


Global Lab 2020 Project Information

Company	Capital Safi – SAFI S.A.	
Industry	Investment Management	
Location	La Paz, Bolivia	
Web	http://www.capitalsafi.com	
Company Background	Capital Safi manages four close-ended funds totaling US \$425 million in assets as a B2B operator. All funds are invested primarily in alternative assets, with local private debt the most important. One of the funds invests offshore across several asset classes. The company feels the need to enlarge the operations offshore and take advantage of its higher-value service portfolio.	
Key Deliverables	Develop a business plan to position SAFI as a market leader: <ul style="list-style-type: none">• Identify the core strengths of the company and build a strategic plan around this, so as to be able to attract talented employees, partners, and new prospects;• Identify key areas of the business that may require transformation, new focus, and improved effectiveness;• Recommend strategy to secure funding for expansion initiative both within and offshore;• Explore Colombia and Costa Rica as two new offshore markets for the company’s expansion.	
Preferred Skills/Industry Experience	Strategy, Marketing, Entrepreneurship, and Finance	
Travel Location	La Paz, Bolivia, and Colombia La Paz, Bolivia, and Costa Rica	
Travel Commitment	Begin in-country work: Tuesday, March 17 th End in-country work: Thursday, March 26 th	