



دبی للاستشارات  
DUBAI CONSULTANCY



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# Who is Dubai Consultancy

## Consultancy | Advisory | Events | Initiatives

Established in 2005, Dubai Consultancy (DC) is an Emirati owned and operated boutique business consultancy firm.

We create value for our clients in the UAE and the Middle East by:

- **Establishing Presence**
- **Improving Performance**

Our team has experience in large local and international companies and Government departments, which means that we are business-minded and well-connected.

We combine local political, cultural, and business experience with global expertise.





## Walid Hareb Al Falahi



### **Walid Hareb Al Falahi** Chief Executive Officer

Walid Hareb Al Falahi is the Chief Executive Officer of the Dubai Consultancy, which he founded in 2005. Dubai Consultancy focuses on creating high profile, highly targeted business networks where potential buyers can meet the suppliers and their product on a common ground.

- Won the 2004 Best Employee Award in the UAE, for outstanding achievement and contribution to his field.
- Vice Chairman of Sultan Investments and co-founded AKAD Development,
- Solely established the world's first major Humanitarian Free Zone, Dubai Aid City in 2003
- Masterminded several projects such as economic projects in Ghana, Kurdistan; Iraq, Nigeria and Saudi Arabia
- Advised UAE Government on the OECD MENA Initiative
- Consulted for Abu Dhabi Airport Free Zone
- Established Free Economic Zones in Morocco and Djibouti
- Served as Executive Director of Zayed International Humanitarian Awards [ZIHA]
- Consulted for Ghana National Railway Project, feasibility and financing
- Organized UAE Trade Events – France, Ghana, Tanzania, Kenya
- Advised multinational companies from the Gulf who were interested to invest in Africa
- Participated in numerous trade shows and exhibitions.

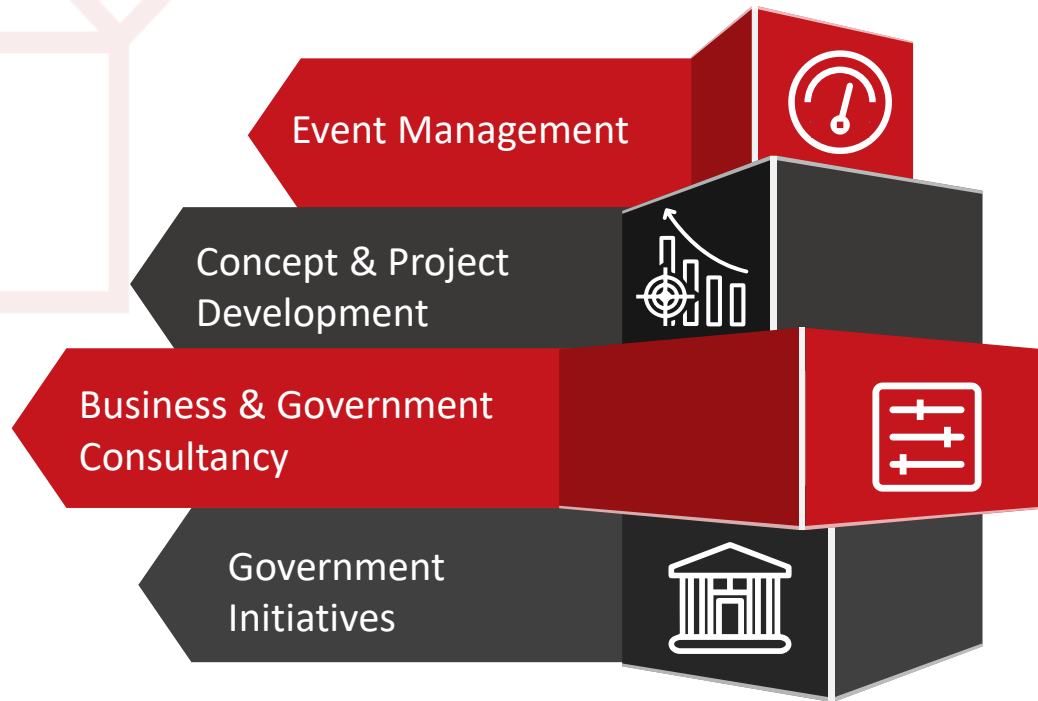




# OUR ACHIEVEMENT



# What we do



## 01 Event Management

Government or private, we carry great experience & know-how to make your event a success.

## 02 Concept & Project Development

Developing a new concept is a collaborative process that connects your vision with our experience and industry expertise.

## 03 Business & Government Consultancy

Specializing in establishing bilateral government relationships and helping businesses find their product fit locally and internationally.

## 04 Government Initiatives

From 3D Printing to Food Distribution Center, our network and expertise allow us to turn government initiatives into successful projects

# Our Local Clients

UNITED ARAB EMIRATES  
MINISTRY OF ECONOMY



الإمارات العربية المتحدة  
وزارة الاقتصاد



وزارة التربية والتعليم  
MINISTRY OF EDUCATION



# Our International Clients



**SAUDI EXPORTS**  
Saudi Export Development Authority



RUSSIAN  
EXPORT CENTER

EXIAR  
EXIMBANK OF RUSSIA



INFOWATCH



HUAWEI



EMBASSY OF THE  
REPUBLIC OF KENYA IN UAE



Uganda National Chamber of  
Commerce & Industry  
*"Enhancing Business Opportunity"*



Uganda  
Manufacturers  
Association



**KENYA ASSOCIATION  
OF MANUFACTURERS**  
Inspiring global competitiveness



KENYA NATIONAL CHAMBER OF  
COMMERCE & INDUSTRY



الهيئة العربية  
للإستثمار والإقتصاد الزراعي  
**ARAB AUTHORITY**  
FOR AGRICULTURAL INVESTMENT AND DEVELOPMENT



**ORION EPZ**



中国国际贸易促进委员会简称中国贸促会  
China Council for the Promotion of International Trade



Meru County Government  
The Official Website of Meru County Government



**TDB**  
CHINA TRADE PROMOTION

**Ecobank**  
The Pan African Bank



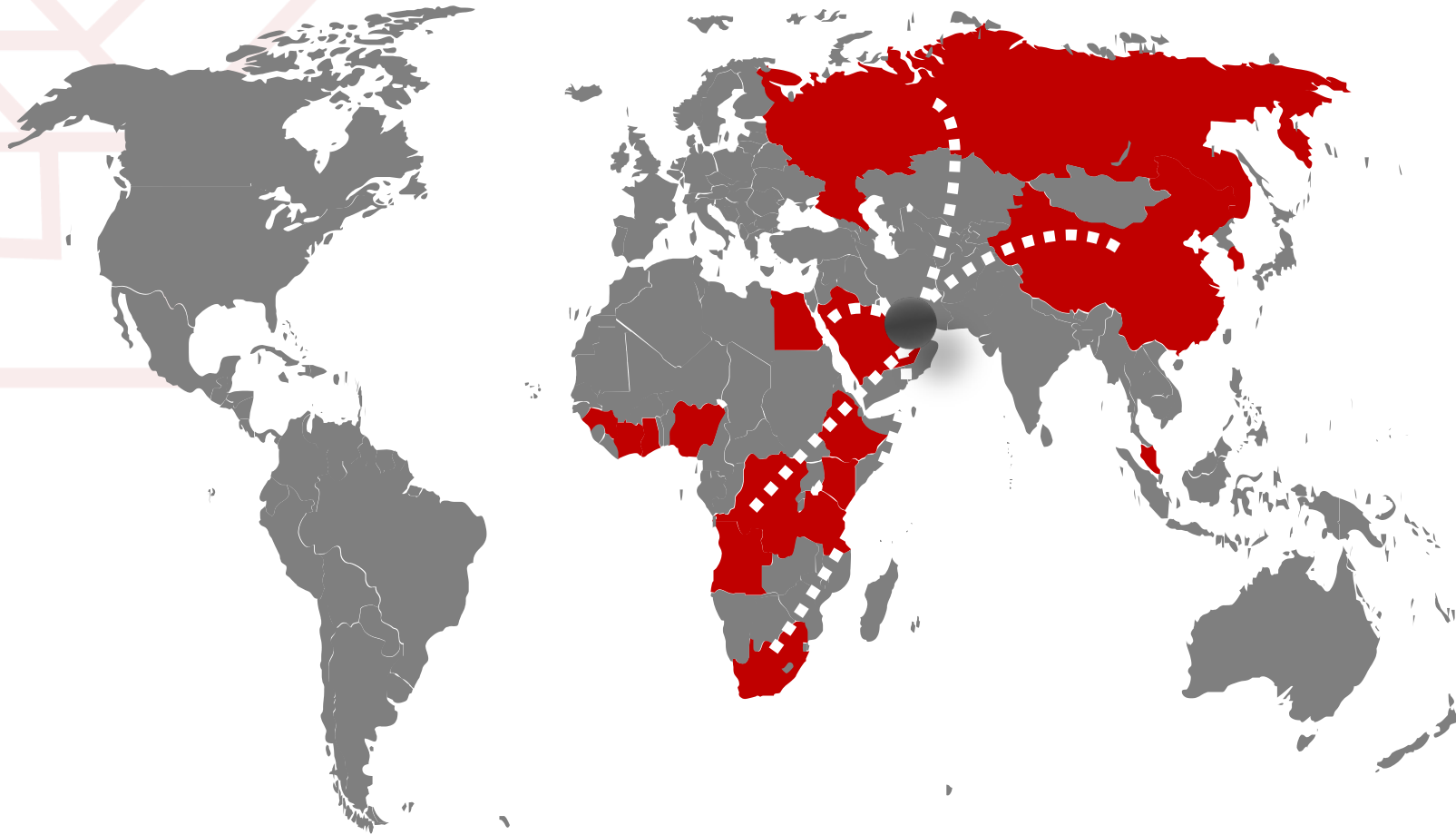
**ASCC Logistics**  
African salihya cargo and clearing



**DINARA DEVELOPERS LIMITED**  
Your home, your Lifestyle

**CFTC** 中国对外贸易中心  
CHINA FOREIGN TRADE CENTRE

# Connectivity & Network



- Russia
- China
- Nigeria
- Uganda
- Kenya
- Tanzania
- Malaysia
- Singapore
- Rwanda
- Angola
- Ghana
- Senegal



# UAE Partnership Forum

## France - 2007



21<sup>st</sup> – 24<sup>th</sup> November  
2007

3  
Days

Under the Patronage

Government of France



حكومة الشارقة  
Government of Sharjah  
مبنة الإنماء التجاري  
والسياحة بالشارقة  
Sharjah Commerce & Tourism  
Development Authority



دائرة التنمية الاقتصادية  
DEPARTMENT OF ECONOMIC DEVELOPMENT



The exhibition will be held in the Carousel of the Louvre from November 21st till November 24th, 2007. Organized around its inverted pyramid, the Carousel of the Louvre joins in a unique cultural and historic environment, which sublimates the prestigious events. Its 4 functional rooms of exception are foreseen to welcome demonstrations up-market. The Carousel of the Louvre seems ideal to welcome an event of this scale. The objective of this forum is to provide to the present investors in UAE a reliable and effective platform to be able to promote the motivations of Emirates on an international shot. By participating in this forum, the various exhibitors can so create new partnerships. Emirates can so attract new private capital or conversely to invest in average or long term in unexplored domains until then. This event is of exception of the fact that it is the first one in his kind. It is a unique occasion to stimulate the exchanges of business in a bilateral way.



### VIP Attendees

Sheikh Hamed bin Zayed Al Nahyan,  
Chief of the Court of Abu Dhabi Crown Prince and  
Chairman of Zones Corp.

Sheikha Lubna bint Khalid Al Qasimi,  
Economy Minister

Sheikh Sultan bin Ahmed bin Sultan Al Qasimi, Chairman  
of the Sharjah Commerce and Tourism Development  
Authority.

Saif Sultan Al Aryani,  
UAE Ambassador to France

Salah Salem Al Shamsi,  
Chairman of Abu Dhabi Chamber of Commerce &  
Industry

Chairman of French Agency for Business  
Development, Chairman of the French  
Business Owners Association,



# UAE's First Smartedu Conference - 2014

UAE Dubai  
Grand Hyatt

10th June  
2014

1  
Day

Initiative by



Under the Patronage



وزارة التربية والتعليم  
MINISTRY OF EDUCATION



The Smartedu Conference aims to provide awareness for academics, teachers, educators and educational government entities on the methods and significance of Information Technology that is used in education and its practical application. The Smartedu Conference is an educational activity that work with professionals who are dedicated to the advancement of educational technology knowledge, theory and quality of learning as well as teaching in all levels of education. Learning the principles of combining education and technology creates a more stimulating learning environment.



## VIP Attendees

His Excellency Dhahi Khalfan Tamim  
Lieutenant General and is the Head of General  
Security for the Emirate of Dubai.

Dr. Ahmad Eid Al Mansouri  
Director General Dubai Education Zone

Her Excellency Sheikha Kholood Saqr Al Qassimi Director  
of Curriculum Department Ministry of Education

Dr. Zayed Al Otaiba  
Executive Director Talent Development National  
Electronic Security Authority

Mr. Teri Teo  
Founder Winirgo (S) Pte Ltd.

Mr. Waleed Al Ali  
Organizational Development Advisor  
Mohammed Bin Rashid's Smart Learning Program

Khalifa A. Al Jaziri  
Group Managing Director E-home  
Automation Group

Hon. Nathan Fletcher  
Senior Director Global Strategic Strategies Qualcomm  
Technologies Incorporated





# 3D Printing 2015



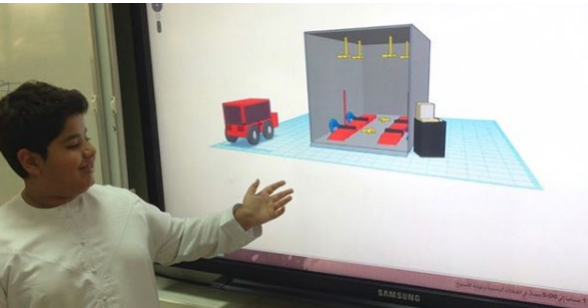
24 May  
2015

2  
Days

Government Strategic Partner



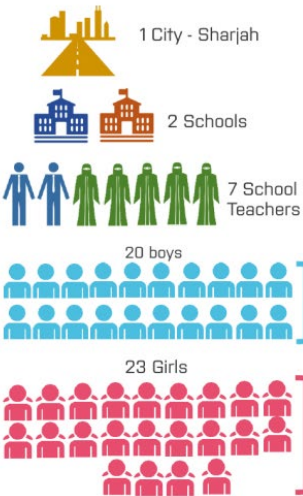
Supporter



The UAE Innovation Design Challenge will teach students about design thinking as a process for problem-solving and will introduce 3D printing as a means for prototyping and communicating ideas. The Challenge will be facilitated using an approach called Inventive Learning.

The UAE Innovation Design Challenge took the form of a 12 day curriculum totaling approximately 78 hours of content taught in each of two schools in Sharjah. The program was a highly successful pilot teaching challenging design and technology content to selective 11-15 year old students in male and female schools.

The schedule and content was changed daily to adapt to student and school needs, and ultimately the students themselves played a large role in defining what the experience became. Every student successfully completed the curriculum and presented their innovation ideas in a final event.



12 Days  
3 Weeks

78+ Total  
Hours



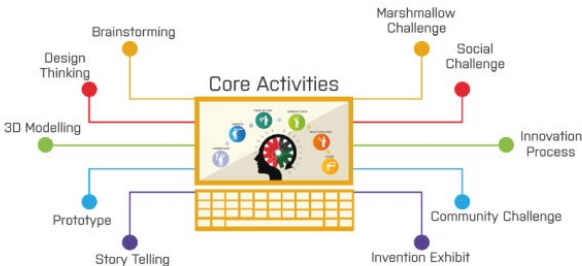
9 3D Printers



3 Expert Facilitators



43 Inventions  
by Students



# Trade Mission East Africa

## Kenya | Uganda 2015 - 2016 – 2017



Kenya | Uganda  
Nairobi – Kampala

November – December  
2016- 2017



10  
Days

Government Strategic Partner



Supporter



It is a well-known fact that the East African region as a whole has emerged as one of the fastest growing markets in the world for consumer and capital goods. Uganda is surely the fastest growing economy in East Africa and Kenya has indeed become an increasingly important trading partner for the United Arab Emirates. United Arab Emirates in particular has been a favored trade partner for both countries. Besides being a major source of oil, the United Arab Emirates has emerged as one of the largest suppliers of goods and services. Trade between Kenya, Uganda and the United Arab Emirates has been growing with the passing of each year. Both Uganda and Kenya is a member of the East African Community that are a great channel to the growing trade of Africa and UAE.



### VIP Attendees

His Excellency Abdullah Sultan Al Owais  
Chairman  
Sharjah Chamber of Commerce & Industry

His Excellency Abdullah Mohammed Al Takawi  
UAE Ambassador to Uganda

Hon. Adan Mohamed, EGH  
Cabinet Secretary for Ministry of Industry, Trade and Cooperatives

Hon. Evelyn Anite  
Minister of State for Finance,  
Planning and Economic Development – Uganda

Hon. Matia Kasaija  
Minister of Finance,  
Planning and Economic Development – Uganda

Mrs. Jolly Kamugra Kaguhangire  
Executive Director  
Uganda Investment Authority

Mrs. Olive Kigongo  
President  
Uganda Chamber of Commerce and Industry

Mr. Kiprono Kittony  
Chairman  
National Kenya Chamber of Commerce & Industry

Mr. Emely Kugonza  
Board Chairman  
Uganda Investment Authority

Mr. Patrick Bitature  
Chairman  
Private Sector Foundation Uganda





# Taste Of Russia 2017



UAE  
Dubai World Trade Centre

18<sup>th</sup> feb  
2017



1  
Day

Partner



RUSSIAN  
EXPORT CENTER

EXIAR

EXIMBANK OF RUSSIA

## Taste of Russia

50+ Russian food and beverage manufacturing companies that were keen in cooking for UAE distribution for their products in the UAE and GCC region.



# Food Park

## 2017



UAE  
Dubai World Trade Centre

4<sup>th</sup> Mar  
2017



1  
Day

Government Strategic Partner



حكومة الشارقة  
هيئة المنطقة الحرة بالحميرة  
HAMRIYAH FREE ZONE AUTHORITY



To cater to the growing demand of food products in local and regional markets, Hamriyah Free Zone Authority (HFZA) launched its flagship project, 'Food Park', on 2nd March 2017 on the sidelines of Gulfood 2017 held at the Dubai World Trade Center. In the presence of stalwarts from the UAE food industry, Saud Salim Al Mazrouei, Director of HFZA and Sharjah Airport International Free Zone, addressed the press conference Hamriyah Free Zone Authority launches Food Park complex announcing the launch of the Food Park. He pointed out that HFZA's Food Park would be the region's first and largest city dedicated to food and commercial industries. "It would comprise of warehouses, offices and labor accommodations on a total area of over 11 million square feet," he added.



### VIP Attendees

Saud Salim Al Mazrouei  
Director of HFZA

Ali Al Jarwan  
Deputy Commercial Director at HFZA

Dr. Edward Fadel,  
General Manager of Trofina





# Seeds For The Future 2016 – 2017



UAE  
Majlis Mohammed bin Zayed  
Al Nahyan

December – January  
2016- 2017



6  
Months

Under the Patronage



Government Strategic Partner



In Partnership



Seeds for the Future is an educational challenge that provides a platform for university students across leading institutions in the UAE to present their ideas and potentially turn them into a viable product that helps society  
Student groups are encouraged to come up with ideas using technology in line with UAE vision 2021

## VIP Attendees



H.H. Mohammad Bin Zayed Al Nahyan Crown Prince of Abu Dhabi, Deputy Supreme Commander of the UAE Armed Forces

H.E. Abdullah bin Mohammed Belhaif Al Nuaimi Cabinet Ministry and Minister of Infrastructure Development in the UAE

H.E. Shamma bint Suhail bin Faris Al Mazrui Minister of State for Youth

H.H. Sheikh Mansour bin Zayed Al Nahyan Minister of Presidential Affairs

H.H. Sheikh Ahmed Bin Saeed Al Maktoum President of the Dubai Civil Aviation Authority CEO and chairman of the Emirates Group and chairman of Dubai World

H.E. Ohood bint Khalfan Al Roumi Minister of State for Happiness

H.H. Hamdan bin Mohammed Al Maktoum Crown Prince of Dubai, United Arab Emirates

H.H. Sheikh Khalifa bin Tahnoon bin Mohammed Al Nahyan

H.E. Noura Al Kaabi Minister of State for Federal National Council Affairs Chairwoman

H.E. Nahyan bin Mubarak Al Nahyan Cabinet Member and Minister of Culture and Knowledge Development

H.E. Dr. Ahmad bin Abdullah Humaid Belhoul Al Falasi Minister of State for Higher Education

H.H. Sheikh Sultan bin Tahnoon Al Nahyan Member of the Executive Council at General Secretariat of the Executive Council - Chairman Abu Dhabi National Exhibitions Co

# Food Security Forum 2018



UAE  
Dubai World Trade Centre

21<sup>st</sup> – 22<sup>nd</sup> Feb  
2018



2  
Days

## Under the Patronage

UNITED ARAB EMIRATES  
MINISTRY OF ECONOMY



الإمارات العربية المتحدة  
وزارة الاقتصاد

UNITED ARAB EMIRATES  
MINISTER OF STATE



الإمارات العربية المتحدة  
وزير دولة



مركز الشارقة لتنمية الصادرات  
SHARJAH EXPORTS DEVELOPMENT CENTER

مؤسسة دبي  
لتنمية الصادرات  
DUBAI EXPORTS



## In Partnership



**Food Security is one of the paramount challenges of our time and is #2 on the UN's 2030 agenda for sustainable development. FAO has determined the 4 pillars for food security as availability, access, utilization and stability and most of these factors are supported by efficient markets. Making markets function better can contribute to reducing food price volatility and enhance food security. It is vital for farmers to be profitable and along with consumers have access to national, regional and international markets. The profitability of agricultural producers and processors is crucial for a successful agricultural sector and for continued investment in production systems. We recognize that strengthening agricultural trade and promoting responsible agricultural investment are important for progress towards sustainable agricultural development, food security, nutrition and inclusive economic growth.**

## VIP Attendees

H.E. Mariam Saeed Al Muhairi  
Minister of State for Future Food Security  
United Arab Emirates

Hon. Ssempijja Bamulangi  
Minister of Agriculture of Uganda

Mr. Kiprono Kittony  
Chairman  
National Kenya Chamber of Commerce & Industry

H.E. Alexander Tkachev  
Minister of Agriculture Russia Federation

His Excellency  
Ayana Zewdie Workneh  
State Minister of Trade Democratic Republic of Ethiopia

Hon Richard Ngatia  
President Kenya Chamber of Commerce and Industry

H.E Sultan bin Saeed Al Mansoori.  
Minister of Economy

Hon Werikhe Micheal  
Minister of Trade, Industry and Cooperatives  
Republic of Uganda

H.E Abdullah Sultan Al Owais  
Chairman of the Sharjah Chamber of Commerce and  
Industry

Hon Mike Mbuvi Sonko  
Governor Nairobi City Republic of Kenya





Management professionals with more than 15 years of experience  
Within the conception and organization of international Exhibition



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DUBAI CONSULTANCY

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