

Mission

Numodus is a new worldwide creative consultancy group.

We are an alliance of dedicated and experienced colleagues based in four different countries with the same vision for change, a diverse range of skills and contacts, worldwide experience in multiple product sectors and markets, and a shared passion to make a difference through our work.

In response to changing economic, social, and environmental realities, and many years working within the international development sector, we feel that there is a need for a **new modus operandi... numodus.**

By combining our different areas of expertise and experience, we aim to provide a holistic approach to development and trade by building strategic, sustainable and ethical design, production and marketing solutions for producers and buyers within the home decoration and gifts sectors.

Team

Founding Members

Aileen Brindle (UK)

Mark Kwami (Germany)

Reinhard Werner (Switzerland)

Solly Levy (South Africa)

Approach

Believing in a comprehensive and participative approach we have a strong collaborative dialogue with our clients and realise their goals through a range of integrated and customised interventions.

Experience

We have extensive experience in the following areas:

- Managing our own manufacturing and marketing businesses
- Working in management roles both within mainstream and fair trade businesses
- Consulting to many international trade development agencies, governmental institutions, fair trade organisations, and private businesses
- Working with small and medium sized businesses in Africa, Asia, Latin America and The Caribbean
- Providing training, developing training materials and building sustainable local capacity in design, production, business management and market development
- Designing, range development and sourcing across many product areas including textiles, ceramics, wood, furniture, metalware, paper, jewellery and accessories
- Developing and supporting market access strategies via Matchmaking, Direct Marketing and Trade Fair participation

Through this collective experience, we have developed a strong understanding of the challenges facing businesses and organisations in Developing Countries as well as the needs of the global home decoration and gifts market. We have also developed an extensive knowledge of producer and market contacts worldwide.

We believe in the need to work with people throughout the supply chain. This includes:

- Development Agencies / Business Support Organisations / Governmental Institutions / Educational Institutions
- Producers / Exporters
- Importers / Wholesalers / Retailers

Services



Plan

We carry out business, programme and national sector reviews and assist in designing appropriate development strategies.



Act

We assist or provide training in the areas of: Market research, trend forecasting, design and product development, production organisation, quality assurance, costing and pricing, market access, export logistics, and business management. We also provide a range of simple, appropriate 'tools' which can be used by businesses to improve their own management capacity and market development opportunities.



Link

Having an understanding and first hand experience about both the strengths and needs of suppliers and demands and trends in the market, we believe that the key to success is in positioning the right product, in the right place, at the right price, at the right time. Using our integrated approach, our experience and contact base we can help provide a range of market linking solutions.