



DFIC

INTELLIGENT CONCEPTS FOR A BETTER FUTURE



International Consulting



DFIC – Your Partner for Cross-Border Business Development with Germany and Europe

Profile

DFIC is an independent consulting company specialised in cross-border business development between German and foreign companies focussed on environment, water and energy sectors.

Market analysis, market entry and development strategies, partner profiling and identification, structures of co-operation and financing represent the main dimensions of our consulting activities.

Strategic approach and success-oriented implementation from concept to contract signature - all the required expertise and services from one source is our business model. DFIC's first-hand knowledge of the relevant German market segments as well as our experience with international partners worldwide assure success.

Experience

The basis for our success lays in the more than 20 years of experience from Dr. Fromme and his partners:

- With companies from the utility industry and environmental sector
- With partners from more than 30 countries
- At the interface between German and foreign companies
- In the fields of financial consultancy
- With international institutions (EU, EBRD, World Bank, ...)
- In the fields of international development cooperation
- In the fields of capacity building.





International Consulting

Competitive Edge by Cross-Border Co-operation



The broad experience of DFIC and its partners allows us to offer you an ample portfolio of customised services which combine strategic consulting with responsible implementation.

- **Market Analysis**
 - Market potentials
 - Competition analysis
 - Definition of target markets parameters
 - Distribution channels and project structures
- **Market Development**
 - Market entry strategies
 - Market entry assistance
 - Marketing planning
 - Budget planning
- **Partnering for the German Market**
 - Agencies, joint ventures, investment possibilities, ...
 - Identification of potential partners
 - Cooperation structuring
 - Negotiation assistance
- **Partnerships for Foreign Markets**
 - Technological partners, joint ventures, investors, ...
 - Identification of potential partners
- Structuring of cooperations
- Negotiation assistance
- **Project Development and Management**
 - Project identification and development
 - Feasibility studies and business plans
 - Project management
- **Financing**
 - Development of financing concepts
 - Identification of potential grants & soft loans
 - Raising of foreign and local capital
 - Trade finance
- **PPP-Approaches**
 - Evaluation of project structures
 - Tender & offer submission engineering
 - Consortium constitution
- **Capacity Building / Management Consulting**
 - Capacity building concepts
 - Organisation of workshops & seminars
 - Development of pilot projects
 - Co-operation with German development co-operation institutions





DFIC

Senior consultants



Dr. Jörg-W. Fromme joined the MIT Energy Laboratory to undertake contract research for the American industry after receiving a dual degree in engineering and business administration at the Technical University of Berlin. He gained more than 20 years of professional experience both in the private industry and at diverse public institutions in the energy and environmental sectors. Cross-border market development, PPP and privatisation strategies, as well as capacity building represent his core fields of activity. Dr. Fromme was responsible for the international consulting activities at the management consulting firm of WestLB, the third largest German bank, where the development of international markets for German companies presented the main focus. He was managing director of ITUT International Transfer Centre for Environmental Technologies GmbH, Leipzig, a public-private consulting and services company specialised in the development of business related to environmental technologies. Based on the experience with industry and, at the end of 1998, with international institutions like the EU and EBRD, Dr. Fromme founded his own consulting company DFIC (formerly Dr. Fromme International Consulting).

Dr. Eckehard Büscher is a civil and water management engineer. During more than 10 years Dr. Büscher has gained experience as a consultant for water and wastewater companies. He works especially in the fields of efficiency increase, privatisation of municipal utilities and outsourcing. His focal points lie in the water supply and wastewater sectors. Before his consultancy activity, Dr. Büscher worked many years for a water management company and a project engineering company. He has already analysed and given advice to more than 50 companies from the water and wastewater sectors, taking into consideration organisational, technical and economical aspects. Furthermore he supervised more than a dozen tenders for operational management and cooperation models in Germany. Dr. Büscher has lectured in various countries abroad and is thus very familiar with the international training market. Furthermore he is a consultant to German water companies regarding their internationalisation strategies. Dr. Büscher is a PH.D. and Alumni of the first German private University in Witten/Herdecke. He is also a visiting Professor at the well renowned RWTH in Aachen and has written a major book on the water industry.

