

1. Management consultant?



2. Contact us



3. Show us your expertise



6. Success



5. Develop your expertise



4. Deliver projects

**1. Management consultant?** We work with registered consulting companies and with individual consultants who have experience helping businesses grow.

**2. Contact us.** You can reach us by email or phone, or arrange a visit to our offices to talk with one of our staff. Visit [www.ebrd.com/knowhow](http://www.ebrd.com/knowhow) for more information.

**3. Show us your expertise.** To work with us you need to show us your track record in at least one of the areas above and provide client references.

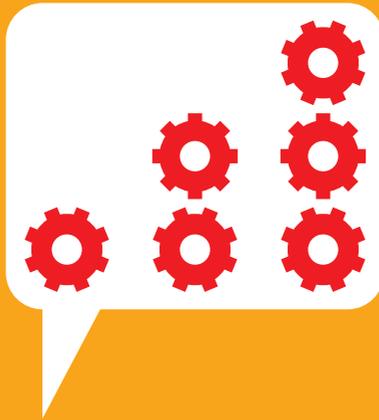
**4. Deliver projects.** Once selected for a project, we'll support you through implementation, from design to delivery.

**5. Develop your expertise.** While working with us you'll have the chance to participate in our training opportunities.

**6. Success.** We keep in touch with all of our consultants to make sure the help we're providing is helping you achieve your goals.

# Management consultant? *Know how* to work with us.

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# Businesses need your *know-how*.

At the European Bank for Reconstruction and Development (EBRD), we don't just provide finance. We also provide business advice to small and medium-sized businesses in more than 30 countries.

We believe that businesses need professional *know-how* to grow and stay competitive. We also know that while successful consultancy projects can transform businesses, many of the companies we work with have never sought outside help before and find it difficult to know where to place their trust.

That's where we come in. We connect businesses with local consultants for dynamic projects in a range of areas of expertise, explaining the process and sharing the project cost with the client.

**“Just like we tell our clients, sometimes you need someone else's expertise to learn. Working with the EBRD has brought us more and better projects.”**

***Director of Marketing,  
local consulting company, Serbia***

## **Business advice**

Whether you are a specialised consulting company or provide a broad range of services, we are looking for experts who can help our clients achieve their goals.

Our overall aim is long-term change for our clients. Whatever their need, be it:

- strategy
- marketing
- organisation
- operations
- technology
- engineering solutions
- quality management
- financial management
- energy efficiency and environment

We need your *know-how* in these areas to help our clients take the next step.

Our clients demand high-quality services. In return, we make sure working with us is as simple as possible. We support you through the project process, from the diagnostic phase through to completion, helping you establish a working relationship with the client and ensuring that each project has a clearly-defined scope.

Our results speak for themselves. 84 per cent of our clients have never worked with a consultant before starting their project. By the time we carry out our project evaluation one year after the project is completed, 95 per cent say they would hire a consultant again – and almost half have already done so.

Working with us also means you join a growing network of over 7,000 professionals. This gives you the opportunity to exchange ideas, and share best practices for your field. Together, we have already helped more than 30,000 companies fulfil their growth potential.

### Professional development

We know how important it is to keep broadening your expertise. We offer our consultants lots of opportunities for continuous professional development. This begins with introductory courses to help new consultants establish their business and learn essential consulting skills. For more experienced consultants, we offer advanced training in areas like sales and marketing, business diagnostics and project management. We can help you expand the services you offer with specialised training in technical areas like energy efficiency or export promotion. All our courses build on each other, so you can take as many or as few as are relevant to you. To find out what we offer in your country, see our website at [www.ebrd.com/knowhow](http://www.ebrd.com/knowhow) or contact your local office.

We have worked with more than 1,500 technology consultants to introduce sophisticated management information systems.



In Tajikistan, we helped introduce the first ISO:9001 standard in the country. Since then we have seen the demand for quality management projects grow and grow.