

TACO - TANZANIA ASSOCIATION OF CONSULTANTS

NEED TO ENACT LAW TO GUIDE THE CONSULTANCY INDUSTRY

Facts

- Tanzania adopted a national policy for the consultancy industry in 2005 but has not enacted any law to support it, leaving local consultants to operate without guidance;
- Without a Legal consultancy body, which can register and guide local consultants in doing their work more professionally, it is difficult for local consultants to compete with their well-organized counterparts from developed and developing countries
- TACO with other stakeholders has prepared a National Consultancy Industry Council Bill and urging the government to adopt it for tabling in parliament.

There is a clear need to enact the bill to steer the consultancy industry in Tanzania. Such a law will make the establishment of the National Consultancy Industry Council possible, a body that would support consultancies

Challenges

- Consultancy industry faces inadequate competence in marketing and consulting skills and insufficient institutional capacity.
- The absence of certification, registration and accreditation process for some professions is a big hindrance.



The Industry needs technical and professional support

- Better moderation and harmonisation of consultancy fees
- Regulation of disparities between local and foreign consultancy fees
- Promotion of gender equality
- Promotion of export of consultancy services
- Facilitate enhanced performance and competitiveness of the industry

No show for Tanzanian firms

Consultants from outside Tanzania have the lion's share of the consultancy industry market

TACO data show that the value of consultancy tenders from September 2010 to October 2011 was over Tsh1.76 trillion.

Out of Tsh 1.595trillion paid to consultants during the period, only Tsh 9.018billion or just 0.06 per cent went to local consultants. UNDP in 2000/2001 showed that \$500 million was spent on paying for consultancy services in Tanzania, but local consultants got only five per cent of the money.

A costly omission for stakeholders

- No co-ordination of consultancy institutions under professional boards.
- Lack of implementation of National Policy for consultancy Industry.
- An absence of structure to facilitate the establishment of ethical codes, and promote the development of human capacity in the industry.
- No structure to ensure access to consultancy work for national consultants.
- No structures for increased transparency in tendering for consultancy services.
- A lack of provision and promotion of strategic leadership for the development and expansion of the consultancy industry.

For its advocacy research TACO is supported by



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