



ADVISORY SERVICES



Accompanying the people engaged in development

1 Implementation of a supply chain

Analysis / Studies :

- Study of specific supply chains including SWOT analysis
- Comparative study of various suppliers and their supply chains
- Identification of potential new suppliers

Technical expertise / Running of pilot projects :

- Audit of supply chain : identification and validation of potential participants, their strengths and areas requiring improvement
- Proposal of project specifications
- Operational services in collaboration with non-government organisations /scope for development / identification for financial backers

2 Training

Conception of training courses :

- Farming techniques
- Training in post-harvest activities : drying /storage / transformation / packing

Running of training courses :

- Needs analysis (each course is tailored to the specific objectives of the participants)
- Training carried out directly by Latitudes 23° or through selected sub-contractors

3 Search for new sales outlet

Analysis / Study:

- Identification of potential outlets : new clients, which kinds of plants, which countries, specific conditions, etc.

Getting onto the market :

- Finding new clients and suppliers / needs analysis
- Strategic overview of the market
- Organisation of sales contracts (identification of clients, suppliers, prices, administration of import/export)