Questions & Answers
for cooperation with the private sector

SASI

1. Who is the most suitable person at GIZ/SASI to talk to regarding our inquiry?

For initial inquiries, companies should contact the SASI business development team within GIZ via **sasi@giz.de**

Depending on the **topic**, inquiries are then steered to:

- experts for cooperation with the private sector (ZmW / iEPW),
- thematic leads (e.g. living income, EUDR, gender, climate),
- or country / regional focal points.

Within GIZ, **SASI** functions as an entry point and a navigator for agricultural supply chains.

2. What projects is GIZ/SASI funding? Up to what amount?

SASI does not fund companies directly, but implements **joint projects with private partners** under different cooperation formats, including:

- **Integrated Development Partnerships with the Private Sector (iEPW),**
- **multi-actor partnerships and platforms.**

Project volumes range from:

- **smaller pilot projects** (low six-figure EUR),
- to **large, multi-country partnerships** in the multi-million EUR range.

Public contributions are typically matched by substantial private co-financing.

3. What companies can partner with GIZ/SASI?

SASI cooperates with **a broad range of companies,** including:

- **EU-based and international companies**,
- **SMEs** as well as multinational **corporations**,
- **companies** active in **production, processing, trade or retail**.

Key requirements:

- commitment to **sustainability**, human rights and **due diligence**,
- relevance to agricultural supply chains,
- willingness to co-finance and engage operationally.

There is no restriction to EU firms only, but cooperation must align with BMZ and GIZ mandates.

4. Do you have key performance indicators (KPIs) or targets in SASI? ?

Yes. SASI operates with a results-based monitoring system, aligned with BMZ requirements. KPIs typically relate to:

- improved incomes and working conditions,
- reduced deforestation and environmental impacts,
- strengthened due diligence and traceability,
- empowerment of women and marginalized groups,
- scalability and policy relevance.

Indicators are defined per project, within an overarching SASI results framework.

5. What has been your impact so far?

SASI has:

- partnered with **over 280 companies**,
- implemented **300+ private-sector cooperations**,
- mobilised **close to EUR 100 million in private investment**,
- worked **across 40+ countries**.

Impacts include improved livelihoods for producers, concrete progress on deforestation-free supply chains, strengthened living income approaches, and p**ractical support for compliance with EU regulations** (EUDR, CSDDD).

6. How flexible are you regarding countries and commodities?

SASI is highly flexible, within **BMZ's strategic framework**.

- Countries: global scope, with a focus on **BMZ partner countries**; flexibility exists for **multi-country** and **global approaches.**
- Commodities: strong experience in **coffee, cocoa, palm oil, cotton, rubber, soy, rice,** but open to other agricultural value chains where impact and relevance are clear.

Flexibility increases when projects:

- are multi-actor or multi-country,
- contribute to global or EU policy priorities.

7. What are the criteria/requirements for private-sector cooperation?

All cooperations must comply with **GIZ's Principles for Cooperation** with the **Private Sector**, including:

- clear developmental additionality,
- alignment with BMZ priorities and human-rights standards,
- transparency and integrity,
- environmental and social safeguards,
- meaningful own contribution by the company.

A SASI-specific **criteria catalogue** further ensures strategic fit (e.g. living income, climate, deforestation).

8. How does GIZ engage with partner country governments?

Engagement with national and local governments is a core principle of GIZ's work.

Depending on context, GIZ:

- works closely with relevant ministries and authorities,
- upports policy dialogue, regulatory frameworks and implementation,
- ensures alignment with national strategies (e.g. land tenure, agriculture, forest
- governance),
- involves governments especially where land rights, legal compliance or public regulation are concerned.

In the initial step, SASI approaches the respective country offices and collaborates with relevant bilateral or regional projects of GIZ. This is often critical for companies seeking long-term, legally secure solutions.

9. Which own contributions of the company can be recognised?

Recognised contributions include:

- cash contributions,
- in-kind contributions (e.g. staff time, training, equipment, data, logistics),
- technology, know-how and access to supply chains.

The private share typically equals or exceeds the public contribution. In many cases, 50% or more of total project costs are borne by the company or consortium.

10. How long does it take from project idea to implementation?

On average:

- 6–12 months from initial idea to project start.

The timeline depends on:

- project complexity and volume,
- number of partners,
- country context,
- internal approval processes.

Early alignment on objectives, geography and co-financing can significantly accelerate the process.