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North Jutland advice for Africa

Consultancy NTU to develop aviation in Zambia and road sector in Malawi



The North Jutland consultancy NTU builds its new consultancy contracts on solid African experience. Here, employees from the company inspect construction materials, workflows, safety and working conditions of scaffolding workers who are building a road bridge.

Consultancy firm NTU International, Aalborg, has been awarded two significant contracts to develop the transport sector in Southern Africa. Over a three-year programme, the company will ensure that the East African country of Zambia's airlines achieve a standard that will allow them to fly to Europe again. At the same time, NTU will manage a four-year road development project in Malawi. Both of the two EU-funded contracts were won in tenders against much larger competitors in the EU. The contracts have a total consultancy budget of DKK 13 and 25 million respectively. According to NTU, the work will have a groundbreaking impact on the development of the two countries' transport sectors and the potential for sustainable growth in an area with many difficult problems.

Unsafe airlines In July 2009, the EU imposed a flight ban on all Zambian-registered airlines from flying to Europe citing safety concerns and has advised European citizens in Zambia not to use these airlines. The EU has also identified safety and regulatory deficiencies in the Zambia Civil Aviation Authority (equivalent to the Danish Civil Aviation Authority). The project involves training aviation authority staff, updating regulatory systems and providing technical support for the acquisition of necessary safety and communication equipment. - We need to upgrade the aviation authority

EC Egon Kjøller

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to an international level, says NTU senior partner Lars Bentzen, who is very proud of the two contracts.



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Læs mere

English version of the article is available on the NTU website. As the highest bidder, NTU was not the so much better than the runner-up that the company won the contract, although the price was by no means the lowest. NTU's Senior Project Manager, Emina Kapetanovic, explains that for the past 10 years the company has worked hard to acquire the necessary competences to develop and strengthen aviation authorities in developing and EU candidate countries. NTU has similar experience from Montenegro, Turkey, Indonesia, Jordan and Togo. He has just returned from Montenegro, where NTU has completed a two-year EU project for the Montenegrin government. Reform of Malawi's road sector In Malawi, NTU, with the Malawi Road Traffic Authority as the contracting authority, will from 2012 to 2016 implement a comprehensive reform of the country's road sector, modernise the road authority and improve road safety. As part of the project, a major campaign will be carried out to improve road safety and create better conditions for private contractors and suppliers of building materials to the road sector. "We have a very good working relationship with the EU in Malawi on other projects and already know a lot about the country's problems," says Senior Project Manager Morten Møller. The road network is outdated and very congested, partly due to deforestation, which causes the roads to wash away during the rainy season. Lars Bentzen attributes NTU's ability to win such contracts to the fact that the company has been present in sub-Saharan Africa with a number of successful projects over a number of years, and in recent years has had a local presence in both Zambia and Malawi. "It's about understanding complex technical conditions, but also about understanding and navigating the culture," he says. "We put a lot of emphasis on not just delivering another report, but making sure that the recipients actually understand and utilise our advice," he says.



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