

## COMPANY PROFILE

Management & Development Associates (MDA) is recognized as a leader in the management consulting and training industries in Kosovo. The MDA team currently consists of 20 full-time associates and an additional 60 external experts.

MDA has managed over 200 projects for international donor and development organizations (USAID, EU, World Bank, DFID, SDC, WIFI, GTZ, UNDP, OSCE), Central and Local Government, as well as for NGOs and Corporate clients.

At MDA, we have developed more than 60 different management training modules, which have been delivered to some 350 distinct audiences, in various languages including Albanian, English, Serbian and Macedonian. In total, 6000+ Kosovo professionals have upgraded their skills in one or more of MDA's management consulting and training programs.

Beyond Kosovo, MDA has implemented projects in Albania, Macedonia and Croatia.

MDA prides itself in promoting sustainable partnerships in projects by cooperating successfully with more than 40 international, regional and local consulting companies.

MDA is a place where we work as a team, we do what we say, we do it fairly and with integrity. We are driven by performance and accountability.

### MDA Vision

Our Vision is to be recognized provider of the best management consulting and training services in the region, in terms of client satisfaction, professionalism, superior quality and innovation.

### MDA Mission

Our Mission is to continuously enhance our internal resources to better understand our clients' needs and the environment in which they operate, while being committed to working partnerships that add value and consistently exceed expectations.

**Developing Managers.  
Managing Development.**

[www.seemda.com](http://www.seemda.com)

### MDA Expertise Areas:

**Investment Planning  
Feasibility Studies  
Business Planning  
Marketing Research  
Quality Management  
Marketing Plans  
Marketing Campaigns  
HR Recruitment  
Mystery Shopping**

### Business Consulting

**Public Finance Management  
Economic & Fiscal Reforms  
Local Governance  
Private Sector Development  
Capacity Building  
Project Assessment**

### Capacity Building

**Leadership & Management  
Financial Management  
Marketing and Sales  
HR Management**

### Managerial Training

For more information please  
visit us at [www.seemda.com](http://www.seemda.com)  
write us at [info@seemda.com](mailto:info@seemda.com)  
or call us at + 381 38 222 247

**We look forward to  
new partnerships.**

## COMPANY PROFILE

# PARTNERS

MDA to date has hired over 60 external consultants / trainers deployed in more than 500 missions in over 200 projects in Kosovo. MDA has established sustainable relations with the more than 40 consulting companies (ordered by country )

[segments from selected client recommendation letters]

James McCusker, Director of Business Development, PDP Australia Pty Ltd.

*"...We at PDP Australia highly value the work of MDA, they have proved to be a professional and efficient and qualified partner, and it is our intention to work with MDA in other development projects in South East Europe in the near future..."*

Martin Wood, Chief of Party, Kosovo Cluster and Business Support Project (USAID-Kosovo Contractor)

*"...based on our extended work experience with local business service providers in Kosovo, we firmly confirm that MDA has established itself as one of the leading local consulting companies in Kosovo..."*

David Patton, Vice President, American Councils for International Education

*"...From the very start, we were impressed with your approach to the recruitment of our staff. Your initial steps and the time you spent in getting to know who we are ensured that the candidates matched our requirements. Your diligence also paid considerable dividends in time and expense by giving us a slate of great candidates that saved us many hours of interviewing..."*

Eva Andrews, Training and Development Director, Post and Telecommunications of Kosovo

*"...having worked in Western Europe for most of my life I consider them to be comparable to high level Western training providers - in many way their trainer are superior to their Western counterparts as they can communicate effectively in both English and Albanian, understand the concept of western business approaches and can adapt them to the mindset and culture of Kosovar society..."*

Partner company		Country
PDP Australia	1	Australia
Human Dynamics	2	Austria
ECO3	3	Belgium
Euromed	4	Belgium
Int'l. Network of M&A Partners	5	Chez Rep.
ATC	6	Denmark
SFERE	7	France
ABU Consult	8	Germany
Pohl Consulting & Associates	9	Germany
European Profiles	10	Greece
Hypodomi Consulting	11	Greece
Intracom	12	Greece
Project Management	13	Ireland
Formaper	14	Italy
RINA	15	Italy
Archidata	16	Italy
IFOA	17	Italy
BSCK	18	Kosovo
Cactus	19	Kosovo
D-Line	20	Kosovo
Entermedia	21	Kosovo
KCSG	22	Kosovo
Ogilvy	23	Kosovo
Prishtina Film	24	Kosovo
Ramajli & Partners	25	Kosovo
VIPrint	26	Kosovo
CSP Middle East	27	Lebanon
Tribal Helm	28	N. Ireland
ECORYS	29	Netherlands
SPARK	30	Netherlands
Int'l. Management & Dev.	31	Slovakia
Pristop	32	Slovenia
SIPU	33	Sweden
ESV	34	Sweden
SGS	35	Switzerland
Enterprise	36	UK
Development Dynamics Ltd	37	UK
Grant Thornton	38	UK
Squire, Sanders & Dempsey	39	UK
PKF	40	UK
DAI Europe	41	UK
American Councils	42	USA
Chemonics Int'l.	43	USA
Booz Allen Hamilton	44	USA