



PFMConnect Ltd

Principals: David Fellows and John Leonardo

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PFMConnect Limited: Private/Public Sector Relationship Development Services

PFMConnect Ltd is a company that was established to support the improvement of public financial management standards, particularly in developing countries, through a combination of:

- Research, analysis and strategic advice for project development purposes;
- Problem-solving and intermittent support, as necessary, to assist project delivery ; and
- Capacity development of staff employed by public service organisations

PFMConnect also seeks to use its to facilitate the development of constructive working relationships between private sector clients and public sector organisations throughout the world and this is the subject of our **Public/Private Sector Relationship Development Services**. This service is based on our global knowledge and experience of government policy, regulation and operational needs and practices at all levels.

In all its work PFMConnect seeks to exploit the use of digital communication channels as a key medium through which it organises and delivers its services.

To further its work PFMConnect publishes relevant articles on its blog site <http://blog-pfmconnect.com> and via the online journals of the World Policy Journal, IMF's PFM blog and the Australian National University's Devpolicy blog. It also has an extensive presence on Twitter, Pinterest and Facebook.

Principals

David Fellows

David Fellows spent much of his early career as head of finance and computer services in various local authorities and the police service throughout the UK becoming President of the Society of Municipal Treasurers. He has gained various national and international awards for the development of digital service delivery.

David acted as Principal Advisor on Local Government Reform in the UK Cabinet Office and as public service advisor to various private sector companies in their dealings with public sector organisations. David has worked regularly in South Africa for the National Treasury and at metropolitan municipality and provincial government level before founding PFMConnect Ltd with John Leonardo. He recently led PFMConnect's evaluation of the Commonwealth Secretariat's anti-corruption programme in Africa.

John Leonardo

John Leonardo has over twenty years professional consulting experience including more than fifteen years' consulting field experience on a wide range of donor funded public financial management (PFM) design, evaluation, implementation, institutional strengthening, performance monitoring and

reform projects gained from assignments in sub-Sahara Africa, the Middle East, South Asia, South-East Asia and the South Pacific. He has worked at central, state and local government levels and with state-owned-enterprises.

John has undertaken a wide range of PFM diagnostic studies, including PEFA assessment and has prepared comprehensive packages of prioritised, sequential, costed and integrated medium-term plans to improve PFM performance in a number of countries.

Services

PFMConnect is available to facilitate aspects of business to business arrangements that involve official regulation and oversight or support clients in doing business with various arms of the public sector. Examples of our services are set out below.

Topic	Service Description
Background analysis on public policy and state structure	Assessment of policies, priorities and timescales relevant to specific business interests and details of how state organisations relate to specific issues
Market-related data gathering and analysis including business risk assessment	Collation of data concerning demographics, economic performance, and the business environment
Statutes, regulations and official guidance	Introduction to the regulatory environment relevant to business objectives and assessment of the impact of such environment on client operations and objectives
Public sector procurement familiarisation and support	Procurement process familiarisation and support to clients during bidding situations
Focus on public sector import and export practices for different goods and services	Identification of relevant regulations and processes concerning the import and export of goods and services and of the relevant departments, agencies and people concerned
Focus on in-country investment	Identification of relevant regulations, institutions, processes and people concerning operational investment decisions
Support for business strategy development to address relevant opportunities and document preparation support	Assistance with the development of negotiation and operational strategies required to satisfy business objectives and assistance with the development of project and promotional documentation
Advocacy for improvements to business conditions	Assistance with the questioning government policies that could deter trade and investment.
Guidance on international corruption conventions	Briefings on international action against corruption, penalties and prosecution policies in home countries

Contacts

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Pinterest: <https://uk.pinterest.com/pfmconnect>

Twitter: @PfmclLeo

PFMConnect operates from bases in Brisbane, Liverpool and London and has a network of associates across the world.

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