



Photo: © Lars T. Soltestad, Supras Consult

Pastoralists, Hodh El Gharbi, Mauritania

Supras Consult Ltd (Norway UK Bulgaria) works on development cooperation, aid and investment operations in transition and developing economies. Key areas: social analysis, project management, strategic communication and knowledge management.

The work is based on the integrated nature of a diverse set of elements, including: inclusion, income generation, innovation, institutional/social analyses, knowledge management, livelihoods, participation, natural resource management, private and public sectors, civil society and strategic communication.

We work on livelihoods (agriculture, coastal zone management, fisheries and rangeland management) and on broader socioeconomic issues and democratization processes, in Africa, Eastern Europe, Middle East and South Asia.

Full service	Complete range of social development services including advisory, consulting, research and applied project work
Long-term, independent, trusted partner	Integrity, trustworthy and timely delivery of products ensure that Supras is the ideal long-term partner
Experience and professional team	Experienced Principal with broad, well-balanced and long expertise in consulting, project implementation, project management and research, joined by a team of consultants that cover diverse fields and are based in the countries of operation, and complemented by access to global networks of specialists
International operating expertise	Ranges from the public sector and civil society / NGOs to multi-laterals and the private sector, across the complete social development value chain

BUSINESS CHARACTERISTICS

Vision	Analysis, management, production, dissemination and use of relevant knowledge – <i>with</i> local people, <i>for</i> local people and <i>by</i> local people – towards addressing local needs and perceived problems at local, regional and global levels, with the aim of fostering public participation and community empowerment, and through this contribute to social and environmental sustainable development
Core competencies	Capacity building • Co-management • Community-based natural resource management (CBNRM) • Conflict resolution • Corporate social responsibility (CSR) • Decentralization and devolution • Democratization • Ecotourism • Governance and transparency • Institutional analysis/reform • Knowledge management • Leadership • Needs assessment • Livelihoods • Microfinance • Participatory approaches • Poverty and social impact analysis • Rural finance • Social analysis/assessment • Stakeholder analysis • Strategic communication • Training
Major clients	DFID • Dutch Aid • GEF • Govt. of Norway • Govt. of Sweden • GTZ • IFAD • IFC • ILO • Norad • Sida • UNDP • UNOPS • USAID • World Bank • Private sector firms and NGOs
Country experience	Bangladesh • Bulgaria • Cameroon • Canada • Central African Republic • Chad • Chile • Colombia • Estonia • Ethiopia • Ghana • India • Indonesia • Italy • Mauritania • Mexico • Morocco • Nepal • Niger • Nigeria • Poland • Portugal • Romania • Serbia • Slovenia • Sri Lanka • Sweden • Switzerland • Thailand • United States of America • Viet Nam • Yemen

SERVICES OVERVIEW

Investment operations and development projects

Cover the complete project cycle, which (depending upon the donor, country and project) may include some or all of these phases: Country assistance strategy • Identification • Preparation • Appraisal • Negotiation • Approval • Implementation and supervision • Completion • Evaluation (M&E)

Research, data collection and writing

Survey work • Data analysis • High quality and impartial sector research • Presenting • Excellent drafting and analytical skills

Advisory and consulting

Co-management arrangements and strategies • Communication and conflict resolution • ICTs and development • Needs assessment • Network building and maintenance • Optimizing and stream-

Capacity-building and training

Identification • Delivery • Evaluation • Follow-up

lining relations between public sector, civil society, and private sector • Retooling for increased adaptation and optimal impact • Strategic communication

ABOUT

History

At the time of establishing Supras Consult Ltd. in 2000, the Principal had worked on development cooperation for almost 20 years, and had gathered much insight and experience. Supras is to a large extent a continuation of this earlier work.

Approach

The only meaningful and correct way to address the mounting developmental challenges that we face on a global level, is along a multi-dimensional set of variables. This approach and mode of operation are summed up in two concepts: *Inter-disciplinary approaches* and *Cross-cultural focus*. These foci, together with an eclectic set of approaches and tools, are linked in two ways. They: (1) support each other during implementation, and (2) contribute – through synergies – to reaching the planned results

and output with an investment operation.

Research and networking

Supras has an active research agenda of academic research collaboration, including participation in relevant conferences and workshops. Key foci include: (1) relations between Nature and Culture, (2) democratization, governance, inclusion, social analysis, and strategic communication, and (3) ICTs and development.

Supras maintains partnerships globally with a number of likeminded development and research organizations and firms, as well as with civil society. The latter includes the Community-Based Natural Resource Management Network (CBNRM Net), at: cbnrm.net, which the Principal set up as a World Bank activity, and now functions as Coordinator for.

ORGANIZATION, MANAGEMENT AND CONSULTANTS

Organization

Supras Consult Ltd is registered in Norway and the UK, with main offices in Kristiansand, Norway.

Supras maintains a small head office and operates by hiring local experts. Qualified expertise is increasingly available in developing and transition countries, and Supras draws upon a global network of contacts and partners. There are important reasons for investing in and using local consultants, including: (1) local capacity building, and (2) close contacts and continuity with partners and clients.

A sister firm, Supras Ltd., is registered in Bulgaria, with offices in Varna. It covers countries in Eastern Europe and works on corporate social responsibility (CSR). It is managed by Petya Dankova.

Management

Lars T Soeftestad (Ph.D., abd, social anthropology, Univ. of Zurich) is founder and CEO of Supras. He has over 25 years of experience working in development cooperation – ranging from teaching graduate course at university level to hands-on capacity building in the field, from working for small NGOs to multilateral agencies, from research to project implementation, from policy formulation at the macro-level to advocacy at the local level, and from research to publishing. His most recent position prior

to establishing Supras was for the World Bank, based in Washington DC, USA.

Petya Dankova (Ph.D., Economics, Varna Economic University) is Manager, Supras Ltd, Bulgaria. She is Chief Asst. Prof., Dept. of Economics, Varna University of Economics, Bulgaria. Since 2003 she has worked on corporate social responsibility, stakeholder management, corporate governance problems and business-society relations.

Consultants

We locate consultants for our work in two ways:

Affiliates and global networking. Supras is part of several global networks, consisting of firms, donors, research organizations and consultancy firms, and can very fast locate the right expertise for any operation. Also, Supras' own affiliated companies and organizations maintain rosters of consultants.

Consultant roster. Supras maintains a roster of consultants that are based in developing and transition countries. They are both established and experienced professionals and younger persons that recently embarked upon a career in international development work and aid. Through working with Supras the latter receive key training, and achieve needed visibility.

CONTACT

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