

Building Capacities | Driving Innovation | Unlocking Potentials | Extending Frontiers



Building Dynamic and Competitive Economies

Who we are...

By Dr Deogratias Harorimana, Global CEO & Chairman

AiPf Limited is a registered company Number 8298948 under the companies Act 2006 (England and Wales). I invite you to visit our country offices and contact addresses on our website: www.ipfrontiers.com

Our Vision

Building dynamic and competitive economies in the Asia-Pacific Region.

Our Mission

Our Mission is to provide sound business strategic advisory services and sound policies that emphasises sustainability and innovation. We aim to provide value to our shareholders while ensuring corporate social responsibility is maintained through entrepreneurship support and training of future experts and leaders.

Our Values

This company is found on values of innovation, team work, integrity, equity and access.

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What we do

At **AiPf**, we specialise in areas of Human Capital Centred Economic Development and Competitiveness. That is why “i” in the middle of our logo is always small letter to symbolise humans. To do this we have created a structure that matches the challenges and problems our clients are likely to face when they wish to be competitive. Two major clients are the Government and the Private Sector.

For the private sector, we focus on company positioning in the market place through market research and good business strategy; good network building, excellent brands and marketing. You cannot achieve all this without a well-trained workforce; with dynamic business acumen among many of your managers and indeed, many entrepreneurs and small Business Owners do not have these essential skills and vital connections.

For the government, we focus on policy and strategy related work. We conduct informative research, and help governments make the most appropriate policy choices (evidence based policy). We assist Governments in the development of strategic options, choices and of course, we are more than happy to assist with the implementation. Unlike many consulting firms, **AiPf's** policy is to focus on sustainable solutions. We do not to accept assignments which risk taking accountability away from those who are accountable to stakeholders or electorate. Hence, our main focus is on building our client's capacity and transfer of know-how-this ensures future self-sustainability.

We can certainly help. Do ask if you wish to build your capacities, extend your business frontiers, drive your business innovations and unlock your potentials. Beyond the major client base, we also have diversified a company that you can expect from a global player.

Investments towards and from Emerging and Developing Economies

AiPf has extensive experience on Market Research and Investment Promotion from those clients (including government departments) who are interested to attract investors to their own countries. Investment strategies, conferences, products promotions, brand consulting and marketing all offered in one offers value for money. It is possible to organise investment conference as a country or as a country promoting a particular sector. In this case, a

tailor-made event is most appropriate as it is tailor-made to your sector – e.g. mining, agriculture, tourism and hospitality, services etc. Please get in touch with your initial idea so that our official can develop it with you.

Entrepreneurs from developing countries do gather three times a year and benefit from our service through our **business connection** workshops and network dinners where they can book and present their business ideas, meet potential investors, and share the experience with those with similar passion. Please book the slot for yourself before space run out.

Responding to our clients in emerging economies and developing countries, **AiPf** has now opened a specialist branch on Investment Promotion.

This department is now staffed by capable, well networked staffs who receives inquiries from Governments and Entrepreneurs and follow them throughout the period to ensure they are realised in the most professional and timely fashion with minimal costs to our clients.

Our Services

AiPf Limited was founded by a group of experts from Europe, Asia, Africa and Pacific. Their primary concern was to meet the increasing demand for alternative approach to consulting by providing comprehensive approach towards capacity building and competitiveness where, The Human Capital Centred Economic Development is seen as key to successful economic development. Trade and Investment needed to complement the Aid programmes provided to developing or even post conflict countries. Two primary challenges the founders were foreseeing were:

Aid from developing countries towards rich countries need to be accompanied by public sector reforms, capacity building and opportunity to trade. This view entailed a totally different approach towards understanding and capacity building requirements. Capacity in terms of knowledge, expertise and attitudes of the players towards each other – donor-vis-à-vis recipients.

The need for Trade means also need to attract investments, in other way, to convince investors that their investments are safe with you the clients.



Mesach Boge

BSc (Hons) Tropical Agriculture, MBA (Agriculturalist and Agri-Business Expert)
AiPf CEO, PNG

Mr. Mesach Boge is a highly experience agriculturalist with more than 12 years of experience in Agri-Business, Commercial Farming (primarily on Palm Oil Industry). Mesach has a wealth of experience on the field in the Pacific (PNG and Solomon Islands in particular) where, his spell in senior leadership positions in one of Pacific's largest land-based, community focused agri-business company has seen him promote environmental sustainability initiatives, and reach out to communities, landowners and deliver value for money for stakeholders. Mr. Mesach consults on Agri-Business, Land Management, Sustainable Development, and Small Medium Enterprises (SME).



Esiah Eino

Chief Operating Officer (COO, AiPf, Papua New Guinea)

Mr. Essiah Eino holds a B.A., Public Policy and Project Management and Social Works from the University of Papua New Guinea. He has been the Deputy Director – Operations of Anglicare and has vast experience in dealing with Non-Governmental Organizations (NGO) and dealing with Aid Donor agencies like AusAid. Currently doing his MBA online.

Mr. Eino has vast experience in organizational reforms, system audits and restructure. He is also very experienced in project/programme management, monitoring & evaluation, policy analysis and planning.



Jerry Tengemoana

BA, Economics and information Systems, B.Com. Management and Public Administration, PGCert. Human Resource Management, PGDip. General Management, MBA, USP.
Chief Executive Officer (CEO, AiPf Solomon Islands)

Mr. Tengemoana consulted with Asian Development Bank (ADB) in Projects and Financial Management. Before that he served as Programme Assistant in the SPC Malaria Project and he has Construction Industry experience.



Salome Kwaiga

Chief Operating Officer (COO, AiPf, Solomon Islands)

Ms Salome Kwaiga holds a BA (Hons) Sociology, History and Politics, PGCert. Human Resource Management, PGDip. Financial Accounting, MBA, USP

Ms Salome has wide experience in Monitoring and Evaluation of Projects (European Union), Conducting Baseline Research especially in areas of Crime Prevention and Market Research.

This requires lots of convincing that merging and developing economies have often little appreciation how to go about. Particularly, every case is different and every investor is likely to require specific information before they can make up their minds whether to pursue interest or not.

Economics and World Economic profile is changing rapidly. Many businesses and entrepreneurs from developed countries are moving towards emerging and developing countries searching for greener markets.

Our work towards this goal is to assist businesses in OECD member countries especially Europe to know how they can enter a new market. We conduct market research for them, identify and recommend likely successful products, devise market entry strategies, make initial regulatory assessment and help determined how likely it may impact on your business entry. In certain circumstances, we help identify interested parties or potential interests in Joint Ventures. Either in the form of PPP, or Entrepreneurs with similar interests. Keep in mind, we always remain independent so you are assured of the right analysis and we walk along with you all the way through.

- Capacity Building and Needs Assessment
- Business System Analysis and System Integration
- Projects Evaluation (M&E, Social and Economic Impacts Analysis, performance review etc.)
- Strategic Human Resource Management
- Projects Design, Projects Impact Monitoring and Evaluation
- Knowledge Management Strategies
- Policy Analysis
- Investment and Investment Promotion Strategies
- Gender Mainstreaming Strategies
- Participatory Budgeting Planning
- Development Plans
- Regulatory Reforms in Various areas
- Tourism Development
- ICT infrastructure and Regulatory issues of ICT
- Information Systems
- Public Private sector development, public sector reforms
- System Analysis
- Governance and Decentralisation Programmes

- Export and Value Chain Integration
- Human Capital Development Planning and Strategies
- Entrepreneurship, Small and Medium Enterprises
- Industrial Development Policies
- Education TVET Policies and Strategies
- Local and Regional Development Plans
- Markets and Consumer Insights & Research, Marketing Planning & Branding
- Capacity Building and Institutional Strengthening
- Investment Analysis and Advice
- Assets Management
- Business Process Re-engineering (BPRs)
- Develop Safety Management Systems
- Safety Audits and Safety (Fire, Mining and Gas)

Challenges and Opportunities for Global Trade and Investments

We understand and appreciate business opportunities that abound within, often resource rich developing economies. Developing countries are populated with poor people, even though their countries are rich with natural resources and human capital. Many of these developing countries could export but internal market conditions remains very weak and poorly connected and the fragile economic fundamentals are failing them.

We help businesses to understand local dynamics, local cultures and to identify their market potentials within and beyond their national boundaries by offering extensive Market Research and Risk Analysis. Whereas feasible, we work with those clients to connect them with the most appropriate clients, investor and potential clients for their products. Some of the services we offer include;

Selected Recent Cases

• Middle East

Our strong business model allowed us to explore and exploit opportunities to build international partnership with countries and organisations in every corner of the world. Our strategic business approach led us to institute our

Team Profile



Dr. Deogratias Harorimana

BA (Hons), PGRM, PGCLT (HE), Ph.D.
CEO & Chairman

Dr. Harorimana is a seasoned private sector development specialist, with experience in Africa, Europe and Asia; especially Singapore.

Dr. Harorimana, was the Deputy Chief Executive Officer of Rwanda Development Board; a Development Agency responsible for Investment, IT, Trade Development, Tourism and Conservation, Human Capital Development, Agri-business, ICT and Transport Infrastructure, Assets Management, Privatisation, Company registration. RDB employed over 1200 employees. During his tenure, Harorimana led teams on some of the Country large projects in Human Capital Development, Industry development, and Infrastructure Development. In the Pacific region he was a Senior Fellow of the University of the South Pacific Graduate School of Business (2011-2012). Dr. Harorimana consulted with Several Multinationals and Governments from around the World. He is the member of UNCTAD Multi-Year Expert Group and a Fellow of the UK Higher Education Academy.



Dr. Shahina Pervin

MBA, PGCLT (HE), PRINCE2, PhD

Director ACGBS and a.g. Chief Operating Officer, UK

Dr. Pervin is an expert in consumer research and consumer insights management. Dr. Shahina is the principal officer of AiPf Global Operations. Dr Shahina is responsible for managing all hands-on operational aspects of the company. She is directly responsible of the business performance and financial sustainability including ongoing business deals, investments and re-investments, ensuring experts are well looked after and facilitated to perform their tasks This role collaborates with the CEO to develop corporate and operational strategies, and is charged with facilitating these efforts across Operations. Through a respectful, constructive and energetic style, guided by the objectives of AiPf Ltd, she provides the leadership, management and vision necessary to ensure that the company has the proper operational controls, administrative and reporting procedures, and people's systems are in place to effectively grow the organization and to ensure financial strength and operating efficiency. Dr. Shahina's previous expert work extends in Asia-Bangladesh and India, in Europe-France and Germany and in the United States. She was an Associate Lecturer in Marketing at Southampton Solent University. She has worked on several research projects in the FMCG sector and; as a marketing consultant for UK advertising company.



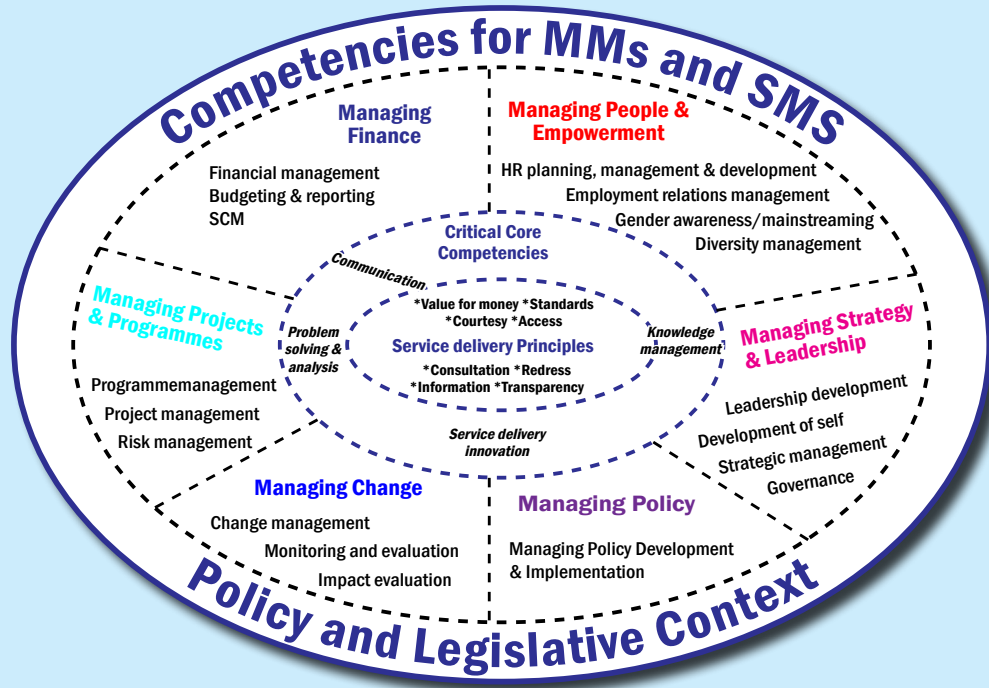
Melanie O. Lema

BA (Hons) Accounting and Finance, MA Management with Finance, Cert. Chartered Accountant
(a.g. Chief Financial Officer AiPf UK)

Ms Lema's background is in accounts and management of finance. Ms Lema's solid accounting experience was developed from different accounting firms based in England and Wales where she held several positions and voluntary roles. Ms Lema ensures AiPf delivers high standards and measurable results and capable of planning and implementing profit driven projects at various capacities and achieves excellent results. Ms Lema's work is to communicate across various levels of clients and functions and ensures delivering significant business impact.

specialism areas from our website.

ACBS – Integrated Learning Framework competencies in context – Our approach toward client support



footsteps across the Middle East in a variety of sectors. We helped businesses with market entry strategy in the region through extensive cross-cultural research need analysis as a baseline for solid groundwork equipped for our partners in Dubai, whose business were launched across Qatar, Saudi Arabia, Oman, and Kuwait.

• In the Pacific

AiPf through its Pacific – Solomon Islands Office, we are serving investors whose work extend to Agri-Business (Commercial Farming), Tourism Resorts, Shipping, Assets Management, and ICTs especially Internet Services Providers (ISP).

In some cases we conducted the following analysis;

- Evaluated the environment within which the investment will be made propose investment plans,
- Assessed the supply-demand situation for the project,
- Provided recommendations on project technical requirements (e.g. in rice farming we provided technical specifications, expertise and infrastructure requirements, landscaping requirements, mapping, etc).

Projected costing with implementation plan with;

- Information on the industry
- Investment requirements
- Market Research and Analysis
- Investment Plan and recommended sources of investments
- Projected Return on Investments

Project Management

AiPf is providing expertise on project implementation to ensure successful take off for few projects each worth millions of dollars. This includes setting up a distinct Company with Management capacity and systems that will, at the appropriate time, be turned over to its Board and Shareholders. At the

initial stage, **AiPf** has full-time project managers whose speciality is significant enough to see through successful joint venture between Government, Private Sector and the Entrepreneur. In the case of the agri-business and commercial farming enterprise, the company will specialise in rice commercial farming, Value Addition, Packaging and Marketing, Transport and Distribution.

Investment Advisory

AiPf will continue to provide project management and advice on investments, and on-going advisory on Investments decisions in the project.

In Africa

In Africa, we will continued focuss on infrastructure based investments, trainings and public sector reforms. In the capacity front, the most popular courses are on ToTs, coaching and mentoring modules, M&E, Gender Mainstreaming and Transformational Leadership. We currently have plans to focus on investments and investor awareness workshops and conferences from those countries with assessed potentials in mining, tourism, construction and human capital development.

Business Structure

Organisation structure and responsibilities of officers constitute an important strategy to be able to deliver comprehensive, high quality programmes that meet our client needs and ensures our revenue is sustained and improving all the time. Unlike many consulting firms, our model focused on transfer of know-how during and after the consulting process. Each department is dotted with expertise to conduct Capacity Building Need Assessment and Analysis, design responsive programmes, and ensure the in-house accreditation is rigorous and appropriate to the actual problem.

To allow international exposure and connectivity, our officials have excellent profile and knowledge of beyond their geographical boundaries. They constitute our core management team which is led by world class experts in

entrepreneurship and industry policy, strategy, trade, science, technology and innovation.

Business Model

We have a unique business model which holds a database of active world's best experts that have access to meet our client's needs. By exploiting 21st Century on-demand and advanced technology; time and costs are managed efficiently and in a sustainable manner.

Perspectives

AiPf and its partners continue to think creatively the ways we can support our clients and help them unlock potentials. We strive to be near our clients where, we are able to provide local solutions with a global outlook. By focusing on lessons learnt, on unlocking potentials, and building and transferring the know-how, we believe more responsible consulting can make a difference. That is why we value local knowledge and blend this with global experience to give you the best solution. At **AiPf** and partners, we will continue to strive for our client's success and unlocking to the maximum potential.

The Academy of Competitiveness, Globalisation and Business Strategy (ACGBS)

Some of **AiPf** trainings offered by **AiPf** and its accredited partners are accredited by the Academy of Competitiveness, Globalisation and Business Strategy, in the UK. Others are accredited by Service Quality Institute (USA). All accredited courses and short trainings, coaching and mentoring programmes are evidence based capacity building programmes and they carry Key Performance Indicators specified to the trainees and by the trainees before, during and after the training programme. Courses under ACBS are delivered by World class experts who combine World class academic excellence with first class hands-on experience in their area of expertise. We strongly recommend you not to miss any of the courses accredited by ACBS. You can download introduction to ACGBS profile, its training and capacity building strategies, resources and