

Tunisia firms join forces to conclude World Bank project

“ This is what being part of a global network like MGI Worldwide CPAAI is all about – supporting each other to grow our business. ”

Nadia Yaich, Partner, MGI BFC



A powerful collaboration emerges as MGI Worldwide and CPAAI member firms in Tunisia join forces to successfully conclude a World Bank project.

Member firms **MGI Business & Financial Consulting** (MGI BFC) and **La Generale d'Audit et Conseil** (GAC), both headquartered in Tunisia, have shared details of how their partnership helped them submit a recent request for proposal (RFP) for a **World Bank** project.

In October 2020, **MGI Qualex** of Madagascar came across this exciting opportunity and shared it with **Nadia Yaich**, Partner at MGI BFC. With her 10 years of experience in management and organizational consulting, Nadia recognized the potential benefits of collaboration in submitting their proposal, so decided to reach out to **Chiheb Ghanmi**, Partner in financial services at GAC, for assistance in submitting their RFP for the World Bank project, with support from their colleagues Amine Abderrahmen, Bechir Ferhani, Zeineb Hajji and Rania Manai.

The World Bank opportunity

The opportunity was with a credit risk insurance company based in Tunisia, that received funding from the World Bank for capacity building in the field of financial transactions, risk management, and IT. The proposal also included consulting services related to risk management and internal audit. With Nadia's experience in risk management, and Chiheb's experience in banks and insurance companies, both firms recognized that they would be more powerful if they joined forces, so decided to **collaborate** and share their expertise to make their submitted proposal even more powerful.

Collaboration at every level

Nadia Yaich explained that, in addition to collaborating

on the proposal, the opportunity would not have arisen in the first place, had they not been alerted by their colleagues at MGI Qualex.

“If it were not for MGI Qualex informing us, we would have missed the chance to submit a proposal. This is what being part of a global network like MGI Worldwide CPAAI is all about – supporting each other to grow our business. Collaboration with other members can be a strength and an advantage to win bids.”

Member firms in partnership



Specialising in audit and business advisory, MGI BFC acts as a trusted advisor for its clients, helping them grow their business. www.bfc.com.tn



Established in 1998, GAC is a Firm of Chartered Accountants offers a full range of services to local and international clients.

The RFP was submitted online, and the proposal was shortlisted together with Deloitte and BDO in Tunisia. Chiheb Ghanmi told us of their excitement at reaching this stage:

“It was a huge achievement for us to be able to win this contract. It has shown that - although we are a medium-size practice - we are capable of being successful in international markets and projects.”

Maximising membership potential to securing new clients

This successful joint effort is a powerful example of how members can – and should – use the network to collaborate and combine their respective specialisations to acquire new clients and jobs. With over 250 member firms in the network there is no limit to the support that is available to fellow member firms.

By continually networking and discuss opportunities with fellow member firms, our members are better able to understand each other’s businesses and brainstorm opportunities for cooperation to grow their respective practices.

Get in touch



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Chiheb Ghanmi, Partner
GAC

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