



GECLOSE2EU

PROJECT CATALOGUE OF BENEFICIARY COMPANIES

BUSINESS CONSULTING



GECLOSE2EU

PROJECT CATALOGUE OF
BENEFICIARY COMPANIES

BUSINESS
CONSULTING



The project GEclose2EU is implemented by the Economic Policy Research Center (EPRC) in cooperation with Enterprise Georgia Agency.

This catalogue has been produced with the support of Sweden.

This catalogue aims to increase visibility and awareness of 26 Georgian Business Consulting companies in order to expand on European market and diversify their services internationally. The Georgian Business Consulting sector has a solid export potential, which can be utilized through new partnership and collaboration, resulting in expanding locally and internationally. As an overall outcome these companies will play a significant role and contribute to the economic development of Georgia.

ABOUT THE PROJECT

The Economic Policy Research Center (EPRC) in partnership with Enterprise Georgia Agency and with the financial support of the Government of Sweden implements a project - GEclose2EU (Georgian Business Close to Europe). The project runs for three years (2018-2021) and aims to support SMEs in Georgia, to increase their visibility on European markets and create new opportunities for their internationalization.

ACT

ACT (Analysis & Consulting Team) is a global research and consulting company, founded in Georgia in 2002. The company mainly works in developing countries and helps organizations across the private and public domains generate sustainable change and impact societies in which they operate.

ACT has a track record of more than 5,000 projects successfully implemented in more than 10 different countries across the globe.

ACT stands on two pillars: ACT Business, focusing on the private sector, and ACT Impact working with donors, governments and social partners.

With more than 15 years on the market, the firm boasts a truly exceptional network of professionals: more than 100 staff are permanently employed in three offices; up to 1,000 contractual workers support the clients through every stage of project design and implementation.

ACT blends a long-standing expertise and experience in using data and research evidence to deliver consultancy and policy advice across a plethora of fields: from education and social policy to business development, to infrastructure and environment, among others.

Headquartered in Tbilisi, Georgia, ACT has two permanent, fully equipped representative offices in Azerbaijan and Kazakhstan. In 2017, the head office moved into a new built to suit space. The building features state-of-the-art research and project execution infrastructure, offering the firm's partners and clients full back-office support, including temporary offices space, access to secure servers and office facilities.



ACT RESEARCH AND STRATEGIC CONSULTING



ACT (Analysis & Consulting Team) is a global Research and Strategic Consulting company, founded in Georgia in 2002.

Today, ACT stands as a premium Consulting Company providing its services to Blue-Chip clients: private companies, governmental and non-governmental Organizations, both domestic and international. The company mainly works in developing countries and helps organizations across the private and public domains to promote sustainable development and impact societies in which they operate.

Thanks to its philosophy and vision, ACT grew from a tiny operation run from a private apartment to an international company employing more than 100 permanent staff, with representative offices in Azerbaijan and Kazakhstan, and a track record of more than 5,000 projects successfully implemented in more than 10 different countries across the globe.

ACT stands on two pillars: ACT Business, focusing on the private sector, and ACT Impact working with donors, governments and social partners. We are a team of devoted professionals eager to invest our time, energy and expertise in creating change that matters together with our clients and partners.

CONTACT INFORMATION

📍 #8 John Shalikashvili Str., Tbilisi, Georgia
 ☎ +995 32 2 422 322
 ✉ geo@act-global.com
 🌐 www.act-global.com

AGIC CONSULTING

Established in 2007, the business consulting firm AGIC is a member of “PrimeGlobal”, one of the three largest associations of independent audit and accounting firms in the world. Having an outreach to partners in more than 85 countries, enables the consultants to implement global projects and tackle complex jobs.

AGIC has been providing business consulting services since 2015, including (but not limited to) the following core directions:

- ▶ Market Research – AGIC helps clients assess business opportunities by providing a thorough analysis of the markets and niches. Whether it is understanding the industry, trends, and growth opportunities or studying the competition, pricing, and supply chain.
- ▶ Business Plan – the firm’s professional business plan services include developing a dynamic, comprehensive, cost-effective and professionally written customized business plan.
- ▶ Development of Accounting Policies - the team assesses the company’s business activities, liabilities, and capital, company taxes, and expenses make tax reports and manage the taxes correctly.
- ▶ Development Marketing Strategies and Services – AGIC helps new entrants to the Georgian, Armenian & Azerbaijan markets by management of various projects. It entails everything that enables clients to focus on their core business while the consultants worry about various projects, tasks or details for them.
- ▶ B2B Meetings - Benefits of B2B meetings are maximized when one thoroughly understands what visitors and delegates expect. AGIC assist in finding and qualifying suitable local companies, profiles and match them with the foreign delegates. The third stage entails organizing actual logistics of the meetings and supervising the process. The final step involves a survey of the participants and evaluation of the results.

The company AGIC is responsible for advisory services including financial, accounting and marketing strategies.



AGIC
Consulting Services

Market Research – AGIC helps clients assess business opportunities by providing a thorough analysis of the markets and niches. Whether it is understanding of the industry, trends, and growth opportunities or studying the competition, pricing, and supply chain.

Business Plan - Our professional business plan services can help you develop a dynamic, comprehensive, cost-effective and professionally written customized business plan.

Development of Accounting Policies - Our team will help you assess the company's business activities, liabilities, and capital, company taxes, and expenses make tax reports and manage the taxes correctly.

Development Marketing Strategies and Services – AGIC helps new entrants to the Georgian, Armenian & Azerbaijan markets by management of various projects. It entails everything that enables clients to focus on their core business while we worry about various projects, tasks or details for them.

B2B Meetings - Benefits of B2B meetings are maximized when we thoroughly understand what visitors and delegates expect. Then we find and qualify suitable local companies, profiles and match them with the foreign delegates. The third stage is to organize the actual logistics of the meetings and supervise the process. The final step is to survey the participants and evaluate the results.

CONTACT INFORMATION

📍 Kavtaradze Str., first turn N10, 4th floor, Tbilisi, Georgia 0171
 ☎ +995 322 500 130
 ✉ b.bibiluri@agconsulting.ge
 🌐 www.agconsulting.ge

BIA

BIA is a leading supplier of company profiles, marketing lists, and business field surveys to local and foreign investors. BIA manages the largest and continuously updated online database of more than 45,000 economically active companies in Georgia. 30 business categories, 1200 business fields and contacts of more than 80,000 companies. BIA is the first Georgian company, that serves to create and process business information. The information can be filtered by more than 100 criteria, efficiently in order to get various specific information.



CONTACT INFORMATION

📍 #47/57 M. Kostava Str., 0179 Tbilisi, Georgia
☎ +995 32 219 55 55
✉ info@bia.ge
🌐 www.bia.ge

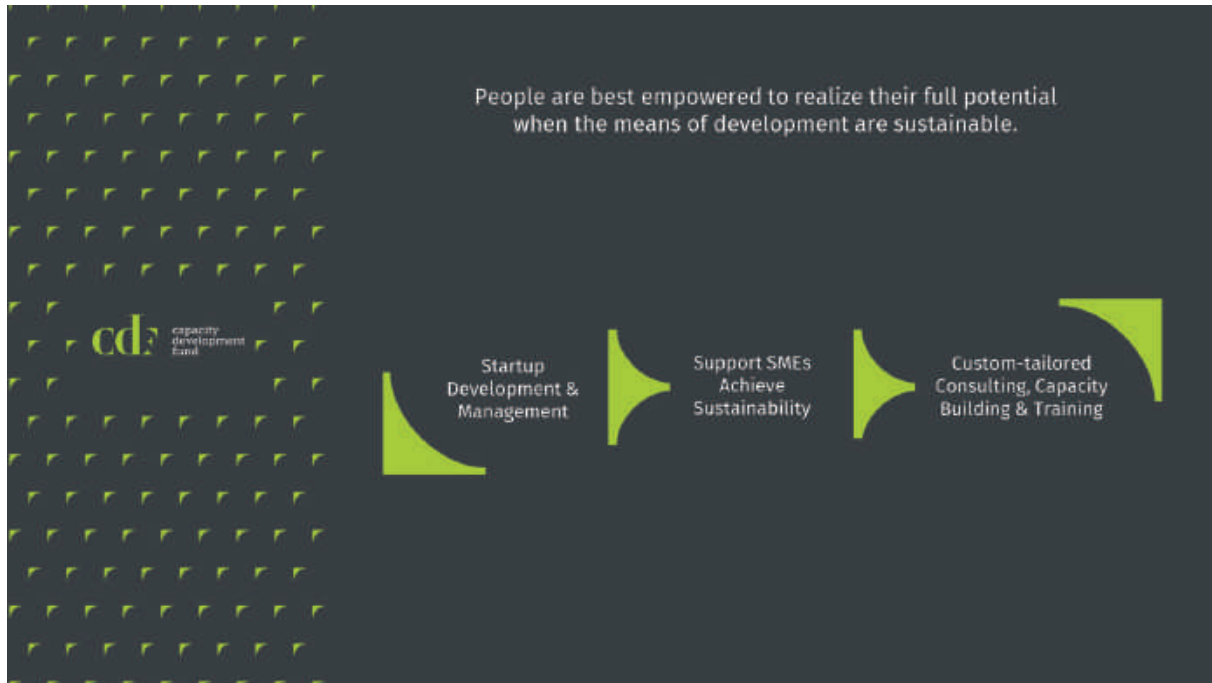
CAPACITY DEVELOPMENT FUND

Established in September, 2016, Capacity Development Fund is a multipurpose company specialized in management, strategy and organizational/institutional development.

CDF's main operations include: supporting SMEs in capacity building, maintaining growth and creating sustainability; providing consulting and training services to organizations in a variety of fields through custom-tailored approach while involving top-tier experts; establishing, managing and investing into local startups.

Company services:

- Change & Transformation Management;
- Private, Public and Civil Sector Organizational Development;
- Training & Capacity Building;
- Digitalization;
- Brand Strategy;
- Retail & Trade Marketing;
- Marketing Communications;
- Project Management;
- Export Strategy & Development;
- Startup Development;
- Financial Advisory Services.



CONTACT INFORMATION

📍 #10 Akhmeteli Str., Tbilisi, Georgia
☎ +995 595 35 00 55
✉ os@capacity.ge
🌐 www.capacity.ge

GBP

Georgian Business Platform | GBP LLC is a Startup company established in 2017, which works on the promotion of Georgia, as an emerging market to do successful business, by outlining its high investment potential to the international stakeholders. It offers number of business services to its foreign customers who intend to enter into business relations with Georgian counterpart.

Services offered by the GBP LLC include, inter alia, market entry advice, guidance and full assistance through each stage of the whole process, finding a Georgian business partner, provision of investment research and full support in successful implementation of the initiated project.

Prospect clientele of GBP LLC are foreign business entities, thus, due to the high number of the competitors, the services offered by the GBP LLC are efficient and cost effective; it is the 'one stop shop' for the customer, as GBP LLC, is also able to deliver any related enquiries through its partner companies, like legal and taxation consultation, marketing and branding support.

GBP LLC has partnerships with different international exhibitions abroad, which gives the possibility to Georgian companies to participate on the offered business events with special discounted rates, as well as, GBP LLC, itself, participates on different Forums, Summits and business shows, in order to raise awareness, connections and credibility, as well as to promote doing business in Georgia.

GBP LLC aims to serve as a central contact point to all foreign business entities who seek to invest, expand or settle in Georgia.



CONTACT INFORMATION

📍 #38 Irakli Abashidze Str., 0162 Tbilisi, Georgia
☎ +995 598 13 00 30
✉ info@gbplatform.ge
🌐 www.gbplatform.ge

GASTRONAUT

Gastronaut is a Food & Beverage Business consulting firm established in 2011. Since then, the company has been focusing on delicious adventures in the field of hospitality. Together with the clients, Gastronaut creates projects of international standards, which are further ranked as leaders. The company believes that properly selected concept, gastro branding, design and creating a food menu is one of the main preconditions for success in the field. The goal of the team is to establish high quality in Georgian gastronomy and to innovatively recreate existing projects. That is why all their projects are aimed at the development of the field.



Products and Services:



F&B Outlet Concept



Gastro Marketing and Communication



Branding



Marketing Food Styling



Gastro Interior Design



Mystery Guest



Food Menu Recommendations



F&B Outlet Management

WWW.GASTRONAUT.GE
INFO@GASTRONAUT.GE

CONTACT INFORMATION

📍 #132 Tsinamdzghvishvili Str., 0112 Tbilisi, Georgia

☎ +995 577 94 71 63

✉ info@gastronaut.ge

🌐 www.gastronaut.ge

CAPSTONE GROUP

Capstone Group collaborates with cross-functional & globally successful organizations and experts in order to solve current & biggest issues of enterprises, communities and leaders.

The consultants share knowledge and expertise to build a lean organization that allows leaders and entrepreneurs to focus their resources & effort on key activities of the business.

Having a long-term experience, Capstone founders have incorporated management-consulting group in early 2018 in USA. Their effort soon became fruitful and company expanded in Georgia and Greece.

The greatest purpose of Capstone Group's existence is to contribute to business development by solving particular problems and challenges, guiding leaders & managers, coaching and training people.

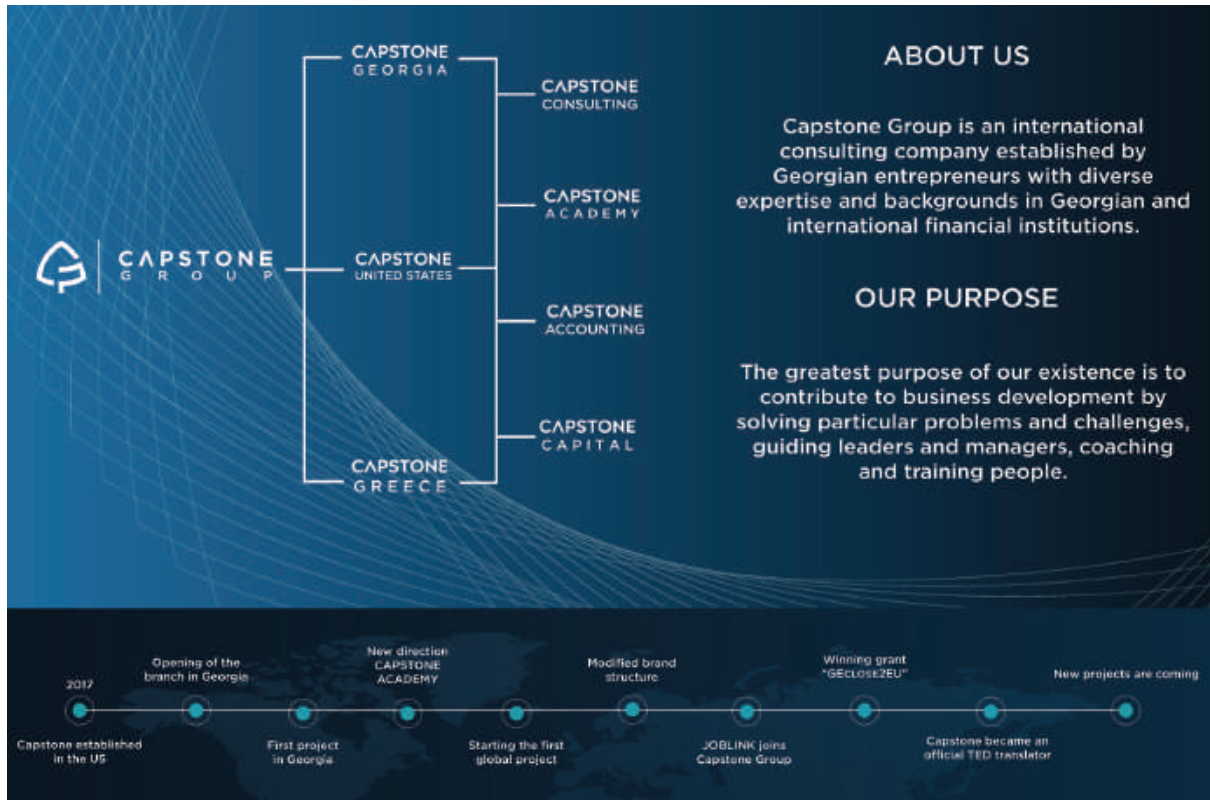
Prospective clients hire consultants because they have decided that the old way of doing things, whatever that is, is no longer competitive, or cost efficient or both. They want to learn a better way to do things that will benefit, first their customers and then, themselves.

The company works with small to medium size organizations to help them better serve their customers and in doing so, maximize customer value, by teaching them to become lean. A lean organization understands customer value and focuses its key processes to continuously increase it, while using fewer resources for it.

To accomplish this, lean thinking changes the focus of management from optimizing separate technologies, assets, and vertical departments to optimizing the flow of products and services through entire value streams that flow horizontally across technologies, assets, and departments to customers.

Capstone Group services include, but are not limited to:

- | | |
|--|---------------------------------------|
| ▶ Lean Management | ▶ Organization Planning and Execution |
| ▶ Business Plan | ▶ Strategic Consulting |
| ▶ Feasibility Study | ▶ Global Expert Consulting |
| ▶ New Product/Service Planning and Execution | ▶ Training |
| ▶ Management Outsourcing | |



CONTACT INFORMATION

📍 #1 Rustaveli Ave., 0105 Tbilisi, Georgia
 ☎ +995 551 21 99 21
 ✉ info@capstoneprg.com
 🌐 www.capstoneprg.com

DEPA

Development Evaluation and Progress Assessment (DEPA) Consulting is focused on providing consultation and capacity building services in the following areas: monitoring and evaluation (M&E) system design, program/project evaluation (baseline, mid-term, terminal/final), performance monitoring, needs assessment, sector assessment, institutional development, policy planning, data and information management and other related services including the trainings in above listed fields.

DEPA Consulting aims to improve the impact of the projects, the programmes and policies through high quality services, innovative techniques, and tools to guide evidence-based decision-making.

The team consists of national and international experts from different countries, specialized in particular fields, having strong academic knowledge and extensive practical experience.

DEPA Consulting works with multilateral and bilateral donors, international and national non-governmental organizations, and host country governments and counterparts.



CONTACT INFORMATION

📍 #32 Zhgenti Str., 0183 Tbilisi, Georgia
☎ +995 599 777 337; +995 577 502 506
✉ info@depa-consulting.com
🌐 www.depa-consulting.com

ESCO-S

Esco-s is private company operating on Georgian market of energy-efficient, renewable energy and sustainable solutions for all kind of buildings and operations.

The company helps clients transform the way energy is used in their facility. Esco-s focuses on reducing wasted energy by correcting inefficiencies in the mechanical, electrical and plumbing systems (MEP) and building envelope through energy efficiency and sustainability solutions.

Esco-s offers a full suite of energy efficiency and sustainable design consulting services. The consultants collaborate with building owners, architects and engineers to identify and integrate viable sustainable design strategies into projects to optimize overall energy and environmental performance in new construction and existing buildings. The company's customers include government agencies, universities, state and local governments, school districts, hospitals, and industrial and commercial businesses.

Esco-s professionals are recognized for expertise and technical depth in developing and implementing comprehensive energy efficiency, performance-based and build/own/operate distributed generation, cogeneration or combined heat and power (CHP) projects, as well as verifying energy savings according to accepted industry practice and consulting or contracting for commodity electricity or gas supply.

For further development, the team of Esco-s would like to provide energy auditing, commissioning and retro-commissioning, energy & daylighting analysis, LEED certification consulting services. The closest goal is to get accreditation as an Energy Service Company (ESCO) and Energy Service Provider (ESP).



CONTACT INFORMATION

📍 #11 Liakhvi Str., 0192 Tbilisi, Georgia

☎ +995 595 54 50 56

✉ cotourbazalei@gmail.com

EXPERTO

Experto is a Consulting firm based in Tbilisi providing Entry Market Services for European Exporters interested in Georgian and Azerbaijan markets.

The company provides following services:

- ▶ Exhaustive Partner search based on specific criteria of the client,
- ▶ Commercial prospection for the company in the region,
- ▶ Business meeting organization and support during the company business visit,
- ▶ Market study, qualitative or quantitative,
- ▶ Support during investment first steps,
- ▶ Optimization of project in the region,
- ▶ Support and partner search for tenders in Georgia,
- ▶ Other requests with a tailored answer of the client's needs.

Experto is representing in Georgia on a permanent basis, companies like Saint-Gobain-PAM, HPP, Menard (Vinci Group), CMI Environment, SETEC, Sommet de l'Elevage, Mexel and Group Bateau.

The Company has consolidated a strong experience in the region with more than 140 client engagements since 2011 in various sectors.

Experto Consulting is working in coordination with main Chambers of Commerce, Business Associations, State Institutions like Business France, USAID, AWEX and with a network of private Consultants based in Europe and in all the CIS countries and Turkey.

Experto is the only consulting company with several years of experience in retail store checking for FMCG, DIY and pharmacy in Georgia.

The team has deep knowledge of local business sectors and strong experience with local administrations, which is driven by a strong entrepreneurial spirit with a focus on results.



CONTACT INFORMATION

📍 #8 Arakishvili Str., 0179 Tbilisi, Georgia
☎ +995 577 55 50 59
✉ contact@experto-consulting.ge
🌐 www.experto.ge

FINLAB

LTD Financial Laboratory offers its clients a variety of services in financial management, including, but not limited of business valuation, financial modeling, implementing financial to standards (IFRS, IFRS for SMEs, Georgian local standard), preparing business plans, outsource financial reporting, raising capital, corporate trainings, coaching. Financial Laboratory's corporate culture is based on three main values: professionalism, flexibility and confidentiality, and its main focus is always on clients' individual needs and circumstances.



- ✓ **FINANCIAL SERVICES**
- ✓ **CONSULTATIONS**
- ✓ **CORPORATE TRAININGS**
- ✓ **COACHING**



CONTACT INFORMATION

📍 #50 Chubinashvili Str., Tbilisi, Georgia
☎ +995 577 05 11 98
✉ Info@FinLab.ge
🌐 www.FinLab.ge

GEC

GEC is a boutique business consulting company, implementing systemic business solutions to large and medium enterprises/ organizations and start-up companies, that need efficient business advises to grow and change. The company works with both private and public organizations.

Since establishment in 2010, GEC successfully implemented over 90 projects, became a member of International Society for Performance Improvement, became exclusive representative of IFS (a leading global provider of enterprise software) in Georgia, Armenia and Azerbaijan and opened representative offices in capital of Kyrgyzstan, Bishkek and largest metropolis of Kazakhstan, Almaty.



CONTACT INFORMATION

📍 #37/2 Paliashvili Str., suite 23A, Tbilisi, Georgia
☎ +995 322 227 416
✉ info@geccorporation.com
🌐 www.geccorporation.com

GEPR

GEPR is a privately owned and independent company, which serves its clients with consulting services since 2002. GEPR's mission is to build confident and corporate relations between its clients and society. The company aims to promote professional and efficient working standards in Georgia.

GEPR offers services in PR Consulting, Business Consulting, Management Consulting, Strategic Planning and Development, Communication Strategic Development, Media Relations, Social Media, Information Support, Event Management, Branding, Internal PR, Trainings, Crisis Management, Campaign Management, GR, Lobbyism and etc. The company cooperates closely with partner companies in the field of research, advertisement, production, electronic and printed media.

Through the years, GEPR's services developed from pure PR and Marketing Communications Consulting to full scale consulting services and now already includes Business Consulting, Business Process Analysis and Improvement and Management Consulting (Needs Assessment and Strategy & Action Plans Development) for private and public organizations.

The company is promoting social responsibility in the society as one of the basic values. For that, GEPR, together with CiDA, co-founded Social Responsibility Club, informal union, which aims to improve social welfare through promoting the practice of corporate social responsibility and unites more than 70 local and international companies in Georgia from Private, State and International Sectors and Media.

GEPR shares norms of international charters and professional ethics codes. Starting from 2007 the company works according to QMS ISO 9001:2008 and is a member of CEEPR-net – the professional network of independent PR agencies of Central and Eastern Europe.

In 2007 GEPR co-founded and since then is managing GAU Tbilisi PR School – leading educational institution, with practitioner and successful professionals delivering lectures, where students are receiving high quality innovative and specialized education according to western standards.

GEPR is a co-founder of Association of Communication Agencies of Georgia, Association of Quality; Member of: DWV, MOSTRA Global Network, GSMA, Georgian Employers Association. Since 2016, GEPR is an official and sole partner of Ketchum in Georgia.



CONTACT INFORMATION

📍 #3 Aleksidze Str., 0193 Tbilisi, Georgia
☎ +995 322 470 042
✉ info@gepra.ge
🌐 www.gepra.ge

INNOVA

Over the course of 12 years, Innova's services have been employed not only by private corporate entities, but also by non-profit and non-governmental organizations.

Defining the importance of the issues, pre-requisites and expected outcomes lay the basis for a cooperative process, which yields purposeful and valuable results.

The aim of the consultancy practice is to assist clients in identifying the most suitable paths of development. The firm does not provide ready-made, prescribed solutions. Instead, Innova firmly believes in an individual approach in carrying out each consulting assignment.

Through regular meetings with clients, where opinions and ideas are shared, the team ensures that the working process progresses in the right direction, while the input and the contribution of the client guarantees the adequacy of and the familiarity with the outcome.

Innova's working style details the clients' active involvement in the working process, ensuring that the end result satisfies their specific needs.

At the beginning of each consulting assignment, the consultants strive to clearly understand the needs and concerns of the client.

The company's twelve-year experience in management consulting allows providing professional guidance consistent with the needs of the clients: be it large companies that seek to further develop their business, or start-ups which are just about to establish themselves on the market.



COMPANY PROFILE

Over a decade of experience in sharing business management
knowledge and expertise with Georgian organizations



CONTACT INFORMATION

📍 #79 Irakli Abashidze Str., 0162 Tbilisi, Georgia
☎ +995 32 222 25 45
✉ info@innova.ge
🌐 www.innova.ge

INTERNATIONAL SALES INSTITUTE

International Sales Institute (ISI) is a training center, offering Trainings, Consulting and Research services aimed to help the clients improve sales skills.

International Sales Institute does its homework, through meticulous research of relevant industry needs, SWOT analysis and business analytics, and only when prepared, offers trainings to its trainees.

ISI offers corporate and open courses too. The training and consulting center is dedicated to achieving one goal: improving people, improving business.

Currently the Institute is focused on one major project - Sales MBA, the course developed for the young people under 25, with no previous experience but interested in sales. The participants are chosen through a round of interviews; the students are further offered employment opportunities with the partner companies. The tuition is free, the fees are fully financed by International Sales Institute.



**BUSINESS
CONSULTING**



RESEARCH



**ONLINE
COURSES**



TRAINING

www.isi.ge
info@isi.ge

CONTACT INFORMATION

📍 #13 Korneli Chaladze Str., Tbilisi, Georgia
☎ +995 577 30 30 22
✉ david@chikvaidze.ge
🌐 www.chikvaidze.ge

ISO CONSULTING

“ISO CONSULTING LLC” is a group of local and international consultants, trainers and assessors specialized in the development, implementation and auditing of Management system standards in various disciplines.

The mission of the company is to establish European and international standards for the local society that will facilitate the development of education, science, techniques and technologies in Georgia.

–ISO Consulting aims to create additional value for the clients with the daily activities and improve the supply chain through the enhanced quality, safety and reliability of products and services.

Since 2004, the local consultants have gained extensive experience in the implementation and certification of ISO standards. The team gained great experience of working in different industries and enterprises. Today the company serves 150+ organizations in Georgia.

In 2013, ISO Consulting was the 1st Georgian consulting company that could deliver the IRCA's approved training programs in Georgian language. Training programs are designed by “Lloyd's Register” (UK). 800+ delegates are receiving trainings annually. Customer feedback indicates that 100% of training participants will attend other trainings again.

ISO Consulting is the first Georgian organization that has managed one of the difficult projects of CE marking in the medical sector for the Georgian Organization in 2014.

In 2016, USAID/REAP and APMA distinguished “ISO Consulting” as a leading company for the outstanding performance in the ISO and HACCP certification for the organizations working in the agricultural sector and was awarded with the “Certificate of Excellence”.

In 2018, the local consultants got official approval by IFS and got status of “IFS certified consultants”, accordingly they have been registered in IFS database.

For 2020, “ISO Consulting” will be an Approved-training provider for IFS and BRCGL standards.

Today the company closely cooperates with American Society for Quality (ASQ). ASQ's products will be available in 2020.

ISO Consulting

Consulting, Verification, Training, Auditing



- ☑ Consulting
- ☑ Verification
- ☑ Training
- ☑ Auditing

www.isoconsulting.ge

ISO 9001 GFSI HACCP ISO 50001 ISO 45001:2018 FFSC 22000 Lean-six sigma BRC ISO 22000

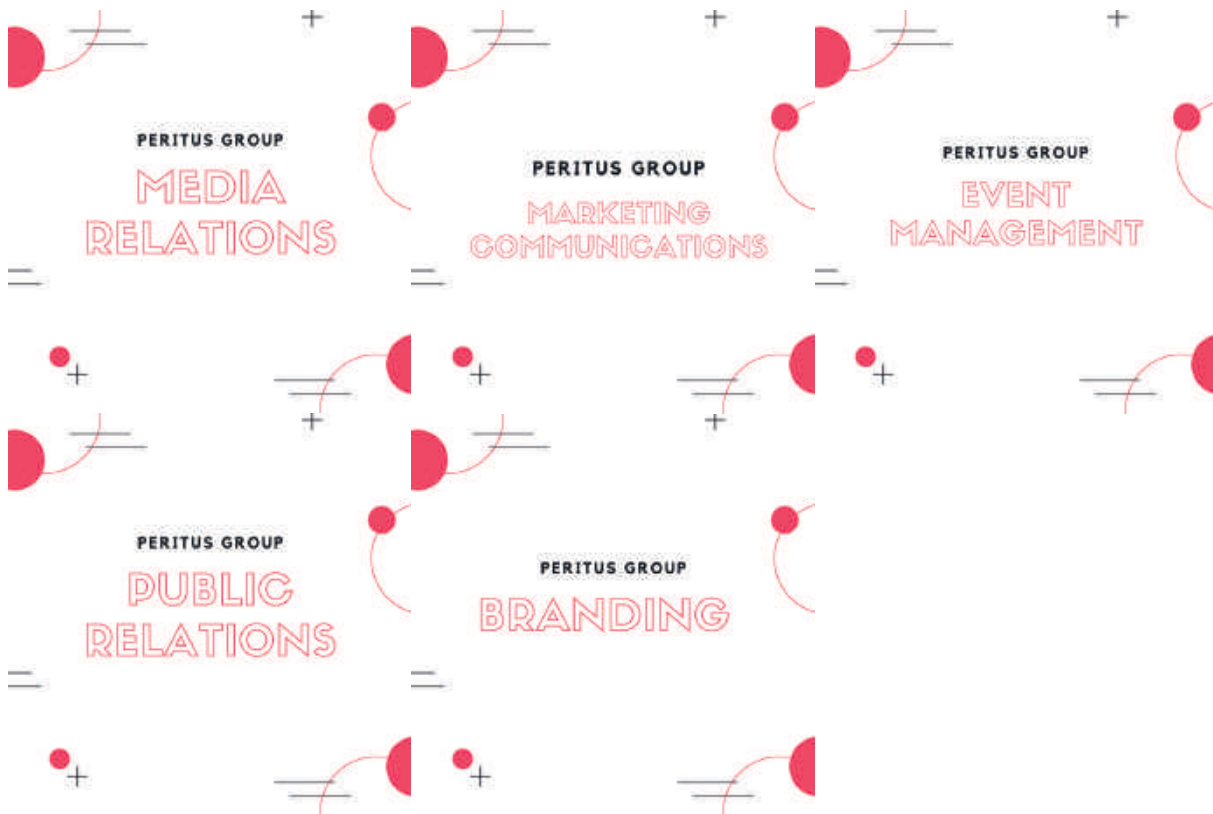


CONTACT INFORMATION

📍 #6 Tornike Eristavi Str., 0101, Tbilisi, Georgia
☎ +995 593 118113
✉ didberidze@isocosnulting.ge
🌐 www.isoconsulting.ge

PERITUS GROUP

Established in 2009, Peritus Group is a team of young and spirited practitioners in the field of integrated communications with fresh ideas and vision. Modern technologies, flexibility and active nature of the team enables Peritus Group to deliver quality services. While consulting the clients, the team puts knowledge and enthusiasm together with all the experience gathered through the years by local and foreign experts. Company offers three key services: PR consulting, media relations and events management. Since 2010, Company has elaborated and implemented 35 strategic communications plans, 30 media meetings & local and international tours, 40 press conferences and 50 medium and large scale events.



CONTACT INFORMATION

📍 #87 Vaja-Pshavela Str., Tbilisi, Georgia
 ☎ +995 577 141 444
 ✉ info@peritus.ge
 🌐 www.peritus.ge

PMCG

Delivering Progress for a Better Future

Policy and Management Consulting Group – PMCG, founded in 2007, is an international development consulting company, primarily focused on transitional and developing countries.

PMCG has an extensive hands-on experience in delivering progress, supporting countries to advance economic development, democracy and good governance through policy, structural and administrative reforms oriented towards the following: Business environment, doing business and socio-economic reforms, policy elaboration and institutional capacity development. PMCG assists governments, the private sector, as well as international and civil institutions by delivering simple, comprehensive and progressive services tailored to their needs.

Having sound knowledge of countries in transition, PMCG is building an effective synergy of local and international expertise to support partners on the path of development, bringing global vision and best relevant practices into the local environment.

PMCG specializes in:

- ▶ Policy Advising – Delivering Progress to Countries in Transition;
- ▶ Institutional Development and Capacity Building – Improving Efficiency and Enhancing Performance;
- ▶ Monitoring and Evaluation – Providing Insight for Tangible Results;
- ▶ Infrastructure Development – Adapting Global Experience to Fix Local Challenges;
- ▶ Corporate Development and Management Consulting – Facilitating High-Performance and Profitability;

PMCG has led projects in East Europe, Middle East and North Africa, Afghanistan, Caucasus and Central Asia and Africa, cooperated with bilateral and multilateral development institutions, such as: United States Agency for International Development (USAID), European Commission (EC), The World Bank (WB), United Nations Development Programme (UNDP), Asian Development Bank (ADB), and Japan International Cooperation Agency (JICA).



WE BELIEVE IN LIBERTY, INTEGRITY, INNOVATION, DIVERSITY, TEAM WORK AND PROFESSIONALISM

We support governments, the private sector, as well as international and civil institutions, by delivering simple, comprehensive and progressive services tailored to their needs, focusing primarily on economic development, freedom and prosperity. By combining our vast experience and knowledge, both globally and locally, we steer our clients toward achieving greater success.



247
AFFILIATED
CONSULTANTS



134
ECONOMIC
PUBLICATIONS

203
IMPLEMENTED
PROJECTS



164
CLIENTS &
BENEFICIARIES



5000
POOL OF
CONSULTANTS



168
POLICY DOCUMENTS
& REGULATORY
IMPACT ASSESSMENTS

CONTACT INFORMATION

📍 #61 Aghmashenebeli Ave., 4th floor, Tbilisi 0102, Georgia
 📞 +995 32 2921 171
 ✉ office@pmcg.ge
 🌐 www.pmcg-i.com

PMO

PMO is a management consulting company that provides expert knowledge and a myriad of services to organizations across industries.

PMO services are distinguished by superb quality, true innovation and a client specific approach. Consultation is being offered to organizations assisting in meeting growth and expansion goals.

The team is recognized for its professionalism, integrity, and devotion to work, demonstrating a high degree of responsibility and mutual reliance.

PMO Business Consulting has its roots back in 2005 when the company's founders started offering business consulting services to leading Georgian companies. The team experienced quick growth due to its high performance and in 2011 PMO Business Consulting was founded. Since then the company has grown to become one of Georgia's leading consultancy firms.

The services include: Organizational Improvement, Market Entry and Expansion, Human Recourse Management, Marketing and Product Development, Financial and Risk Management, Market Research and Analysis.



**Organizational
Improvement**



**Market Entry
& Expansion**



**Human Resource
Management**



**Financial &
Risk Management**



**Marketing &
Product Development**



**Market Research
& Analysis**

CONTACT INFORMATION

📍 #16 R. Eristavi Str., Tbilisi, Georgia

📞 +995 32 2 377 307

✉ contact@pmo-bc.com

🌐 www.pmo-bc.com

PRIVACY LOGIC GROUP

Privacy Logic Group is a consultation company specialized in personal data protection.

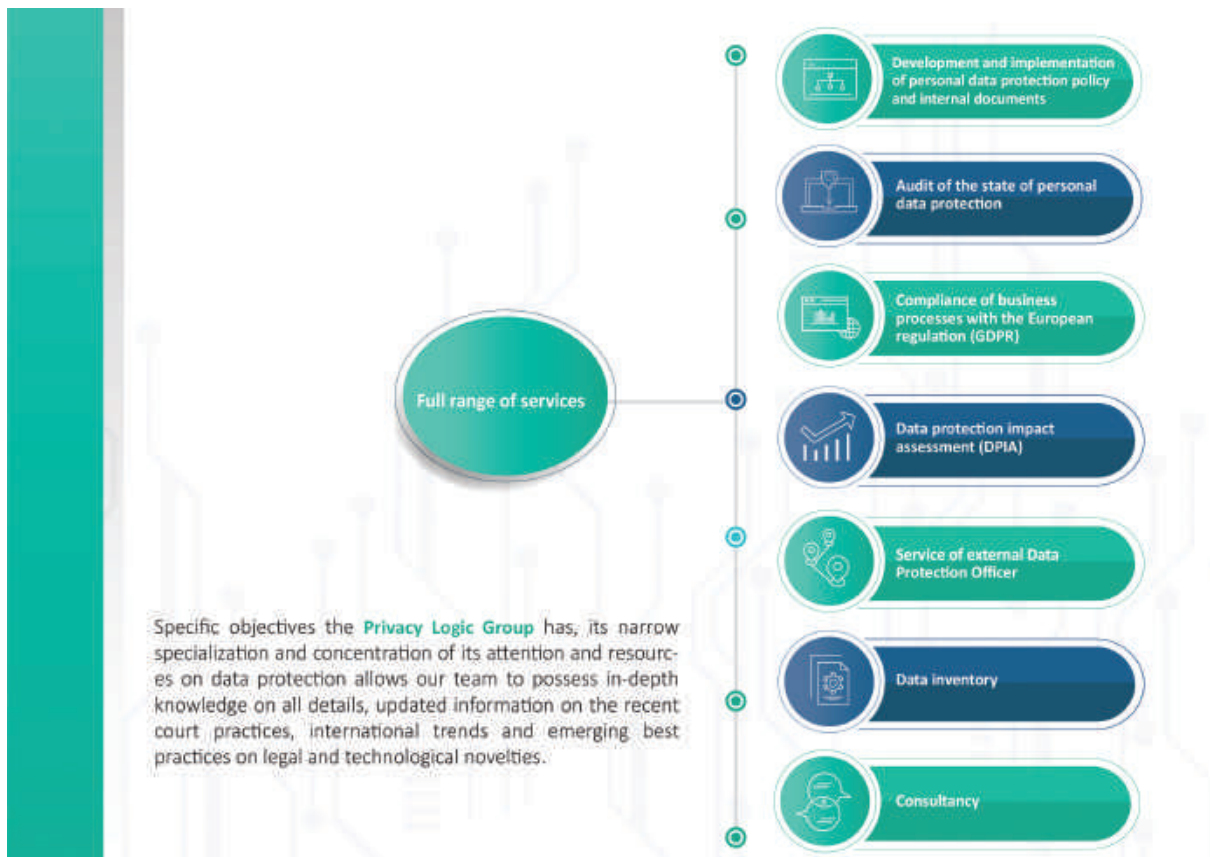
Protection of personal data compliant to the international standards is a considerably complicated goal in the modern technological environment. The efforts needed to achieve success go beyond a single profession and requires a multidisciplinary approach. Therefore, the Privacy Logic Group involves qualified specialists of law. Information technologies and business analysis – people who have studied and analyzed personal data protection issues from their respective professional perspectives and at the same time have been involved in the drafting of the data protection legislation and its initial introduction.

The companies have different data protection needs and capacities according to their scope of activity, development level and financial resources. Taking into account, that Georgia does not have the long experience of personal data protection, the companies find it difficult to operate independently in this field, to find out their specific responsibilities, what measures and steps they have to take to fulfill the data protection legislation. Accordingly, the Privacy Logic Group dedicates special attention to determining the needs of the companies and helps them to develop proper strategies, make priorities and choose best approaches.

Privacy Logic Group has developed the comprehensive service package related to the personal data protection, including/covering: Personal data processing Inventory and mapping, assessment, development of personal data protection strategy and program, development of policy documents regulating data protection, specialized training courses, service of external data protection officer, etc.

Services, provision procedure and price policy are created in a manner to be easily used with the companies of different development level, size and capability.

Clearly defined goals, narrow specialization and focus on personal data protection issues, enables the Privacy Logic Group to have the in-depth knowledge of the details, updated information of the relevant case law, international trends and legal or technological novelties, that is reflected on the quality of service.



CONTACT INFORMATION

📍 #4 -12 Tsintsadze Str., Tbilisi, Georgia
 ☎️ +995 322 552 001; +995 593 314 304
 ✉️ info@privacy.ge
 🌐 www.privacy.ge

PROFIT LAB

PRoFit lab is a marketing and public relations consulting firm, offering small and medium sized businesses an opportunity to profit through collaboration and nurtures their business development.

PRoFit Lab aims to assist in obtaining leadership positions quickly and become sustainable in the long run.

The PRoFit lab's team is made up of professionals, who achieve goals due to their beneficial fusion of innovation and experience.

PRoFit Lab makes an effort to balance economic, social and environmental goals. To achieve this, the company has implemented CSR policies, in which diverse projects and activities are executed.

PRoFit Lab treats all partners and interested parties equally and volunteers time towards vulnerable groups and to parties concerned with environmental welfare. PRoFit Lab participated in ProBono marathon twice.



CONTACT INFORMATION

📍 #8 Egnate Ninoshvili Str., 0102 Tbilisi, Georgia
☎ +995 599 977 23
✉ mmchedlidze@profitlab.ge
🌐 www.profitlab.ge

TBSC CONSULTING

TBSC Consulting is a boutique management consulting firm that helps organizations make better strategic and tactical decisions by performing detailed analysis needed to support those decisions.

Over the past 10 years, TBSC has helped nearly 200 organizations to make better decisions including the largest Georgian banks, highly diversified Georgian companies, foreign investors, international financial institutions, the Government of Georgia, diplomatic missions, donors, donor projects and non-governmental organizations.

The company offers 3 core services, including but not limited to:

- ▶ Market Entry and Expansion Assistance
- ▶ Market Analysis
- ▶ Feasibility Studies
- ▶ Business Plans
- ▶ Investment Proposals
- ▶ Commercial Due-diligence
- ▶ OPIC EDN Loan Origination
- ▶ Public-Private Partnerships
- ▶ Virtual and Serviced-Executive Offices
- ▶ Performance Improvement
- ▶ Human and Institutional Capacity Development (HICD)
- ▶ Key Performance Indicators (KPI)
- ▶ Wage Surveys and Compensation Management (similar to Hay-Point System)
- ▶ Company turnaround
- ▶ Policy and Decision Analysis
- ▶ Facilitation of Management Team Decision Making (vision, strategy, organizational development)
- ▶ In-depth micro and macro-economic analysis (state-of-art impact evaluation, service pricing, tariffs, willingness to pay)



Power of Analysis

Serious Results

More Than Intuition

CONTACT INFORMATION

📍 #3 Rapiel Eristavi Str., 4th Floor, Tbilisi 0179, Georgia

☎ +995 322 959 019

✉ info@tbsc.ge

🌐 www.tbsc.ge

SAVVY

SavvY is a Tbilisi based business consulting company committed to help companies operating in Georgia and UK increase their effectiveness. The firm helps clients make significant and sustainable improvements to their performance at every stage of their business life cycle.

The consultants take a different, progressive and innovative approach to solving challenges. Realizing that every case is different, for this reason, SavvY adopted an approach that is tailored to the specific needs, time and budget of the clients.

How the Challenges are approached? Simply as follows:

- | | | | |
|----------------------------|---------------------------|---------------------------|-----------------------|
| ▶ How to start a business? | ▶ How to manage business? | ▶ How to expand business? | ▶ How to raise money? |
| ▶ Business Plan | ▶ IFRS Implementation | ▶ Business Valuation | ▶ Bank Negotiation |
| ▶ Feasibility Study | ▶ Cost Optimization | ▶ Due Diligence | ▶ Investor Search |
| ▶ Financial Modelling | | | ▶ Bond Issuance |
| ▶ Research | | | ▶ IPO Preparation |

SavvY takes a different, progressive, and innovative approach to solving challenges in the Georgian market. The team's in-depth knowledge of the local market and trends enables the company to effectively turn international best-practices and standards into Georgian reality.



CONTACT INFORMATION

📍 #118 Akaki Tsereteli Ave., Expo Georgia, Pavilion 1, Tbilisi, Georgia
☎ +995 322 421 342
✉ info@savvy.ge
🌐 www.savvy.ge

SMEDA

SMALL AND MEDIUM ENTERPRISE DEVELOPMENT AGENCY

Small and Medium Enterprise Development Agency - SMEDA, Ltd was established in 2004 and since then has been successfully operating on the business consulting market of Georgia.

Over 15 years of work activity, the company has accumulated a considerable expertise and experience in providing wide scope of business support services to both indigenous Georgian businesses and international companies seeking commercial or investment opportunities.

To local enterprises, SMEDA delivers a wide scope of business consulting, training and other relevant services covering all aspects of modern-day business activity.

For international companies, institutions and organizations SMEDA provides a comprehensive portfolio of services based on advice and information concerning Georgian market, industry and agriculture/agribusiness sectors and investment possibilities.

SMEDA employs the qualified and experienced staff of business advisers and trainers who possesses high level of professional knowledge, experience and skills in modern business consulting and has thorough understanding of the environment, opportunities and challenges existing in the private business sector of Georgia. They are also well-familiar with international business practices and the advanced consulting methodologies through appropriate formal and on-the-job trainings they received at notable European business consulting organizations and training centers.

Additionally, SMEDA employs a pool of high qualified associated experts/advisors representing different sectors of industry and agriculture whose professional expertise is applied to delivered consultancy services upon necessity.

Over the years, SMEDA has cooperated with various international donor funded organizations and technical assistance projects for whom the agency has successfully completed several projects and specific assignments on the basis of service contracts.



CONTACT INFORMATION

#7 Kipshidze Str., Tbilisi 0162, Georgia
 +995 322 250 761
 smeda@smeda.ge
 www.smeda.ge

SOLARIS

Consulting company “Solaris” LLC is a full consultancy service provider company that assists companies to solve complex business challenges in the ways that significantly improve their performance. They provide strategic advice to enable companies achieve efficiency and profitability. Their team consists of former successful freelancer consultants of different fields. “Solaris” LLC has three years of working experience in preparation of business plans for development of Georgian enterprises.

Company assists local companies in taking major decisions with respect to business development strategy, financial management, supply chain logistics and operations. They strive to build enduring partnerships with their clients as part of their commitment to provide solutions with lasting positive impact on business performance. Their goal is to devise on-demand solutions that are well-fitted to the full spectrum of evolving company and investment needs. To ensure responsiveness and agility in delivering their services, they work in close collaboration with relevant business management teams of a client. They are committed to responsible, quality-driven and personalized approach in all consulting assignments. With their clients, they share strong desire to develop and sustain business models that maximize value-creation for shareholders and other business stakeholders. They are also passionate about creating genuine and resounding success stories out of our business engagements.

Their team includes successful corporate executives and experienced business managers from different sectors including Financial, agricultural, production and distribution, logistics. We deploy a strong blend of market expertise, analytical skills and operational experience to develop growth strategies, go-to-market initiatives, and to ensure stellar execution. They provide strategic advice and management consulting to enable companies achieve efficiency and profitability gains. They have capacity of preparing minimum 90 business plans annually.



CONTACT INFORMATION

📍 #19, Goderdzi Chokheli I Dead End, Tbilisi, Georgia
☎ +995 599 700 309
✉ info@solaris.ge
🌐 www.solaris.ge

START BUSINESS SOLUTIONS

Start-Business Solutions is a research and business consulting organization. The firm assists entrepreneurs in planning, networking and fundraising processes of new businesses as well as effective decision-making of existing ones. Start – Business Solutions is actively involved in the process of bringing new business ideas into life. All projects deeply involve research and this approach gives a unique competitive advantage.

The main objective of the company is to support as many new businesses, as possible within their competencies. Services, provided by Start – Business Solutions is in compliance with it's main objective. The company currently supports clients in:

- ▶ Development of business model;
- ▶ Preparation of investment project;
- ▶ Financial and strategic decision making;
- ▶ Research;
- ▶ Fundraising;
- ▶ Transfer of ownership over businesses.



CONTACT INFORMATION

📍 #7 Tandzia Str., Tbilisi 0160, Georgia
☎ +995 322 183 821
✉ info@startbs.ge
🌐 www.startbs.com



ABOUT EPRC

The Economic Policy Research Center (EPRC) is a unique think-and do-tank that brings to light the most pressing economic issues confronting society and provides thorough analysis on economic issues, offers evidence-based recommendations as well as it encourages stimulating public debate and education.

EPRC was established in 2002 and from the very beginning has played an active role in linking civil society and the public sector, providing guidance and advice in various fields of public policy, budget oversight, and monitoring the implementation of the major state and donor-funded programs. Since its foundation, EPRC has strived to enhance the quality of economic policy-making in Georgia by fostering high quality, policy-relevant economic research, and disseminating it widely to decision-makers in the public and private sectors.

Throughout the past years, EPRC has earned a reputation of an objective, reliable and non-partisan source of information on the issues related to economic, financial and social policies. EPRC actively encourages diversity of opinion and independent thought in its network, with the result that EPRC output reflects out-of-the-box thinking on a range of perspectives, helping to enrich and enliven policy debates.

OUR MISSION

EPRC aims to improve the welfare of citizens through expert guidance from decision makers in various issues of economy, capacity-building of public institutions, and civil oversight of budgetary expenditures.

WHAT WE DO

ENGENDERING THE IDEAS - Generating policy recommendations based on global experience, substantiated by objective and technically sound research and analysis, and fine-tuned to reflect Georgia's reality.

DEVELOPING CAPACITY - Strengthening of capacity of civic institutions, government agencies and the media for effective engagement in the economic policy-making and budgetary processes; empowering the general population with innovative tools to take an active part in the country's economic life.

ENSURING CIVIL OVERSIGHT - In partnership with a range of CSO representatives, monitoring reports and analysis of key governmental programmers and budgetary expenditures are produced.

CONTACT INFORMATION

📍 85 Paliashvili Str., Tbilisi, Georgia
☎ +995 32 2 207 305
✉ info@eprc.ge
🌐 www.eprc.ge



ABOUT ENTERPRISE GEORGIA

In June 2014 the Ministry of Economy and Sustainable Development of Georgia, together with the Ministry of Agriculture, launched a new government program “Produce in Georgia.” The program’s objective is to promote an entrepreneurial culture throughout the country by stimulating the establishment new enterprise and supporting the expansion of existing operations.

Enterprise Georgia is the key implementing partner of “Produce in Georgia” and is responsible for business support, export promotion and investment in Georgia sectors.

The Business division of the agency promotes entrepreneurial activity in Georgia by supporting entrepreneurs - assisting with the creation of new enterprises as well as the expansion and refurbishment of existing enterprises. The Export division promotes the export potential of the country by increasing the competitiveness of local products and the overall volume of goods directed towards international markets. The Invest division’s primary role is to attract, promote and develop direct foreign investment in Georgia. As the moderator between foreign investors and the Government of Georgia, the Invest division ensures access to updated information, provides an efficient means of communication with Government bodies, and serves as a “one-stop-shop,” supporting investors throughout the investment process.

ENTERPRISE GEORGIA – BUSINESS

As part of the Produce in Georgia program, the Business division promotes and supports the development of new enterprise as well as the expansion of existing operations by providing financial assistance to the entrepreneurial community.

ENTERPRISE GEORGIA – EXPORT

The primary objective of the Export division is to promote the export potential of Georgian enterprises. This is achieved by helping operators improve their overall competitiveness and increase the volume of goods directed towards international markets. To achieve these goals, Produce in Georgia supports the following activities

INTERNATIONAL EXHIBITIONS

- ▶ Provide coordination, organization and co-financing of B2B exhibitions, helping Georgia-based companies make new business connections, identify potential partners, diversify production and penetrate new export markets.

TRADE MISSIONS

- ▶ Provide planning, organization and co-financing of B2B meetings for Georgian exporters, helping them find new partners, diversify production, and penetrate new export markets.
- ▶ Based on the demands addressed to Produce in Georgia from international stakeholders, connect foreign buyers with Georgian producers.
- ▶ Registering companies on Produce in Georgia's interactive trading platform www.tradewithgeorgia.com, promoting Georgian products and services to international audiences.
- ▶ Provide detailed information associated with the documentation and certifications necessary for exports from Georgia, including customs procedures and tariffs in foreign markets.
- ▶ Provide education, training, and increase the professional capacity of export managers working with export-oriented companies within Georgia.

CONTACT INFORMATION

📍 5/6 Marjanishvili Str. (18 Uznadze Str.) 0102 Tbilisi, Georgia
☎ + 995 32 2 96 0 010
✉ info@enterprise.gov.ge
🌐 www.enterprise.gov.ge

This image shows a blank sheet of white paper with horizontal blue or grey ruling lines. The lines are evenly spaced and run across the width of the page. There are approximately 20 lines visible on each side of a central vertical crease. The paper appears to be a standard notebook or composition paper.

