

## Consultancy Opportunities with the SDC

The «Konsulentenapéro» which took place on the 30<sup>th</sup> of November at *cinfo* in Biel provided interested people with firsthand information on this topic. Two senior professionals from SDC, Thomas Zeller and Markus Schäfer, talked about consultancy opportunities with SDC and about requirements, mechanisms and trends with regards to the award of contracts to individual consultants, specialized small firms, university institutes, and public and private institutions including aid organizations. A particular focus was given to the current and upcoming demand for services from individual consultants and to trends (and obsolescent models) in awarding contracts.

The most important findings emerging from the event were the following:

- While the overall contractual value of assignments going to individual and institutional consultants is decreasing the total number of contracts is increasing. This indicates an increase of contracts with a lower value than in the past.
- However, there is a slow, but meaningful increase in the overall number of restricted and open tenders from SDC. This trend is expected to continue within the light of the WTO regulations and reflects a gradual opening of the market.
- SDC is not maintaining a register or roster for consultants or consultant companies. Invitations for tenders and contracts are being for the most part given to consultants and consultant groups that have a (positive) track record with SDC. For that reason, newcomers wishing to enter the market must plan and implement an active business development and network with relevant departments and people from SDC headquarter and the local and regional cooperation offices of SDC.
- The SDC does not provide systematic information on upcoming, awarded or closed call for proposals and tenders, (apart from current calls for tenders published in the Swiss Commercial Gazette and on the SDC website). This issue is currently being discussed and may change in the near future as SDC is aware of the need to improve the quality of consultant input by providing more open information on upcoming business opportunities to a wider public.

For more information also refer to:

[http://www.deza.ch/en/Home/About\\_SDC/Invitations\\_to\\_tender](http://www.deza.ch/en/Home/About_SDC/Invitations_to_tender)