



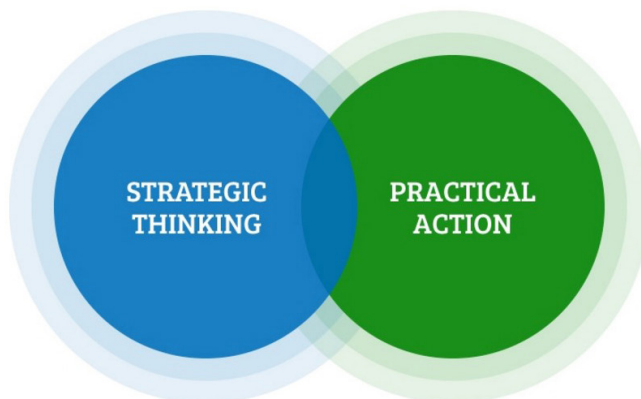
From concept  
creation to  
sustainable  
business -  
economic  
development  
that works

## Expertise that adds value

Prime Consulting International is a professional consulting group offering specialised services to an international market. Headquartered in New Zealand and Australia, with subsidiaries and representative offices in the Pacific Islands, Asia, the Middle East and Africa, our work incorporates assignments for governments, industry bodies and large corporates through to small and medium sized private enterprises. We have core technical competencies in the agri-business and food, renewable energy and water sectors, along with proven expertise in project and programme management. We operate as a management services contractor and business solutions integrator across a wide range of industries in both developed and developing countries. International development assistance projects are a specialty.



## Strategic thinking combined with practical solutions



Our strength is the facilitation of sustainable business within a value chain approach. We combine management and technical solutions to remove barriers, add capacity and manage risk. Inputs into the policy environment are similarly focused on enabling private sector development balanced with cross-cutting social and environmental considerations. We seek long term business relationships with our clients and are able to be involved in the entire project or business lifecycle, providing specific input of expertise in focused areas.



We approach all  
of our assignments  
with a view to  
adding long term  
value for our  
clients

Our professional networks span all of the world's permanently inhabited continents



## Our team

Our people and partners have been chosen from a wide variety of business backgrounds and have generally worked at a senior level in their field for many years. We offer strong project management experience, broad business management expertise, national and international networks and extensive knowledge of the agricultural, agri-food, primary industry and technology sectors. Our team members have extensive professional contact networks, spanning all of the world's permanently inhabited continents.

**Prime offers solutions that transcend borders**

## Business expertise



- Strategic analysis
- Economic and financial analysis
- Value chain analysis
- Problem resolution
- Operational research
- Business solutions development
- Implementing business solutions
- Operational and project management
- Training and capacity building
- Market development
- Supply chain logistics
- International trade
- Quality management
- Organisational governance

## Technical disciplines



- Horticultural, cereal crop and livestock production
- Pest and disease management
- Biosecurity, food safety and animal welfare
- Farm management
- Food processing and marketing
- Rural infrastructure development
- Tourism
- Education
- Information technology
- Renewable energy
- Workforce development

## Tangible outcomes



- Improved policies and policy frameworks
- Improved business sustainability and profitability
- Mitigation of avoidable risks
- Strengthened human resources and technological capacity
- Market/business expansion and diversification
- In-sourced expertise to fill short-term specialist needs
- Reliable efficient outsourced management solutions





Our programmes  
have touched  
the lives of  
more than six  
million people

## International development assistance programmes

Prime has designed, managed or consulted on international development assistance programmes valued at more than USD 100 million.

These programmes have covered these main subject matter areas:

- Agriculture and rural development
- Marketing and processing of food and agriculture products
- Rural and urban water supply
- Renewable energy systems – solar and hydro power

Our international development assistance programmes have impacted on the lives of more than six million people, with an economic value estimated at more than USD 250 million.

Notable results achieved include a 200 per cent increase in average farm wheat yields (from 1.3 to 3.9 tonnes/hectare) during one of our major agricultural development programmes in Afghanistan over a period of six years.

During the same programme, we also achieved a 191 per cent increase in average potato yields, a 303 per cent decrease in livestock mortality rates and a 60 per cent increase in total farm incomes.

Clients/donors we have worked for include the Asian Development Bank (ADB), the United Kingdom's Department for International Development (DFID), the New Zealand Aid Programme, Danida (Denmark), the United States Agency for International Development (USAID) and the Governments of the People's Republic of China, Hong Kong, Malaysia and Singapore.

We have also worked for the Malaysian National Agricultural Training Council, peak industry bodies in New Zealand and Australia and multinational and local private sector businesses in multiple countries.



**Socially responsible  
private sector  
development is  
a key theme  
interlacing all  
our work**





## Regions of work experience

Developing countries we have worked in include:

Asia	Pacific Islands	Africa	Caribbean
<ul style="list-style-type: none"> <li>• Afghanistan</li> <li>• Iraq</li> <li>• Malaysia</li> <li>• Mongolia</li> <li>• Philippines</li> <li>• Thailand</li> <li>• Vietnam</li> </ul>	<ul style="list-style-type: none"> <li>• Cook Islands</li> <li>• Federated States of Micronesia</li> <li>• Fiji</li> <li>• Papua New Guinea</li> <li>• Samoa</li> <li>• Vanuatu</li> </ul>	<ul style="list-style-type: none"> <li>• Ethiopia</li> <li>• Rwanda</li> <li>• Zambia</li> </ul>	<ul style="list-style-type: none"> <li>• Antigua and Barbuda</li> <li>• Dominica</li> <li>• Guyana</li> <li>• Jamaica</li> <li>• St Lucia</li> <li>• St Vincent and the Grenadines</li> <li>• Trinidad and Tobago</li> </ul>

## Project Summary

Our work includes the following multimillion-dollar economic development projects with timeframes spanning from 2011 to 2022.

Country	Year	Project	Target	Budget	Length	Donor/Funder
Afghanistan	2011-2017	Agricultural Support Programme	8,000 rural households	USD 10 million	6 years	New Zealand Aid Programme, DFID (UK)
Afghanistan	2014-2018	Comprehensive Agricultural and Rural Development Facility	12,000 new jobs created	USD 75 million	4 years	DFID (UK) Danida (Denmark)
Zambia	2016-2022	Zambia Dairy Transformation Programme	6,000 smallholder dairy producers	USD 5 million	6 years	New Zealand Aid Programme
Fiji	2016-2021	Fiji Dairy Industry Development Initiative	3,500 people	USD 4.15 million	5 years	New Zealand Aid Programme