

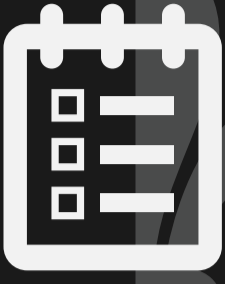


FOUR PILLARS

BRIDGING THE GAP

PILLAR 1

Duration typically 1 month



Assessment of clients capabilities, goods and services in relation to past, present and future requirements from GO's/NGO's

Assessment on which GO's/NGO's match the client capabilities, goods and services the best

Presentation of results to client resulting in which GO/NGO's to initially focusing on

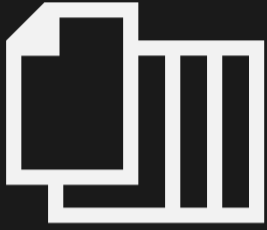


Decision on specific actions to take

Deciding on KPI's/Deliverables etc.

PILLAR 2

Duration typically 2 months



Developing and formulating complying documents, assurances etc.

Developing an online library of necessary and complying documents

Formal registrations



Global Compact registration

Dialogue about the results of the registrations

PILLAR 3

Duration typically 4 months

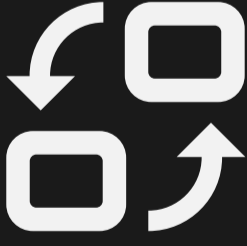


Formal presentations to the specific GO/NGO's, centrally at HQ, regionally and locally.

Building awareness about the client's capabilities, goods and/or services

PILLAR 4

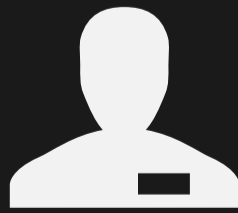
Duration typically 5 months



Setup of internal tender response procedure

Internal training

Tender-/Bid Management



Assistance in hiring extra resources if/when required

Handover to client's own staff

Evaluation and decision how to proceed