



FOUR PILLARS

BRIDGING THE GAP

Governmental Organisations / Non-Governmental Organisations



Procuring goods/services for more than 100 billion USD each year and increasing



Procuring only from registered, approved and preferred suppliers/partners



Have formalized procurement and approval processes



Have formal requirements for registration, documentation, submission of bids and ways of contacting and meeting



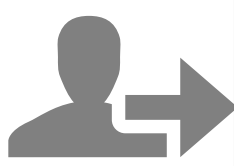
Usually run tender processes for most procurements



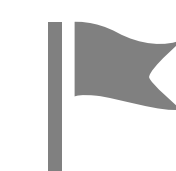
They are a huge customer potential with requirements also for signing Long Term Agreements with selected suppliers.



They pay on time

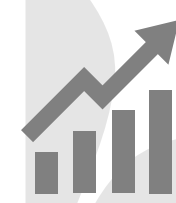


They approach preferred partners and suppliers directly when having urgent requirements.



They are a fantastic reference for their suppliers

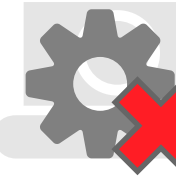
Our Clients/Potential Clients



Have a need/desire for grow their business



Have a product/service which could be of interest for a GO/NGO



Have no or limited experience supplying or partnering with GO/NGO's



Have no or limited knowledge on how to approach GO/NGO's



Have no or limited knowledge on how to find and evaluate tenders and other requirements



Have no or limited knowledge on responding to tenders, EOI's, RFQ's, RFP's, ITB's etc.



Have no or limited network and contacts within the GO/NGO's

Four Pillar Advisors



Have vast experience on how to build business and relations with GO/NGO's and how to comply to their requirements.



Have a huge and developed personal network within the GO's/NGO's



On a weekly basis meets with different GO's/NGO's to discuss their challenges, current and future procurement and partner needs



We know the different processes and procedures – and know how to manage these successfully