

The Trade Policy Hub (TPH)

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Project profile

What is your idea

The Trade Policy Hub (TPH) is a scalable consulting business, providing expertise for clients across the public and private sectors. Our USP builds on three benefits: state-of-the-art research on global trade and investment policy issues, innovative approaches, and a wide network of experts inside and outside the LSE. TPH offers organisations up-to-date expertise, multidisciplinary approach, and reach into networks and is developing a range of toolkits to scale the expertise to reach more clients globally. We lead on competitors with our recognition for robust evidence-based, quality and management by policy-experts.

What problem are you solving

Global trade is increasingly complex and uncertain and organisations find it difficult to police implementation and compliance. They also face intersecting regulatory contexts and changing supply chains. TPH helps organisation on the entire range of trade and investment-related projects, based on cutting edge research: resolving a company's supply chain vulnerabilities post-Brexit; assisting an SME in accessing a new market as a first-time exporter; supporting the implementation of the African Continental Free Trade Agreement; aiding government priorities in joining a new trade agreement; and engaging stakeholders in deciding on trade-offs.

What is your progress to date

Our current offer includes customised products and services, delivered via public procurement and incoming inquiries. Over the past four years, TPH has become a fast-growing business with a track record of more than 30 projects, including for the Department of International Trade in the UK, European Commission, CDC Group Plc, and

Arla Foods UK. TPH has done market validation via the Innovation-to-Commercialisation programme, building additional business planning expertise and creating a stronger core team.

What resources can help you grow

TPH has an extensive network of experts, partners and clients. Over the next two years we want to become a global business by being more proactive, building scalable toolkits and forming partnerships to engage in larger scale (above £250k) government and private contracts. In expanding TPH's global reach we are working with intermediaries, including LSE alumni, to work with in new foreign markets and for new private clients since we already have a strong track record with government clients.

How will you spend the £50k money

TPH has undertaken extensive market validation and has found the market need for scalable proprietary products: toolkit to assist implementation and monitoring of FTAs, toolkit to assess the linkages between economic and sustainability impacts and a blockchain solution for trade. TPH will use thirty-five thousand to cover the expertise, data and design of the toolkits, and rest will provide the resource to take this to market via strengthening alumni and partner relations and promotion.

About your team

Dr Elitsa Garnizova set up the TPH, while working for LSE Consulting – consulting business of the LSE – and on her PhD at the LSE. She has experience in the policy, academic and consultancy worlds, where her strength lies in extensive trade policy expertise, driving her business development successes. She has been supported by Jeannine McMahon, Director of Consulting, and Hosuk Lee-Makiyama, Director of ECIPE.

