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## Tender in Egypt

### Provision of Consultancy Services to Regional Center Cairo

**Bidding Type:** International Competitive Bidding

**Financier:** United Nations Development Programme (UNDP)

#### Description:

Request for Proposal for Provision of Consultancy Services to Regional Center Cairo, and/or Country Offices under Long Term Agreements.

Consulting and Advisory Services - that correspond to situations/projects where the proposed Contractor governed by the rules of the Long Term Agreement is directly responsible for completing the given deliverables on time and on budget, providing relevant tools, methodologies and management oversight. The Contractor may be tasked to provide services in the areas of relevant expertise, pertaining to the following broad categories of services of RCC:

Millennium Development Goals  
Democratic Governance  
Human Rights  
Poverty Reduction  
Environment and Energy  
Crisis Prevention and Recovery  
HIV/AIDS  
Gender  
Capacity Development  
Knowledge Management  
Monitoring and Evaluation  
Results based Management

The proposal(s) comprising of technical proposal and financial proposal, in separate sealed envelopes, should reach the following address *no later than 25 October 2010*.

**Deadline:** 25 October 2010

#### Contact Information:

**Organisation:** UNITED NATIONS DEVELOPMENT PROGRAMME (UNDP)

**Client Address:** Attn : Ms. Nahid Khan  
Chief Regional ACP  
UNDP RCC  
1191 Corniche El Nil,  
4th Floor World Trade Center Building  
11599 Boulac,  
Cairo

(Source: TendersInfo, September 2010)

## News from Egypt & the United Kingdom

### News from Egypt

#### Economy

- Egypt to Prepare Comprehensive Development Plan until 2050 (Mubasher, September 5th 2010)
- Egyptian Consumer Confidence Dips in H1 2010, Says Report (Daily News Egypt, September 6th 2010)
- Egypt's Balance of Trade Moves into Surplus (Arab Finance, September 6th 2010)
- Egyptian Pound Falls to Lowest Level against Dollar since 2007 (Al Masry Al Youm, September 9th 2010)
- Egypt's Central Bank Holds Rates despite Inflation Uptick (Daily News Egypt, September 17th 2010)

#### Agriculture

- Ministry Announces 5-year Plan to Boost National Wheat Production (Arab Finance, September 20th 2010)

#### Banking & Finance

- Egyptian Banking System Deposits Hit L.E. 906.3 Billion in June; Cabinet Report (Arab Finance, September 2nd 2010)

#### Investment

- Egypt Opens 8 Trade Zones in Six Cities for Investors (Mubasher, September 14th 2010)
- Egypt FDI Likely at \$8 Billion 2010/11-Minister (Reuters, September 20th 2010)

#### Oil & Gas

- Petroleum Sector Attracts 53 % of Foreign Investment in 2009/10 (Arab Finance, September 15th 2010)

#### Transport

- Transport Minister Urges Private Sector to Participate in Projects (Arab Finance, September 2nd 2010)

### News from the UK

#### Economy

- UK Producer Price Inflation Slows to Six-month Low as Cost of Raw Materials Falls in August (The Telegraph, September 10th 2010)
- UK Inflation Unchanged in August (BBC News, September 14th 2010)
- Borrowing on Target despite August Rise (September 21st 2010, Financial Times)
- Irish Economy Contracts by 1.2% (BBC News, September 23rd 2010)

#### Automotive

- Car Output Rises 37.3 Percent in August (Reuters, September 23rd 2010)

#### Banking & Finance

- Mortgage Lending Falls to 17-month Low (Financial Times, September 20th 2010)
- Finance Firms' Growth Disappoints (Reuters, September 27th 2010)

#### Construction, Housing & Real Estate

- Construction Growth at Six-month Low (Reuters, September 2nd 2010)

#### Manufacturing

- Manufacturing is Motoring, Says EEF (The Telegraph, September 6th 2010)
- UK Factory Output Recovers as Expected in July (Reuters, September 8th 2010)

#### Retail

- Retail Sales Growth Picks Up (Reuters, September 7th 2010)
- Surprise Fall in UK Retail Sales (The Telegraph, September 16th 2010)

## BEBA's Upcoming Event

Events	Date	Time	Location
Gala Dinner	Oct. 28 '10	7:00 p.m.	Gardens of the British Embassy

### BEBA: September Highlights

#### Launch of the Financial Times: Open Discussion with H.E. Dr. Youssef Boutros Ghali, Minister of Finance

What is the outlook of the Egyptian and global economies? What are the risks now for the economy, especially with the sluggish growth of Europe? How much are the higher prices of wheat going to add to the deficit this year? How is the Government of Egypt tackling inflation and labour market problems, and how does it make sure that the trickledown effect is materialising? Can there be a solution, which protects everyone's rights and which is still legal, with regards to the case of 'Madinaty'-project?

These questions and other critical issues were tackled during an interview that was held with H.E. Dr. Youssef Boutros Ghali, the Minister of Finance, Egypt. The interview was conducted during a special working luncheon organized by the British Egyptian Business Association (BEBA) and the Financial Times to celebrate the launch of its daily issues in Egypt. The event was held on September 20th, 2010, and was attended by more than 300 guests from the Egyptian and British business communities.

During the interview, which was carried out by Heba Saleh, Cairo Correspondent, the Financial Times, and Roula Khalaf, Middle East Editor, the Financial Times, several issues were discussed. Then, the floor was opened for questions from the audience.

**Please click here to download a summary of the interview.**



From left to right: HE Dr. Youssef Boutros Ghali, Minister of Finance, Egypt, Roula Khalaf, Middle East Editor, the Financial Times, and Heba Saleh, Cairo Correspondent, the Financial Times.

## BEBA: September Highlights (Cont'd)

### RTD - Doing Business in the UK: Challenges & Opportunities

What is CSC/WorldBridge? What Added Value services (AVS) that it offers the applicants (especially businessmen), and what are the plans for future enhancements? How could these institutions further improve businessmen's experience when applying for a visa?

What acts of doing business by British businesses, in the UK and abroad, are considered as bribery, according to the Bribery Act 2010? What are the penalties for such bribery acts?

All of these and further related issues were discussed at a roundtable discussion organized by the British Egyptian Business Association (BEBA). The event, which allowed the attendees to ask questions about the policies and procedures of applying for visas to the UK and the Bribery Act 2010, took place on September 27th 2010 at the British Embassy in Cairo.

**[Please click here to download the presentation given by Sara Hinton, Resident Managing Partner, Trowers and Hamlins, on the Bribery Act 2010.](#)**

**[Please click here for a summary of the roundtable discussion.](#)**

### Dr. Mona Zaki - A Success Story

Dr. Zaki, having two Master's degrees plus a Doctorate from the Maastricht School of Management in the Netherlands, is the CEO of Global Strategic Consultants.

GSC was established to promote Egypt as an important emerging market for international and national investors. Her goal is to provide companies consultancy services of doing business in the most populated Arab country via well defined, innovative, combinations of integrated strategic techniques.

Since its inception, the company has grown organically and largely through word of mouth - Dr. Zaki has never done any promotion; yet her client list has expanded to include the Ministry of Tourism, the Ghabbour Group, Petrochemical companies, France 24, the Financial Times (FT) and the Management School of London.



Dr. Mona Zaki, CEO,  
Global Strategic Consul-  
tants (GSC)

For the past 22 years, Dr. Mona Zaki has been the Strategic Business Consultant of the FT. Dr. Mona Zaki played an important role in the promotion and marketing of the yearly report on Egypt, prepared by the FT. This report evaluates the opportunities and challenges providing an exclusive insight into the economy, politics, key industries and issues unique to Egypt. The purpose of the publication is not just that, but also to expose the successful stories of investments in Egypt.

Due to her position, she was able to connect BEBA with the FT to co-organize a working luncheon in honour of H.E. Dr. Youssef Boutros Ghali, Minister of Finance, Egypt. The event was to celebrate the availability of the newspaper of the FT - Middle East Edition - the same day of its publication.

## Don't Miss This!

### 3rd Annual North Africa Trade & Investment Conference: 30% Discount for BEBA Members

BEBA, being a supporting association at the 3rd Annual North Africa Trade & Investment Conference, organised by Exporta Group, is pleased to offer its members 30% discount on the Standard Rate per Delegate of the event.

The conference will address the key trade and investment issues within the region, as the growing economies of Egypt, Morocco, Tunisia, Algeria and Libya all open up to greater global integration. It will take place on November 10th and 11th, 2010 at the Four Seasons Hotel Cairo, Nile Plaza.

Please note that **the Standard Delegate Fee is \$995.00** and that **the Delegate Fee for BEBA members is \$696.5**. To register for the conference, please fill in the attached form and email Monika at: [monika@exportagroup.com](mailto:monika@exportagroup.com) or call the conference team on **+44 208 673 9666**.

**Please click here to download the registration form.**

## September Publication

### Trade and Development Report 2010

The Trade and Development Report (TDR), launched in 1981, is issued every year for the annual session of the Trade and Development Board. The Report analyses current economic trends and major policy issues of international concern, and makes suggestions for addressing these issues at various levels.

The report of 2010 was published on September 14th 2010 and its main issues are:

- Uneven and fragile recovery in the global economy
- The challenge of employment
- Reorientation of economic policy: employment as a priority

**Please click here to download the full report.** (Source: UNCTAD, September 14th 2010)

## Did You Know?

### **Egypt Ranked 81 on Global Competitiveness Index** (Arab Finance, September 22nd 2010)

Egypt moves down 11 places from a year ago to 81st place on the 2010 Global Competitiveness Index (GCI), which ranked 133 countries. The Global Competitiveness Report 2010-2011 published Tuesday indicated that Egypt has not achieved any improvements in the areas of infrastructure, health, basic education, higher education and training, market efficiency, technology or innovation.

Chairman of the Egyptian National Competitiveness Council (ENCC) Helmy Abouleish attributed the lower ranking to the entry of six new countries in this year's index that were not previously included. He also pointed to the economic recoveries of a number of countries that were hit hard by last year's global financial crisis. (Read more)

### Forthcoming Events in Egypt & the Region in 2010-2011

Event	Date	Location	Organizer
<b>October 2010</b>			
Strategic Media Communication	24-25 Oct. '10	Dubai	Marcus Evans
MENA Mining Congress 2010	25-27 Oct. '10	Dubai	Terrapinn
<b>October/November 2010</b>			
The Kuwait Financial Forum	31 Oct.-1 Nov. '10	Safat	Al Iktissad Wal Aamal Group
<b>November 2010</b>			
The 4th Annual CFO Strategies Mideast Forum	3-4 Nov. '10	Dubai	Naseba Group
AVEX International Airshow 2010 - Egypt	7-10 Nov. '10	Sharm El Sheikh	Naseba Group
Private Equity World MENA 2010	21-23 Nov. '10	Dubai	Terrapinn
The World Islamic Banking Conference	22-24 Nov. '10	Manama	Middle East Global Advisors (MEGA)
World Green Tourism Abu Dhabi	22-24 Nov. '10	Abu Dhabi	Streamline Marketing Group
6th Trans Middle East 2010	23-24 Nov. '10	Alexandria	Transport Events Management Ltd.
First International Conference on Sustainability and the Future	23-25 Nov. '10	Cairo	The British University in Egypt
The Arab Oil and Gas Forum	24-25 Nov. '10	Beirut	Al Iktissad Wal Aamal Group
<b>November/ December 2010</b>			
Corrosion Management Egypt 2010	28 Nov. - 1 Dec. '10	Cairo	International Quality and Productivity Center (IQPC)
PPP Investment Summit Egypt 2010	12-15 Dec. '10	Cairo	IQPC Middle East
<b>January 2011</b>			
World Future Energy Summit 2011	17-20 Jan. '11	Abu Dhabi	Reed Exhibitions FZ LLC
<b>January/February 2011</b>			
Sustainable Design and Construction Egypt 2011	30 Jan.-2 Feb. '11	Cairo	International Quality and Productivity Center (IQPC)
<b>February 2011</b>			
World Future Ports Congress 2011	1-3 Feb. '11	Abu Dhabi	Turret Events
International Conference on Energy Systems and Technologies (ICEST)	14-17 Feb. '11	Cairo	Afaq Scientific
Egyptian Infrastructure Summit 2011	21-24 Feb. '11	Cairo	IQPC Middle East
<b>February/March 2011</b>			
Corrosion UAE	27 Feb. - 1 Mar. '11	Abu Dhabi	NACE International (Abu Dhabi UAE Section) and The Energy Exchange
<b>May 2011</b>			
11th Annual Meeting - Oil and Gas Pipelines in the Middle East	22-25 May '11	Abu Dhabi	The Energy Exchange

### Forthcoming Events in the UK in 2010-2011

Event	Date	Location	Organizer
<b>October 2010</b>			
Built Environment Solutions and Technologies	18-20 Oct. '10	Birmingham	Emap Connect
Water in your Supply Chain	21 Oct. '10	London	IGD - The food & grocery experts
Business Process Excellence for Telecoms and Utilities	25-27 Oct. '10	London	International Quality and Productivity Center (IQPC)
<b>November 2010</b>			
Renewable UK 2010	2-4 Nov. '10	Glasgow	Renewable UK, Inside Events and Ten Alps Creative
FT Innovate 2010	10-11 Nov. '10	London	Financial Times
Oil & Gas Outlook Arctic 2010	16 Nov. '10	London	Terrapinn
The UK Financial Services Summit	16 Nov. '10	London	The Economist Conferences
FT World Telecoms Conference	16-17 Nov. '10	London	Financial Times
The Risk Summit	18 Nov. '10	London	The Economist Conferences
Finance Transformation Europe	22-24 Nov. '10	London	International Quality & Productivity Center (IQPC) and The Shared Services & Outsourcing Network (SSON)
<b>December 2010</b>			
FT Pharmaceutical and Biotechnology Conference	1-2 Dec. '10	London	The Financial Times
Technology World in Partnership with UK NanoForum	7-8 Dec. '10	London	Technology World, UK Nano & Emerging Technologies Forum and UKTI
Flow Assurance Forum 2010	8-9 Dec. '10	Aberdeen	International Quality and Productivity Center (IQPC)
<b>January 2011</b>			
HR Directors Business Summit 2011	24-25 Jan. '11	Birmingham	World Trade Group (WTG)
Health & Safety 2011	25-26 Jan. '11	Edinburgh	Renewable UK
<b>February 2011</b>			
Infrastructure Asset Management Exchange	22-24 Feb. '11	London	International Quality and Productivity Center (IQPC)
The Bond Investors Congress	23-24 Feb. '11	London	Euromoney Conferences
<b>March 2011</b>			
Ecobuild	1-3 Mar. '11	London	International Business Events Limited
Social Media World Forum 2011	29-30 Mar. '11	London	Apps World
<b>May 2011</b>			
Internet World 2011	10-12 May '11	London	United Business Media Limited
<b>September 2011</b>			
Advanced Composites in Construction 2011	6-8 Sep. '11	Warwick	The University of Warwick and Network Group for Composites in Construction (NGCC)

## Global Conferences in 2010-2011

Event	Date	Location	Organizer
<b>October 2010</b>			
The Second Sustainability Summit	20 Oct. '10	Athens, Greece	The Economist Conferences
The Economist Debate - Africa's Young Population: Opportunity or Risk?	21 Oct. '10	Nairobi, Kenya	The Economist Conferences
Sustainable Business Conference & Expo	21-23 Oct. '10	Florida, U.S.A.	Greater Seminole Area Chamber of Commerce
The Buttonwood Gathering	25-26 Oct. '10	New York City, U.S.A.	The Economist
<b>November 2010</b>			
China Energy and Environment Summit 2010	3-4 Nov. '10	Beijing, China	The Financial Times & the China Chamber of International Commerce
Customer Experience Exchange	15-17 Nov. '10	Monte Carlo, Monaco	International Quality and Productivity Center (IQPC)
Global Sustainable Tourism	15-19 Nov. '10	Mbombela, South Africa	Mbombela Local Municipality and Tshwane University of Technology
ICCISE 2010: Int'l Conference on Computer Information Systems Engineering	24-26 Nov. '10	Venice, Italy	World Academy of Science, Engineering and Technology
The Business Risks and Benefits of Social Networks	30 Nov. '10	Paris, France	The Economist Conferences
<b>December 2010</b>			
Citi-FT Financial Education Summit 2010	1-2 Dec. '10	Sydney, Australia	Citi-Foundation and the Financial Times
Emerging Innovation	2 Dec. '10	Geneva, Switzerland	The Economist Conferences
The Financial Times Global Finance Forum	2 Dec. '10	New York, U.S.A.	The Financial Times and Cayman Islands Monetary Authority
The World in 2011	2-4 Dec. '10	New York, U.S.A.	The Economist
Corporate Financing Forum 2010	7 Dec. '10	Paris, France	Euromoney Conferences
Hedge Funds World Zurich	7-9 Dec. '10	Zurich, Switzerland	Terrapinn
<b>January 2011</b>			
World Economic Forum Annual Meeting 2011	26-30 Jan. '11	Davos-Klosters, Switzerland	World Economic Forum
<b>April 2011</b>			
International Conference on Tourism	27-30 Apr. '11	Rhodes Island, Greece	Surrey International Institute DUFFE, Sheffield Business School, Hellenic Open University, Curtin University of Technology, UNB, & International Association for Tourism Policy
<b>May 2011</b>			
Corporate IT Exchange	8-10 May '11	München, Germany	International Quality and Productivity Center (IQPC)
The CFO Exchange	22-24 May '11	TBC, The Netherlands	International Quality and Productivity Center (IQPC)

**Regional & Global Economic News****Africa****S. Africa August Credit Demand at 2.98% Y/Y** (Reuters, September 30th 2010)

Credit demand by South Africa's private sector rose by 2.98 percent year-on-year in August, compared with a slightly revised 1.96 percent in July, central bank data showed on Thursday. (Read more)

**Asia****Japan Looks at \$55 Billion Stimulus Package** (Financial Times, September 26th 2010)

Japan's ruling Democratic party plans to introduce a supplementary budget of up to \$55bn to pay for further stimulus measures aimed at combating the impact of the strong yen and kick-starting the flagging economy. The move highlights growing concerns that the Japanese economy is stagnating in the face of weakness in export markets and a strong yen and that more needs to be done in spite of the government's September 15 currency market intervention. (Read more)

**Australia****Australian Banks in Strong Shape as Earnings Jump 15%, Reserve Banks Says** (Bloomberg, September 30th 2010)

Australia's financial system remains in strong condition as the nation's four largest banks reported a 15 percent surge in earnings after "fully recouping" higher funding costs caused by the global crisis, the central bank said. (Read more)

**Europe****Eurozone Growth of 1% Confirmed** (BBC News, September 2nd 2010)

The eurozone economy grew by 1% between April and June, official figures have confirmed. The initial estimate was published last month, showing stronger growth than expected, largely due to strong exports that were boosted by a weaker euro. The German economy, which grew by 2.2% over the three months, helped to drive the zone's overall growth. (Read more)

**North America****Gates Stays Top of US Rich List with \$54 Billion Fortune** (BBC News, September 22nd 2010)

Mr. Gates is a renowned philanthropist as well as the US's richest man Microsoft co-founder Bill Gates has been named as the wealthiest person in the US for the 17th year in a row. Forbes magazine put his fortune at \$54bn (£34.5bn), with investment guru Warren Buffet second with \$45bn. (Read more)

**South America****Chile's Economy Is 'Back On Track,' Set for 5% Growth This Year, IMF Says** (Bloomberg, September 29th 2010)

Chile's economy is "back on track" after the global financial crisis and the February earthquake and is poised to grow this year at its fastest pace since 2005, the International Monetary Fund said today. (Read more)

## Member News

### Baron Hotels and Resorts Egypt

#### Thomas Cook Chooses Baron Resort Sharm El Sheikh for its Annual Meeting (Baron Hotels and Resorts Egypt-Press Release, September)

Being one of the most prominent tour operators in the world, Thomas Cook carefully chooses the location of its annual meeting. And because of its reputation as a luxury resort offering the highest standards of service, Baron Resort Sharm El Sheikh has been selected to be this spot. (Read more)

### Raya Holding

#### Raya IT Achieves HP Software Platinum Business Partner Award for 2010 (Raya Holding, September 16th 2010)

Through its Software Business Perspective 2010 Event held in Intercontinental City Stars Hotel in Egypt, HP awarded Raya IT the HP Software Platinum Business Partner Award, the highest partnership level in HP Software. This award marks Raya's achievement in selling and delivering HP Software and Solutions with the biggest market share and coverage in Egypt, in addition to having on-board qualified sales and technical engineers accredited from HP to support customers. Raya is the first and only system integrator to achieve this level of recognition in Egypt and the third in the Middle East region. (Read more)



Hesham Abdel Rassoul  
- CEO Raya Information Technology

### Welcome Aboard!

BEBA would like to welcome its new members.

#### A. Corporate Members

##### 1. ECO Egypt Group

ECO Egypt is based in Cairo and is the holding company for the following entities; Marble, Agriculture, Real Estate Development, Home & Furniture Accessories and Eco & Solar Products. Their main aim, spread over the collective entities is to develop each business in an eco friendly and environmentally protective manner. We strongly support sustainable innovation alongside safe guarding our precious natural surroundings.

*Name of Member:* Tamer Mostafa Mahmoud Sabet, Founder and CEO, ECO Egypt Group

##### 2. InfoSec Ventures

InfoSec was founded in 2009 as an Egyptian customer focused information security consulting firm. It was setup with the vision of providing cutting-edge Information Security services in the Middle-East region. We have offices, partners and associates in Canada, United Kingdom, Malaysia and India creating a pool of well qualified information security/assurance professionals.

*Name of Member:* Yousry Kassieba, Founder & Chairman, InfoSec Ventures

## Welcome Aboard! (New Members Cont'd)

### A. Corporate Members (Cont'd)

#### 3. Vodafone International Services

VIS, a Vodafone Egypt subsidiary, is an international operation providing global off-shoring services for customers in locations all over the world that are seeking to outsource contact centers, business processes, IT software development and IT support as well as consultancy services to help their customers specify, design and build solutions tailored to their individual needs.

*Name of Member:* Denise D'Elia, Director, Vodafone Egypt's International Services

### B. Individual Members

*Name of Member:* Basil Marco

Basil Marco is a Senior Partner of the Basil Marco & Co. he is Honorary Legal Advisor of the British Consulate General in Alexandria.

## Member-to-Member Benefit

### Pyramisa Hotels & Cruises

Pyramisa Hotels & Resorts is pleased to offer BEBA Members discount at its following Hotels for the year 2010: Pyramisa Blue Lagoon Hotel Hurghada; Pyramisa Sharm-El-Sheikh Hotel, Resort & Convention Center & LTI Pyramisa Beach Resort Sahl Hasheesh & Convention Center; Pyramisa Isis Corniche Aswan; Pyramisa Isis Luxor; LTI Pyramisa Isis Island Aswan; and Cairo Pyramisa Hotel & Casino.

[Please click here for the discounted rates.](#)

## ANNOUNCEMENTS!

### Membership in October

If you join us in October 2010, we will consider you as a 2011 member and give you 3 months for free!

**[Please click here to download the application form.](#)**

## 2010-2011 Membership Directory

BEBA is preparing its 2010-2011 Membership Directory.

**[Please click here for more information.](#)**

## Share your news, thoughts and comments!



If you have any suggestions, comments, or if you would like to write an article for the newsletter, or to post any news on your company in the newsletter, kindly contact Samar Helmy, Research Coordinator at [samar.helmy@beba.org.eg](mailto:samar.helmy@beba.org.eg)



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