



ECIAfrica Consulting (Pty) Ltd

Corporate Profile

ECIAfrica Consulting (Pty) Ltd is an African economic development consultancy based in Johannesburg, South Africa. Established in 1994, ECIAfrica has successfully completed over 300 short and long term assignments in 18 African countries for a variety of clients including government institutions, non-governmental organisations, and private sector organizations such as the World Bank, the US Agency for International Development, the UK Department for International Development, and host government organizations in Southern Africa.

ECIAfrica is a partly owned subsidiary of DAI, a leading international development consultancy based in Washington, DC. DAI also maintains offices London, Palestine, Islamabad, Amman, and Mexico City, employing more than 2,500 staff members. ECIAfrica, with its staff of 75 African experts, benefits from seamless alignment with DAI and access to the company's global network of resources, technical expertise, and project management systems.

ECIAfrica provides services in three primary technical areas: Agribusiness and Rural Development; Enterprise Development; and strengthening Public Administration to improve service delivery.

Agribusiness and Rural Development

Broadly defined the company offers two sets of products in the rural development arena: market linkage support; and transaction advisory support services to facilitate private investment in rural areas (agriculture agri-processing and tourism). Current ECIAfrica managed programs include:

Private Sector Led Rural Growth in Northern Mozambique, Swiss Development Cooperative Agency (2010-2013): - aims to reduce poverty in northern Mozambique by promoting private sector development by increasing the economic involvement of the poor in select agricultural value chains based on the principles of "making markets work for the poor" (M4P).

Maruleng and Bushbuckridge Economic Development Initiative (MABEDI), SA Business Trust (2006-2010): The MABEDI is a South African local economic development initiative operating within designated poverty nodes in municipal districts of Maruleng (Limpopo province) and Bushbuckridge (Mpumalanga province). MABEDI facilitated the establishment of 19 community, public, private partnerships (CPPPs) resulting in over £ 125 m in new investment, 4,250 direct and indirect jobs.

Enterprise Development

ECIAfrica is deeply imbedded in support to the transformation of South Africa through enterprise development and opportunities for the historically disadvantaged. Our enterprise development practice is



focused on building business linkages for black entrepreneurs that are sustained and are a win-win within competitive supply chains. Current key programs include:

South African International Business Linkages (SAIBL) - (1998-2011): a program funded under a Strategic Partnership Agreement of the Department of Trade and Industry (DTI) and USAID. The program promotes supplier diversity development by facilitating sustainable business linkages and procurement between large companies and certified, capable black suppliers in South Africa. SAIBL has facilitated the formation of the South African Supplier Diversity Council (SASDC), drawing lessons and support from the National Minority Supplier Development Council of the US and Minority Supplier Development UK - MSDUK.

Black Business Supplier Development Program, Department of Trade and Industry (2010): building on the lessons of SAIBL, the Department of Trade and Industry (DTI) has asked ECIAfrica to develop a training-of trainers program focused on building a network of facilitators to align firm-level processes (module-form) with international best practices to build capacity amongst black business suppliers.

Lonmin-IFC Local Supplier Development Programme, IFC (2009-2010): provides training and development to SMEs as part of the Lonmin Local Supplier Development program. This area-based program encourages local enterprise development in the community surrounding the Marikana Mine in the North West province to become competitive suppliers to the Lonmin Marikana Mines network.

Public Administration

The objective to strengthen public administration to implement policy direction and timely funding for better service delivery is an overarching challenge to peace, stability and economic growth in Southern Africa. ECIAfrica is at the forefront in implementing innovative solutions through programs such as:

Infrastructure Delivery Improvement Program, National Treasury and Development Bank of Southern Africa (2006-2010): an ECIAfrica supported program to address the chronic under-spending on social capital infrastructure – specifically in South African government systems in planning, budgeting, building and maintenance of primary schools. ECIAfrica placed in four provincial administrations supporting Provincial Departments of Education and Public Works, to build capacity and strengthen systems for sustainable, planning and management of school infrastructure delivery.

Democratic Republic, Congo - Development of Practitioner's Guides on Best Practice and Lessons Learned on South African Provinces, (2009-2010): through the DRC Trilateral Alliance Initiative, between the South African Department of Provincial and Local Government (DPLG), the Democratic Republic of Congo (DRC) and USAID, ECIAfrica was tasked to develop a Practitioner's Guide based on best practices and lessons learned in South African provinces to assist the DRC and other African countries in their decentralization efforts through sharing of experiences learned in South Africa and other African countries that have gone through decentralisation efforts and post war reconstruction and development.

For additional information please contact:

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