

Project implementation by sequa for GIZ

sequa has been supporting GIZ in the implementation of private sector development projects since 1997. Currently sequa is active in around 25 GIZ projects. The thematic focus is on the development of chambers and associations, vocational education and training as well as import promotion. sequa works on the basis of grants as well as service contracts.



Advantages of working with sequa - Strong network in Germany and abroad

sequa has unique access to chambers and associations in Germany and in more than 100 partner countries. This strong network in Germany and abroad offers solid implementation experience through chamber and association partnerships, vocational training partnerships and PartnerAfrica projects. sequa stands for flexibility in implementation as well as fast, unbureaucratic forwarding of funds to German or local private sector organisations.

The focus of sequa's work with GIZ is on capacity development for chambers and associations, practice-oriented vocational training and qualification, export promotion, SME promotion and the recruitment of skilled labour.

Facts

- Implementation through grants or service contracts (direct award with a unique selling point)
- Project management, long-term and short-term experts, national staff, training and consulting, forwarding
- Duration of most contracts between 12 and 36 months
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Project Examples

- **Ethiopia:** Strengthening of chambers and associations; 11/2021 - 09/2024; 1.3 Mio. €
- **Nigeria:** Cooperative Vocational Training; 07/2019 - 12/2023; 4 Mio. €
- **Ethiopia:** SME Support Scheme, SI Jobs, 12/2022 - 05/2025; 3,6 Mio. €
- **Malawi:** Export promotion for SMEs, 06/2023 - 01/2025; 200,000 €
- **Jordan:** Training partnerships, PAM, with ZDH and 3 craft organisations; 02/2024 - 07/2024; 214,000 €