



DEVELOPMENT EQUITY ASSOCIATES INC

CAPABILITY STATEMENT

Corporate Summary

Development Equity Associates Inc. ("DEA") is a United States corporation located near Washington DC. DEA offers Development Consulting to Governments and Donor Organizations and Transnational Transaction Advisory Services to Sovereign and Corporate Clients.

The Corporate Team

The Principals of the firm are experienced development and transaction practitioners, dedicated to effective and equitable development and to creating value for our clients by their knowledge, experience and global network of contacts. We are responsive, timely and dedicated to inclusiveness, equity and local capacity building.

Corporate Certifications

The firm is enrolled in the CCR system and the ORCA system as a small business under NAICS code 541611, 541618, 540990, 541690. Its Data Universal Numbering System (DUNS) number is 830883448 and TIN 20-1948445.

DEVELOPMENT CONSULTING

What We Do...

- Country/Sector Diagnosis and Needs Assessment
- Strategic Analyses, Program Design & Development with Performance Indicators
- Monitoring and Evaluation, Knowledge Management

Our Expertise...

- Business Enabling Environment
- Value Chain & Enterprise Development
- Public Private Partnerships
- Policy Legal & Regulatory Framework
- Comparative to Competitive Advantage

Sectors We Know and Serve...

- Agribusiness
- Transport – Rail, Maritime, Aviation, Urban Transit
- Energy –Efficiency, Renewables, Smart Grids, CDM
- Water & Waste Water
- Industry & Mining

Past Projects Performed (Examples) ..

- Restructuring Power Sector - Jordan
- Doing Business Reform - Armenia
- Agribusiness & Food Logistics - SSA
- Free Zones – Jordan,

Why we are different...

- Intellectual Power
- Global Reach
- Results orientation

A WORLD CLASS TEAM...

Name	Expertise	Education
Sudhee Sen Gupta - USA	Private Sector Development	MBA Harvard
Matt McNulty -	Tourism & Urban Renewal	De La Salle College Donegal
Ron Kopicki	Railways Agribusiness	MA Cornell MBA Stanford
Andy Ricover	Aviation	MBA
Richard Meakin	Urban Transport	LLB Birmingham UK MSc. Hong Kong U.
Carl Widdel	Infrastructure	BA Princeton, USMC
Leo Maraboli	Mining	ME Penn State University
Alex Fleming	Central Banking	St. Andrews Scotland
M Kerim Gokay	Infrastructure	MBA Cornell
Elliott Hurwitz	Monitoring & Evaluation	Ph. D Temple University
Riad Al Khouri	Social Sectors Economist	MA Oxford
James M. Barkas	Investment Banking	BA Princeton MA Fletcher Law & Diplomacy
Peter Kyle	Law & Financial Sector	LLb Victoria University of Wellington, UVA
Ashok Khanna	Economist, Monitoring & Evaluation	BA - LSE MBA Stanford
Mike Abrahams	Micro Finance	PhD Berkeley
Alan Hooper	Agribusiness	MBA Harvard

TRANSACTION ADVISORY SERVICES

Privatization

Policy, Strategy, Laws and Institutions. Implementation

- Privatization Strategy – Kyrgyz Republic
- Privatization of Jordan Telecom

Public Private Partnerships

Concessions, OBA, Tendering, Negotiations Supervision

- Electricity & Gas Distribution – Azerbaijan
- Urban Public Transport – Bahrain

Matchmaking

Foreign Direct Investment, Exports, Contract Manufacturing, Private Label, Investors Conferences

- Light Manufacturing – Tanzania
- Investors Conference - Ukraine

Debt Advisory

Sovereign Debt, Debt/Equity Swaps, Vulture Funds, CLB issuance, Insolvency Regimes

- Africa, Balkans, Russia, Middle East

State Enterprise Governance

Corporatization, Commercialization, Financial Controls, Restructuring, MOUs, Divestitures,

- Financial Recovery Plans – Romania
- Aviation Sector Reform - Tajikistan

Check out -> www.dea2020.com