



PRESENTATION OF EXPERTISE AND SERVICES

September 2024

In brief



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Founded in 1977,
PEM CONSULT is an independent private consulting firm based in Düsseldorf /
Germany

promotes
sustainable
development as a
balanced
development
approach of
economic,
environmental, and
society concerns

Services for "3E's":Entrepreneurship,Education,Environment

About us



PEM CONSULT's clients include major national and international financing institutions and donor-agencies, public institutions and private customers. **Prime clients** include:



Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH



KfW Entwicklungsbank



Millennium Challenge Corporation (MCC), US



US Agency for International Development (USAID)



European Commission (EC)



Asian Development Bank



Schweizerische Eidgenossenschaft Confédération suisse Confederazione Svizzera Confederaziun svizra

Swiss Development Cooperation





Entrepreneurship

Our scope of services is custom-made, adapted to the specific social and economic settings as well as national or regional development goals:

- Policy advice on structures for efficient and high quality sustainable private sector development compliant with internationally recognized standards and focussed on present and future entrepreneurial and societal needs.
- Capacity building and human resource development for stakeholders and entrepreneurs at managerial and meso levels.
- **Support infrastructure:** Design and concepts of support facilities, e.g. techno-centres, start-up incubators, chambers, NGOs etc.
- Development of support instruments based on participatory approaches, like Value Chain, Local Economic Development etc.

The Gambia Pilot Program



Regional Stabilisation and Development Fund for Financial Cooperation in ECOWAS Member States – The Gambia Pilot Program, KfW (2019-2024)

- Contribute to the stability and sustainable development of The Gambia through the creation of new employment and income opportunities, especially for youth.
- Empowerment of the youth shall be achieved by the Program components:
 - Financing basic infrastructure and equipment along selected value chains (horticulture, poultry, fish)
 - Investing in vocational training and skills development for youth along the selected value chains
- Strengthening local capacities and governance

ProSEED, Albania



Sustainable Economic and regional development, employment promotion and Vocational Education and Training, GIZ (2021-2022)

The project aims to boost employment of the skilled workforce and self-employed, especially, skilled youth, in the Albanian labour market.

- Implementation of entrepreneurship trainings in 2017, 2018, 2019 and 2020
 - Further promotion of the IDEA-brand established in 2016
 - Defining an application process
 - Design & Implementation of a competitive training process
- Establishing and maintaining an active Trainers' Network
- Strengthen the IDEA-Network of Mentors and Business Angels



Private Sector Development, Myanmar

Capacity Strengthening for Private Sector Development – Phase III, GIZ (2019-2021)

MSMEs are linked with leading companies that can provide market access, technology transfer and improved services. The sectors include among others tourism, agriculture/ agro-processing and waste management and recycling.

- Acquisition of development partnerships with the private sector (DPP)
- Introduction of innovations and digital solutions in MSMEs involved in the DPPs
- Identification of needs and opportunities for innovations and ICT-services in rural areas
- Organization of matchmaking and start-up events to trigger the creation or transfer of innovations





Promoting Private Sector Employment (PPSE) Programme, Kosovo

SDC (2013-2017)

The programme aimed at sustainable jobs and issued grants to SMEs on a competitive basis from 10.000 up to 100.000 EUR. The programme outcomes were:

- Enterprises in tourism, food processing and private health services offer a greater number and diversity of products and services, of higher quality, and access new markets.
- Private sector development governance is strengthened by setting up BDS and enterprise associations (called "Nucleus" as associations of SMEs in similar size and sectors).
- Possibilities for women to make use of and create business and employment opportunities are improved.



Women's Entrepreneurship Support, Armenia

ABD (2013-2016)

Enabling women entrepreneurs and SMEs in Armenia to play a greater role in economic development through:

- a policy-based loan to fund budget allocations to strengthen the business environment and the SME Development National Center (SME DNC) of Armenia and delivering entrepreneurial advice for women,
- a financial intermediation loan (FIL) to enable participating financial institutions (PFIs) to provide local currency loans to female SMEs.



Sustainable Tourism Development, Myanmar

Capacity Development of the Private Sector, GIZ (2015-2016)

Training and skills improvement of stakeholders in Southern Shan State, Myanmar, for sustainable quality management in the hospitality sector through:

- Training of Trainer (ToT) Program for local tourism consultants / trainers
- Sustainable tourism management of the hospitality sector
- Ecological product development and diversity
- Strengthening of tourism-related supply chains
- Development of collective leadership skills in tourism





Economic Development & Employment Promotion, Albania

GIZ (2017-2020)

Sustainable Economic and Regional Development, Employment Promotion and Vocational Education and Training (ProSEED)

- Implementation of start-up and entrepreneurship trainings
- Carrying out nation-wide start-up competitions
- Establishment of a network of entrepreneurship trainers
- Strengthening of the IDEA network of mentors and business angels
- Promotion of the existing "start-up eco-system"





Promotion of green manufacturing, South Africa



Skills for Green Jobs (S4GJ), GIZ (2015-2018)

Bringing industry, organized business and technology stations / universities and science councils together in order to respond to the demand for green manufacturing and localization improvements in renewable energy technologies as well as energy and resource efficiency advancements.

- Innovation management between research and industry partners
- Technology transfer with German research institutions
- Promotion of green manufacturing
- Enhancing energy and resource efficient production
- Implementation of pilot investments

ESP for Decentralization and Fight against Poverty (ADLP), Burundi



GIZ (2011-2019)

Promotion of Decentralization & Local Economic Development

- Support of decentralization process and the implementation of the national decentralization strategy
- Support of local governance to improve municipal services and provide participation and involvement of local economy in Gitega and Mwaro Region
 - Local economic development to improve the framework and harmonize conditions for local economic and labour-oriented development and poverty reduction
- Implementation of pilot measures in agriculture and manufacturing

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Youth-Employment Support Program (PAJE), Algeria

Structuring the social, solidary and innovative economy, and supporting the development of youth entrepreneurship, MS2, EU (2016-2019)

Implementation of component 3: Support activities promoting employability of youth:

- Structuring the social, solidary and innovative economy (SSIE) sector by enabling the creation of new jobs and activities incl. start-up promotion
- Testing of innovative schemes fostering leadership and entrepreneurship
- Operation of newly developed, tested and enhanced tools and schemes for job creation, ensuring their visibility and supporting their sustainability



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TRIGGER II-Start-up & Entrepreneurship Promotion, Tajikistan

Supporting start-ups and promoting the start-up and entrepreneurship ecosystem in Tajikistan, GIZ (2019-2021)

Objective:

40 newly founded companies, 30 % of which are run by women, whose business ideas were supported by the project, continue to exist 6 months after the start of business.

Main Activities:

- Awareness campaigns and start-up events
- Boot camps
- Incubator program
- Mentoring & Additional Tasks







Innovation and digitalisation in SMEs in Bosnia and Herzegovina, GIZ (2019-2021)

GIZ (2019-2021)

- Objective: strengthening SMEs to make greater use of opportunities to increase their competitiveness through innovation and digitalisation
- Services provided:
 - Assessment of ICT use in manufacturing SMEs
 - Assessment of ICT services for SMEs available in BiH
 - Matchmaking between manufacturing SMEs and ICT service providers in BiH
 - Supporting matchmaking institutions in BiH
 - Joint development of proposals for increasing competitiveness by ICT introduction
 - Sector-based workshops / round tables
 - Lessons learnt dissemination
- Implementing digital workshops and solutions (software, ERP) by ICT service providers to support SMEs in coping with the challenges of the COVID-19 Pandemic.







Innovations in SMEs - Metal and Wood sectors, Bosnia and Herzegovina

GIZ (2016-2019)

Project interventions focused on the following fields:

- Access to markets / market approach skill development
- Production organization / productivity and work processes
- Resources / quality infrastructure / certification
- Innovation / networking with institutions

Activities included:

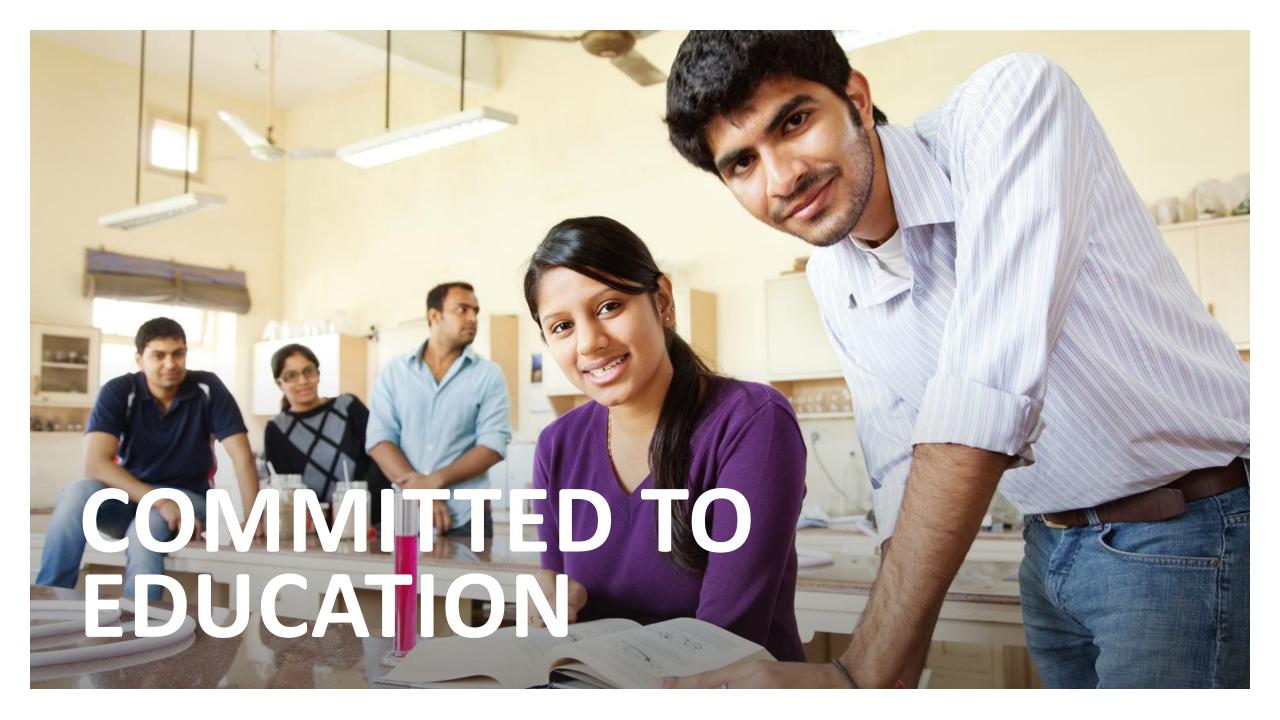
- Development of marketing strategies/sales plans
- Establishment of market linkages
- Development of training / service facilities of service providers
- Facilitating cooperation between companies, university and public sector
- Promotion of innovations, R&D, technology and know-how transfer

Carrying out of an ICT study:

- Assessment of internal ICT use of selected SMEs
- Proposals for increasing competitiveness by ICT usage and introduction
- Sector-based workshops / round tables.









Education, TVET

- Capacity building and human resource development for stakeholders and providers of education at managerial and teaching levels including facilitation of networking, regionally as well as internationally.
- Education Infrastructure / Procurement of Equipment:

 Design and construction of schools and training centers, equipment specification and delivery, teacher training, maintenance management
- Efficient, inclusive and high quality education delivery compliant with internationally recognized learning standards and focused on present and future needs.



Vocational Education Programme I, Georgia

Consulting Services for the Implementation and accompanying Measures Consultant for the Construction and Operation of the Center of Excellence, KfW (2022-2026)

Construction and operation of a Center of Excellence (CoE), as a first of its kind TVET institution in two selected priority sectors of logistics and construction.

- Provision of high-quality technical vocational and educational training (TVET) at international standard from crafts level up to engineering competencies, for approximately 1.200 trainees
- Fulfilment of additional functions within the Georgian TVET system via so-called "Hub Services" which shall support industry engagement and the TVET system as a whole

26.09.2024 MEDIA & TV COLLEGE









Innovation in TVET – Georgia

Industry-led Skills and Workforce Development, Georgia, MCA (2014-2019)

Programme Improvement Competitive Grants

- Innovative and effective approaches developed by providing investment funding through a competitive grants programme
- TVET providers incentivized to engage with industry particularly in higher-level STEM areas and agriculture

Strengthening TVET Sector Policy

 TVET Sector Policy strengthened by providing TA in support of the objective of re-orienting TVET towards industry needs in specific policy areas

PR and Communication, Annual TVET Conferences



Center of Excellence for Green TVET, Vietnam



KfW (2019-2022)

The purpose of the Programme is to create a Centre of Excellence (CoE) for Green TVET at the Vocational College for Machinery & Irrigation (VCMI) in Dong Nai province, by adhering to strict ecological and environmental standards, and to enable the VCMI to offer demand oriented vocational training focusing in the field of sustainability and green growth.

- Construction of additional Green TVET buildings (hosting workshops, classrooms and an information centre incl. a sound "green" concept for the campus' buildings and external area)
- Procurement, delivery and installation of machines, training equipment and teaching materials for VCMI and related initial training provided by the suppliers
- Consulting services for planning and implementation of the FC component







Modernizing VET in Albania

Vocational Education and Training and Employment Promotion in Albania, GIZ (2008-2013)

- Matching vocational training offer with labour market demand Assessment of future development potential of the regional economic sectors.
- Development of practice-oriented curricula, assessment and final examinations
 - Assistance to VET providers on developing innovative VET provision for enhanced employability and on improving existing VET delivery.
- Development of systems and capacities for innovative career guidance
 Increase of practical knowledge on the world of work into vocational learning
- Institution and Capacity Building The Technical Assistance targeted at efficient collaboration among institutions involved in VET. Physical capacities building in VET providers through procurement of school equipment.







Vocational Training in Sri Lanka

Construction of a Training Centre & Procurement of Training Equipment Sri Lanka, KfW (2013-2017)

Construction of a technical training centre in Kilinochchi, i.e. the Sri Lankan-German Training Institute (SLGTI), with workshops, classrooms, administrative buildings and dormitories

- Supervision of construction, provisional and final acceptance of works
- Workshop design and equipment planning for Food Processing Tech., Automobile Tech.,
 Construction Technology, Mechanical Eng., Electrical and Electronic Technology incl. Solar
- Procurement and installation of the necessary training equipment, machines and teaching aids
- Management of initial technical training of teachers / trainers / users for the proper O&M

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TVET Program Afghanistan – Phase II

Technical and Vocational Education and Training (TVET) Program Afghanistan - Phase II, KfW (2017-2022)

- Design, construction and extension of TVET institutions (Component 1);
- Definition, specification and procurement of teaching and training equipment for the Program institutions (Component 2); and
- Initial training and start-up support for operation and maintenance (O&M) of equipment, building and infrastructure as well as coaching of teachers and other school staff on the job (Component 3)







TVET System Reform (TSR + TSR 2), Indonesia

GIZ (2019-2022)

TSR has been designed to address current and future challenges constraining the effectiveness of Indonesian TVET. Operating at the national level, TSR consists of three fields of activity:

- TVET coordination and TVET policy in aligning and regulating roles and initiatives of private and public actors within the TVET system;
- Collaboration with the private sector in enhancing their engagement in TVET development;
- Provision of advisory services to create suitable conditions for upscaling successful models and instruments to increase the relevance of TVET for the labour market.

Overall, TSR is managed and coordinated under the auspices of the TSR Steering Committee comprising CMEA, the National Development Planning Agency (Bappenas), the Indonesian Chamber of Commerce and Industry (Kadin), and the Coordinating Ministry for Human Development and Culture (Kemenko PMK).





KfW (2016-2019)

Elaboration of a Feasibility Study to investigate ideas and outlines for the EUR 18 million grant for the "Centres of Excellence in TVET" and the EUR 20 million standard loan for the project "Promotion of TVET":

- "Centres of Excellence in TVET"-constructing and equipping a TVET school in renewable energies (RE) for educating technicians and skilled workers that were needed in the RE sector.
- "Promotion of TVET" for which three potential options were available:
 - setting up a second school (it could be for RE or any other needed sector)
 - establishing a cross-company training centre for small and medium enterprises to send their dual system TVET students for practical training
 - rehabilitating and equipping existing public TVET schools



New Multipurpose Hall & Admin Area located in the Center of TSS



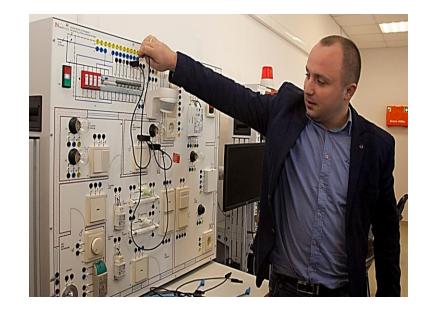


Skills Development and Matching for Labour Market Needs, Georgia

EU (2019-2023)

Enhancing capacity of the beneficiaries in national sector policy development, implementation and monitoring. The following results shall be achieved:

- Skills Development
- Youth and entrepreneurship learning
- Skills matching
- Support to grant scheme implementation and policy dialogue







Extension of the Katima Mulilo Campus, KfW (2018-2023)

- Component 1: Design and construction of the physical enlargement of the Katima Mulilo Campus and provision of equipment
 - Component 2: Consultancy and assistance for the development and implementation of related study programmes on the BSc, MSc and PhD level and for the enhancement of the Campus' management, marketing and stakeholder management capacities.

Key Outputs:

- The infrastructure of UNAM Katima Campus suits the needs of the education offers in wildlife management related fields.
- Demand-oriented qualifications for wildlife management related fields on at least BSc (Hons) and MSc level are successfully offered for students from Namibia and the SADC
- A sustainability and business concept for the department of UNAM offering wildlife management related studies on Katima Campus are developed and used.



Youth, Employment and Skills (YES), ICT, Kosovo

Improvement of the employability and the successful employment of the Kosovar youth, GIZ (2017-2020)

- Introducing the dual system by a stronger orientation of the supply towards the needs of the labor market and the introduction of in-company practice learning ("dual elements") in education and training institutions
- Improvement of vocational education and training quality at local and central level.
- Special emphasis-the reintegration of returnees and the inclusion of minorities







Real Property Assessment of Public Schools, Georgia

Study to identify problems and determine most viable and efficient solutions per explored infrastructure component in public schools of Western Georgia, MCA (2019)

- Detailed Building Condition Assessment covering the following major areas:
 - Building Envelope (Windows and Walls)
 - Structural (Foundation and Framing, walls and other load bearing structures)
 - Interior Elements (Stairways, hallways, common areas)
 - Roofing Systems
 - Mechanical (Heating, Ventilation, and Air Conditioning)
 - Plumbing
 - Electrical
 - Vertical Trans (Elevators and escalators, if applicable)
- The condition assessment reports (for each school, municipality, region and whole country) form crucial and essential documents for development of Education Facilities Strategy (long term document) and Educational Facilities Annual Plan.







Dual TVET Programmes and shortterm training courses in Georgia (1)

Private Sector Development and Technical Vocational Education and Training Programme South Caucasus (PSDTVET SC)

- Development of Dual TVET programmes in the Georgian ICT sector, GIZ (2018-2020)
 - Consultation with enterprises in the ICT sector, VET institutions and other relevant stakeholders
 - Drafting of required curricula
 - Comparative analysis of selected Georgian and German framework programmes
 - Development and finalisation of ICT training regulations
 - ICT training for teachers and
 - Training for in-company instructors and for VET examiners
 - Launch of the accreditation process with the TVET QAF
 - Elaboration of a communication strategy and an action plan to promote dual TVET programs in the ICT sector







Dual TVET Programmes and shortterm training courses in Georgia (2)

- Dual TVET Programmes and short-term training courses in the Georgian Transport and Logistics sector, GIZ (2019-2020)
 - Stakeholder Cooperation and Mobilisation
 - Conduct of a Skills Needs Assessment
 - Development of dual-oriented long-term TVET programs in Transport & Logistics
 - Development of short-term training programs in Transport & Logistics
 - Training Concept and Training Provision for TVET Personnel
 - Development of a guideline supporting the Quality Assurance in dual TVET
 - Support to the authorisation process of TVET institutions and companies for dual TVET
 - Elaboration and implementation of the PR and communication strategy for Transport and Logistics sector







Sustainable Economic Development (SED-TVET), Indonesia

Sustainable Economic Development through Technical and Vocational Education and Training & Accompanying Measures, KfW (2013-2016)

- Support to the selected TVET institutions by:
 - Appropriate technical capacity and equipment for training and industry services including training of teachers and instructors;
 - Improvement of testing and quality control;
 - Teaching materials such as demonstration units, teaching aids, training modules, handbooks;
 - Computer hard- and software
 - Prepare and implement teacher and instructor training measures for the use of equipment and its integration into the curricula
- Training support to the 23 pre-selected TVET institutions and 620 participating teachers/managers







Curriculum Development in VET Schools, Northern Cyprus

EU (2020-2022)

Improve the quality and effectiveness of vocational education and training and lifelong learning practices in order to contribute to the provision of adequately skilled labour force within the Turkish Cypriot economy.

- Preparation of a new modularised curriculum, based on the revised Occupational Standards (OS)
- Increasing knowledge, skills and competences of students and their employability
- Better linking the education programmes with the labour market needs
- Capacity development of all VET teachers and inspectors to revise and utilise the newly developed modularised curriculum

Regular labour migration and mobility between North Africa and Europe, Morocco

Language courses up to level B1 of the Common European Framework of Reference for languages as well as A2 and B1 examinations – for apprentices and skilled workers, GIZ (2020-2022)

- Placement tests
- Implementation of intensive A1-B1 German language courses
- A2 and B1 language examinations
- Teaching of job specific elements and intercultural competence
- Social pedagogical support
- Implementation of participant surveys and observation of the classes for quality assurance





Support to TVET, Phase II and III, Rwanda

KfW (2016-2024)

The purpose of the Project is to increase the number of qualified graduates in the selected TVET institutes. The training provided will be according to the Rwandan and competency-based training (CBT) standards and in line with the demands of the private industry and labour market.

- Procurement of equipment
- Rehabilitation / extension of existing facilities
- Strengthening of the mangement of the selected public TVET institutions





AFRIKA KOMMT!



A flagship initiative of German industry for young, future leaders from Africa, GIZ (2021-2022)

The training courses, which last at least four days, are held in three modules at the beginning, in the middle and at the end of the program phase. The contents are coordinated with the practical experiences and the current work situations in the participating companies of the Fellows. The main topics and contents of the three proven International Management Trainings (IMTs) are:

IMT I - Intercultural Competence and Communication

■ IMT II - Change Management and Change Processes

IMT III - Project completion, program reflection and outlook





PSDTVET SC, Georgia

GIZ (2021-2023)

Support of Georgian VET institutions in improving the teaching quality in subjectspecific disciplines through the qualification of VET personnel in five employment-relevant sectors.

- Familiarisation / Situation analysis
- Planning and preparation of the training measures in five sectors (Wine, Tourism, Construction, Transport & Logistics, ICT, Digitalisation in VET)
- Conducting the workshops in Georgia
- Follow-up / Development of training materials



Support to TVET Phase III, Rwanda KfW (2021-2024)

The objective of the FC Programme "Support to the Technical and Vocational Education and Training", Phase II is "to increase of the number of qualified graduates in the TVET institutions benefiting from the FC support" indicated by an increase in the number of students who pass the final CBT exams.

- General and Preparatory Services
- Supply of Training Equipment and Tools, Teaching Aids and Didactic Material
- Civil Works and Construction Activities
- Assistance and Management Support to WDA and the Participating TVET Institutions in Programme Implementation
- Elaboration of an Innovative Financing Mechanism to integrate Private TVET Institutions ("Performance-based Financing Facility" (PFF)")
- Programme Strategies and Documents to be Approved
- Programme Design Workshop





ISEP, Senegal



Feasibility Study for the establishment of a Higher Institute for Professional Education (ISEP) in Mbacké, KfW (2021-2022)

- In-depth analysis phase of the project (construction and equipment of the ISEP)
- Elaboration of a project concept taking into account the location, the target group, the market needs, the synergies with other technical and financial partners, as well as potential risks, all with a strong reference to the sustainability of the measure







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Establishment of Formal Cooperative Training in Mechatronics NVQ L5, GIZ (2021-2022)

The project "Establishment of formal cooperative training in mechatronics NVQ L5" is embedded in the broader project "Vocational Training in Sri Lanka (VTSL)", which aims to increase the access to demand-based cooperative vocational training for Sri Lanka's youth from all sections jointly with both, public and private partners.

- Job Analysis Report
- Curriculum Update
- Training Plan
- Job Descriptions and Selection Criteria for two positions at MAS
- Capacity Development Measures
- Performance Evaluation Criteria
- Neutral Technical Specifications
- Trainee Selection Criteria, as well as Training Contracts of Trainees



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Environment Sector

Our scope of services aims to promote the mainstreaming of sustainable development and to work on preventive and rehabilitation strategies and measures directly related to environmental media:

- Energy and climate: Climate change mitigation and adaptation strategy development and implementation; energy efficiency in companies and buildings; planning of renewable energy concepts.
- Mainstreaming sustainable development: Institutional development for environmental management systems; green economy; socio-economic and environmental impact assessments; preparation for environmental audits; industrial environmental management.
- **Environmental infrastructure**: Feasibility studies on environmental infrastructure; planning of waste management and waste prevention systems.

Integrated Solid Waste Management Kutaisi - Accompanying Measures, Georgia

The main objective of the ISWM project is the environmentally and hygienically sound disposal of domestic solid waste in the Kutaisi/Imreti region. For that purpose two complementary projects are implemented: The Investment Component shall install the investments and the Accompanying Measures Component shall strengthen the capacities of the Solid Waste Management Company of Georgia (SWMCG). The SWMCG is the owner and operator of these facilities and of facilities in other regions.

Our task is to enhance the capacities of SWMCG to manage the implementation of the investment projects and to operate the facilities within a modernized system. Our services encompass:

- Support of Capacity Building and Organisational Development (OD)

 Technical Management and Operations Training of the new sanitary landfill and its transfer stations
 - Support of the Financial Management
- Support of SWMCG's PR Activities
- Support of Awareness Raising and Information Management / Public Awareness Raising
- Training/Support to development of Municipal Waste Management Plans



Employment promotion in the waste management sector (PEMLO), Algeria

Improving employment opportunities in the municipal waste sector, GIZ (2019-2022)

To improve the quality of municipal waste management by strengthening the qualifications of the staff of municipal waste service providers.

- Component 1: Provision of qualified personnel to service providers in the municipal waste management system.
- Component 2: Municipalities ensure the quality of outsourced waste services.
- Component 3: Nation-wide dissemination of successful employment creation measures in the waste sector.



Solid waste management and circular economy (PRODEC), Algeria

GIZ (2017-2019)

Objective:

To improve human, institutional and administrative capacities in the local, regional and national administrations, and among the operators. This supports an integrated waste management system that is creating jobs.

Support areas of the programme:

- Improvements in the municipal collection and transportation of domestic waste, and awareness raising on waste management
- Efficient disposal and sorting at waste management facilities
- Increased recycling of waste
- Improved training and exchange of experiences in the waste sector



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