculture Ecosystem Assessments

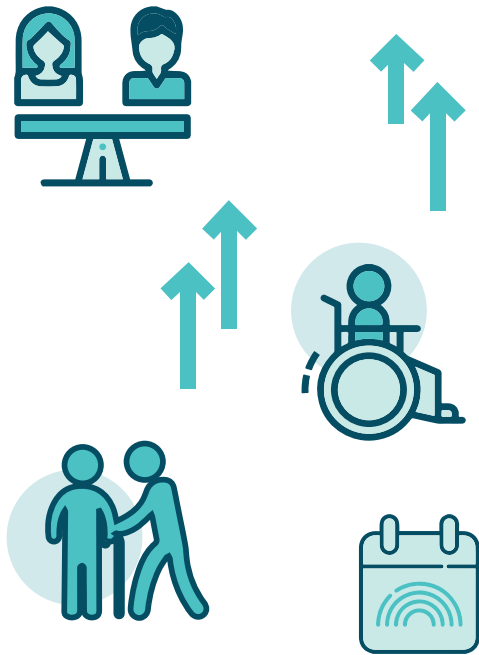
📍 **Tajikistan
Uganda**

DONOR:
DAI/USAID

🕒 **DURATION
2021-2022**

💰 **FUND VALUE
\$92,000**

As part of a wider, multi country assessment, this assignment reviewed the current state of these two countries' digital agriculture ecosystems and made recommendations for future programming opportunities for USAID interventions that could unlock the potential for enhanced agricultural productivity and efficiency through greater usage of digital products and services.



Leaving no one behind: Gender equity and inclusion of disadvantaged groups

Leaving no one behind, gender equality and women's empowerment are universal values essential for achieving the 2030 Agenda for Sustainable Development and the SDGs. At NIRAS, we assist governments, public agencies, civil society and the private sector in integrating these universal values into policies, strategies, plans, programmes and projects, thereby supporting countries' SDG implementation and achievement of international obligations. At the national level, many countries and corporate actors in the private sector are accelerating their efforts to increase gender equality and inclusion of disadvantaged groups by removing existing barriers to participation in the marketplace for women and other marginalised groups such as persons with disabilities, LGBTIQ, youth, and the elderly.

“
Supporting businesses
to flourish - increasing jobs, incomes
for all as well as paying taxes - is a
**fundamental part of sustained,
inclusive development.”**

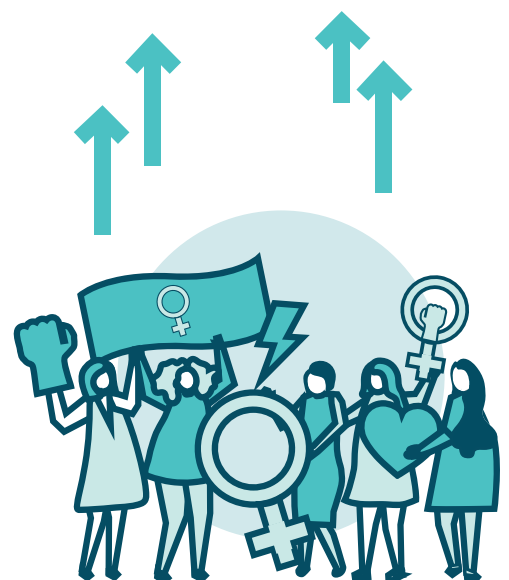
Anthony Way

NIRAS Sector Lead for Private Sector Development & Trade



Women's economic empowerment measures have developed significantly during recent years beyond traditional entrepreneurship programmes. They now include a focus on strengthening and development of the responsibilities and roles of the private sector, corporations, producers and suppliers to, in turn, ensure more inclusive and gender responsive value chains.

This includes new financial products, fintech solutions, private sector commitments through the Women's Economic Empowerment Principles (WEPs), governments and private sector initiatives on inclusive and gender responsive procurement legislation and company policies. The WEPs offer a broad concept of sustainability and corporate responsibility that embraces women's empowerment as a key goal that will benefit both companies and societies by taking actions in the workplace, marketplace and community to empower women. NIRAS is a signatory to Women's Empowerment Principles and United Nations Global Compact.



What we offer

At NIRAS we offer a range of services that support gender equality and inclusion of disadvantaged groups through private sector development and trade programmes and projects funded by a range of donors including:



Development of gender responsive and inclusive approaches, methods and indicators for private sector development and trade programmes and projects that take into account structural and systemic imbalances in the market caused by gender inequality;



Development of approaches and frameworks for gender responsive procurement;



Technical assistance to the private sector, Micro, Small and Medium Enterprises, including women-owned MSMEs.



Gender responsive value chain analysis (GRVCA tools);



Human Rights-Based Approach applied (HRBA) applied to the context of private sector development and trade programmes;



Gender-sensitive and participatory design and implementation of private sector development and trade programmes and projects;

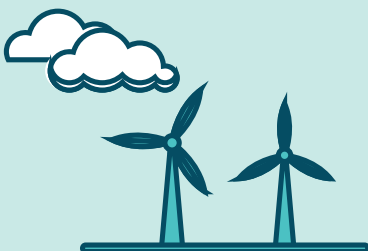
Design and implementation of innovative approaches that will allow female-headed rural households or women business owners to exercise control and influence over both the long-term decision-making and the day-to-day management and administration of their farms or business.

Climate and environment



Evidence of climate change is inescapable - COP26 focused the world on the scale of the challenge. Elements of climate and environmental related initiatives now cut across many development sectors and are increasingly gaining traction with funders. Green energy, environment and the circular economy sit at the centre of Denmark and Indonesia's 2021-2024 Action Plan, for example.

As the Ellen Macarthur Foundations puts it: "The circular economy gives us the tools to tackle climate change and biodiversity loss together....It gives us the power to grow prosperity, jobs, and resilience while cutting greenhouse gas emissions, waste, and pollution". We are increasingly involved with integrating such issues across our projects, with several of our skills areas including:



Adaptation and resilience building

Green/climate finance and fund management

Green growth and the green economy.

Monitoring, Evaluation & Learning (MEL) for Private Sector Development and Trade

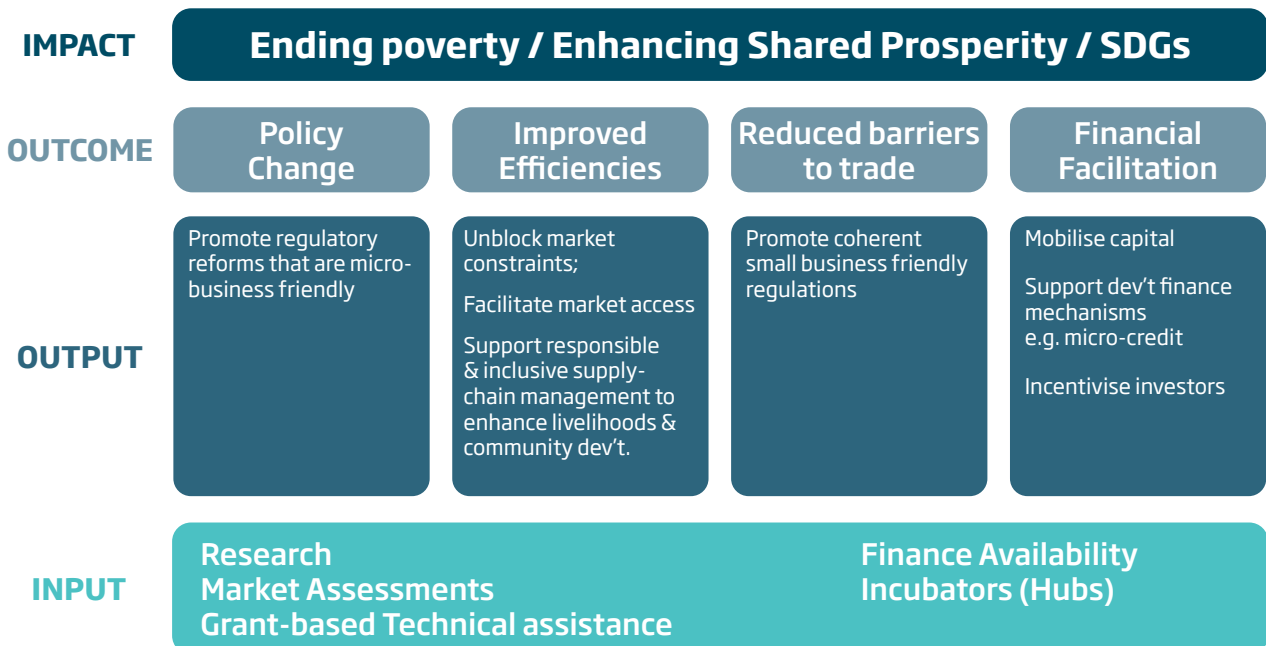
All MEL involves acknowledging multiple perspectives, using different methods and managing different interests and values of stakeholders.

In private sector development and trade we engage stakeholders to collect and retrieve data to answer descriptive questions about the activities of a project or a policy which impacts their business, its results, and the context implementation. This is done for accountability, to determine what has happened, such as the quantity and quality of jobs created, and the value (for money) achieved by comparison of inputs, outcomes and impacts. This also helps us learn what works, for whom, when, and why - such as capturing entrepreneurs' experiences with successful, or less successful, business incubators.

Sometimes to learn, in real time, to support evidence-based adaptation and course alteration: important in uncertain political or economic climates. These processes often involve developing a theory of how change will happen and collecting and analysing data to answer questions about what has produced the outcomes and impacts. To make a real difference, this also involves designing an approach and presenting findings in ways useful for private and public sector PSD stakeholder users of the evaluation, and supporting them to make use of them.



What a Theory of Change for PSD&T might look like:



Making it work

Behind both our technical expertise and cross cutting services, strong consulting services form the backbone of the thinking we inject and the management that lets us deliver high quality, impactful project interventions for both public and private sector clients. These include:



Holistic project design



Research and market studies



Evaluation and policy analysis



Proven results-based project management



Fund Management



€736 million
Managed over the past **28 years**



€434 million
Current portfolio as of **Q4 2021**

NIRAS's fund management activities cover the entire fund life cycle for donors and investors: from programming and start-up, including registration and governance structure, outreach or marketing, to the actual operation and administration of the fund, and the continuous monitoring and evaluation of performance.

Our tailored online fund management system is built to serve all elements of the investment cycle and provide for a continuous learning process. We are also experienced in catalysing additional funding - leveraging investments made by donors or funders - during fund implementation to maximise impact.

NIRAS' role in supporting Private Sector Development and Trade

As a knowledge-based organisation, we provide deep sectoral technical expertise, policy advice and proven results-based project management experience to all our work. An integral part of NIRAS private sector and trade work, we have over 300 staff in 51 offices across more than 30 countries, where we have implemented 39 private sector, trade and agriculture focused projects in the last five years.

Recent Projects

Project Title	📍 Scope	Donor	🕒 Years
Finnpartnership-Liikekumppanuusohjelmaan Liittyvät Asiantuntijapalvelu	Global	MFA Finland	2022-2024
Circular economy for climate friendly urban development in Peru	South / Central America	GIZ	2022-2024
Landscaping and Impact Facility Design for the New Forests Africa Forestry Investment Platform (AFIP)	Global	CDC	2022
Women-owned SMEs quantitative survey and qualitative research in Indonesia	Indonesia	MCA/MCC	2021
SIEA 2.177 - Evaluation of the contributions of ADESEP and INTEC to economic integration in Central America	South / Central America	EU	2021
SIEA 2.172 - Evaluación de medio término del proyecto de "Desarrollo Económico Sostenible y Promoción de las PYMES a nivel Subnacional - ARD Perú	Peru	EU	2021
Implementation of innovation calls and support to selected SMEs to scale their innovative solutions	East Africa	GIZ	2021-2023
SIEA 2.166 - Assistance pour la visibilité de l'action de l'Union européenne à Saint-Pierre-et-Miquelon	North America	EU	2021-2022
SIEA 2.161 - Support to EUD and Private Sector Initiatives for sustainable Business Dialogue in Tanzania	Tanzania	EU	2021-2022
National Incubator/Accelerator Facility for Wood Sector	Rwanda	GIZ	2020-2022
Strengthening the Transition of Vulnerable Communities Affected by the Malolos-Clark Railway Project	Philippines	ADB	2020-2022
SIEA 2.142 - Etude sur le climat des investissements	Burkina Faso	EU	2020-2021
TA for the implementation of component 1 of the PRCE: support for SMEs	Congo Brazzaville	EC	2020-2022
Greening National Business Agenda	Kenya	KEPSA	2020

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