

## Introduction to NEXUS

### Migration today

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Migration is inherent to human nature. Revolutions in communication, transportation and rights of individuals to stay abroad have facilitated movement of peoples across borders in order to seek better lives and to overcome hardships. More countries are now significantly involved in, and affected by, international migration than at any time in history.

Remittances represent one well-known element of migration. Globally, they impact at least 700 Million people and total are conservatively estimated US\$325 Billion in 2008. This money migrants send to the developing world exceeds the total of all official development assistance and direct foreign investment combined.

But this is far from the whole story. Migrants also bring with them high savings rates, important skills and business know-how. They are often “early adapters”, and can inspire new ways of thinking about social and political issues. They form a dynamic human link between cultures, economies, and societies.

### Approach

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NEXUS specifically recognizes that the interest and impact of the private sector should be better reflected in the kinds of migration-related discussions and processes that have to date been the largely the concern of government, specialised agencies and academia.

Indeed, the ability of governments to work with private companies and civil society actors has become one essential link in a viable migration-development value chain - one where private sector interests meet priority public sector objectives and the interests of the migrants themselves.

The NEXUS approach is unique in focussing on combining private sector inputs with the resources, expertise and creativity of a range of players in the area of migration and

The private sector makes a key contribution to this migration-development process. It is the private sector that provides the employment and finance, develops the human capital, introduces technology and intellectual property, supply chains, cutting-edge business practices, as well as policy influence, in-country networks, and other relevant expertise. When the above elements are harnessed constructively, they can have a profound effect on development.

More and more people are excited about the ways in which migrants can help transform both their adopted and their native countries. It is increasingly understood that governments can cooperate with the private sector to create triple wins—for migrants, for their countries of origin, and for the societies that receive them.

In fact, integrating migration dimensions should be a core component of every development, trade, foreign policy, and corporate strategy.

development. Such public-private alliances unite the distinct interests, skills and resources of each partner - and apply them to challenges and opportunities that no actor could manage alone. And when such partnerships are properly supported, we are all better positioned than ever to confront the challenges of migration – and to seize its opportunities.

Without disregarding or diminishing the security element to migration-management, NEXUS is founded on seeing international migration through the prism of opportunity, rather than of fear. We focus on magnifying the positive, mutually beneficial aspects of migration: on sharing experiences between the public and private spheres, and on developing practical ideas and building lasting partnerships.

One innovative NEXUS-initiated project is being carried out in the Balkans: The DEVINPRO Initiative is co-financed by the **International Fund for Agricultural Development (IFAD)** and Raiffeisen Bank, with the participation of nine other leading financial intermediaries in Albania and Kosovo. The project recognizes migrants and their beneficiaries as a distinct and important market segment.

It aims to support their personal and migration-related objectives over the term of their migration cycle through the design and delivery of targeted financial products and services. As corollaries, the project facilitates entrepreneurship and employment opportunities, and the broadening/deepening of the financial system. By these parallel means the project directly links migration, remittances, and financial intermediation with sustainable development.

## Operating Model

NEXUS is the Migration and Development Division of IASCI, a specialised NGO established under the laws of the Republic of Austria in 2004 ([www.iasci.info](http://www.iasci.info)). IASCI/NEXUS is politically independent, non-partisan and wholly impartial; all activities are non-profit in nature.

Benefiting from migration and providing a meaningful contribution to the migration-development value chain requires systematic dialogue and collaboration between public and private stakeholders. Operationally, it calls for the joint identification, strategic planning, design and funding of public-private alliances.

NEXUS contributes proven expertise in developing and maintaining public-private alliances. We are dedicated to the task and provide essential continuity to such alliances by delivering key migration and development related inputs. We act as both partner and catalyst through the provision of qualified senior-level human resources.

In addition NEXUS fosters dialogue and collaboration, strengthening the institutional aspects of public-private alliances by:

- accessing financial resources not otherwise available to partners;

- lobbying on behalf of partners and their specific and common interests;
- actively promoting public-private partnerships (PPPs);
- carrying out targeted research and analysis;
- streamlining existing private and public resources;
- facilitating linkages and networking;
- transferring knowledge and technology; and,
- delivering technical assistance and capacity building.

The NEXUS business model relies on a combination of the following resource streams:

- funds made available by national governments and / or international organisations on either a grant or fee-for-services basis;
- financial sponsorship from the private sector, often combined with technical support and expert participation;
- implementing partner arrangements with specialised agencies such as IOM, UNHCR, UNDP, and major civil society organisations (Caritas, Care, etc.);
- income derived from participating in public-private partnerships and alliances.

Another example of a targeted research and analysis is a feasibility study related to encouraging sustainable voluntary return of migrants to Nigeria and Kosovo by introducing an innovative private-sector component.

The objective is to directly link individual interests and professional skills of potential returnees residing in Austria with the commercial interest of private sector actors planning to initiate or expand their activities in Nigeria and Kosovo. This project is co-financed by the EU under the **European Return Fund 2008** and the **Austrian Ministry of Interior**.

## Services

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NEXUS services are closely interrelated, representing mutually reinforcing activity areas that provide clients and alliance partners with a comprehensive package.

### Representation

NEXUS promotes public-private alliances in the field of migration management and development by identifying suitable partners and lobbying on their behalf. Building on our extensive experience working in challenging countries and operating environments, we support our clients and partners by facilitating understanding and communication and thereby paving the way for innovative approaches and new networks. And, as a non-profit association, we are uniquely placed to access and contribute financial resources to such alliances.

### Consultancy

NEXUS works with its clients and partners to translate strategic objectives into workable policy and implementation measures. We assist them in streamlining and rationalizing private and public resources and to acquire new ideas and partnerships/alliances. We provide technical assistance related to capacity building, programming, project cycle management (PCM), performance measurement, and monitoring and evaluation. Our aim is to transfer our specialist knowledge in the areas of migration management and development to our clients and partners.

### Research

NEXUS delivers targeted research and analysis to leading private actors, governments and specialized agencies. Our experts design and carry out independent, objective, and client-orientated public opinion surveys, market

studies and needs assessments. Building upon this research, we provide sectoral and sub-sector analyses in our field of expertise, leading to practical and actionable recommendations.

### Implementation

NEXUS assumes the lead role in direct programme and project implementation whenever required by the circumstances, and in coordination with its clients and partners. Implementation services include delivery of technical assistance and capacity building, as well as testing, building and operating systems.

In order to hand over such operating systems in a durable manner, from the outset we actively integrate a programme of transferring knowledge, skill sets and resources to our partners.

### Information Management

NEXUS recognizes that evidence-based decision-making is largely dependent upon the timeliness and quality of the collected data and information. This is especially true in the field of effective management of migration-related security risks, balanced with reasonable freedom of movement. In response, NEXUS works closely with clients and partners to design targeted information management applications capable of obtaining relevant data/information in a variety of challenging field operations and in formats easy to verify and use.

Our case-specific field-based data/information methodologies have a proven track-record of enabling clients and partners to confidently carry out evidence-based decisions in a more confident manner. Key benefits include speedier and more reliable decision-making, combined with significant cost-control and efficiency gains.

In Pakistan, NEXUS worked with the **Prime Minister's Secretariat** and **UNHCR** to establish an Information Management capacity providing direct support to government and the humanitarian community responding to the catastrophic October 2005-earthquake. Embedded in the Earthquake Reconstruction and Rehabilitation Authority (ERRA), NEXUS designed, established and operated the system for a ten month-period, before successfully handing it over to ERRA. With this experience in hand, NEXUS was appointed by the UN Humanitarian Coordinator to deliver Information Management support to the IASC Cluster System deployed in response to the 2007 cyclone in Balochistan and Sindh. After establishing and testing, the system was handed over to UN Habitat.

## Experience

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NEXUS has substantial experience in collaborating with senior-level government counterparts and leading organizations. The principals of NEXUS have been professionally engaged in migration management, migration and development, large-scale field-operations, and related research and consultancy since 1992.

Additionally, NEXUS experts look back on substantial experience in the private sector, including the establishment of public-private alliances.

Client governments include: 14 EU states, Ukraine, Pakistan, Sri Lanka, Albania, and Kosovo. NEXUS maintains close working relationship with lead agencies such as: UNHCR, UNDP, UNMIK, IOM, IFAD, Caritas International, CARE International, the Canadian Agency for International Development, and the Swiss Agency for Development and Cooperation. Private sector partners include market leaders in the financial and other sectors.

In Kosovo, NEXUS worked together with the **International Organisation for Migration (IOM)**, local and state level administrations, the **United Nations Interim Administration Mission (UNMIK)** as well as interested states in support of orderly migration and return management. KOSIP provided potential returnees, relevant authorities and decision-makers at all levels with information about return possibilities and conditions, allowing them to make better-informed decisions, streamline work-processes, and act within critical time-constraints.

## Contacts

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