

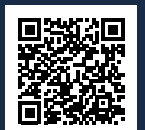


MEMBER SPOTLIGHT

Albright Stonebridge Group

Part of **DGA Group**

Oct 2024





Fast Facts



12
Offices



300+
Experts



45+
Countries with
on-the-ground coverage

Client Profiles

Multinational Corporations

Financial institutions

Industry associations

International investors

Foundations and non-profit
organizations

High-growth ventures

Government institutions

Introduction

Co-founded by former U.S. Secretary of State Madeleine Albright, Albright Stonebridge Group (ASG) is a leading global strategic advisory firm, specializing in government affairs and public policy solutions. With a network of experts in more than 40 countries, ASG helps clients protect and grow what they have built, by navigating complex market dynamics, mitigating risks, influencing policies, and building relationships for sustained success.

In the U.A.E. and across the wider GCC and Middle East, ASG is committed to supporting American and U.A.E.-based companies by providing tailored solutions that include complex communications, business intelligence, digital insights, and public policy strategies. Our in-depth regional expertise enables us to assist companies in navigating the unique challenges and opportunities of the Middle East markets.

ASG is a foundational partner of DGA Group, an independent, multidisciplinary advisory group that provides complex communications, business intelligence, digital insights, and public affairs solutions.

Our services in the U.A.E. include:

Geopolitical Insights and Policy Influence

- Geopolitical analysis and risk management
- Policy monitoring, advocacy, and engagement
- Regulatory landscape assessment

Policy and Regulatory Solutions

- Policy thought leadership and agenda setting
- Policy benchmarking, gap analysis, and solution delivery
- Policy and regulatory framework design and optimization

Market Entry & Strategic Business Development

- Market entry strategies and support
- Corporate identity and positioning
- Strategic business development and international partnerships
- Deal origination and investment climate evaluation

Stakeholder & Risk Management

- Stakeholder mapping and engagement strategy
- Risk and reputation management

U.S.-U.A.E. Partnerships

For more than two decades, ASG has helped clients understand, navigate, and solve problems; mitigate risk; and capture opportunities in more than 120 markets around the world. ASG has a proven track record of client success in the U.A.E. and wider Gulf region, and we have:

- **Advised a major multinational conglomerate on key regional events**, geopolitical trends, and bilateral relations with the potential to impact its business and operations in the region.
- **Provided a leading U.S. medical center with a thorough regulatory**, operational, reputational, and partner risk assessment to inform its market entry in the GCC.
- **Helped a leading U.S. genomics sequencing company** raise its strategic positioning in the U.A.E. by organizing a roundtable with senior healthcare regulators and decision-makers.
- **Enabled leading U.S. technology companies to constructively engage with GCC policy-makers** and provide meaningful inputs to data protection and privacy regulations.

Client Success Stories

- **Case Study 1:** ASG organized and supported a trip to the U.A.E. and to Saudi Arabia by the CEO of a sustainable minerals company that is focused on circular economy solutions for the mining sector. In both countries, ASG organized meetings at the highest levels with relevant regulators and prospective commercial and investment partners, including the respective ministries of industry, ministries of investment, national mining and minerals companies, and leading strategic investors. Senior leadership in both countries expressed great enthusiasm for the company's technology as a way to turn environmental waste into economic value and contribute to national economic diversification objectives. ASG is currently supporting the CEO and senior management to pursue several concrete partnership opportunities that arose in both countries from the trip.
- **Case Study 2:** A GCC government regulator sought ASG's support for the establishment of a centralized Public Policy function to coordinate the development of policies and regulations across the organization. ASG deployed a team of public policy generalists, technical experts, and project managers to (1) activate the function and (2) provide ongoing operational support for the development of public policies. As part of the activation phase, we delivered a strategy and operating model for the department, practical tools, templates and resources to support day-to-day operations, and capability building sessions for employees. This required managing multiple workstreams and delivering detailed progress reports to senior leadership. As part of the operations phase, we have been responsible for project managing the entire public policy development lifecycle for the organization, including collaboration with technical subject matter experts, development of Policy Proposals and other supporting documents, delivery of completed policy instruments, and securing relevant internal approvals.
- **Case Study 3:** ASG was retained by a U.S.-based nonprofit academic medical center to provide tailored insights and analysis on geopolitical, economic, and security developments in the MENA region, and advice on strategies for engagement with business or political stakeholders related to the center's operations in the regions. We provided leadership with regular in-person and virtual briefings, country and issue specific risk assessments, and stakeholder maps that continue to inform leadership's engagement in the region.
- **Case Study 4:** A leading U.S. technology company sought to establish manufacturing operations through a joint venture in the GCC. ASG assisted with market entry and outreach to potential partners. This included developing a market entry and partnership strategy, working with the client's executive team to implement this strategy simultaneously across three GCC markets, and engaging senior government officials and key private sector stakeholders to develop bilateral partnerships and raise the company's brand profile in the region. With our support, the company was able to identify, cultivate, and begin negotiations with several potential partners in the region. The client also began negotiating a possible equity investment from a prominent GCC sovereign wealth fund.

Our team in the U.A.E. and wider region



Prem Kumar

Leads ASG's work in the Middle East & North Africa; expert in regional policy and business trends

Based in New York



Dan K. Rosenthal

Managing Partner and CEO of global firm

Based in Washington D.C.



Sarah Al-Shawwaf

Partner and international lawyer with expertise in the GCC policy landscape

Based in Dubai



Jan Kamphuisen

Government Relations, geopolitics and government public policy capability development

Head of ASG's U.A.E. office in Dubai



Imad Al-Abdulqader

Expert on Saudi investment policy; former head of Investor Attraction at MISA

Based in Riyadh



Nate Hodson

Expertise in strategic partnerships, market entry, and regulatory evaluation

Based in Washington, DC



Ben Gordon

Expertise in government relations and international strategy

Based in London



Michael Bessey

Expert in GCC public policy and regulatory affairs with a focus on the healthcare and technology sectors

Based in Dubai



Sami Al Askari

Expertise in strategy and transformation management

Experienced in FDI attraction

Based in Riyadh



Tomas Valdes

Expertise in strategic partnerships and financial markets

Based in Dubai



Yahya Majali

Senior Advisor at ASG

Expertise in Jordanian politics, energy and engineering

Based in Amman



Mohamed Hanafi

Senior Advisor at ASG

Expertise in Egyptian business, policy, and regulatory issues

Based in Cairo



William Grant

Expert on business and growth strategies, regulatory issues, and dispute resolution

Based in Washington D.C.



Lawrence Silverman

Senior Advisor at ASG

Expert in entry and growth strategies in Kuwait

Based in Washington D.C.



Othmane Kotari

Senior Advisor at ASG

Expertise in regional FDI

Based in Casablanca



H.P. Goldfield

20+ years of experience supporting clients in K.S.A.

Based in Washington D.C.



Thomas Pickering

Expert on growth and investment strategies

Based in Washington D.C.

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