

# Expanding from 4 countries to 18:

MGI demonstrates its global capability for a world-leading logistics business.

When a major international client first approached MGI Worldwide in 2021, the opportunity was focused: audit support across five entities in four countries across Africa and the Middle East.

Several years later, that first conversation has grown into a much wider collaboration, now spanning **18 countries and 21 entities** — led by **Faiyaaz Rajkotwala**, Managing Partner at

**MGI Salim Rajkotwala Chartered Accountants**, with support from **Audrey Danasamy**, MGI MENA Regional Director, and trusted MGI member firms across regions.

It is a story of one MGI member opening the door, and others helping the opportunity grow through connection, trust, collaboration and shared responsibility.

## From one opportunity to a regional collaboration

The client, a large global organisation with operations in multiple markets, was looking for audit support that combined strong local knowledge with the ability to work across borders.

An initial call was arranged through the MENA region bringing together Faiyaaz, in Dubai, Audrey, and the client's MENA/Africa procurement department.

At the time, the work covered five entities in four countries, including markets such as the UAE, Ghana, Kenya and Nigeria. Over the following years, the collaboration expanded across Africa and the Middle East, with further work involving markets such as Mauritius, Uganda, Saudi Arabia, Oman, Angola, Gabon, Morocco, Madagascar, Mozambique, Burkina Faso, Zimbabwe, Cameroon and Malawi.

What began as a focused piece of audit work has now become an 18-country, 21-entity collaboration, bringing together local expertise and international coordination through the MGI Worldwide network.

## Led by a committed MGI member

At the heart of the story is MGI Salim Rajkotwala Chartered Accountants, the member firm that has led the relationship from the beginning.

As the lead firm, Faiyaaz and his team have played a central role in coordinating the work, bringing member firms together, aligning proposals and helping present a consistent, high-quality response to the client.

By working closely with Audrey and our member firms across jurisdictions, we were able to build trust, align our approach and create real, scalable opportunities for all involved.

— *Faiyaaz Rajkotwala*



Importantly, the role of a lead firm does not end once the RFQ is submitted or the work is awarded. Over the past five years, Faiyaaz, together with Audrey in her role as Regional Director, has continued to stay close to the assignment through regular calls with participating member firms, structured update templates, ongoing monitoring and clear communication with the client's headquarters when local matters need to be escalated.

That ongoing involvement has helped build trust with the client and support member firms across different jurisdictions.

### Shared responsibility across the network

This collaboration highlights an important part of how MGI members work together.

On an assignment of this scale, each member firm is not only representing itself. It is also representing the wider group of firms involved, the lead firm, and MGI as a whole.

Member firms understand that delivery in one country can have an impact on the confidence, reputation and opportunity created for others.

That shared awareness has helped the firms stay connected, communicate openly and work together as one team. Faiyaaz comments:

**“What began as an engagement covering four countries and five entities has grown to span 18 countries and 21 entities.**

**This expansion was not incidental — it was the result of deliberate coordination, consistent delivery and the strength of the MGI network.**

**By working closely with Audrey and our member firms across jurisdictions, we were able to build trust, align our approach and create real, scalable opportunities for all involved.”**

### Power to grow in action

This story reflects the heart of MGI's **Power to Grow** message.

Growth can start with one conversation, one opportunity and one member firm willing to take the lead. From four countries to 18, this collaboration shows how trust, connection and active membership can open doors across the network.

### Share your story

Do you have a story of connection, collaboration or growth? Fill in our short online form and we'll help you get the word out!



Also remember to always copy in the [collaborations@mgiworld.com](mailto:collaborations@mgiworld.com) email when reaching out to a fellow member.

### Find out more

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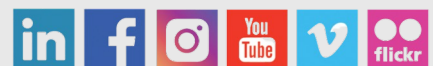
**Power to grow**  
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