

Company profile of IAK Agrar Consulting GmbH

IAK Agrar Consulting GmbH is an independent agricultural consulting company working both for public donor organisations and for private agro-enterprises in Germany and abroad.

Introduction

The core businesses of IAK Agrar Consulting GmbH focus on agricultural advisory services in Germany and abroad. We work on behalf of and with private organisations and associations as well as public municipalities and administrations, mainly in the areas of agriculture and integrated rural development.

In Germany as well as abroad we offer a wide range of advisory services to fulfil the demands of our clients. We focus on core topics in which we have gained profound experience through various consulting activities, e.g. dairy farming. In the frame of our wide-ranging activities, we use management and consulting tools such as the Response-Inducing Sustainability Evaluation (RISE) method and the Capacity WORKS management model.

In the scope of bilateral and multilateral economic cooperation, we provide technical and administrative assistance in each stage of the project cycle, e.g. in project design, preparation, planning, implementation, monitoring and evaluation.

Our activities and fields of expertise

For **farms and agro-enterprises in Germany** we offer

- Consulting services on strategic business development and structural adjustments
- Investment advice, financing and agricultural funding programs
- Special advisory services for dairy farming

In the frame of **commercial consulting services abroad** we bring experience and know-how gained from advisory activities in Germany. The thematic focus of our consulting services abroad is placed on

- Development of strategies and business management concepts for agricultural enterprises
- Preparation and supervision of investment projects
- Introduction and sustainable use of modern technologies for agricultural production, processing and marketing

IAK Agrar Consulting GmbH offers a strategic and effective consultancy through qualified services marked by responsibility, openness and customer orientation. Besides our activities abroad, we provide services for above 180 farms in Germany with a total of more than 60,000 cows and 270,000 ha arable land. Our work is guided by values and principles such as integrity, trust, loyalty, transparency and partnership.

The projects' areas of interventions range from crop and livestock production, including organic farming, to farm management, business and investment planning, value chain development and marketing, quality management, advice on agro-policy issues, rural/agricultural strategy development, and sustainable management of natural resources.



Cattle farming and dairy production. Source: IAK

We provide technical and financial cooperation services on behalf of national and multinational donor agencies, among others the German Federal Ministry of Food and Agriculture (BMEL), GIZ, World Bank, EU and FAO. Main topics **in the field of international cooperation** are

- Rural extension and advisory services
- Value chain development
- Producer associations
- Agricultural technical and vocational education and training (ATVET)
- Climate-smart agriculture
- Renewable energy

A central cross-cutting theme for all fields of expertise is capacity building and training of stakeholders to guarantee sustainability and empowerment.



Agricultural advisory services. Source: IAK

Overview of our specific services

Investment Advisory Services

- Investment concepts
- Feasibility studies
- Site selection
- Support in negotiations with financial institutions
- Construction supervision

Management of Agricultural Enterprises

- Strategic planning
- Management consulting and assistance
- Operational planning
- Controlling

Agricultural technical and vocational education and training

- Establishment of training and educational centres
- Development of curricula as well as teaching, training and learning materials
- German dual education system
- Field days
- Study tours



Production planning by using modern technologies. Source: Fotolia

Special Advisory Services on Crop Production

- Cereals & oil fruits
- Potatoes & sugar beet
- Fodder plants
- Farming technologies
- Mechanisation strategies

Special Advisory Services on Livestock Farming

- Milk production
- Beef production
- Pig farming
- Poultry farming
- Sheep and goat farming

Special Advisory Services on Fruit, Wine and Vegetables

- Nurseries & mother stock nurseries
- Orchard management
- Growing systems
- Varietal selection
- Mechanisation strategies

Special Advisory Services on Organic Farming

- Transition to organic farming
- Organic production techniques, processing, certification and marketing

Storage, Processing and Marketing of Agricultural Products

- Cereals & oil fruits
- Potatoes & sugar beet
- Fruit & vegetables
- Milk & meat

Special Advisory Services on Renewable Energies

- Biomass, biogas and biofuel production
- Concept development
- Site selection
- Feasibility studies
- Project management

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