



Istituto nazionale per il Commercio Estero

Sector Seminars 1998-2006

Directory of Italian Consultancy Companies

settembre 2006

Italian Trade Commission (ICE) - Brussels

Sector Seminars 1998-2005
Directory of Italian Consultancy Companies

The Italian Trade Commission (ICE) is the Government agency whose overall aim is to increase the international competitiveness of Italian small and medium-sized enterprises (SME). ICE provides technical assistance and information to Italian industry and its partners.

The ICE office in Brussels monitors EU-funded programmes on a continuous basis. Information forwarded to Italian SME's includes details of current EU strategies, aid programmes, projects and calls for proposals and tenders.

In addition, the Brussels office, on the basis of a network of European institutional contacts (Permanent Representations of Member States to the EU, European Trade Promotion Organisations' offices in Brussels) is formulating initiatives to assist Italian consultancy companies in developing their networking with regard to future participation in international tenders.

Since 1998 ICE Brussels, in cooperation with European institutional partners, has organised 18 sector seminars open to companies of Member States engaged in European aid programmes.

The sectors in question are Transport, Institution Building, Energy, Water Management, SME Development, Waste Management, Rural Development, Health and Education/Vocational training.

More than 2200 European consultancy companies, procurement agencies and contractors have participated in the seminars and have established useful contacts. They are now included in data banks, important tools for partner organisations.

The Italian Trade Commission in Brussels has included in this directory detailed profiles of Italian consultancy companies who participated in the seminars. The aim is to provide a valuable information tool on Italian consulting to EU organisations and European consultancies.

Partner Institutions co-organising the sector seminars

Permanent Representation of Austria to the European Union in co-operation with Wirtschaftskammer - Österreich
Permanent Representation of Belgium to the European Union - Belgian Foreign Trade Agency
Permanent Representation of Czech Republic to the EU / Czech Business Representation (CEBRE)
Permanent Representation of Denmark to the European Union
Permanent Representation of Finland to the European Union
Permanent Representation of France to the European Union / Service Economique et Commercial
Permanent Representation of Germany to the European Union in co-operation with DIHT and bfai
Permanent Representation of Greece to the EU
Permanent Representation of Hungary to the EU / Hungarian Investment & Trade Development Agency (ITDH)
The Trade and Technology Board of the Government of Ireland / Enterprise Ireland
Permanent Representation of Italy to the European Union - Italian Trade Commission (ICE)
Permanent Representation of the Kingdom of the Netherlands to the European Union
Mission of Poland to the EU
Permanent Representation of Portugal to the European Union / Portuguese Trade Office (ICEP)
Permanent Representation of Spain to the European Union / Spanish Institute for Foreign Trade (ICEX)
Permanent Representation of Sweden to the European Union
Permanent Representation of the United Kingdom to the European Union

How to use the Directory

Each company profile contains details of the expertise, country and aid programme experience, address, web site and key personnel.

The consultancy companies in the Directory are located

by Alphabetical List

How to make Contact

Should you require advice or experience any difficulty in finding an appropriate firm for a project, please contact:

Italian Trade Commission (ICE)

Pl. de la Liberté, 12

1000 Brussels

Belgium

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E-mail: bruxelles@bruxelles.ice.it

Internet: www.ice.it

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EU Affairs Section

Tel. +32 (0)2 229.14.36

Note: The information included in the company profiles have been provided by the companies themselves.

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A&L S.r.l.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

A & L S.r.l is a service and consulting firm for small and medium companies. It represents a natural evolution of a long standing co-operation between the different professionals who make up the social team. The partners are Senior and Junior professionals who permanently work in the firm. They co-ordinate their professional activities in order to offer a service and consulting activity which has to be complete, qualified and personalised for every single company needs.

A & L S.r.l. is able to offer a wide range of services, either directly through its operative structure, or indirectly through the network operation it belongs to (and in which law and engineering consulting firms participate).

MAJOR PROJECTS

Several projects in agro/food industry (market researches/ feasibility studies/ partnership engineering) financed by Italian regional and local institutions and sectorial associations.

COMPANY DETAILS

Via Palestro 35
00149 Roma

Italy

Tel: +39 06 49383039

+39 06 44703163

Fax:: +39 06 4467384

E -mail: aelsrl@aelsrl.it

Turn over: 600.000 Euro

Number of Employees: 9

Branches abroad: none

Associated companies: A&L e Associati

Contact Person: Luigi Lavorano

Position: Partner

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

ALA

REGIONS OF INTEREST

Central and Eastern Europe

Latin America

EU Member States

SECTORS OF ACTIVITY

Agriculture & Rural Development

Institution Building

Private Sector Development

Tourism

SME development

Agroindustrial development

A.T.P. s.r.l., Ambiente Trasporti Progettazione

<p><u>CONTRACTOR AND SUPPLIER</u></p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> The company was formed in 1987 by a group of specialist consultants from renowned consultancy companies and university research. The group is the sole owner of the company's capital thus ensuring total independency of action. The company is able to supply specialistic services for planning and management of: architecture, building, town planning and landscape, building works, road and railway infrastructures, irrigation and reclamation works, environmental works.</p> <p><u>MAJOR PROJECTS</u> 1996-1998 : Doubling and electrification of "S.Pietro-La Storta/La Storta-Cesano" railway (Rome), planning and environmental impact assessment. 1999: Modernization of Chbowka-Mszana Dolna-Tymbark railway (Poland), planning and environmental impact assessment. 1999: Quadruplication of S.Pietro-Trastevere railway (Rome), planning and environmental impact assessment. 2000 : Plan of a new building for the high velocity railway station of Bologna. 2000 : Social and economical study of the "XII° Comunità Montana" territory, urban plan and definition of the interventions. 2001 : Social and economical study of the transport system in Bohemia (Czech rep.), plan and environmental impact assessment of the identified interventions. 2002 : Transport system in Bratislava Region (Slovakia): plan and environmental impact assessment of the identified interventions. 2003 : Acceleration of the railway Catania-Siracusa, project and environmental impact assessment</p>	<p>COMPANY DETAILS Via Ludovico di Savoia n. 18 00185 Rome, ITALY Tel: + 39 06 7005407 Fax: + 39 06 7008759 E -mail: atp01@atpprogetti.it</p> <p>Turn over: 1.000.000 Euro Number of Employees: 23</p> <p>Contact: Arch. Fulvio Scapellati Position: Project Manager</p> <p>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS ISPA Transport ISPA Environment PHARE TACIS</p> <p>REGIONS OF INTEREST Caribbean Central and Eastern Europe Latin America</p> <p>SECTORS OF ACTIVITY Civil Engineering Environment Institution Building Transport Urban Development Waste Management Water supply / treatment</p>
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ACQUEDOTTO PUGLIESE S.p.A.

CONTRACTOR AND SUPPLIER

GENERAL DESCRIPTION OF THE COMPANY

Constituted in 1919 as Ente Autonomo per l'Acquedotto Pugliese, the company has operated for 80 years as state-controlled enterprise. In 1999 EAAP has been converted into a joint-stock company named Acquedotto Pugliese SpA (AQP), with a capital stock of € 40,363,457. Today AQP as holding company completely owned by the Apulia Region, is one of the largest water company worldwide and by far the largest Italian water utility with the respect of the extension of the water and wastewater infrastructures, the amount of population served and the volume of water supplied.

The company has under management the water and wastewater infrastructures and services of a population of about 4.6 millions of people, residing in about 300 municipalities of the regions Puglia, and Campania. The water supplied amounts to about 650 millions of cubic meters per year, which are distributed through several pipeline systems, whose total length is about 19,000 km, of which more than 5,500 km are represented by conveyance pipelines connected each other. The water conveyance system managed by AQP is thus one of the world's largest and has been developed during the century to transport water to the region which is historically affected by water scarcity. Wastewater collected and transported through the sewerage systems is treated by 164 wastewater treatment plants. Furthermore, AQP has under management the service of meter reading, billing and collection in the whole area served. The total number of meters is about 890,000. An idea of the magnitude of the company business is given by the energy consumption, which amounts to 590 millions of kWh, and the total turnover is about 350 million euro yearly. Other services carried out by AQP include water and wastewater sampling and laboratory analysis, which are carried out daily by qualified personnel in 14 laboratories. AQP laboratories make use of advanced technologies and equipments for sampling and analyzing quality parameters of both drinking water and wastewaters.

AQP Progettazione is a completely owned company that executes design and supervision of a number of projects to build, rehabilitate, integrate and expand the hydraulic infrastructures managed by the company.

MAJOR PROJECTS

In the last 3 years AQP has also undertaken several national and international activities with the objective of extending its core business outside the area traditionally served. These activities include:

Project for the management of the conveyance systems of the region Calabria (Italy).

Project for the management of the water services of the Latina ATO (Italy).

Project for the management of 5 large wastewater treatment plants Campania Region

Technical Assistance and training in Poland for UE Twinning project in Water quality management project

Feasibility Study in Egypt-Synai Area in new technology utilization in water sector

Feasibility Study in Croazia costal Area for wastewater treatment project

Feasibility Study in Serbia for water and waste water know how transfer

BOT project for the Ghadames-Zwara water supply (Libya).

Execution of the "Project Feasibility Study for the Integrated Utilization of Aqaba Area Water Resources", for the Ministry of Water and Irrigation (Jordan).

COMPANY DETAILS

Via Cognetti 36- 70121 BARI
ITALY

Tel: + 39 080 572 3158

Fax: + 39 080 572 3297

E -mail: g.brunelii@aqp.it

Internet : www.aqp.it

Turn over: 350 million Euro

Number of Employees: 1722

Contact: Giuseppe Brunelli

Position: Planning and International
Activities Director

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

MEDA

AFRICAN BANK

PHARE

TACIS

WORLD BANK

REGIONS OF INTEREST

North Africa

Central and Eastern Europe

SECTORS OF ACTIVITY

Water Supply

Environment

Institution Building

AGMIN ITALY srl

<p>CONSULTANCY AND SUPPLIER</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> The three main activities of Agmin – Procurement, Trading and Technical Assistance – provide a unique structure that qualifies Agmin as a leading international company in the management of development projects in the social, institutional building and environmental areas. AGMIN ITALY also ensures the logistics for European Electoral Observers missions for the European Commission. In addition to the permanent staff in Verona and Parma, Agmin Italy can rely on its staff at its international branches and project locations, as well as a database of over 1500 highly qualified international experts and a team of university scientists for short-or long-term collaboration on projects.</p> <p><u>MAJOR PROJECTS</u> 2000-06: Worldwide, Provision of Technical Assistance under framework contracts for the development of the agricultural sector (ongoing). 2000-06: Worldwide, Provision of Technical Assistance under framework contracts for the development of the social sector (ongoing). 2002-2004: European Electoral Observers missions (ongoing). 2002-2005: Bolivia. Apoyo a la reforma educativa; El Alto (La Paz); Support to the Educational Reform. 1999-2003: Chile. Integral programme for the alleviation of urban poverty. 2001-2005: El Salvador. Infrastructures and school improvements in the areas hit by hurricane Mitch in El Salvador. 1998-2006: Venezuela. Support to the national plan for the training of unemployed youth. 2002-2003: (18 months) Slovakia. Improved conditions for young Roma people to enter the labour Market. Agmin Italy's Procurement Division is currently implementing Commodity Aid Programmes financed by the Italian Government in Guyana, Honduras, Mozambique and Zimbabwe.</p>	<p><u>COMPANY DETAILS</u> Vicolo Trave 4 37121 Verona, ITALY Tel: +39 045 8009214 Fax: +39 045 8009215 E -mail: agmin@agmin.it Internet: http://www.agmin.it</p> <p>Turn over: € 11.500.000 Number of Employees: 14 Branches abroad: Project offices and local representatives Contact: Giuseppe Gola Position: Managing Director</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</u> OBNOVA, PHARE, TACIS, MEDA, ALA, EDF, WORLD BANK Inter American Development Bank</p> <p><u>REGIONS OF INTEREST</u> Asia and Pacific Caribbean Central and Eastern Europe Latin America EU Member States Middle East New Independent States Northern Africa Sub Saharan Africa</p> <p><u>SECTORS OF ACTIVITY</u> Education and Training Environment Health Information Technology Institution Building Private Sector Development Public Administration Reform Rural Development Social & Cultural Development Tourism Trade Waste Management SME development</p>
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AGORA' 2000

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

AGORA' 2000 is a consulting firm established in Rome in 1987, providing professional advise services to the main donor institutions for the formulation, implementation, management, monitoring and evaluation of economic development policies and programmes. Main areas of intervention are: private sector development, industrial and cluster development, trade development; investment promotion and business development, namely in support of SMEs; capacity building of public and private institutions for policy development, regulatory impact assessment, upgrading of the enabling environment, and enhanced provision of economic development services; Education and training.

MAJOR PROJECTS

2006-2007, Provision of experts for evaluation and monitoring of the activities of the ETF and for research studies on evaluation methods in the Foundation's field of work, in MEDA and EU preaccessing countries, CEEC, Central Asia
2005-2007, Internal monitoring and evaluation of the Equal initiative: "Gender difference value" in Italy
2005-2007, Provision of expertise for short term missions in the framework of the SME Development
2006, Study on the impact of European Partnership Agreement on the Economy of Mauritania
2006, Feasibility Studies of archaeological initiatives in Italy
2006, Evaluation of "ENEA pilot action cooperation and exchange projects designed to improve the mobility of elderly people"
Support Programme in Algeria
2005-2006, TA and training on Investment Climate, Regulatory Reform, and the Removal of Administrative Barriers to Private Sector Development in Serbia.
2005-2006, Improved understanding of skills required by the economy in Serbia.
2005, Evaluation of ETF Activities in Syria.
2004-2006, Research action on Continuous Vocational Education and Training (CVET) impact assessment in the Maghreb region.
2002-2006, Programme Management of the EU-SADC Investment Promotion Programme (ESIPP), providing partnership events and institutional strengthening.
2000-2006, Programme Management of the Syrian European Business Centre (SEBC), providing BDS to SMEs and institutional strengthening.
2005, Support for the preparation of the Competitiveness Upgrading Plans for 4 Brazilian industrial clusters.
2005, Training of Government policy officials on Regulatory Impact Analysis (RIA) to support the investment climate policy making process in Serbia.
2005, Monitoring and evaluation of the SIMEST's 2002-2004 financial interventions in the Mediterranean countries.
2005, Support for the appraisal of several project proposals to be financed by the EC in the area of Social Policy and Employment.
2002-2005, Training activity on 2000-2006 Structural Funds for the PON Security secretariat personnel
2003, Mid-term Evaluation of the STABEX 1995 and 1996/97 Programmes for St. Lucia and St. Vincent & the Grenadines.
2002-2003, Study on strategic guidelines for promoting productive chains

COMPANY DETAILS

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00192 Roma
ITALY
Tel: +39 063 241 719
Fax: +39 063 216 915
E -mail: mail@agora2000.it
Internet : www.agora2000.it

Turn over: 1,850,000€
Number of Employees: 10 (permanent staff)

Contact: Mario Martelli
Position: Managing Partner

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

PHARE
TACIS
MEDA
ALA
EDF
EIB
EBRD
WORLD BANK
Inter American Development Bank

REGIONS OF INTEREST

Asian and Pacific
Caribbean
Central and Eastern Europe
EU Member States
Latin America
Middle East
Northern Africa
Sub Saharan Africa

SECTORS OF ACTIVITY

Education and Training
Institution Building
Private Sector Development
SME development
Agroindustrial development

<p>and industrial clusters in Latin America. 2000-2003, Capacity Building of the Agency for the development of South Tunisia (ODS) in its actions in support of SMEs. 1999-2003, Management of the EU-ACP Export Business Assist Scheme (EBAS) providing matching grants to SMEs and institutional strengthening.</p>	
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AGROTEC S.p.A.

<p>CONSULTANCY</p> <p>GENERAL DESCRIPTION OF THE COMPANY</p> <p>Since its founding in 1969, Agrotec SpA has developed its consultancy activities throughout the world, undertaking studies, detailed designs, technical assistance and the management and monitoring of rural development projects and programmes. Agrotec SpA provides its services to a wide range of international financial institutions, public sector enterprises and private firms. Since 1995, Agrotec SpA has developed a specialized trading activity as well, by supplying foodstuffs and scientific equipment to developing countries, financed by the International Cooperation. In assurance of the quality of its work, the company has obtained the certification of its Quality Management System accordingly to the UNI EN ISO 9001:2000 (Qnet certificate n.IT-30211, CSQA certificate n. 2983, Valoritalia certificate n. 002)</p> <p>MAJOR PROJECTS</p> <p>TECHNICAL ASSISTANCE</p> <p>2005-2007 ALBANIA (EU) – Technical Assistance to the Project Management Unit (PMU) of the Albanian Development Fund (ADF) for the Local Community Development Programme (LCDP).</p> <p>2005 ALBANIA (WB) – Assessment and design of community-based carbon sequestration in Albania.</p> <p>2005 KAZAKHSTAN, KYRGYZSTAN, TAJKISTAN, UZBEKISTAN (WB) – Development of a Central Asian Rural Telecommunications Strategy.</p> <p>2004-2007 ALBANIA (EU) – Monitoring the health of small ruminants.</p> <p>2004-2007 ITALY – Mid-term, Interim & Final Evaluation of the LEADER Plus Network 2000-2006 (PRL+).</p> <p>2004-2006 KAZAKHSTAN, KYRGYZSTAN, TAJKISTAN, TURKMENISTAN, UZBEKISTAN (EU) – Technical Assistance to Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan and Uzbekistan with respect to their Global Climate Change commitments (<i>as a member of the consortium led by SOFRECO</i>).</p> <p>2004-2005 POLAND (EU) – Elaboration of management plans for selected sites proposed for the Natura 2000 Network.</p> <p>2004-2005 ITALY – Preparation of the forestry management plan, regulatory plan and of the preliminary proposal concerning the drawing up of the Multiannual Programme for the Economic and Social Promotion of the Natural Reserve of Monti Navegna and Cervia.</p> <p>2004-2005 ITALY – Preparation of the management and regulatory plans of SAC & SCI under Natura 2000 of the Monti Lucretili Regional Natural Park.</p> <p>2004 POLAND (EU) – Implementation of Polish FADN – Training.</p> <p>2004 SLOVAK REPUBLIC (EU) – Nation-wide training on IACS administration and controlling.</p> <p>2004 POLAND (EU) – Mid-term evaluation of the SAPARD programme for the implementation period 2000-2003.</p> <p>2004 INDONESIA (EU) – Pre-completion technical evaluation mission of the South and Central Kalimantan Production Forest Programme (SCKPFP) & Forest Liaison Bureau (FLB), ALA 95/18.</p> <p>2004 HONDURAS (EU) – Evaluation of the impact of the interventions of the Land Programme supporting the Food Security of the European Commission in Honduras.</p> <p>2004 MADAGASCAR (EU) – Identification and planning mission for the formulation of investment action plan in order to improve distribution system of potable water in the region <i>Grand Sud</i> of Madagascar, in order</p>	<p>COMPANY DETAILS</p> <p>Lungotevere Michelangelo 9 00192 Rome, ITALY Tel: +39 06 3203925 Fax: +39 06 3204961 E -mail: info@agrotec-spa.net Internet: www.agrotec-spa.net</p> <p>Turn over: Lit. 9.200.000,00 € Number of Employees: 20 Branches abroad: AGROTEC-Polska Sp z o.o. Contact: Dr. Sabina Latini Position: External Relations</p> <p>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</p> <p>PHARE, OBNOVA, TACIS, MEDA, ALA, EDF, WORLD BANK, EU Budget, Inter american development bank African Development Bank</p> <p>REGIONS OF INTEREST</p> <p>Asian and Pacific Caribbean Central and Eastern Europe Latin America EU Member States Middle East New Independent States Northern Africa Sub Saharan Africa</p> <p>SECTORS OF ACTIVITY</p> <p>Agriculture & Rural Development Education and Training, Environment, Institution Building, Rural Development Tourism SME development Agroindustrial development</p>
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to reduce food insecurity.

2004 AFGHANISTAN (EU) – Animal health development programme in Afghanistan – Feasibility study.

2003-2008 ITALY – Mid-term, interim and final evaluation of the Rural Development Plan 2000-2006 (PSR) and of the Regional Programme LEADER Plus 2000-2006 (PRL+) and ex-post evaluation of the Rural Development Plan 2000-2006 (PSR) of Abruzzo Region.

2003-2007 PAKISTAN (EU) – Strengthening of Livestock Services.

2003-2006 ITALY – Independent evaluation of the Regional Rural Development Programme and of the Regional LEADER + Programme 2000-2006 in Liguria Region.

2003-2004 CZECH REPUBLIC (EU) – Mid-term evaluation of the SAPARD Programme in the Czech Republic.

2003-2004 ITALY – Preparation of the forest management plan of part of the Monti Lucretili Regional Natural Park.

2003-2004 SLOVAK REPUBLIC (EU) – Mid-term evaluation of the SAPARD Programme in the Slovak Republic.

2003 BELIZE (EU) – Strengthening fishery products health conditions in ACP/OCT Countries – Advice and support for testing laboratories.

2003 ITALY – Mid-term review of Operative Regional Programme 2000-2006 – EAGGF and FIFG components in Campania Region.

2002-2004 ALBANIA (WB) – Albanian National Forest Inventory (ANFI).

2001-2006 VENEZUELA (EU) – Socio-economic development plan of the South Region of Monagas (*as a member of the consortium led by TYPISA*)

2000-2003 TUNISIA (Italian bilateral cooperation) – Strengthening of the ODS (Office de Développement du Sud) capacity for the development of the SMEs.

1998-2003 MALAWI (EU) – Promotion of Soil Conservation and Rural Production (PROSCARP).

1995-2002 NEPAL (EU) – Strengthening of veterinary services for livestock diseases control.

SUPPLIES

2004-2005 BULGARIA (EU) – Integrated management planning and administrative capacity building for protected wetland areas - Component 3 – Supply of monitoring equipment

2004-2005 MOLDOVA (EU) – Supply of equipment for testing laboratories. Harmonisation of Moldova System of Standardisation, Technical Regulation and Conformity Assessment with PCA and WTO requirements.

2004-2005 ROMANIA (EU) – Improvement of the National Air Quality Monitoring Network (*in association with ORION Srl*)

2004 ALGERIA (AGEA/Italian Ministry of Foreign Affairs) – White Sugar 370 MT – 10 Kg bags.

2004 SOMALIA (AGEA/Italian Ministry of Foreign Affairs) – Sunflower seed oil 528 tons – 1 litre PET bottles.

2003-2004 ROMANIA (EU) – Integrated monitoring of the Bulgarian Black Sea coast between Midia – Vama Veche, Lot 2 Laboratory equipment & Lot 3 Integrated sea-water monitoring system.

2003-2004 BULGARIA (EU) - Integrated monitoring of the Bulgarian Black Sea coast between Durankulak and Rezovo.

2003 BOSNIA-HERZEGOVINA (IBRD) – Procurement of laboratory equipment for the Customs Administration of the Republic Srpska.

2003 ANGOLA (AGEA/Italian Ministry of Foreign Affairs) – Soya bean oil 885.36 MT – 5 litres PET bottles.

2003 ARMENIA (AGEA/Italian Ministry of Foreign Affairs) – Soft-wheat flour 5,229.21 MT – 50 Kg bags.

2002 IRAQ (UNESCO) – Export of opticals to North Iraq.

2002 BOLIVIA (AGEA/Italian Ministry of Foreign Affairs) – Wheat grain (pre-boiled) 320 MT, Pasta 234 MT, Sunflower/Soya bean oil 216 MT, Maisoy (flakes) 307 MT, Quinoa 412 MT.

2002 TAJIKISTAN (AGEA/Italian Ministry of Foreign Affairs) – Sunflower oil 156.14 MT.

<p>2002 ZAMBIA (AGEA/Italian Ministry of Foreign Affairs) – White maize grain 3,273.00 MT – 50 Kg bags.</p> <p>2001-2002 RUSSIA (IBRD) – Environmental Management Project – Supply of analytical laboratory – Phase 1 & 2.</p> <p>2000-2001 HUNGARY (EU) – Laboratory equipment for the Hungarian Public Veterinary Service.</p>	
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AGRISTUDIO S.r.l.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

Founded in 1974, Agristudio s.r.l. is an Italian multi disciplinary consulting firm specialized in providing consultancy services, technical assistance and project management mainly in the fields of rural development, agriculture, geology, forestry, community development, training, institutional strengthening, environment and access to credit. Its experience includes over 70 projects in all five continents and in more than sixty different countries.

GENERAL DESCRIPTION OF THE COMPANY

ITALY, Sicily Region - Realisation of the Carta Natura of the Region Sicily - at the scale 1:50.000 - Elaboration of the Geographical Information System of the Ecological Corridors of Sicily. 962.500 € 2004-05

PERU - Framework Programme for poverty alleviation in urban marginal areas of Lima and Callao - 823.500 € 2003-07

ITALY Regional Operating Programme for the Campania Region. Territorial survey finalised at the definition of the project areas for land grouping. 359.205 € 2002-03

SERBIA - EU Compatible Animal Identification System 140.000 € 2003-05

REPUBLIC OF MONTENEGRO Strengthening of Veterinary and Phytosanitary Services Technical Assistance 579.910 € 2003-05

ROMANIA - Agriculture Price Survey. The objective is to improve to methods and practices of the Romanian agricultural statistics system 150.000€ 2002-03

ETHIOPIA - Pastoral Areas Development Study. 232.372€ 2002-03

TONGA - Vava'u Development Programme III - 509.399 € 2002-04

ETHIOPIA Technical Assistance to Farming in Tse-tse Control Areas 810.000 € 2000-04

SOLOMON ISLANDS echnical Assistance Services to the Rural Fisheries Enterprise Project Phase III 553.600 € 2000-03

REPUBLIC OF YEMEN Food Security Programme, Agricultural Statistics 428.075 € 2000-05

COLOMBIA Rural Development Programme in the Tierradentro Region 496.750 € 2000-05

CAMEROUN Technical Assistance to the Implementing Agency of the Development Programme of the Benoue River Basin 520.800 € 2000-04

UGANDA Evaluation of the Silk Sector Development Project 41.620 € 1999

TUNISIA Plantation of a date-palm in the Rijnj Maatoug Region 18.000 € 1999

BANGLADESH Provision of Technical Assistance to the Silk Development Project 1.689.000 € 1999-02

RUSSIAN FED Adaptation and revision of training and education policy of Kuban State 90.000 € 1999

INDONESIA Satellite Assessment of Rice of Indonesia €165.000 1998-01

FIJI Selection Trial and Dissemination of Sweet Potato Cultivars 21.600 € 1998

DANUBE STATES Treatment and Disposal of Manure from Animal Farms 78.000 € 1997-98

LITHUANIA Biodiversity and Landscape Conservation. Improve management of the Lithuanian protected areas 750.000 € 1996-98

KYRGYZSTAN Pilot Integrated Agriculture and Food Development Project (PAFDP) 593.000 € 1996-99

COMPANY DETAILS

Via Giambologna 37

50132 Firenze, ITALY

Tel: +39 055 575175

Fax: +39 055 5047122

E -mail: info@agristudiosrl.it

Internet: <http://www.agristudiosrl.it>

Turn over: 2.200.000 €

Number of Employees: 8

Contact: Massimo MORETTI

Position: Business Manager

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

OBNOVA, PHARE, TACIS,

MEDA, ALA, EDF,

WORLD BANK

Inter American Development Bank

Asian Development Bank

African Development Bank

REGIONS OF INTEREST

Asia and Pacific

Caribbean

Central and Eastern Europe

Latin America

EU Member States

Middle East

New Independent States

Northern Africa

Sub Saharan Africa

SECTORS OF ACTIVITY

Agriculture & Rural Development

Education and Training Environment

Environment

Public Administration Reform Rural

Development

Waste Management

Agroindustrial development

<p>INDIA Orissa Minor Irrigation Project 907.503 € 1996-04</p> <p>KYRGYZSTAN, TAJIKISTAN Regional Agricultural Reform Project 2 780.000 € 1996-98</p> <p>ECUADOR Improvement of Productivity and Production according to the optimal use of Native Phytogenetic Resource 370.000 € 1996-99</p> <p>CENTRAL AFRICAN REP Support to agricultural production and to village self-development in Central-South area 280.000 € 1995-98</p> <p>RUSSIA Technical assistance to joint stock owned farms in Russia 1.343.000 € 1995-99</p> <p>RUSSIA Improvement of farm input supply in the Perm Region 2.500.000 € 1995-98</p> <p>KAZAKHSTAN Technical Assistance for Pilot Development of private farming and food processing in Akmola Oblast 1994-98 € 1.285.000</p> <p>PHILIPPINES Technical Assistance for agricultural and fishery development in small Islands 1994-99 € 514.000</p> <p>BELARUS Technical Assistance for Food Production and Processing 1994-98 € 436.000</p>	
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ALPICONCONSULT Stones

CONSULTANCY			COMPANY DETAILS																																																			
<p>GENERAL DESCRIPTION OF THE COMPANY ALPICONCONSULT Stones is a small Consulting Firm, established in 1987, operating for Stone Development and Institution building in several technical sectors. It mainly operates in several <u>mining sectors</u> with particular regard to Dimension Stones, Industrial Minerals and Construction Materials (mining, processing, marketing, building, architecture and training). Moreover the Firm operates in rural and social developing programmes, mainly involved in technical and training programmes.</p>			<p>Via Rudena, 77 35123 Padova, ITALY Tel: +39 049 8762941 Fax: +39 049 8762941 E -mail: alpistone@tin.it Internet:</p>																																																			
<p>GENERAL DESCRIPTION OF THE COMPANY</p> <p>Alpiconsult Stones operated in more than 30 countries all over the world and in particular in Africa, Eastern EU and Middle East. MAIN PROJECTS:</p>			<p>Turn over: 80.000 € Number of Employees: Contact: Marco Cosi Position: Manager</p>																																																			
<table border="1"> <thead> <tr> <th>Country</th> <th>Project</th> <th>Years</th> </tr> </thead> <tbody> <tr> <td>Mauritania</td> <td>Diagnostic and Up-grading plan for a private quarry company in Mauritania</td> <td>2006</td> </tr> <tr> <td>Jordan</td> <td>Complete Technical, Marketing and Financial Diagnostic-Up-grading Plan - Pilot Project for 5 Jordanian Stone Companies. As Team Leader.</td> <td>2005-2006</td> </tr> <tr> <td>Zimbabwe</td> <td>Capacity Building Project toward Ministry of Mines of Zimbabwe for the assessment of the local rules for the evaluation and production of Construction Materials</td> <td>2005-2006</td> </tr> <tr> <td>Senegal</td> <td>Pre-Feasibility Study and Investment appraisal for a Granite Project in SE Senegal.</td> <td>2005</td> </tr> <tr> <td>Jordan, Kuwait</td> <td>Organisation of a Partnership Mission and Seminar of Jordanian Stone Companies to Kuwait. Country Study as regard Stone use and import and the domestic market</td> <td>2005</td> </tr> <tr> <td>All ACP African Countries</td> <td>Organisation of the PROINVEST Partnership Meeting named D-STONE 2005.(see www.d-stone2005.com) . Identification, evaluation and selection of African</td> <td>2004-2005</td> </tr> <tr> <td>Czech Rep., Hungary, Poland</td> <td>Market Survey of Stone sector in eastern EU countries</td> <td>2004</td> </tr> <tr> <td>Jordan</td> <td>Quarry and project evaluation for Jordanian Limestones</td> <td>2003</td> </tr> <tr> <td>Dominican Republic</td> <td>Organisation of a technical-partnership mission of Italian DS operators (CDE/ICE)</td> <td>2003</td> </tr> <tr> <td>Italy</td> <td>Organisation of training courses and seminars for Construction materials and DS operators in Italy</td> <td>2001-2003</td> </tr> <tr> <td>Qatar, Baharin, Abu Dhabi</td> <td>Marketing analysis for the DS-Building sectors</td> <td>2002</td> </tr> <tr> <td>Jordan</td> <td>Analysis of the DS sector in Jordan with particular regard to processing and marketing (UNIDO)</td> <td>2002</td> </tr> <tr> <td>China (SE)</td> <td>Marketing and technical study regarding granite projects in Guangdong, Guangxi and Fujian provinces (EU Asia Invest, ICEX Spain)</td> <td>2002</td> </tr> <tr> <td>Tunisia</td> <td>Programme of Technical Assistance to ODS (Office for the Development of Southern Tunisia), as regard Industrial and Construction Materials</td> <td>2001</td> </tr> <tr> <td>Zambia (min. of Mines)</td> <td>Technical and Market Inventory of the Dimension Stone Potential of Zambia</td> <td>2000</td> </tr> <tr> <td>SADC</td> <td>CDE's Dimension Stone expert at Mines 2000</td> <td>2000</td> </tr> </tbody> </table>			Country	Project	Years	Mauritania	Diagnostic and Up-grading plan for a private quarry company in Mauritania	2006	Jordan	Complete Technical, Marketing and Financial Diagnostic-Up-grading Plan - Pilot Project for 5 Jordanian Stone Companies. As Team Leader.	2005-2006	Zimbabwe	Capacity Building Project toward Ministry of Mines of Zimbabwe for the assessment of the local rules for the evaluation and production of Construction Materials	2005-2006	Senegal	Pre-Feasibility Study and Investment appraisal for a Granite Project in SE Senegal.	2005	Jordan, Kuwait	Organisation of a Partnership Mission and Seminar of Jordanian Stone Companies to Kuwait. Country Study as regard Stone use and import and the domestic market	2005	All ACP African Countries	Organisation of the PROINVEST Partnership Meeting named D-STONE 2005.(see www.d-stone2005.com) . Identification, evaluation and selection of African	2004-2005	Czech Rep., Hungary, Poland	Market Survey of Stone sector in eastern EU countries	2004	Jordan	Quarry and project evaluation for Jordanian Limestones	2003	Dominican Republic	Organisation of a technical-partnership mission of Italian DS operators (CDE/ICE)	2003	Italy	Organisation of training courses and seminars for Construction materials and DS operators in Italy	2001-2003	Qatar, Baharin, Abu Dhabi	Marketing analysis for the DS-Building sectors	2002	Jordan	Analysis of the DS sector in Jordan with particular regard to processing and marketing (UNIDO)	2002	China (SE)	Marketing and technical study regarding granite projects in Guangdong, Guangxi and Fujian provinces (EU Asia Invest, ICEX Spain)	2002	Tunisia	Programme of Technical Assistance to ODS (Office for the Development of Southern Tunisia), as regard Industrial and Construction Materials	2001	Zambia (min. of Mines)	Technical and Market Inventory of the Dimension Stone Potential of Zambia	2000	SADC	CDE's Dimension Stone expert at Mines 2000	2000	<p>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS CDE MEDA, EIB WORLD BANK PROINVEST ASIAINVEST</p> <p>REGIONS OF INTEREST Asia and Pacific Caribbean Central and Eastern Europe EU Member States Middle East Northern Africa Sub Saharan Africa</p> <p>SECTORS OF ACTIVITY Development Education and Training Energy Environment Mining and Quarrying Institution Building Private Sector Development Water supply/treatment SME development</p>
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Region/Zambia		
Sudan	Review of construction materials opportunities (CDE)	2000
Madagascar	Evaluation the local dimension stone sector and organisation of partnership Mission (CDE)	2000
West Africa	Review of dimension stone sectors of Senegal, Cape Vert, Ivory Coast and Benin	1998
Namibia	organisation of a technical-partnership mission of Italian DS operators (CDE / ICE)	1998
Ethiopia/Eritrea	Organisation of a technical-partnership mission of Italian DS operators (CDE / ICE)	1997
Benin	Marketing and pre-feasibility study of a quartzite quarry (CDE)	1997
Lesotho, Botswana, Swaziland, Zambia, Zimbabwe	Preliminary analysis of the local DS sectors (CDE)	1995 - 1996
Zimbabwe	Feasibility Study for two Black Granite projects (CDE / IFC)	1995-1996
SADC Region	Completion of guidebook on dimension stone potential of the SADC region (CDE)	1998 - 1999
Hungary and Rumania	Execution of a Market Analyses regarding the Stone Industry (BERD)	1996-97

ANCE - ASSOCIAZIONE NAZIONALE COSTRUTTORI EDILI

ANCE is the National Association of private construction contractors, active in public works, residential and industrial building.

It represents 20 Regional Organisations, 101 Provincial Associations and 20,000 Construction companies of any specialization and dimension.

ANCE and its local Associations safeguard the construction industry vis a vis the Government and Parliament, through its lobbying activity. Besides ANCE dialogues with political, social and cultural Institutions.

ANCE ensures relationships with Administrative Authorities in governing the territory, planning investments and designing interventions.

ANCE and its local Associations offers assistance and consultancy services in the following fields:

- ▶ legislative
- ▶ economic and industrial relations

ANCE is engaged in:

- ✓ Tendering for public procurement and relationships with the employers;
- ✓ Public and private Financing;
- ✓ Technical innovation and quality certification;
- ✓ Fiscal regulations' implementation;
- ✓ Company qualification for Public works

At the International level ANCE adheres to:

FIEC – European Construction Industry Federation

EIC – European International Contractors

UNICE – Union of Industrial and Employers' Confederations of Europe through Confindustria - Confederazione Generale dell'Industria Italiana

UEPC – Union Europeenne des Promoteurs-Constructeurs

COMPANY DETAILS

Via Guattani 16/18

00161 Roma, ITALY

Tel: +39 06 845671

Fax: +39 06 84567550-555

E -mail: info@ance.it

Internet: www.ance.it

Branches abroad: Office delegation in Brussels

Associated companies: 20.000 construction companies

Contact: Cecilia Satta

Position: Senior Officer - Overseas Works and International Affairs

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

ISPA, OBNOVA, PHARE, TACIS

MEDA, ALA, EDF, EBRD

EU – budget, EIB, WORLD BANK,

Asian Development Bank

Inter American Development Bank

African Development Bank

REGIONS OF INTEREST

Asia and Pacific

Caribbean

Central and Eastern Europe

Latin America

EU Member States

Middle East

New Independent States

Northern and Sub Saharan Africa

SECTORS OF ACTIVITY

Civil Engineering, Energy

Environment, Financial services

Transport, Urban Development

Waste Management, Water supply / treatment

Construction works

ASSINDUSTRIA FIRENZE

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

The industrialists' association represents, protects and supports the enterprises producing goods and/or services toward institutions and public administrations as well as economic, political, trade union and social organisations. It is a territorial member of confindustria, a confederation representing the Italian private industrial enterprises with 107.000 enterprises employing about 4.100.000 workers.

COMPANY DETAILS

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Firenze, ITALY
Tel: +39 055 27071
Fax: +39 055 292043
E -mail: info@firenzeindustria.fi.it
Internet: www.firenzeindustria.fi.it

Number of Employees: 67
Branches abroad: Sydney (Australia)
Moscow (Russia)
Associated companies: 1700

Contact: Angelo Artale
Position: General Director

REGIONS OF INTEREST

Asia and Pacific
Central and Eastern Europe
Latin America
EU Member States
New Independent States
Northern Africa

SECTORS OF ACTIVITY

Education and Training
Energy
Environment
Financial services
Industrial Engineering
Information Technology
Institution Building
Legal Services
Private Sector Development
Public Administration Reform
Social & Cultural Development
Telecommunication
Tourism
Trade
Transport
Urban Development
Waste Management

BANCA NAZIONALE DEL LAVORO S.p.A corporate division

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u></p> <p>Banca Nazionale del Lavoro – Representative Office for Benelux and E.U.</p> <p>Parent Company : BANCA NAZIONALE DEL LAVORO SPA Via Vittorio Veneto, 119, 00187 Roma</p> <p>Representative Office was set up in 1970.</p> <p>BNL SpA and its subsidiaries cover all main areas of banking and financial activities, addressed to both corporate, retail customers and public administration.</p> <p>The Representative Office, reporting to Corporate Division (areas of activity: International and Investment Banking, Large Customer Market, Corporate Market, Public Administration Market, Product and Capital Markets, Financial Markets) with the responsibility for developing:</p> <ul style="list-style-type: none">- the relations with the European Commission and the European Institutions;- the relations with the European Financial Institutions;- the relations with the majors Financial Institutions in Belgium, Netherlands and Luxembourg; <p>the corporate banking to develop the relationship between BNL domestic and international branches and corporate clients (Large and SMEs) with strong international orientation both in international trade between Italy and Belgium and in european market and third countries.</p>	<p><u>COMPANY DETAILS</u> Via V. Veneto, 119 – 00187 Rome, ITALY</p> <p>Representative Officer Avenue Louise, 66 1050 Bruxelles – Belgique</p> <p>Tel: +32 2.5137610 Fax: +32 2.5131802 E –mail : banca.nazionale.del.lavoro@skynet.be Internet: www.bnl.it</p> <p>Number of Employees: about 17.000 Branches abroad: 4 Branches and 12 Representative Officer Associated companies: 1700</p> <p>Contact: Fabio Storer Position: Chief Representative Officer</p> <p>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS PHARE TACIS MEDA ALA EIB EBRD WORLD BANK Inter American Development Bank Asian Development Bank</p> <p>REGIONS OF INTEREST Asia and Pacific Central and Eastern Europe Latin America EU Member States Middle East</p> <p>SECTORS OF ACTIVITY Financial services</p>
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BOCCONI UNIVERSITY

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

Bocconi University aims to address the ever-changing need for training and research, as well as acting as a catalyst for the furthering of knowledge on an international level. Bocconi University and SDA Bocconi have gained a long standing experience in the provision of Technical Assistance and Consulting Services to third countries. Beneficiaries of this assistance are Governments, Public Administration Institutions, universities, Training Centres and firms located in third countries. Financial support to carry out these interventions is sought through international competitions launched by the EU Commission, the World Bank, the Italian Ministry of Foreign Affairs and other donors institutions. Bocconi and SDA have carried out projects in more than 20 countries world-wide. Central and Eastern Europe, CIS, Latin America, Asia and in the Mediterranean countries are the geographical areas in which Bocconi University is more experienced.

MAJOR PROJECTS

1999/2007, EU, DG EuropeAid, European Studies Programmes in Malaysia, Vietnam and China
2005/2007, EU, DG Regional Policy, Complex Urban Investments
2005/2007, EU, DG EuropeAid, Asia-Link: Curriculum Development for Brand Building and Fashion Management in China and the EU
2006/2007, EU, DG EuropeAid, Executive Training Programme in Japan and Korea
2005/2010, EU, DG Research, Network of Excellence on DYNAMICS of Institutions and Markets in Euro
2004/2007, EU, DG EuropeAid, Observatory of EU and Latin America Relations
2003/2006, EU, DG Research, Secure communication and collaboration framework for the judicial co-operation environment.
2005/2007, EU, EQUAL, SMEs Innovation Processes: Vector for Sustainable Development
2004/2006, EU, DG EuropeAid, Impact Assessment Study of the Euro Mediterranean Free Trade Area
2002/2006, EU, DG EuropeAid, Health for all in Latin America
2000/2002, EU, Phare, Management Training Programme, Bulgaria
1999/2001, EU, Tacis, DELPHI, Russian Federation, Policy Advice for the Reform of the Russian Education System
1999, Italian Ministry of Foreign Affairs, Training of Top State Personnel in the Russian Federation

COMPANY DETAILS

Via Sarfatti 25,
Milan, ITALY
Tel: +39 02 5836 2242
Fax: +39 02 5836 2207
E-mail: luigi.pellegrino@unibocconi.it
Internet: www.ir.unibocconi.it

Turn over : EUR 145 M.
Number of Employees: 600

Contact: Luigi Pellegrino
Position: International Projects
Coordinator

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

PHARE
TACIS
MEDA
ALA
EU – budget
WORLD BANK

REGIONS OF INTEREST

Asia and Pacific
Caribbean
Central and Eastern Europe
Latin America
EU Member States
Middle East
New Independent States
Northern Africa

SECTORS OF ACTIVITY

Education and Training
Energy
Environment,
Financial services
Health
Information Technology
Institution Building
Private Sector Development
Public Administration Reform
Tourism
Trade
Transport
SME development

BONIFICA S.p.A.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

Bonifica S.p.A. is a multidisciplinary consulting engineering company, certified under UNI EN ISO 9001, which supplies its services both in Italy and abroad. Bonifica offers its Clients a complete range of services, from the identification and planning of measures to the various stages of design, supervision of construction and technical assistance, including support services to Clients for the technical, administrative and organisational management of complex programmes, monitoring systems and data banks.

MAJOR PROJECTS

Romania, "Bucharest-Constanta Motorway Lot No. 3: Lehliu-Drajna" (41.6 km), National Administration of Roads-European Investment Bank. Services provided: traffic study, toll system, environmental impact study, topographic surveys, survey of existing works and non-destructive tests, drilling campaign, hydrogeological-hydraulic study, pavement design (two solutions, rigid and flexible), communication and lighting, final design of motorway, maintenance centre, interchange, service station and parking area with pertinent buildings, expropriations, preparation of tender documents, procurement services (FIDIC conditions), supervision of the works.

Slovakia, "Consulting Services for D61 Motorway Construction in Bratislava", Slovak Road Administration-EC Phare Programme. Services provided: technical assistance for the supervision of the construction works (6.475 km) on the city by pass, including four interchanges, eight bridges, a 1.756 km long viaduct and two service areas. TA includes contract management; construction supervision, disputes and claims, reporting according to the requirements of the IFIs involved (Phare, EIB), financial monitoring and administrative procedures.

COMPANY DETAILS

via Giulio Vincenzo Bona 101/C
00156 Rome, ITALY
Tel: +39 06 41539379
Fax: +39 06 4111058
E -mail: masci@bonifica.it
Internet : www.bonifica.it

Turn over: EUR 10.8 M.
Number of Employees: 66

Contact: Masci Sandro
Position: Public Relation – Press Office

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS :

ISPA (Transport-Environment),
OBNOVA, PHARE,
TACIS, MEDA, ALA, EDF, EBRD,
WORLD BANK, IADB, ADB, EU-
budget

REGIONS OF INTEREST

Central and Eastern Europe
EU Member States
Middle East
Northern Africa
Sub Saharan Africa

SECTORS OF ACTIVITY

Agriculture & Rural Development
Civil Engineering
Environment
Private Sector Development
Rural Development
Urban Development
Waste Management
Water Supply-treatment
Agroindustrial development
Transport

CAST S.r.l.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

Cast delivers three kinds of services: 1) Technical Assistance, Project Management of large projects and studies for international organisations (European Commission, UNDP, World Bank, EBRD, IFC, etc.); 2) "Globalisation Assistance" to companies who intend to internationalise their business (penetration of foreign markets, joint ventures, investments abroad, relocation); 3) "Strategy and Management Consulting" to companies and organisations such as industry associations, ministries, chambers of commerce, local and regional authorities, etc..

MAJOR PROJECTS

2000 (ongoing), EC – SCR - Phare Business Support Programme, PARTEX "Professional Textile/Clothing Associations Reorganisation in selected Central and Eastern European Countries, CEECs, in preparation for EU membership", Romania, Hungary, Lithuania, Estonia, Poland, Slovenia, Slovakia, Czech Republic.

EURATEX, the European Textile Association, has appointed Cast as Project Manager in order to achieve the following project objectives:
-To improve the functioning of CEECs Textile/Clothing association.;
-To support and facilitate the identification of twinning opportunities between CEECs and EU textile associations/organisations;
-To develop a common IT communication infrastructure between EU and CEEC.

1999 – ongoing, EC – MEDA, Framework Contract for the supply of short and medium term experts – LOT 4 Finance (systems, restructuring), accounting, EU MEDA countries, The general objectives of the programme consists of improving the performance and competitiveness of small and medium-sized enterprises within the industry and service sectors in order to support the economic growth of the countries concerned.

2000 – EC – Euro Maroc Entreprise -Assistance to two textile manufacturers. Improvement of the process production (cost reduction, better organisation of flow materials, better employment of production capacity and improvement of quality production). Training for production personnel.

COMPANY DETAILS

Via del Vecchio Politecnico, 3
Milan, ITALY

Tel: +39 02 77796.1

Fax: +39 02 796843

E -mail: castint@castconsulting.com

Internet: www.castconsulting.com

Turn over: 3.625.954 EUR

Number of Employees: 41

Branches abroad: Russia, China

Associated companies: Bari (Italy), Cairo (Egypt), London (England), Düsseldorf (Germany), Paris (France), Los Angeles (USA), Buenos Aires (Argentina), New Delhi (India)

Contact: Lucio Bernardini Papalia

Position: EU Affairs Manager

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

OBNOVA, PHARE, TACIS

MEDA, ALA, EBRD,

WORLD BANK

REGIONS OF INTEREST

Asia and Pacific

Central and Eastern Europe

Latin America

EU Member States

Middle East

New Independent States

Northern Africa

SECTORS OF ACTIVITY

Education and Training

Environment

Financial services

Industrial Engineering

Institution Building

Private Sector Development

Rural Development, Trade

CESAR - CENTRO PER LO SVILUPPO AGRICOLO E RURALE

<p>CONSULTANCY AND CONTRACTOR</p> <p>GENERAL DESCRIPTION OF THE COMPANY CESAR is a non profit making association working mainly in the fields of agriculture, rural development, improvement and conservation of natural resources. The Centre provides: analysis of macro and micro marketing; analysis of the current national and international agricultural situation; management of agricultural holdings; evaluation of farming strategies; technical assistance; designing and planning; project monitoring and evaluation; training.</p> <p>MAJOR PROJECTS 1999, Danagro Advisor, ALA/CHN/9517 Veterinary Course in relation to Dairy Production, China, Training</p> <p>1991-1995, EU Research Programme CAMAR, Design methods for endogenous regional development, Italy, Netherlands, Portugal, Spain, Research</p> <p>1996-1997, Ministry of Foreign Affairs of Italy, Managerial training for the development of agricultural and zootechnical holdings, working in the Cerkassy area, Ukraine, Training</p> <p>1989-1990, CENECOOP (Co-operative Agricultural Organisation of Costa Rica), Training Course in food industry, oleaginous and management of natural resources, Costa Rica, Training</p>	<p>COMPANY DETAILS Borgo XX Giugno 74 06121 Perugia, ITALY Tel: +39 075 5838039 Fax: +39 075 5838052 E -mail: franze@unipg.it Internet: www.unipg.it</p> <p>Turn over: 1.000.000 Euro Number of Employees: 6 Associated companies: Perugia University</p> <p>Contact: Francesco Zecca Position: Project Manager</p> <p>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS OBNOVA PHARE TACIS ALA EBRD EU – budget</p> <p>REGIONS OF INTEREST Asia and Pacific Central and Eastern Europe Latin America EU Member States</p> <p>SECTORS OF ACTIVITY Agriculture & Rural Development Education and Training Environment Rural Development</p>
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CESTAS

CENTRE OF HEALTH EDUCATION AND APPROPRIATE HEALTH TECHNOLOGIES

CONTRACTOR

GENERAL DESCRIPTION OF THE COMPANY

CESTAS is a Non-Governmental Organization with full Italian Foreign Ministry recognition (as according to the law no.49 dated 26.02.87) as qualified in managing international co-operation projects in Developing Countries. CESTAS also has official authorization to handle projects financed by the European Union.

It is a no-profit-making, apolitical organization, which follows a policy of equal rights according to ethnic groups, gender, nationality and religion. The defence of Human Rights and universal solidarity provide the basis for the Association's aim to promote the knowledge, study and initiatives concerning the struggle against underdevelopment and hunger world-wide.

MAJOR PROJECTS

September 1997 - September 2000. Jointly funded by the European Union, in conjunction with: The Municipalities' Association and 5 Municipalities identified on a yearly basis, Employment Intermediary Centres for the Low-Income Women Householders Programme in Concepción and Santiago Provinces, Chile. The programme's objective is for the insertion of women householders into the employment world, with the intention, as a result, of improving job quality and stability and, as a result, quality of life.

3 years (start March 1999). Jointly funded by the European Union, in conjunction with: Ministry of Health and Social Services (MoHSS) - Republic of Namibia, Human Resources Development in the Orthopaedic Sector, Namibia, Improve the overall capacity, quality and efficiency of the Orthopaedic Technical Services in Namibia and the production of orthopaedic technical appliances.

- Increase the services to the Regions.
- Reduce the percentage of people with physical disabilities.
- Initiate a formal training programme for 30 Orthopaedic Technicians. Train necessary staff, on-the-job, through short and long term fellowships and apprenticeship scheme.
- Work out plans for establishing permanent service facilities in the northern regions (Oshakati and Rundu). Work out a plan for Mobile Units to serve the northern as well southern regions.
- Implement streamlining of workshop procedures. Up-grade working methods through instructions and training.

COMPANY DETAILS

Via Magini, 6
40139 Bologna, ITALY
Tel: +39 051 6240955
Fax: +39 051 - 6240980
E -mail: cestras@cestras.org;
Internet: www.cestras.org

Number of Employees: 15
Branches abroad: Windhoek (Namibia); Lilongwe (Malawi); Porto Novo (Benin); Concepcion (Cile); Peç-Peje (Kosovo); Juban (Albania).
Associated companies: CLONG: Comité de liaison des OGN de développement auprès de l'Union européenne; COCIS (Coordination of NGOs for International Development Co- operation)

Contact: Cristina Falcaro
Position: Assistant to the Director

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

MEDA
ALA
ALF
EDF
EBRD
EU – budget
WORLD BANK

REGIONS OF INTEREST

Central and Eastern Europe
Latin America
Middle East
Northern Africa
Sub Saharan Africa

SECTORS OF ACTIVITY

Agriculture & Rural Development
Education and Training
Environment
Health, Rural Development
Social & Cultural Development
Water supply / treatment
Civil rights, Refugees,
Women, Children

CNA

CONFEDERAZIONE NAZIONALE DELL'ARTIGIANATO E DELLA PICCOLA E MEDIA IMPRESA

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> The National Confederation for the Craft Sector and Small and Medium Enterprise represents craft enterprises, their entrepreneurs, small and medium enterprises and relative forms. The CNA System operates for the affirmation within the society, the Institutions, politics and within the enterprise world, of the values of enterprise, labour, market economy, and the constant effort to create full synthesis between enterprise interests and general Italian interests and active participation in the development of enterprises and entrepreneurs.</p> <p><u>MAJOR PROJECTS</u> 2003, 'Terra e Fuoco' – L'arte ceramica in Italia Promotion and Exhibition of Italian Ceramic with the support of the Italian Ministry of Industry</p> <p>2000 – 2001. European Commission, YET (LEONARDO I) U.E. Vocational training – mobility.</p> <p>1993 – 1999. European Commission, YET (LEONARDO II) U.E. Vocational training – mobility</p> <p>1993 – 1996. European Commission, SPAC (LINGUA – LEONARDO), Italy – UK – Germany. Linguistic training to entrepreneurs in the textile – clothes – footwear sector through a specific software</p>	<p><u>COMPANY DETAILS</u> 124, Rue du Commerce 1000 Brussels, BELGIUM Tel: +32 2 230 74 29 – 230 74 42 Fax: +32 2 230 72 19 E -mail: bruxelles@cna.it Internet: www.cna.it</p> <p>Number of Employees: 8000 (in Italy) Branches abroad: 2 Associated companies: 520.000 in Italy</p> <p>Contact: Patrizia Di Mauro Position: Responsible Brussels Office</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</u> PHARE TACIS MEDA ALA EU – budget</p> <p><u>REGIONS OF INTEREST</u> Asia and Pacific Central and Eastern Europe Latin America EU Member States Middle East Northern Africa</p> <p><u>SECTORS OF ACTIVITY</u> Agriculture & Rural Development Agroindustrial development Education and Training Energy Environment Financial services Health Information Technology Legal Services Social & Cultural Development Trade Transport Urban Development Waste Management SME's and Private Sector Development</p>
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C. LOTTI & ASSOCIATI

SOCIETÀ DI INGEGNERIA S.p.A.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

C. Lotti & Associati is one of the leading Italian pure engineering services companies and has been operating for over forty years in the field of hydraulic works, of transport infrastructure, of building and town planning and of environment. Services provided: from pre-investment and feasibility studies to general plans, to preliminary and final designs, to supervision of works and technical assistance, to training and technical refresher courses and to construction management.

MAJOR PROJECTS

1999-2003, EDF, Rural water supply 8th FED, Chad, Technical assistance, engineering studies and supervision of works.

1998-2001, WORLD BANK, Reconstruction of infrastructures damaged by "El Niño", Peru, Definition of damages and assistance to local institutions.

1997-2000, EBRD, Chisinau Water Services Corporate Development Moldova, Technical assistance for the corporate transformation of Chisinau w.s. management

COMPANY DETAILS

Via del Fiume, 14

00186 Roma, ITALY

Tel: +39 06 323971

Fax: +39 06 3227298

E -mail: lotti@lottiassociati.com

Internet: www.lottiassociati.com

Turn over: Italian Lire 35,015,000,000

Number of Employees: 146

Branches abroad: In Philippines, Honduras, Indonesia, Peru

Contact: G.E. Montrone

Position: Managing Director

Associated companies: NCZ S.r.l., CM S.r.l.

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

MEDA, EBRD, ALA,

WORLD BANK, EDF

PHARE, TACIS,

Asian Development Bank

African Development Bank

Inter American Development Bank

REGIONS OF INTEREST

Asia and Pacific

Latin America

New Independent States

Northern Africa

Central and Eastern Europe

Middle East

SECTORS OF ACTIVITY

Agriculture & Rural Development

Civil Engineering

Environment

Information Technology

Private Sector Development

Rural Development

Transport

Urban Development

Waste Management

Water supply / treatment

COMERINT S.p.A.

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> Service company leader in in Training, Technology Transfer and Industrial Services in Italy and abroad. Comerint is certified UNI EN ISO 9001 for training services, technical assistance for the organisation, management and maintenance of industrial plants for the oil and gas production, petroleum refining, petrochemical, environment and energy sectors</p> <p><u>MAJOR PROJECTS</u> EC Tacis, Establishment of an Energy Saving Centre and Management Training Centre for the Energy Sector of the Republic of Azerbaijan, Azerbaijan, Consultancy, Technical Assistance, Procurement. EC Tacis, Business Development for Oil Equipment Manufacturing and Service Industry, Azerbaijan, Consultancy, Technical Assistance, Procurement EC Tacis, Support to the Structural Reform of the Energy Sector Georgia, Consultancy, Technical Assistance EC Tacis, Establishment of a Management Training Centre for the Energy Sector, Kazakhstan, Consultancy, Technical Assistance, Procurement EC Tacis, Assistance in modernisation of Refinery and Power Generation Facilities at Kirishi, Russian Federation Consultancy, Technical Assistance</p>	<p><u>COMPANY DETAILS</u> Via Paolo di Dono, 223 00142 Roma, ITALY Tel: +39 06 51990562 Fax: +39 06 51990775 E-mail : info@dietsmann.com Internet: www.dietsmann.com</p> <p>Turn over: 31.471.687 EUR Number of Employees: 84 permanent staff Branches abroad: Nigeria, Saudi Arabia, Kazakhstan</p> <p>Contact: O.C. Angelino Position: Development and Management of International Projects</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</u> ISPA (environment) OBNOVA PHARE TACIS MEDA ALA EDF EU - budget EBRD WORLD BANK Asian Development Bank</p> <p><u>REGIONS OF INTEREST</u> Asia and Pacific Central and Eastern Europe Latin America EU Member States Middle East Northern Africa New Independent States Sub Saharan Africa</p> <p><u>SECTORS OF ACTIVITY</u> Civil Engineering Education and Training Energy Environment Information Technology Waste Management Water supply / treatment</p>
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COMITO & ASSOCIATI S.r.l.

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u></p> <p>Comito & Associati S.r.l. is a professional team, specialised in the strategic evaluation of projects and feasibility studies focusing on economic, financial and environmental aspects. Its main fields of activity are the following: Transport, Logistics and Urban/Regional Development, Tourism and Leisure, Environment, Business Development, Institutional Support and Training, Water and Waste Management.</p> <p><u>MAJOR PROJECTS</u></p> <p>2005 Nicaragua: Technical, economical and environmental feasibility study of the Nueva Guinea-Bluefields road (costs and benefits analysis, preparation of TOR for detailed design, tender assistance and supervision and the preparation of TOR for detailed Environmental Impact Assessment and preparation of Environmental Management Plan). (Financing Body: Ministry of Foreign Affairs of Denmark).</p> <p>2004 Jordan: Technical Assistance for the Jordanian Executive Privatisation Commission (EPC) aimed at strengthening the capacity of the Jordanian State to promote effective private participation in infrastructure in a consistent and transparent manner. (Financing Body: European Commission)</p> <p>2004 – 2000 Framework Contracts: Infrastructures, Transportation, Hydraulics & Sanitary, Urban and Rural. The consortium consists of 15 European firms. (Financing Body: European Commission).</p> <p>2004-2003 Tunisia: “Project for Management and Valorisation of Cultural Heritage”: Site 1 – Studies related to the archaeological sites of Carthage; Loan no 7059 – TUN”. (Financing Body: World Bank).</p> <p>2004-2003 Romania: Technical assistance in preparation of National Action Plan on Atmosphere Protection. (Financing Body: European Commission)</p> <p>Mozambique: Evaluation of the project of Institutional support to GON (Gabinete do Ordenador Nacional);(ISGON, 1996 – 03, p ACP. MOZ. 103, MOZ/7009/000) and Preparation of a successor project 2003 –07. (Financing Body: European Commission).</p> <p>2003-2006 All MEDA Countries “Euro Mediterranean Transport Project”. Consultancy services for - the diagnostic study and the preparation of the Regional Transport Action Plan; - analysis and forecast of traffic trends; - analysis of the used transport model; etc. (Financing Body: European Commission)</p> <p>2003 – 2002 Serbia-Montenegro & Kosovo: REBIS (Regional Balkans Infrastructure Study- Transport). Identification of the core network in the Balkan / European context and pre-feasibility studies of priority regional transport projects (rivers, ports, airports, roads, highways, multimodal) for Albania, Croatia, Bosnia-Herzegovina, Serbia-Montenegro, Kosovo, Macedonia. (Financing Body: European Commission).</p> <p>2002 Poland: Monitoring and supervising technical aspects of the CBC (Cross Border Co-operation) Program’s contract of PHARE Countries in Poland, second mission. (Financing Body: European Commission)</p>	<p><u>COMPANY DETAILS</u></p> <p>Corso Fogazzaro 117 36100 Vicenza Italy Tel: +39 0444 544957/320195 +39 0444 320195 Fax:: +39 0444 320195 E –mail : info@comitoassociati.com Internet: http://www.comitoassociati.com</p> <p>Turn over: 350.000 Euro Branches abroad: none Associated companies: A&L e Associati</p> <p>Contact Person: Vincenzo Comito Position: Technical Director</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</u></p> <p>ISPA, PHARE, TACIS, OBNOVA, FED,MEDA, ALA, EU – budget, WORLD BANK, Inter American Development Bank, EIB African Development Bank</p> <p><u>REGIONS OF INTEREST</u></p> <p>Asia and Pacific, Caribbean Central and Eastern Europe, Latin America,EU Member States, Middle East, NIS, Northern and Sub Saharan Africa</p> <p><u>SECTORS OF ACTIVITY</u></p> <p>Agriculture & Rural Development, Civil Engineering, Environment, Industrial Engineering, Institution Building, Private Sector Development, Public Sector Development, Public Administration Reform, Tourism, Trade, Urban Development, Waste Management , Water supply / treatment, Technical/economical/financial appraisal of projects</p>
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CONSORZIO COPERNICO 2000

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> The Company deals with elaboration, organization and knowledge Project Managing for private Companies and public enterprises, about business consulting and making events (meetings, congress, seminary). Knowledge: Informatic and Internet Area/ Managing Area/ Business Area. Consulting: Quality Certification ISO 9000/14000 Financial: U.E., Ministerial and Regional Credit Lines for Company development.</p>	<p><u>COMPANY DETAILS</u> Viale Stefani, 2 20125 Milano, ITALY Tel: +39 02 6703198 Fax: +39 02 36538809 E -mail: info@consorziocopernico2000.it Internet: www.consorziocopernico2000.it</p> <p>Turn over: € 350.000 (year 2000) Number of Employees: 2 Branches abroad: Hungary, Czech Republic, Brazil</p> <p>Contact: Luigi Ceretti Position: Managing Director</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</u> PHARE ALA</p> <p><u>REGIONS OF INTEREST</u> Caribbean Central and Eastern Europe Latin America</p> <p><u>SECTORS OF ACTIVITY</u> Education and Training Environment Financial services Information Technology Legal Services Social & Cultural Development Telecommunication Tourism</p>
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CONSORZIO TECNOPARCO CONGRESSI

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> Consorzio Tecnoparco Congressi is an Association aimed at creating a net of professional qualified firms able to provide advisory service on the national and international market. Its partners are enterprises and Italian associations that offer a global organization able to guarantee integrated service to meet the various business needs through the choice of the most suitable forms and solutions.</p> <p><u>MAJOR PROJECTS</u> 2006 “Gli Incontri di DIADI 2000 per l’Innovazione”, Diffusione dell’innovazione nelle aree a declino industriale.</p>	<p><u>COMPANY DETAILS</u> Via dell’Industria 25, 28924 FONDOTOCE VERBANIA, ITALY Tel: +39 0323 586907 or 0323 586898 Fax: +39 0323 586890 E -mail: info@tecnoparcocongressi.it Internet: www.tecnoparcocongressi.it</p> <p>Number of Employees: 2 Branches abroad: East Europe Associated companies: Tecnoparco del Lago Maggiore spa, Imera srl</p> <p>Contact: Luigi Ceretti Position: Vicepresidente</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</u></p> <p><u>REGIONS OF INTEREST</u> Central and Eastern Europe Latin America EU Member States</p> <p><u>SECTORS OF ACTIVITY</u> Financial services Education and Training Financial services</p>
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COOPI

COOPERAZIONE INTERNAZIONALE

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> Cooperazione Internazionale(COOPI) is a Non Governmental Organization, a non-profit making body, working from 35 years in international cooperation. COOPI operates in 29 countries all over the world, carrying out significant activities. COOPI is actually involved in more than 70 projects concerning emergency, rehabilitation, reconstruction and development intervention in different sectors: health, sanitation, agriculture, training and education.</p> <p><u>MAJOR PROJECTS</u> 1998 – 2001 , Italian Cooperation and European Union Support to the mining cooperatives, Bolivia, It aims to support the mineral production process in the mining cooperatives in order to contribute to improving work and health conditions and to impact on the quality of live of the cooperatives' members</p> <p>1992-2002, European Union and Caritas Internationalis, Support to the district hospital and the surgical hospital, District of Berbera, Somaliland, North West Somalia, It aims to develop the activities of both hospitals, together the two hospitals contain, 240 hospital beds. The hospital's equipment were upgraded. The staff trained. Healthcare activities were carried out throughout the district and treatment improved within the hospitals.</p> <p>1996-2002, KFW (German Financial Cooperation), Rehabilitation of healthcare and educational services in the Sub-prefectures de Bocaranga and de Koni and supervision of the same in the Subprefecture de Bozoum, RCA Central African Republic. It aims to involve the functional rehabilitation of basic educational and healthcare services in the first two Sub-prefectures and supervision of these activities in the Sub-prefecture de Bozoum.</p>	<p><u>COMPANY DETAILS</u> Via Francesco De Lemene, 50 Milan, ITALY Tel: +39 02 3085057 Fax: +39 02 33403570 E -mail: coopi@coopi.org Internet: www.una.org/coopi</p> <p>Number of Employees: 30 in Italy and 120 abroad Branches abroad: 29 Associated companies:</p> <p>Contact: Michele Romano Position: Director</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</u> EU – budget</p> <p><u>REGIONS OF INTEREST</u> Caribbean Central and Eastern Europe Latin America New Independent States Northern Africa Sub Saharan Africa</p> <p><u>SECTORS OF ACTIVITY</u> Agriculture & Rural Development Education and Training Energy Environment Public Administration Reform Rural Development Social & Cultural Development Water supply / treatment</p>
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DRN - Development Researchers

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> DRN is a private company referring to a network of European and international research and consulting institutions specialising in different development issues. This feature allows DRN to create flexible and multidisciplinary teams to respond to specific needs. The services provided by DRN are: Consulting services; technical assistance & training ; Social & economic studies and research; Financial analyses and feasibility studies.</p> <p><u>MAJOR PROJECTS</u></p> <p><u>AFRICA</u> 2001- ongoing - <i>European Commission</i> – Angola - Reprogramming study for the Reconstruction Support Programme (PAR)</p> <p>2000 - ongoing - <i>European Commission</i> - Regional - Evaluation of EC support to education and training in ACP countries</p> <p><u>LATIN AMERICA</u> 1998 - ongoing – <i>EC</i> -Peru/Bolivia - RESAL Programme Food security network national units</p> <p>2000-ongoing – <i>EC</i> - L. America & Asia - Evaluation of economic co-operation programmes between the European Union and partner countries in Asia and Latin America</p> <p>ASIA 2000 - ongoing - <i>EC</i> - Tajikistan - Rehabilitation Programme</p> <p>1998 - ongoing - <i>EC</i> - Regional - Technical Secretariat Asia-Urbs</p> <p><u>EUROPE</u> 2000-2001 - ongoing - <i>United Nations Interim Administration mission in Kosovo (UNMIK)</i> - Kosovo - Agriculture Policy Advice to UNMIK, Pristina <i>United Nations Interim Administration mission in Kosovo (UNMIK)</i>)</p> <p>2001 - ongoing - <i>EC</i> - Evaluation of TACIS Enterprise Restructuring Facility (TERF) covering the Russian Federation</p> <p>MEDITERRANEAN COUNTRIES 2000 - ongoing - Mediterranean Basin - Evaluation of EC- financed EIB operations in Mediterranean countries</p> <p>2000– ongoing - <i>EC</i> - Mediterranean Basin - Study on the reorganisation and strengthening of the Med-Urbs Programme</p>	<p><u>COMPANY DETAILS</u> Via Ippolito Nievo 62 00153 Rome, Italy Tel: +39 06.5816074 – 5816107 Fax: +39 06.5816390 E -mail: mail@DRN-Network.com Internet: www.DRN-Network.com</p> <p>Turn over: 3.3 Meuro (yaer 2000) Number of Employees: 16 permanent staff + part-time consultants Branches abroad : Brussels, Belgium</p> <p>Contact: Ivo Morawski Position: Executive Director</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</u> OBNOVA PHARE TACIS MEDA ALA EDF EU - budget WORLD BANK</p> <p><u>REGIONS OF INTEREST</u> Asia and Pacific Caribbean Central and Eastern Europe Latin America EU Member States Middle East New Independent States Northern Africa Sub Saharan Africa</p> <p><u>SECTORS OF ACTIVITY</u> Agriculture & Rural Development Education and Training, Environment, Institution Building Private Sector Development Public Administration Reform Rural Development Social & Cultural Development</p>
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ECOSFERA S.p.A.

<p><u>CONSULTANCY</u></p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u></p> <p><u>MAJOR PROJECTS</u> Several projects in agro/food industry (market researches/ feasibility studies/ partnership engineering) financed by Italian regional and local institutions and sectorial associations.</p>	<p><u>COMPANY DETAILS</u> Via Palestro 35 00149 Roma Italy Tel: +39 06 49383039 +39 06 44703163 Fax:: +39 06 4467384 E -mail: aelsrl@aelsrl.it</p> <p>Turn over: 600.000 Euro Number of Employees: 9 Branches abroad: none Associated companies: A&L e Associati</p> <p>Contact Person: Luigi Lavorano Position: Partner</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</u> ALA</p> <p><u>REGIONS OF INTEREST</u> Central and Eastern Europe Latin America EU Member States</p> <p><u>SECTORS OF ACTIVITY</u> Agriculture & Rural Development Institution Building Private Sector Development Tourism SME development Agroindustrial development</p>
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ENEL Group

CONSULTANCY AND CONTRACTOR

GENERAL DESCRIPTION OF THE COMPANY

ENEL Group is the largest Italian multi-utility. Its core business consists in generation, transmission and distribution of electric energy. Besides ENEL Group operates in the following fields: Development of Power Systems (Designing and building of electric plants) (ENELPower); Water Treatment and supply (design, construction and management of water distribution network) (ENELHydro); Solid Urban Waste Utilisation (Elettroambiente); Public Lighting (SO.le); Information Communication Technology (ENEL.it)

MAJOR PROJECTS

1995-2000

Italy, UK, Albania, Bulgaria, Romania, Ukraine, Armenia, Saudi Arabia, Syria, Libya, Algeria, Marocco, Argentina, Brazil, Paraguay, Congo, Nigeria, Cambodia, China

COMPANY DETAILS

Office, and presence in Viale Regina Margherita, 137
00198 Rome, ITALY
Tel: +39 06 85095003
Fax: ++39.06.8509.2211
E-mail : arico.ruggero@enel.it
Internet: <http://www.enel.it>

Turn over: 20,96 Bln Euro (data income to year 1999)
Number of Employees: 73.400
Branches abroad: Brussels Representative several extra EU countries

Contact: Mr Ruggero Arico
Position: ENEL Corporate European and International Affairs Head Office

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

ISPA, OBNOVA, PHARE, TACIS, MEDA, ALA, EDF, EIB, EBRD, WORLD BANK, Inter American Development Bank, African Development Bank, Asian Development Bank

REGIONS OF INTEREST

Asia and Pacific
Caribbean
Central and Eastern Europe
Latin America
EU Member States
Middle East
New Independent States
Northern Africa
Sub Saharan Africa

SECTORS OF ACTIVITY

Education and Training,
Energy, Environment,
Information Technology,
Rural Development,
Urban Development,
Waste Management,
Water supply/treatment

ENITECNOLOGIE S.p.A.

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> EniTecnologie is the Corporate Technology Company of ENI S.p.A. The main areas of application of EniTecnologie's activities encompass upstream, downstream, oil and gas and environmental technologies. In particular, the production and transportation of liquid and gaseous hydrocarbons refining and petrochemistry, the optimal use of fuels, including their environmental impact, industrial site remediation and the environmental protection of industrial areas.</p> <p><u>MAJOR PROJECTS</u> 1996 – 1997 – Consultancy -Thailand Petroleum Authority of Thailand Consultancy Services Contract for the Development of the Master Plan for the Research and Development Centre</p> <p>1992 – 1999 – Research - Japan Research Institute of Innovative Technology for the Earth Environmentally Friendly Technology for the production of Hydrogen</p>	<p><u>COMPANY DETAILS</u> Via Maritano, 26 20097 San Donato Milanese (MI), ITALY Tel: +39 02 520 56021 Fax: +39 02 520 46874 E -mail: cesarina.bonfanti@enitecnologie.eni.it Internet: www.enitecnologie.it</p> <p>Turn over: 46.311 MEuro Number of Employees: 400 Associated companies: ENI S.p.A.</p> <p>Contact: Cesarina Bonfanti Position: Co-operation Agreements and Funding</p> <p><u>SECTORS OF ACTIVITY</u> Energy Environment Water supply / treatment</p>
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ETRAL INVESTMENTS CORPORATION SRL

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> Financial Activities: including : Venture capital, financial consultance, Joint ventures, capital restructuring, financing short/medium/tern projects.</p>	<p><u>COMPANY DETAILS</u> Via De Carlo 3 31100 TREVISO, ITALY Tel: +39 0422 424226 Fax: +39 0422424262 E -mail: etral@tin.it</p> <p>Turn over: 1,0 M Euro Number of Employees: 3 Branches abroad: 2 Associated companies: - ETRAL INVEST. BVI, Geneva, P.R.W. S.A. - ETRAL INVEST. CORPORATION, Gibraltar</p> <p>Contact: Mr H.M. Cimenti Position: Vice-President</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</u> EU – budget</p> <p><u>REGIONS OF INTEREST</u> Central and Eastern Europe EU Member States</p> <p><u>SECTORS OF ACTIVITY</u> Financial services</p>
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EURETE S.c.a.r.l.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

Eurete scarl, - European development agency, is an Italian consultancy specialized in European affairs on behalf of its members. In particular Eurete assembles and represents 24 members (local public authorities, private firms and associations which both have a great experience and want to improve experience in the field of the previous inserted programmes. Eurete supports them to participate to EU-funded activities and programmes.

COMPANY DETAILS

Rue Faider, 87
Brussels, BELGIUM
Tel: +32 02 5347198
Fax: +32 02 5347298
E -mail: segreteria.bruxelles@eurete.it
Internet: <http://www.eurete.it>

Contact: Gianfranco Malgeri
Position: Consultant

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

ISPA, OBNOVA, PHARE, TACIS,
MEDA, ALA, EDF, EBRD,
EU – budget
EIB
WORLD BANK
Asian Development Bank
Inter American Development Bank
African Development Bank

REGIONS OF INTEREST

Asia and Pacific
Caribbean
Central and Eastern Europe
Latin America
EU Member States
Middle East
New Independent States
Northern Africa

SECTORS OF ACTIVITY

Agriculture & Rural Development
Education and Training, Energy, Trade
Environment, Financial services,
Health, Industrial Engineering,
Telecommunication,
Information Technology, Tourism
Institution Building, Urban and Rural
Development, Transport,
Private Sector Development
Public Administration Reform,
Social & Cultural Development
Water supply / treatment

EUROCENTRO S.r.l.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

EuroCentro is a consultant organisation specialised in supplying EU information and services for both public administration and SMEs. Its main goal is supporting these kinds of organisations in the implementation of international co-operation activities financed mostly by European programmes. Moreover, another important area is the support of public administration reorganisation linked to active labour policies and services to education, training and employment.

MAJOR PROJECTS

1997 - ongoing, European Commission, Several projects under Leonardo da Vinci I-II programmes, Italy-Ireland-France-Hungary-Spain-UK-Finland-Austria-Greece-Sweden-Belgium-Germany
Vocational training

1999-2001, European Commission, "Eurocommerce" under P.R.I.N.C.E. programme, Italy-Sweden-Finland, Support to women SMEs for introduction of EURO

2000-2005, Province of Macerata (Italy), Assistance of public administration reorganisation of active labour policies, Italy, Support of public services to education, guidance, training and employment.

COMPANY DETAILS

Viale Don Minzoni 3,
60035, Jesi (AN), ITALY
Tel: +39 0731 215564
Fax: +39 0731 212387
E -mail: m.nygren@eurocentro.it
Internet: <http://www.eurocentro.it>

Turn over: 380.000 euro
Number of Employees: 12

Contact: Ms Maria Nygren
Position: Partner and co-ordinator

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

ISPA (environment)
OBNOVA
PHARE
TACIS
MEDA
EU – budget

REGIONS OF INTEREST

Asia and Pacific
Caribbean
Central and Eastern Europe
Latin America
EU Member States
Middle East
New Independent States
Northern Africa
Sub Saharan Africa

SECTORS OF ACTIVITY

Education and Training
Environment
Information Technology
Institution Building
Private Sector Development
Public Administration Reform
Social & Cultural Development
Tourism
Trade
Urban Development
Waste Management

EUROGAMMA

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

Eurogamma is a consultancy firm, based in Brussels, which is active in the international co-operation business. Along its 10 years of existence, Eurogamma has acquired a sound experience of EC co-operation programs. Eurogamma provides 3 types of services:

- Monitoring
- EC programs consulting
- Public Relations, Press Agency and Lobbying.

COMPANY DETAILS

Rue Faider, 87
1050 Bruxelles
Tel: +32 2 5374406
Fax: +32 2 5371078
E -mail: eurogamma@euronet.be

Turn over: 150.000 Euro
Number of Employees: 4

Contact: Daria Leoni
Position: Director

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

ISPA
OBNOVA
PHARE
TACIS
MEDA
ALA
EDF
EBRD

REGIONS OF INTEREST

Asia and Pacific
Central and Eastern Europe
Latin America
EU Member States
New Independent States
Northern Africa

SECTORS OF ACTIVITY

Civil Engineering
Education and Training, Energy,
Environment,
Information and Technology,
Private Sector Development,
Rural Development,
Social & Cultural Development,
Telecommunication,
Trade, Transport,
Urban Development,
Waste Management,
Water supply/treatment
SME development

EUROMIN S.r.l.

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> Euromin is a private company offering non-destructive testing, geophysical and geological services for ground and underground investigations using a large range of techniques. The main sectors in which Euromin is involved are: planning and natural resourced exploitation, geological surveying, prospection for mineral deposits, hydrogeological studies, civile engineering, environment, hydrocarbon pollution etc. Euromin carries out projects in Europe, Latin America and Africa.</p> <p><u>MAJOR PROJECTS</u> 1999, Banco Interamericano De Desarrollo (Bid), Proyecto manejo ambiental de las Islas de la Bahia, Contract n. HON/97/002/408, Honduras, Hydrological and hydrogeological survey</p> <p>EU DG12, The application of advanced Ground Penetrating Radar to the evaluation of hydrocarbon pollution in Europe, Contract n. ENV4-CT98-0720, Europe Geophysical and non destrutcrive survey, 1999-2000</p> <p>2000-2001, ITALIAN COOPERATION-SANAA, Programa de rehabilitacion y mejoramiento del sistema de agua potable y alcantarillado de la ciudad de Tegucigalpa, Honduras, Unidad ejecutora</p>	<p><u>COMPANY DETAILS</u> AREA SCIENCE PARK SS14, Km 163.5 34012 Basovizza (TS), ITALY Tel: +39 040 3755630 Fax: +39 040 3755635 E -mail: euromin@tin.it Internet: www.fgda.org</p> <p>Turn over: 450.000 Euro Number of Employees: 6</p> <p>Contact: Guido Niccolini Position: Managing Director</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</u> EU - budget WORLD BANK Inter American Development Bank</p> <p><u>REGIONS OF INTEREST</u> Caribbean Central and Eastern Europe Latin America EU Member States Middle East New Independent States</p> <p><u>SECTORS OF ACTIVITY</u> Civil Engineering Environment Transport Water supply / treatment</p>
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EVALUE S.r.l.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

Evalue Company promotes innovation transfer to market offering a highly professional support to innovative projects and initiatives, through scientific management, partnership arrangements and the assessment of funding opportunities.

Evalue activity is primarily concentrated in energy, environment and new technologies domains. The company operates at the EU and candidate Countries level, establishing proper exchanges at a wider international level with consolidated and emerging markets.

COMPANY DETAILS

Via Mazzini 20
20123 MILANO
Tel: +39 328 7388556/+32 02 2803313
Fax: +39 02 58102024/+32 02 2806006
E -mail: vregis@inwind.it
Internet : www.evalue-online.com

Turn over:
Number of Employees: 4
Branches abroad : Brussels
Representative Office, 143, rue Belliard

Contact: Prof. Vittorio Regis
Position: C.E.O.

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

ISPA (environment)
OBNOVA
PHARE
MEDA
ALA

REGIONS OF INTEREST

Asia and Pacific
Central and Eastern Europe
Latin America
EU Member States
Middle East

SECTORS OF ACTIVITY

Education and Training, Energy,
Environment,
Industrial Engineering, Transport,
Waste Management,
Water supply/treatment,
SME development

FONDAZIONE CUOA

<p>CONSULTANCY</p> <p>GENERAL DESCRIPTION OF THE COMPANY Fondazione CUOA - Centro universitario di organizzazione aziendale - is a non-profit foundation established as a business school by universities, business associations, chambers of commerce, public bodies, private companies and banks. It was founded in 1957 as a post-graduate educational and training facility and is today one of the most active centres in Italy for the cultural exchange of ideas on the management of enterprises, public administrations and banks providing training, research and consultancy services.</p> <p>MAJOR PROJECTS June 2005-Mar. 2006 - Assistance technique pour la mise à niveau et l'amélioration de la compétitivité des entreprises industrielles du secteur du cuir et des produits en cuir en Tunisie –TUNISIA Fondazione CUOA, in co-operation with CNCC - Centre National du Cuir et de la Chaussure and with local study centres, provides technical assistance services for the enhancement of a number of selected Tunisian enterprises in the leather goods and footwear sectors.</p> <p>2002-2007 - MEDA programme/Technical Assistance to the Higher Institute of Business Administration (HIBA) - SYRIA The project aims to assist the Higher Institute of Business Administration of Damascus in the development of a recognised and respected capacity for executive management training and education in Syria.</p> <p>Jan. 2005-mid 2006 – MEDA programme/Implementing a Graduate Resources Programme - EGYPT This project intends to improve the international competitiveness of about 20 Egyptian companies that will receive assistance in the design and implementation of some specific development plans. 30 young Egyptian graduates will be selected and then trained over a period of one year, and thanks to the assistance of business experts, these graduates will work for the above-mentioned companies so to support them in the development of their plans.</p> <p>Oct. 2003-mid 2005 - Training project for public officials of the Russian Federation A project aiming to organise and deliver a set of courses to upgrade the skills of 100 Russian high-level public officials in co-operation with the Russian Academy of Public Administration under the President. Namely the project features four different courses in the field of the World Trade Organisation and of fiscal systems.</p> <p>Mar. 2003-Jan. 2005 - LEDA-European University Cooperation Master - ROMANIA The project's goal is to carry out, in partnership with the West University of Timisoara, a post-graduate management training programme in favour of 53 Romanian middle managers and public administration officials. Additionally, project scope includes specialised know-how transfer to the Romanian partner and capacity building in the field of post-graduate training and MBA programmes.</p> <p>Since 1996 - Management training courses for foreigners Training (in house and in the participants' country) in partnership with the Veneto Region and the Italian Government in favour of: Algeria, Argentina, Armenia, Brazil, Chile, China, Croatia, Czech Rep., Egypt, Eritrea, Ethiopia, France, Hungary, Jordan, Kenya, Slovenia, Lebanon, Mexico, Morocco, Poland, Romania, Russian Fed., Serbia-Montenegro, Slovak Rep, Slovenia, Sudan, Syria, Tunisia, Uganda, Ukraine, Uruguay, Venezuela, Zambia, Zimbabwe.</p>	<p>COMPANY DETAILS Villa Valmarana Morosini 36077 Altavilla Vicentina (VI)ITALY Tel: +39 0444 333712 Fax: +39 0444 333993 E -mail: int@cuoa.it Internet: www.cuoa.it</p> <p>Turn over: € 7,120,000 Number of Employees: 105 Branches abroad: representative office in Brussels, Belgium</p> <p>Contact: Paolo Bellamoli Position: Programme Manager International Dept.</p> <p>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS MEDA PHARE TACIS ALA EDF EU-budget</p> <p>REGIONS OF INTEREST Asia and Pacific Caribbean Latin America New Independent States Central and Eastern Europe Middle East EU member States Northern Africa Sud Saharian Africa</p> <p>SECTORS OF ACTIVITY Education and training Health Private Sector Development Public Administration Reform Institution Building Rural Development Social & Cultural Development Tourism SME Development</p>
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FORMAPER

Special Agency of Milan Chamber of Commerce Industry

CONSULTANT

GENERAL DESCRIPTION OF THE COMPANY

FORMAPER is a Special Agency of the Chamber of Commerce of Milan, created in 1987. The main goal of FORMAPER is the promotion of entrepreneurship as well as supporting small and medium sized enterprises through orientation, training and assistance. Formaper international activity aim is to provide support services and training for the development of the private sector, and our activity is meant to maximise internal skills and capabilities and guarantee sustainable development. Formaper's consulting activity focuses on: SME Development, Regional Development, Training and H.R. Development, export and investment promotion. Formaper provides a comprehensive multidisciplinary approach to complex and often interrelated SME development issues.

MAJOR PROJECTS

2004-2006 "Developing the Export Capacity of Egyptian Own Brand Textiles"

The contract objective is to contribute towards increasing export sales of the Egyptian Textile industry by the establishment of a creative textile design capability in the industry as well as improving the ability of participating companies to develop export markets

2004 "EBIS Programme - Egyptian Business Institutional Support"

The objective of this individual consultancy support is to help the Egyptian Business Representative Organisation to define realistic and sustainable proposals for partnership with an EU institution. This individual consultancy phase is called "Project Proposal Development". Formaper was assigned to support in this phase three SMEs development associations (in Il Cairo, Alexandria, Mansoura) and the Egyptian Textile Association.

2004 on going - ENTERPRISE INCUBATOR PROJECT - Training Program for Armenian IT Company Owners/Top Level Managers

The Project is financed by the credit line received by Government of Armenia from the International Development Association. The purpose of the Project is the organization of internships for Armenian technology company' owners/top-level managers within successful West European IT.

2003-2004 -Training programme for networking development between European enterprises and young professionals from Maghreb

The project objective is to contribute through implementation to the enhancement of the economic and socio-cultural relations between the selected European regions and those of the Southern basin of the Mediterranean. The project will support the economic development in North Africa by means of participation of young professionals from Maghreb in EU companies (of Catalogne, Lombardy and Andalusia), which have economic interests in the area given to the co-operation established between the three partners representing the European regions

2003 -2005 PRIME - Strengthening the SME Competitiveness in the Primorska Region through Networking and Cooperation

The Programme is aimed to design and implement of on-the-job training programme for a team of local experts, which will become key agents in providing assistance programme to SME's in Primorska on developing networks and implementing common projects initiated by clusters.

2002-2003 "Strengthening of the services of Centro Nueva Empresa of the Chamber of Commerce of Bogotá"

COMPANY DETAILS

via Camperio 1
20123 Milano, ITALY
Tel: +39 02 8515 5207-5738
Fax: +39 02 8515 5793
E -mail: formaper.int@mi.camcom.it
Internet : www.formaper.com

Turn over: 10.830.550 Euro
Number of Employees: 64

Contact: Carlos Talamas
Position: Head of International Relations Dept.

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS :

PHARE , WORLD BANK
TACIS EBRD
MEDA ALA
EU-budget
Inter American Development Bank

REGIONS OF INTEREST

Asia and Pacific
Central and Eastern Europe
Latin America
EU Member States
New Independent States
Northern Africa

SECTORS OF ACTIVITY

Education and Training
Institution Building
Private Sector Development
SME development
Social & Cultural Development

The overall objective of the project was to develop know how transfer to the CCI Bogotá - Centro Nueva Empresa, to improve and innovate services which responds to the needs of would be entrepreneurs and entrepreneurs in the area. To reach the wider objective the activities implemented were: exchange of experience and know how between partners, creation of a modern system of training of trainers and staff of Centro Nueva Empresa of the CCI Bogotá, development of relations between the CCI Bogotá and regional/local authorities for the setting of an integrated territorial system to support entrepreneurs.

200-2002 Acadia –UE – Canada Internship Programme for EU graduates

1999 - 2003 MTP –NIS I and II Managers Training Programme

This was the largest training programme financed by the European Union (EU). MTP offers 1, 2 and 3 month sponsored internships and training in EU companies working on management projects for Junior and senior managers coming from NIS: Russian Federation, Ukraine, Uzbekistan, Mongolia, Azerbaijan, Kazakhstan, Moldova, Kyrgyzstan.

2000 – Central European Initiative – Training of Trainers

Programme – Italian Ministry of Foreign Affairs Law 212/92. The aim of the project was to strengthen the existing or create new capabilities in entrepreneurial training for the Chamber of Commerce trough a training of trainers programme with a specific focus on the development and support of SMEs. The course was held in Ljubljana and Budapest and a study tour in Italy was organized. Participating Chamber were from: Belarus, Bosnia-Herzegovina, Bulgaria, Croatia, Czech Republic, FYROM, Moldova, Hungary, Poland, Slovenia, Ukraine.

1999- Entrepreneurship development in FYROM

The specific objectives of the projects were to provide the staff of the Workers University with the skills to analyze the training needs of the SMEs, and to prepare, design and deliver targeted courses in the field of SMEs.

1998 – 2001, Entrepreneurship inculturalisation: networking for global opportunities and development in Austria, India and Italy.

FOSTER WHEELER ENVIRONMENTAL ITALIA S.r.l.

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> FW Environmental Italia, a subsidiary of FW Corporation - USA., is leader in the environmental engineering in the italian market; it is the Center of Excellence of FW for environmental activities in Europe and is operating as designer, contractor (on EPC basis) and consultant in all environmental sectors, in particular Contaminated Soils and Groundwater, Waste Water Treatment, Air Emissions, Environmental Impact Assessment, ISO14000/Emas Certification, etc.</p> <p><u>MAJOR PROJECTS</u> AGIP Petroli - Remediation of former Rho Refinery - 45 M\$</p> <p>AGIP Petroli - Umbrella contract for investigation and remediation activities of retail stations and oil storage facilities – 25 M\$</p> <p>ISAB Energy - Engineering, Procurement and Construction of the IGCC Complex' Waste Water Treatment Plant - 15 M\$</p> <p>Enichem - Environmental Assessment and Consultancy Activities in several sites (Marghera, Priolo, Mantova, Assemini, Sarroch) - 4,5 M\$</p> <p>Petrogal - Design of Porto Refinery's WWTP Revamping - 2 M\$</p>	<p>COMPANY DETAILS Via Caboto 1 Corsico, Milano, ITALY Tel: +39 02 4486 2479 Fax: +39 02 4486 3112 E-mail: andrea_fava@fwceu.com</p> <p>Turn over : 30 Millions Euro Number of Employees: 80</p> <p>Contact: Andrea Fava Position: Managing Director</p> <p>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS WORLD BANK African Development Bank</p> <p>REGIONS OF INTEREST Central and Eastern Europe EU Member States Middle East</p> <p>SECTORS OF ACTIVITY Environment, Waste magement Water suply</p>
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GEOPROGETTI S.r.l.

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> GEOPROGETTI was established in 1960 as a department of M/S "CO.TE.CO. - Compagnia Tecnica Consulenze" for Soil Mechanics, Foundation Engineering and Geotechnical Engineering. Since 1970 GEOPROGETTI has developed into a General Civil Engineering Consultancy firm. Today the fields of activity of the Firm are: transport engineering, hydraulic and maritime engineering, environment, soil protection and agricultural development. In the above fields GEOPROGETTI offers consulting engineering services, such as preliminary studies and detailed engineering designs, economic feasibility studies, supervision of construction works and technical assistance.</p> <p><u>MAJOR PROJECTS</u> 1997-2000, EDF, Supervision of Emergency Opening Roads in Sofala Province (700 Km), Mozambique, Supervision of works and Technical Assistance to the Administration</p> <p>1997 – 2000, World Bank, Feasibility Study and Detailed, Engineering Design for the Mau Summit - Awasi Road (100 Km), Kenya, Feasibility Study and Detailed Engineering Design</p> <p>1997 –2000, EDF, Supervision of Kaga Bandoro - Mbres Road Centrafican Republic, Supervision of Works</p> <p>1998 – 2000, EDF Feasibility Study and Detailed Engineering Design for the Miragoane - Petit Trou de Nippes Road, Haiti, Feasibility Study and Detailed Engineering Design</p>	<p>COMPANY DETAILS Viale Tiziano, 3 Roma, ITALY Tel: +39 06 3223315 / 3610938 Fax: +39 06 3610879 E -mail: geopro@tin.it</p> <p>Turn over: 2,000,000 EURO Number of Employees: 40 Branches abroad: Kenya - Mozambique</p> <p>Contact: Mario Fernando Guiducci Position: Chairman</p> <p>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS EDF WORLD BANK African Development Bank</p> <p>REGIONS OF INTEREST Caribbean Central and Eastern Europe Latin America Middle East Northern Africa Sub Saharan Africa</p> <p>SECTORS OF ACTIVITY Civil Engineering Energy Environment Transport Water supply/treatment</p>
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GIORDANO DELL'AMORE FOUNDATION

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> The activities of "Giordano Dell'Amore" Foundation and its associated company, F.G.D.A. srl, are education and training, technical assistance and advisory services to banks, ministries or firms established in developing and transitional economies, field research and publishing. The objective is to favour the establishment of a modern banking culture and the creation of a managerial class capable of restructuring and reinforcing the banking system so that it can contribute to general development.</p> <p><u>MAJOR PROJECTS</u> 2000 – 2003, EBRD, BiH SME PIU, Bosnia Herzegovina, Capacity Building, Banking Credit 2000, EU, NBE Capacity Building, Identification Study, Ethiopia, Capacity Building, Financial Services, Credit 1986 – 1994, EU/ALA, PAPIC I and PAPIC II "<i>Rehabilitation de la PMI en America Central</i>", Honduras, Nicaragua, Costa Rica, Salvador, Guatemala (Members of BCIE), Banking, SME Financing, Capacity Building</p>	<p><u>COMPANY DETAILS</u> Via San Vigilio, 10 20142 Milan, Italy Tel: +39 02 81 35 341 Fax: +39 02 81 37 481 E -mail: fond.gda@tin.it Internet: www.fgda.org</p> <p>Turn over: Lit. 4.5 billion Number of Employees: 11 plus contracted consultants Associated companies: F.G.D.A. srl. Financial Growth and Development Assistance</p> <p>Contact: Laura Viganò Position: Executive Advisor, Programme Design</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</u> PHARE ALA EBRD WORLD BANK</p> <p><u>REGIONS OF INTEREST</u> Asia and Pacific Central and Eastern Europe Latin America Middle East Northern and Sub Saharan Africa</p> <p><u>SECTORS OF ACTIVITY</u> Agriculture & Rural Development Education and Training Financial services Institution Building Private Sector Development Rural Development</p>
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GRUPPO SOGES S.pA.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

SOGES has gained considerable experience working for more than ten years on multi-disciplinary projects in Europe and in developing economies world-wide. Our key-departments specialise in project design and management, local development, training and capacity building, advice to local public administration bodies and our up-dated roster includes some 3000 highly qualified experts with international experience, covering a broad range of areas.

MAJOR PROJECTS

2000-2002, EC – TACIS, European Expertise Service phase 5 Russian Federation and NIS, Provision of high level technical advice to the Governments, Parliaments and other relevant decision making bodies and institutions, on: Reform-orientated, sustainable economic and social policies; Institution building; Reform-enabling legislation.

2000-2005, EC, Project Management Unit of the Algerian SMEs Development Programme, Algeria: Providing Technical Assistance and setting up the Project Management Unit, charged i.a. of the management of the Project Fund; SMEs operational management strengthening; Sectoral study on the SMEs demands for specialised financial services; Shortlist of European investment banks and other institutions which can offer specialised TA, launch of restricted tender; Technical Assistance to Ministries and other public bodies relevant to SMEs development.

2000-2002, EC, Strengthening Foreign Direct Investment Promotion in Tunisia, Tunisia: Analysis of the target sectors in Tunisia: Promotion activities in EU to attract potential EU investors in the target sectors; Institutional strengthening of the Foreign Investment Promotion Agency; Analysis of training, equipment and documentation needs of the Agency headquarters in Tunis as well as in the European and New York branches; Training programmes preparation and implementation

1999 –2004, EC, Support services to strengthen local government in Mpumalanga and Northern Province, South Africa: Develop and agree upon a framework to strengthen local government; Establish provincial capacity to strengthen local government; Select pilot areas, prepare and agree upon improvement programmes; Prepare and deliver a training programme; Strengthen municipal administrative, technical and financial functions; Implement pilot infrastructure services

COMPANY DETAILS

corso Matteotti 39 bis,
Torino, ITALY
Tel: +39 011 5638611
Fax: +39 011 5638610/32 2 7432996
e-mail : nino.azzarello@eei.be
Internet: www.gruposoges.it

Turn over: 16 320 000 euro
Number of Employees: 160 full-time consultants, 23 executives, 580 part-time collaborators
Branches abroad: Brussels, Bucarest, Budapest, Prague

Contact: Nino Azzarello
Position: Director, Brussels office
Tel :+32 02 7432983
Fax :+32 2 7432996
E -mail: nino.azzarello@eei.be

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

OBNOVA
PHARE
TACIS
MEDA
ALA
EDF
WORLD BANK

REGIONS OF INTEREST

Asia and Pacific
Central and Eastern Europe
Latin America
Middle East
New Independent States
Northern Africa
Sub Saharan Africa

SECTORS OF ACTIVITY

Education and Training
Institution Building
Private Sector Development
Public Administration Reform

IDROESSE INGEGNERIA S.r.l.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

Idroesse is an Italian firm specialised in the field of Civil Engineering and, in particular, in Hydraulics and Hydraulic and Maritime Constructions, Transports, Geotechnics, Structures and Environmental Engineering. Idroesse provides all necessary services to complete the project from the first idea to the technical – administrative management of the work.

MAJOR PROJECTS

1996 –2000, SOCIETÀ AUTOSTRADA BS-VR-VI- PD – Verona
Works for the harmonization of link roads of via Po in Padua, ITALY,
Construction Project , Study of Environmental Impact and Cost–Benefit
Analysis, Works Management

1988 – 2000, SOCIETÀ AUTOSTRADA BS-VR-VI- PD – Verona, North
Padua Bypass Highway, ITALY, Construction Project , Study of
Environmental Impact and Cost–Benefit Analysis, Works Management

1990-1995, SOCIETÀ AUTOSTRADA BS-VR-VI- PD – Verona,
Completion of Valdastico motorway, ITALY, Numeric Cartography, Road
Planning (N° 5 alternatives), Feasibility Study, Vehicular Planning,
Galleries, Viaducts, Environmental Impact Study, Traffic, Financial
Analysis. Final Project

COMPANY DETAILS

Galleria Spagna, 10
35127 Padova, ITALY
Tel: +39 049 8064111
Fax: +39 049 8064100
E -mail: mail@idroesse.it
Internet: www.idroesse.it
Associated companies: Studio di
Ingegneria Idroesse

Turn over: 3 MEUR
Number of Employees: 50

Contact: Attilio Siviero
Position: Partner, Transport Engineer

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

PHARE
TACIS
MEDA
EDF
EIB
EBRD
WORLD BANK
Asian Development Bank
African Development Bank

REGIONS OF INTEREST

Central and Eastern Europe
Northern Africa

SECTORS OF ACTIVITY

Civil Engineering
Environment
Transport
Waste Management
Water supply / treatment

IFOA - ISTITUTO FORMAZIONE OPERATORI AZIENDALI

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> IFOA International Projects Department has been active for the past 13 years in managing international technical assistance projects, providing Consulting, Training and Education Services.</p> <p>Our training services cover the complete <i>Training Cycle</i>: Needs analysis; Curricula development; Didactic materials production; Training delivery and management; Training monitoring and follow-up.</p> <p>Our consulting services include: <i>Institutional Building</i> supporting Ministries of Education and VET to develop reform policies (updated curricula, improvement of management systems and funding, increased employment opportunities). <i>Establishment of Management Training Centres</i>: premises, personnel, trainers, curricula and self-sustainability.</p> <p><u>MAJOR PROJECTS</u></p> <p>2004-2006 – EU Phare Programme – 1 Meuro – Generic Training System for Officials of Territorial Self-Governing Bodies, Czech Republic: to establish a systemic training framework and schedule for Officials of territorial self-governing units.</p> <p>2004-2006 – EU Tacis Programme – 2,5 Meuro – Support to the Development of an Integrated VET System, Armenia : to develop a high quality VET system in order to improve quality of VET Institutions, VET policy and strategy and capacity to respond to employment and labour market needs.</p> <p>2003-2006 – EU Tacis Programme – 15,00 Meuro – Managers’ Training Programme III, NIS Countries (Russian Federation, Kyrgyzstan, Mongolia, Azerbadjan, Belarus) : to strengthen management quality and efficiency in companies as well as to provide comprehensive support to sustainable management development. Organization of internships, technical visits, seminars and consulting activities.</p> <p>2003-2005 – Ministry of Foreign Affairs – 0,32 Meuro – Set-up of an Italy Point Training Centre, Romania: set-up of an Italy Point in charge of designing and delivering training programmes and satisfying the needs of Italian companies with regard to their request for qualified human resources.</p> <p>2002-2008 – EU Meda Programme – 2,79 Meuro – Support to the programme for the reform of vocational education and training, Algeria: the main activities can be grouped in three mainstreams: strategic pilot phase; start-up and functioning of the vocational education system related to the labour market demand; support in the identification of vocational measures matching the main Algerian economic sectors training needs.</p> <p>2000-2005 – EU Meda Programme – 1,75 Meuro – Strengthening the priority areas of vocational training, Yemen: establishment of three vocational training centres in three priority fields: Women Empowerment, Oil & Gas, Hotel & Tourism.</p>	<p><u>COMPANY DETAILS</u> Via G. D’Arezzo 6 42100 Reggio Emilia, ITALY Tel: +39 0522 329 322 Fax: +39 0522 284 708 E -mail: macondo@ifoa.it Internet: http://www.ifoa.it</p> <p>Turn over: 15,400,000 Euro Number of Employees: 101 Branches abroad: Promotional office based in Brussels</p> <p>Contact: Mariavittoria Garlappi Position: Director, International Projects Department</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</u> PHARE TACIS MEDA ALA EDF EBRD</p> <p><u>REGIONS OF INTEREST</u> Asia and Pacific Central and Eastern Europe EU Member States Middle East New Independent States Northern Africa Sub Saharan Africa</p> <p><u>SECTORS OF ACTIVITY</u> Education and Training Institution Building Private Sector Development Public Administration Reform Social & Cultural Development SME development</p>
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INTERTEK ITALY SRL

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

Intertek Italy belongs to Intertek Group, one of the world's largest product and commodity testing organisation, with a global network of 254 laboratories and 504 offices, 10500 permanent staff employees and 8000 contracted specialists. The company is best known for its capability to provide local services in markets around the world while offering the largest range of certifications, accreditations, approvals and safety marks.

MAJOR PROJECTS

- INTECO provides technical Inspection and Expediting Services to many Petroleum and EPC companies involved in Oil & Gas industries, such as but not limited to, as ExxonMobil (Various Miscellaneous project), Linde AG (Statoil Hammerfest project), Parsons (Shell Oil Co.; BP Arco Buqueron Venezuela; Petrokemia Olefins III; IBN ZAR; Conoco);

- INTECO provides commercial inspection services to many importers, exporters and trading companies trading companies aiming to certify various commodities quality and quantity directly at suppliers locations as so as conformity with Letter of Credit requirements;

- FTS division works on behalf of various governments through Customs Assessment Contracts.

COMPANY DETAILS

Via Aldo Moro, 47
Milano, ITALY
Tel.: +39.02.95383833
Fax: +39.02.95383832
E-mail: info.Milan@itsfts.com
Internet: www.itsfts.com

Turn over: EUR 5.227.050,97
Number of Employees: 45
Branches abroad: 504

Contact: Ms. Daniela Andreoli
Position: Marketing Assistant

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

PHARE
TACIS

REGIONS OF INTEREST

Central and Eastern Europe
EU Member States
Northern Africa and Middle East
Sub Saharan Africa

SECTORS OF ACTIVITY

Energy
Public Administration Reform
Trade
Water supply / treatment

ISKOM CONSULTING S.r.l.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

Iskom Consulting has been in operation since 1992 servicing companies and public and private enterprises in the following sectors: Financial planning for local development; Feasibility studies – economic and financial - for both private and public investment programs; Processing and follow-up for projects at a European level; Processing and participating in public and private projects based on international cooperation; Social and economic research and studies.

MAJOR PROJECTS

2003, IAL Roma e Lazio, “Open Idea”, Project Monitoring (PON OB. 3 IT 053 PO 007 – QCS OB. 3 2000/2006 –C1 measure, fasc. 22 – d.d. 427/III/2001 on 7/11/2001)

2003, European Commission, budget B2 - 1630 innovative measures under Article 6 of the European Social Fund Regulation, Provincia di Vibo Valentia project “Local employment strategies and innovation”,

Processing, submitting and co-ordination of project

2002, “Il sistema turistico locale della Costa del Sol”, economic study about tourism system of Costa del Sol and publication

2002, European Commission – Europeaid, Co-financing with NGOs Operations in developing countries, Processing, submitting and co-ordination of micro-credit project in Salvador de Bahia, project leader Associazione Cooperazione Sviluppo, Italia

2002, Ministero dell’Interno, P.O. “Sicurezza per lo sviluppo del Mezzogiorno d’Italia”, technical assistance for preparation of a unitary and integrated proposal of projects in Nuoro district, Italia

2002, L. 241/90, Provincia di Grosseto, Processing and submitting of a project for an economic advantages grant, Municipality of Castiglione della Pescaia

2002, Ministero dell’Interno, P.O. “Sicurezza per lo sviluppo del Mezzogiorno d’Italia”, technical assistance for preparation of a unitary and integrated proposal of projects in Reggio Calabria district, Tirreno and Ionio areas

2002 – 2003, Regione Sardegna, Study about utilising entrepreneurship support EU, national and local rules, with particular care to new employment basins

2001, Young firm in Bari district, Study about realisation of an health care centre

2001, AMAB, Projecting and managing of informative seminars for dissemination of specific tools about internationalisation of SMEs in organic agriculture sector (Emilia Romagna, Marche, Umbria, Veneto, Piemonte); processing and submitting of promotion project of Italian high quality agriculture products in United States based on D.L. n. 473/98.

COMPANY DETAILS

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50121 Firenze, ITALY

Tel: +39 055 5530670

Fax: +39 055 5048046

E –mail: info@iskom.org

Internet : www.iskom.org

Turn over: EUR 103.289,00

Number of Employees: 1

Branches abroad: 1

Contact: Mr. Adriano Ferracuti

Position: President

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

PHARE

MEDA

ALA

EDF

EU - budget

REGIONS OF INTEREST

Asia and Pacific

Central and Eastern Europe

Latin America

EU Member States

Northern Africa

SECTORS OF ACTIVITY

Education and Training,

Financial services

Institution Building

Private Sector Development

Public Administration Reform

Rural Development

Social & Cultural Development

Tourism

Urban Development

SME development

Agroindustrial development

ITALFERR S.p.A.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

Italferr S.p.A. is the consulting engineering company of the Italian Railways (FS) founded in Rome in 1984.

Italferr operates in the fields of traditional and high speed mainlines railways, metropolitan transit, other transportation systems and complementary sectors. The Company offers a complete range of services from transport development plans, feasibility studies to preliminary and detailed designs, preparation and evaluation of tenders, procurement services, project management, supervision of works, testing, inspection, start-up assistance, technical assistance and training, project financing assistance.

MAJOR PROJECTS

2002-2003. Central Asia Railways Telecommunications – Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan, Uzbekistan. Technical Assistance for the creation of the railways Telecommunication Master Plan and development of related feasibility studies.

2002-on going. New Turin-Lyon Railway Line. Feasibility study of a railway tunnel between Italy and France and of a new “autoroute ferroviaire”.

2002- on going. New Puerto Cabello – La Encrucijada Railway Line- Venezuela. Supply of engineering services for construction of the new dual track and for realization of the new railway system

2001- on going. CEI Romanian Railways Cooperation. Technical assistance for preparation of projects documents and for the indication of appropriate implementation steps relative to the projects included in the CEI (Central European Initiative) financing programme.

2001-on going. Technical Assistance to the Concessionaire of the Pacific Railway Network - Colombia. Technical, operational and construction assistance for the consortium of local companies for the execution of complete rehabilitation and running of the cargo transport (500 km line).

2000. Preliminary and Executional Study and Supervision for Coaches Repair Centre of Aleppo – Syria.

2000. Project Preparation Support for Modernisation of Signalling/Safety Devices on the Railway Line Divaca-Koper - Slovenia

COMPANY DETAILS

Via Marsala, 53
00185 Roma, ITALY
Tel: +39 06 49752507
Fax: +39 06 49752209
E -mail: a.damico@italferr.it
Internet: www.italferr.it

Turn over: Euro 188 mln
Number of Employees: 1.618 (as at December 2002)
Branches abroad: Colombia, Venezuela

Contact: Alberto D'Amico
Position: Manager of Sales Department

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

ISPA Transport
PHARE
TACIS
MEDA
ALA
EU - budget
EIB
EBRD
WORLD BANK
Inter American Development Bank
Asian Development Bank

REGIONS OF INTEREST

Asia and Pacific
Caribbean
Central and Eastern Europe
Latin America
EU Member States
Middle East
New Independent States

SECTORS OF ACTIVITY

Civil Engineering,
Education and Training
Transport
Urban Development

ITALIA PEGASUS INSTITUTE SPA

<p>CONSULTANCY - SUPPLIER - CONTRACTOR</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u></p> <p>Services & Projects in the agroalimentary & zootechnical field with particular reference to the food security and to the Veterinary Services. The Company cover all the services, Projects & Training related to the “from the fork to the table”. We can provide projects “turnkey” in the whole “food chain”.</p> <p><u>MAJOR PROJECTS</u></p> <ol style="list-style-type: none">1. 2004 : Training course for Specialized technicians for the management, the implementation and for the certification of the biological method. Agentia Nationala de Consultanta Agricola Romanian Ministry of Agriculture, Forest and Environment. World Bank2. 2004 : Training Course for Technician for the promotion and diffusion of the biological method of production in the agro-zootechnical field. Agentia Nationala de Consultanta Agricola . Romanian Ministry of Agriculture, Forest and Environment. World Bank3. 2002-2004 : Training Course for Expert in Ecological Management of the Agricultural Firms in collaboration with Istituto Zootecnico of Sicily. Italian Ministry of Education, University and Research.4. 2002-2004 : Training Course for Expert in Food Safety for the Food Chain’s Control in collaboration with Istituto Zooprofilattico Sperimentale of Sicily. Italian Ministry of Education, University and Research..5. 2003: Training project on the development of aviculture according to the European Standards In Eastern European Countries with particular references to Bulgaria, Romania, Russia and Serbia & Montenegro in collaboration with Italian Institute for Foreign Trade (ICE),, Emilia -Romagna Region and Chamber of Commerce of Forli-Cesena Province - Italy6. 2002: First Italian-Hungarian Workshop on the Free Exchange of the Products of the poultry chain in relation to the European Rules in collaboration with Chamber of Commerce of Forli – Italy.7. 2002: Training project on the development of aviculture according to the European Standards In Mediterranean Countries with particular references to Morocco, Algeria, Tunisia & Turkey in collaboration with Italian Institute for Foreign Trade (ICE), Emilia -Romagna Region and Chamber of Commerce of Forli-Cesena Province - Italy	<p>COMPANY DETAILS Via Punta di Ferro, 2B – I- 47100 FORLI’ Tel: +39 0543796275 Fax: +39 0543796334 E -mail: l.giovannetti@italiapegasusinstitute.com Internet : www.italiapegasusinstitute.com</p> <p>Turn over: Around 1,000,000 € Number of Employees: 20 Branches abroad: Gerico (Palestine)</p> <p>Contact: Dr. Luciano Giovannetti Position: President</p> <p>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</p> <p>WORLD BANK</p> <p>REGIONS OF INTEREST Central and Eastern Europe Northern Africa</p> <p>SECTORS OF ACTIVITY Agriculture & Rural Development Agroindustrial development</p>
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MAIRE ENGINEERING S.p.A.

<p>CONSULTANT AND CONTRACTOR</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> General contractor and engineering supplier, actives in the following main fields: energy plants(combined cycles , remote heating,energy units,biomass inceneretor), infrastructures (high speed railways lines,roads and motorways,urban transportation systems,environmental monitoring systems) civil buildings(building for tertiary activities, recreational and sport facilities,hospital complex,ex industrial areas development) industrial plants(new high tech manufacturing and storing buildings, uptodate exiusting factories)</p> <p><u>MAJOR PROJECTS</u> <u>1996-in progress Bologna –Firenze high speed railway line</u> <u>1998- in progress Torino-Milano high speed railway line</u> <u>2003 Lyon-Turin paneuropean railway project</u> <u>2004- in progress Rome B1 subway</u> <u>1998-in progress Torino Subway driverless (VAL system)</u></p> <p><u>2002-2004 Milano IBM headquarter</u> <u>1999-2003 Candiolo(Torino) I(nstitute for research and treatment for Cancer</u> <u>2000-2003 Torino Lingotto Complex</u> <u>2002-2004 Ferrari SpA New Paint Shop</u> <u>2000-2002 Ferrari SpA New mechanical workshop</u> <u>1999-2006 Firenze Novoli University Building</u> <u>2000-2005 Roma Ara Pacis Museum Facility</u> <u>2003-2004 Torino Palavela building for figure skating and short track olympic winter games 2006</u> <u>2004-2005 Torino Palavela Olympic village for athleths (Torino 2006)</u></p> <p><u>many cogeneration plants and repowering thermal power plants (about 6000 MW)</u></p> <p>« anno di realizzazione », « titolo del progetto », « oggetto del progetto ».</p>	<p>COMPANY DETAILS C.so Ferrucci, 112 10143 Torino, ITALY Tel: +39 011 0056273 Fax: +39 011 0056492 E -mail: giovanni.vallino@maireengineering.it Internet: www.maireengineering.com</p> <p>Turn over: 400 M/Eur Number of Employees: 600 Branches abroad: 5</p> <p>Contact: Giovanni Vallino Position: Engineering Director</p> <p>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS WORLD BANK</p> <p>REGIONS OF INTEREST Asia and Pacific Central and Eastern Europe Latin America EU Member States Middle East</p> <p>SECTORS OF ACTIVITY Civil Engineering Energy Environment Financial services Industrial Engineering Institution Building Private Sector Development Waste Management Water supply / treatment Transport</p>
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MEDIN Europe sprl

CONSULTANCY - SUPPLIER - CONTRACTOR

GENERAL DESCRIPTION OF THE COMPANY

MEDIN Europe is a consultancy specialised in lobbying and strategy on behalf of and providing technical assistance to a wide range of public and private organisations (companies, Regions, universities, municipalities, NGOs, etc.) We assist our clients in the identification of co-operation programmes, in the submission of proposals and the management of projects financed by the European Union and by other multilateral organisations.

MAJOR PROJECTS

2005 DG JLS – Programme INTI – Project "SITE" (Social integration of third countries immigrants through employment). Co-ordinator: Fundación EIFOR (Spain) with the support of the Comunidad Valenciana. Partners: GEIE Eurofratres, Region Sicily, Unrepresented Nations and People Organisation (UNPO), Association Droit au Droit (Belgium), KISA (Cyprus). Budget: 450.000 €.

2005 INTERREG IIIB Archimed – Project "MedTourNet" on sustainable tourism in the coastal and insular areas. Co-ordinator: Union of the Greek Chambers of Commerce. Budget: 2.300.000 €

(2004. DG EAC – Programme Leonardo da Vinci – Pilot project "Civil Service Apprenticeship" - Promoter: CENASCA CISL. Budget: 570.000€

2003. DG EAC – Actions of discussion on the European values (budget line A-3024) - Project "Alle frontiere della vita" - Promoter: European Institute of Bioethics (EIB). Budget: 50.000 €.

2003. DG EAC - Programme Leonardo: pilot project "INOVICTS" Promoter: Anglia Polytechnic University (UK). Budget: 286.777 €.

2002. DG Europe Aid: two contracts (the first one in Lebanon and the second one in Jordan) for rehabilitation projects in the agricultural sector. Promoter: ICU. Budget: 2 M € each.

COMPANY DETAILS

rue de Trèves 49/51 bte8
B-Belgium
Tel: +32 2 280.63.40
Fax: +32 2 280.63.38
e -mail: info@medineurope.com

Internet : www.medineurope.com

Turn over: Around
Number of Employees: 3
Branches abroad:

Contact: Gianfranco Malgeri
Position: Administrator

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

TACIS
EIB
EU – budget

REGIONS OF INTEREST

Central and Eastern Europe
Latin America
EU Member States
New Independent States

SECTORS OF ACTIVITY

Education and Training, Trade
Energy
Environment
Helth
Information Technology
Tourism
Institution Building, Urban
Development
Private Sector Development
Telecommunication
Urban Development
Waste Management
SME development

MONDIMPRESA S.c.r.l.

CONSULTANCY, CONTRACTOR AND SUPPLIER

GENERAL DESCRIPTION OF THE COMPANY

Mondimpresa SCrl is a Consortial non-profit limited company, legally based in Italy, created in 1994 (former Mondimpresa - Association established in 1986) to assist its members in the promotion of SMEs internationalisation. Its members are UNIONCAMERE (Italian Union of Chambers of Commerce) together with several CCIs, CONFCOMMERCIO (Italian Federation of Commerce/Trade) and CONFAGRICOLTURA (Italian Federation of Agriculture). Mondimpresa has large experience in managing EU international cooperation projects and partnership events in EU, Candidate countries, Asia, Latin America and Mediterranean.

Major Projects

2005, European Commission, ESIPP EU-SADC Investment Promotion, ESIPP SECTOR PARTNERSHIP MEETING in South Africa
Organisation of Partnership event

2002-current – Italian Ministry of Foreign Affairs - INTEGRA Network
Training of the cadres of the Service Centers for the Development of SMEs in the Mediterranean Basin, in the Middle and the Near East countries and in the Balkan Area

2001, European Commission, Eu-Turkey Business Partnership
Organisation of Partnership events in Turkey

2000, European Commission, Europartenariat, Italy - Palermo
Organisation of a Partnership event in Italy

1996, Italian Ministry for Foreign Trade, SMEs Service Center Ukraine-Slovenia, Set up and implementation of a centre for SMEs development

1994-1997, European Commission, Belarus/Ukraine TA for a BCC and a SME DA in Kiev and a BCC in Minsk, Belarus-Ukraine
Set up and organisation of the two BCCs and of a SME DA

COMPANY DETAILS

Viale Manzoni 22
00185 Roma, ITALY
Tel: +39 06 777.131
Fax: +39 06 777.13207
E -mail: dirgen@mondimpresa.it
Internet: www.mondimpresa.it

Branches abroad: Bruxelles
Rue de L'Industrie, 22
Tel. 0032 (0)2 502 31 31
Contact: Flavio Burlizzi;
Position: Head of Brussels Office
mondimpresa@easynet.be

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

PHARE
TACIS
MEDA
ALA
EDF
EBRD
EU – budget

REGIONS OF INTEREST

Asia and Pacific
Caribbean
Central and Eastern Europe
Latin America
EU Member States
New Independent States
Northern Africa
Middle East
Sud Saharan Africa

SECTORS OF ACTIVITY

Agriculture & Rural Development
Education and Training, Trade
Environment,
Tourism
Institution Building, Urban Development
Private Sector Development
Public Administration Reform,
Rural Development, Waste Management
Social & Cultural Development
Trade
Agroindustrial development

NOMISMA S.p.A.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

Twenty years after its foundation, NOMISMA is a well-established research and consulting company successfully implementing challenging assignments within and outside Europe.

NOMISMA's research and consulting activity in the field of technical assistance to developing countries and transition economies takes place in the following core areas:

Private Sector Development
Public Administration
Higher Education and Training

MAJOR PROJECTS

1999-2000, European Commission, Tacis Programme, Mongolia, Strengthening of the Academy of Management, Institution building, training of trainers

2000-2004, European Commission, ALA Programme, Sistema Nacional de Capacitacion Municipal, Colombia, Institution building, local government, training, PMU management

1997-1999, European Commission, Phare Programme, Technical Assistance to the Ministry of Economic Cooperation and Trade, Albania, Aid coordination, PMU management, training

1998-2000, European Commission, Obnova Programme, Technical Assistance to Bosnia State Institutions, Bosnia, Policy advice, capacity building, institution building

COMPANY DETAILS

Strada Maggiore 44,
40125 Bologna, Italy
Tel: +39 051 6483111
Fax: +39 051 232209
E -mail: nomest@nomisma.it
Internet: www.nomisma.it

Turn over: 7 MEUR
Number of Employees: 40
Branches abroad: Brussels Office,
Rue Abbé Cuypers 3
1040 Brussels Belgium

Contact: Stefania Sommacal
Position: Director of International Programmes

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

OBNOVA, PHARE, TACIS, MEDA, ALA, EDF, EU – budget, EBRD, WORLD BANK
Inter American Development Bank
Asian Development Bank

REGIONS OF INTEREST

Asia and Pacific
Caribbean
Central and Eastern Europe
Latin America
EU Member States
Middle East
New Independent States
Northern and Sub Saharan Africa

SECTORS OF ACTIVITY

Education and Training,
Financial services, Tourism,
Institution Building
Private Sector Development,
Public Administration Reform,
Rural Development
Social & Cultural Development
Trade

POLEIS S.r.l.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

POLEIS is an independent institute which provides expert services (research, analysis, programming, planning, monitoring and evaluation) in several policy fields – namely, training, labour and local development policies. In order to carry out its activities, Poleis relies on a network of professional consultants and experts. The agency has developed professional and scientific partnerships with other research institutions and universities, both in Italy and abroad.

MAJOR PROJECTS

2002-2004 Apprenticeship practices in the Emilia-Romagna Region: technical support, monitoring and evaluation-Technical support; monitoring; evaluation -
2004-2005 -National monitoring of public employment services (SPI)- monitoring
2004-2005 - Creation of a thematic network, dissemination of results, “mainstreaming”, partnership creation and support, transnational cooperation- Technical support
2004-2005- Innovative educational patterns in the Italian vocational training system: alternating school and work experiences- Research
2003-2004- Monitoring and evaluation of employment services – year 2004 Monitoring and evaluation -
2003-2004 - Innovative projects for the education, training and employment system in the region: drawing results and disseminating models, methodologies, procedures- Research
2003 -Monitoring and evaluating experiences of individual access to vocational training and lifelong learning in the Emilia-Romagna region –
2003-2004 - “IMPRENDERÒ” – initiatives directed at sustaining and spreading entrepreneurial culture and development in the region and at supporting company creation and self-employment activities- Monitoring and evaluation
2002-2003- Monitoring and evaluation of employment services – year 2003- Monitoring and evaluation
2002-2004- Designing and testing methodologies for the evaluation of local development initiatives: Area Programme for Sassuolo’s ceramic industrial district- Monitoring and evaluation
2002-2003- Supporting quality certification processes in employment services and sustaining the diffusion of “quality-based” business practices- Technical support and research
2003-2003- Apprenticeship practices in the Emilia-Romagna region: technical support, monitoring and evaluation- Technical support, monitoring and evaluation
2002-2008- Technical support for the implementation of Umbria’s Regional Operating Plan, ESF/Objective 2 - 2000-2006 - Technical support
2002-2004- Evaluating the effectiveness of the people-directed actions envisaged by Emilia-Romagna’s Regional Operating Plan, ESF/Objective 3 2000-2006- Evaluation

COMPANY DETAILS

Via A. Nardi, 5
I- 41100 MODENA
Tel: +39 059211780
Fax: +39 059220284
E -mail: info@poleis.org
Internet : <http://www.poleis.org>

Turn over: 1.200.000 Euro
Number of Employees: 11
Branches abroad: no

Contact: Carlo RUSSO
Position: Assistant Manager

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

REGIONS OF INTEREST

Central and Eastern Europe
EU Member States
Northern Africa

SECTORS OF ACTIVITY

Education and Training
SME development
Social & Cultural Development

PRAGMA S.r.l.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

In 1993, we founded a company named Pragma S.r.l. to assist entrepreneurs and provide solutions to a wide range of business issues integrating all relevant professional competences. Pragma is specialized in integrated consulting services for the companies as fiscal and tax planning consultancy, data processing and accounting consultancy, definition of all contractual matters, project analysis, business plan, financial and economics analysis.. At present, Pragma assists also the SME's in their international development through different services: partner research, feasibility studies, international co-operation agreement, business project to be performed abroad, EU programmes (PHARE, TACIS), establishment of joint ventures (JEV).

MAJOR PROJECTS

2004-2005, Progetto USA, Research of multi-firm representatives for the US market for a group of Italian firms involved in the home furnishing market.

2004, Local Company, industrial feasibility study for the creation of a Joint Venture for the production of glass in Poland.

2004, Progetto Lipetsk, Research of economic operators in the Russian Central Regions interested in developing business relation with the Italian firm involved in this project.

2003-2004-2005, Progetto Ucraina, Project finalized to assist Italian firm in the penetration of the Ukraine market. With this project we research economic operators interested in developing business relation with Italian firms.

2002, Local Company, industrial feasibility study for the creation of a Joint Venture for the production of glass in Morocco and Russia.

2001, Local Company, industrial feasibility study for the creation of a Joint Venture for the production of glass in Bulgaria and for the furniture sector in Tunisia.

2000, Local company, Industrial feasibility study for the creation of a Joint Venture in Bulgaria, in particular way realization of feasibility study and application form for the JOP program.

1999, Local company, industrial feasibility study for the creation of a Joint Venture in Romania in particular way realization of feasibility study and application form for the JOP program.

1999, Local organization, market and trade penetration study for the furniture, textile and shoes sectors in China in particular way realization of the market study.

COMPANY DETAILS

Via Indipendenza 18/b
61032 Fano (PU), ITALY
Tel: +39 0721 829549
Fax: +39 0721 826616
E -mail: pragma@studiopragma.it
Internet: www.studiopragma.it

Turn over: 238.000 Euro
Number of Employees: 5 employees and 4 co-operators
Branches abroad: Integrated Consulting Services for the company

Contact: Francesco Bartolucci
Position: Co-partner

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

PHARE
TACIS
EBRD

REGIONS OF INTEREST

Asia and Pacific
Caribbean
Central and Eastern Europe
Latin America
EU Member States
Middle East

SECTORS OF ACTIVITY

Financial services
Private Sector Development
Trade

PROMOROMA

CONSULTANT, SUPPLIER AND CONTRACTOR

GENERAL DESCRIPTION OF THE COMPANY

Promoroma is the Agency of the Rome Chamber of Commerce established for: Development of international relations, the promotion of agreements of co-operation between companies, the participation in international, national and regional financing programs, the supervision of the Chamber's public relations and communications. It promotes forms of collaboration among companies. It establishes new links between European and Extra-European Chamber of Commerce. With the backing of representative offices and Business Centres in Brussels, Vladimir (Russia), Bombay (India) and Riga (Latvia), Promoroma avails itself of a network of links in the countries most interested in Italian exports in order to assist companies operating or wishing to operate on foreign markets.

MAJOR PROJECTS

1997-2003 Project Business Center Vladimir, Russia, Constitution of a Business Center,

1998-2000, Project Business Center Riga, Lettonia, Constitution of a Business Center. Partners: Lazio Region, ICE, Confir and the Ministry of the Foreign Trade.

It will continue in 2002 with a multisector mission of Latium operating in the three Baltic countries.

August 2000, will end in 2002 Business Support Programme: a part of cooperation program Phare, Promote by Eurochambres for de EC. Professional training on the topics of the internationalization and the electronic commerce

March 2001, Project "Sportello Globus" desk for the internationalisation, national network for the enterprises, a part of Chamber Pass project of Eurochambres.

Euro-India Envirotech 2002, a part of Asia-Invest program. Link with Chamber of Commerce indo-italian. Improvement of the environment performances of the industrial processes

10-12 April 2002 AL-Partenariat '02: UE-Mercosur II multisector encounter that attract hundred of European and Latin American enterprises.

COMPANY DETAILS

Via de' Burro', 147

00186 Roma

Tel. : +39.06.6795941

Fax : +39.06.6786521

E-mail : a.deleonardis@promoroma.be

Internet : www.promoroma.com

Turn over: Non profit

Number of Employees:

Branches abroad: Agency of the Rome Chamber of Commerce

Contact: Alessandra De Leonardis

Position: Representative

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

ISPA

PHARE

TACIS

MEDA

ALA

EU-BUDGET

REGIONS OF INTEREST

Asia and Pacific

Caribbean

Central and Eastern Europe

Latin America

EU Member States

Middle East

New Independant States

SECTORS OF ACTIVITY

Agriculture & Rural Development

Civil Engineering

Education and Training

Energy

Environment

Health

Information Technology

Institution Building

Private Sector Development

Social & Cultural Development

Telecommunication

Tourism

Trade

Transport

Urban Development

Waste Management

Water supply / treatment

SME development

Agroindustrial development

RENCO S.p.a.

CONSULTANT AND CONTRACTOR

GENERAL DESCRIPTION OF THE COMPANY

Renco was formed in 1979 as a limited company, working, initially, in project design and engineering. Today, the company has diversified its activities to encompass a wide variety of other services, to better suit its clients' constantly evolving needs. Renco's core activities include consulting services, provision of technical staff, engineering and construction within the energy, water/wastewater, oil/gas and civil infrastructures sectors. Renco provides services from survey analysis, investigations, project design (from pre-feasibility study on through to the implementation phase), project management, work supervision, maintenance, professional and management training, monitoring, project evaluation, fund management, procurement of materials and shopping tests, and transfer of know how to complete turn-key jobs.

MAJOR PROJECTS

- Financing small scale investments for regional Oil and Gas infrastructure - EC - TACIS - Armenia, Azerbaijan and Georgia.
- Gas security of supply to Armenia in the framework of the closure of the Medzamor Nuclear Power Plant - EC - TACIS – Armenia.
- Expertise services in Project Management for the construction of the Shurtan Complex - EC - TACIS – Uzbekistan.
- Landfill construction and improvement of access roads - World Bank – Azerbaijan.

COMPANY DETAILS

Viale Venezia 53
61100 Pesaro, Italy
Tel: +3907214333
Fax: +39 0721400924
E -mail: rencospa@renco.it
Internet: www.renco.it

Turn over : 64.000.000 Euro
Number of Employees: 500+
Branches abroad : 15

Contact: Mr. Agostino Gattei
Position: Business Development Manager

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

ISPA ambiente, CARDS/OBNOVA, PHARE, TACIS, MEDA, ALA, EDF, EU Budget, EBRD, WORLD BANK, Inter American Development Bank, Asian Development Bank, African Development Bank

REGIONS OF INTEREST

Central and Eastern Europe
Latin America
Middle East
New Independent States
Northern Africa

SECTORS OF ACTIVITY

Civil Engineering, Energy, Environment, Industrial Engineering, Information Technology, Waste Management, Water supply/treatment.

SARI Ltd Management Consultants

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u></p> <p>SARI Ltd is a management consultancy firm specialising in project identification, design, implementation and evaluation.</p> <p>Since its foundation in 1994, SARI has completed a range of projects for public and private clients in association, as well as through its affiliated firms.</p> <p><u>MAJOR PROJECTS</u></p> <p>2000 - ongoing - EC - Guinea Bissau - Technical Assistance to the General Direction of the Ministry of Infrastructure”</p> <p>2000 - ongoing - Ghana – Technical Assistance towards the efficienteffective and sustainable management of maintenance in the road sub-sector</p> <p>1999 - ongoing - EC -Tanzania - Institutional support for urban water and sewerage improvements</p> <p>1999 - ongoing - EC - Egypt - Decision Support System for water resources planning</p> <p>2000</p>	<p><u>COMPANY DETAILS</u></p> <p>Rue Belliard, 205 1040 - Brussels , Belgium Tel: +0032 2 28 000 83 Fax: +0032 2 28 000 68 E -mail: sari@skynet.be- m.marchese@sari.be</p> <p>Turn over: 3.000.000 Euro Number of Employees : 10 Branches abroad: 4</p> <p>Contact: Dott.ssa Marisa Wyganowski Position: Office Manager Associated companies : 1</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</u></p> <p>EDF</p> <p><u>REGIONS OF INTEREST</u></p> <p>Asian and Pacific Caribbean Northern Africa Sub Saharan Africa</p> <p><u>SECTORS OF ACTIVITY</u></p> <p>Agriculture & Rural Development Civil Engineering Education and Training Environment Health Institution Building Private Sector Development Transport Waste Management Water supply/treatment SME development Agroindustrial development</p>
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S.C.VERONICA PANAP S.r.l.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

VERONICA PANAP SrL, is a Italian-Rumanian consultancy firm, which is active in the international co-operation business, along its 15 years of existence. Is specialized in integrated consulting services for the companies as fiscal and tax planning consultancy, data processing and accounting consultancy, definition of all contractual matters, project analysis, business plan, financial and economics analysis. Financial Activities, including: Management business accounting; Budgets and normative inside and international; Venture capital, financial consultancy, Joint ventures, and capital restructuring, financing short/medium/tern projects; Consulting services including:

- ✓ Analysis of the opportunities investments and business;
- ✓ Searches of marketing;
- ✓ Assistance for the start up of business;
- ✓ Studies of feasibility and business strategy;
- ✓ Search of local partner for business; various cooperation and exchanges;
- ✓ Organization and management economic missions: fairs, conferences, seminars, visits.
- ✓ Practices of privatization;
- ✓ Practices of constitution;
- ✓ Assistance to the enterprises for the whole process of implementation of their activities; Temporary management; Judicial contentiousness; Intermediations, contracted.

Resources human: Organizational analysis; Search and personal selection; Techniques of motivation; Formation, training;

For program Phare (SAPARD, Ispa) and others: Preparation plans and applications of financings; Assistance after the obtainment of the financings; Elaboration studies of feasibility and organizational strategies; Search of the suitable partners for every type of project.

Major Projects

1991-2004: Europartenariat, Foreign Direct Investment Promotion in Romania: Analysis of the target sectors, Promotion activities in EU to attract potential EU investors in the target sectors; Expertise service in the Project Pilot Management for prov. Neamt. Expert in local public & private development, Provincial of Moldova and all Romania. Local and international projects, support engineering and industrial feasibility study for the projects UE, for creation of a Joint Venture, Rumania-Italia. Realizations of feasibility study and application form for the UE program for east country; Consultant for Chamber of Commerce, Municipality and Prefectures.

August 2000, will end in 2004 Business Support Programme: a part of cooperation program Phare (SAPARD & ISPA), Technical assistance, training, for Tacis and PHARE programme in east country.

2003-2004: Other projects financed by the Italian government for

COMPANY DETAILS

PIATRA NEAMT, B-dul Republicii n.13,
PIATRA NEAMT 5600

ROMANIA

Tel: 00 40 233 221104; +40 233221811;

39 081 5045781 -Fax: 00 40

233221811 ;+402 33221104

E -mail: veronica@ambra.ro;

veronicapanap@ambra.ro;

www.veronicapanap.ro

Number of Employees: 7

Contact: Veronica Ropotica Pezone;

Constantin Catalin Barna

Position: Managing Director

Associated companies, Romania

University, Edil Proiect, specialised

agricultural association ASALTC CERA

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

ISPA

TACIS

PHARE

EBRD

WORLD BANK

REGIONS OF INTEREST

Central and Eastern Europe

EU Member States

New Independent States

SECTORS OF ACTIVITY

Agriculture & Rural Development

Education and Training

Financial services

Civil Engineering

Environment

Legal Services

Private Sector Development

Rural Development

Tourism

Transport

Urban Development

SME Development

Agroindustrial development

the Balkans: Law n. 84, of March 21, 2001; L. n. 212/26 February 1992.

1995- at present, the Society VERONICA PANAP assists the SME's created in Romania, in their national and international development through different services: Assistance, Management business accounting, real estate investments, feasibility studies, international co-operation agreement, business project to be performed abroad, EU programmes (PHARE, TACIS), others.

Operating in the: management, analysis of macro and micro marketing; analysis of the current national economy, and international agricultural situation; management of agricultural holdings; evaluation of farming strategies; technical assistance for bio-agriculture; designing and planning; project monitoring and evaluation; training. Supports them to participate to EU-funded activities and programmes. The consulting activity focuses on: SME Development, Regional Development, export and investment promotion private companies and public enterprises. Financial planning for local development; Feasibility studies - economic and financial - for both private and public investment programs; Processing and follow-up for projects at a European level; Processing and participating in public and private projects based on international cooperation; Social and economic research and studies for TACIS cross-border projects UE.

SIA S.p.A

<p>SUPPLIER AND CONTRACTOR</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> SIA's core activities and competencies offered to the Domestic and Global marketplace are: Networking, Financial Markets, Payment systems and Pre-Settlements, E-Business, Large Database, Security, Back Office and Asset Management.</p> <p><u>MAJOR PROJECTS</u> 2002 – ongoing. Euro Banking Association – STEP2 – Pan Europe, Automated Clearing House 1996-2002 (ongoing). Bank of Italy - Real Time Gross Settlements 1996-2002 (ongoing). Bank of Italy - Automated Clearing House 1996-2002 (ongoing). Borsa Italiana & Monte Titoli - Securities Clearing & Settlements 1996-2002 (ongoing). All Italian Banks - Communications Network Infrastructure (SIANet) MTS – International 1996-2002 (ongoing). Government Securities Trading 1996-ongoing. Group of International Banks & Brokers - Interbank Deposits Trading System</p>	<p><u>COMPANY DETAILS</u> Via Taramelli, 26 20124 Milano, Italy Tel.: +39 02 6084.3517 Fax: +39 02 6084.3287 E-mail: mario.trapani@sia.it Internet: www.sia.it</p> <p>Turn over: 200 Million EURO (in 2001) Number of Employees: 700</p> <p>Contact: Mr. Mario Trapani Position: International Business Development</p> <p>Associated companies, if any: Kedrios SpA, Actalis SpA</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</u> PHARE TACIS WORLD BANK</p> <p><u>REGIONS OF INTEREST</u> Central and Eastern Europe EU Member States Middle East Northern Africa</p> <p><u>SECTORS OF ACTIVITY</u> Financial services Information Technology Public Administration Reform Telecommunication</p>
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STEAM S.r.l.

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> Design of technological, electrical and special systems, for any kind of civil and industrial buildings. Design of co-generation systems. Researches and studies in the energy sector. System design for health buildings (Hospitals, R.S.A., etc...) Consultancy in the field of Environmental Acoustics and in the industrial sector. Acoustic Analysis for Auditorium and Theatres. Lighting analysis. Design of data transmission and telephony systems in the commercial and in the industrial sector. Wiring design for the creation of LAN and WAN networks with integrated telephone services.</p> <p><u>MAJOR PROJECTS</u> 1999 - Compagnia Finanziaria - Executive design and supervision of works - Mechanical systems for: hotel with 250 rooms, conference room, fitness centre, swimming pool, tennis courts and golf course on San Clemente Island – Venice.</p> <p>1998-99 - I.U.A.V. (Istituto Universitario di Architettura di Venezia) - Design, consultancy and supervision of works - Restructuring, rationalization and standardization of the mechanical and electrical systems for offices at Campo della Lana a Venezia</p> <p>1998 - AER.TRE. – Aeroporto di Treviso - Enviromental Impact evaluation of Treviso Airport (Air Pollution, Acoustics)</p> <p>1995 - International - New York - Executive design and installation supervision -Mechanical services and electric systems for industrial complex in Krasnodar (Russia).</p>	<p><u>COMPANY DETAILS</u> via Dante, 58 35139 Padova, ITALY Tel: +39 049 8691111(-120) Fax: +39 049 8691199(-299) E -mail: info@steam.it</p> <p>Turn over: MEUR.2.000.000 in 2001 Number of Employees: 29</p> <p>Contact: Mr Mauro Strada Position: Managing Director</p> <p><u>REGIONS OF INTEREST</u> Central and Eastern Europe EU Member States New Independent States</p> <p><u>SECTORS OF ACTIVITY</u> Civil Engineering Energy Industrial Engineering Telecommunication Transport Waste Management</p>
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STUDIO P.M. S.R.L.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

STUDIO P.M. was established in 1988 to provide technical assistance in the of human resources development and of internationalisation processes to clients such as local and regional associations, private companies and non-profit organisations.

the consultants of studio p.m. support their clients in developing long term strategies, in implementing international cross-border co-operation projects and training activities with expertise and timeliness. the client is assisted in all the required for the implementation of the project which can be self-financed or by national or european union programmes.

MAJOR PROJECTS

2005 - AENEAS - "Framework Programme for co-development actions between Morocco and Veneto Region"

2005 - European Year of Workers' Mobility - Towards a European labour market – "M&N- Mobility and network"

2005 - Tacis Institution Building Partnership Programme (IBPP) - Grant Application Form for Ukraine "Processes of civil society development: support to the young Ukrainian - entrepreneurship and promotion of new employment opportunities"

2004- INTI - Integrazione di cittadini di Paesi Terzi - DIVINE – DIVERSITY ORIENTED INTEGRATION AND EDUCATION Progetto di sostegno alle reti ed agli scambi d'informazione o buone pratiche nell'ambito dell'integrazione degli immigrati

2004 Interreg IIIC East - SERN - Socio Economic Re-launching Network Progetto di sviluppo territoriale interregionale

2003 -INTERREG IIIA/Phare CBC Italia-Slovenia - "Venezia e Capodistria tra tempo e spazio: il sacro in musica"Progetto di cooperazione culturale - organizzazione concerti

2002-2005 - INTERREG IIIB CADSES - "Regional Development Agencies Network in the Central European, danubian and Adriatic Area" Progetto di sviluppo territoriale transnazionale

2002-2004 - INTERREG IIIA Italia-Austria - "Jobguide per la regione transfrontaliera italo-austriaca" Progetto di sviluppo delle aree di confine; realizzazione di una banca dati

2002-2004 - INTERREG IIIA/Phare CBC Italia-Slovenia - "La Mediazione al lavoro. Applicazioni telematiche in un'ottica di confronto per lo sviluppo" Progetto di sviluppo delle aree di confine

2002-2003 - Leonardo da Vinci - Placement for italian students in Slovenia and Slovenian students in Italy

2002 - Leonardo da Vinci - PLC WEB APPLICATIONS -Mobility

2002 - INTERREG IIIA/Phare CBC Italia-Slovenia - PREMIO

EUROCLUIGIENSE, concorso internazionale di canto lirico Progetto di cooperazione culturale - organizzazione concorso canoro

2000-2001- INTERREG II Italia-Slovenia - "Ascoltare le Pietre Bianche" - Concorso mostre giovani artisti, aventi come tema la pietra bianca d'Istria

COMPANY DETAILS

via Servi di Maria, 12

Venice Mestre, ITALY

Tel: +39 0415369212

Fax: +39 041615339

E -mail: info@studiopm.org

www.studiopm.org

Turn over: 800.000 €

Number of Employees: 5

Contact: Giuseppe Pisani

Position: President

Associated companies, if any : Master srl-Consorzio Marco Polo – Consorzio VITA

REGIONS OF INTEREST

Central and Eastern Europe

Latin America, EU Member States,

Middle East, Northern Africa

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

PHARE, TACIS, MEDA,

SECTORS OF ACTIVITY

Agriculture & Rural Development

Education and Training

Information Technology

Public Administration Reform

Social & Cultural Development

Telecommunication

Turismo

SME development

Agroindustrial development

SYS-DAT CONSULENZE

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

A private company located in Milan and operating in all the Italian country. It has developed different activities : researches, professional training projects, orientation, consultancy above all in the field of handicrafts enterprises and their associations, environment, telecommunications, industrial sector.

MAJOR PROJECTS

1997-2000 – SDC – Euroespace “Operatori protezione e manutenzione del verde” – Italy – Germany – Belgium – Spain – Environment – Youthstart

1996-1998 – Sinki – Centro servizi integrati per la mobilità – Italy – Belgium – Greece – ADAPT 1° phase

1997-2000 – Fidia – Service of re-engineering of the process with the agro-food sector – Italy – France – Spain – Greece – Information Technology (Intranet network and web site)

COMPANY DETAILS

Via Mascheroni 19

Milano, ITALY

Tel: +39 02 48011759

Fax: +39 02 48011672

E -mail: info@sys-dat.net

Internet: www.sys-dat.net

Turn over: Lit. 5.666.138.039

Number of Employees: 12

Contact: Paolo Lazzati

Position: President

Associated companies, if any : Sinki srl/Fidia srl/Fidia Sud/ Trimedia/IDI GEIE

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

OBNOVA

PHARE

TACIS

WORLD BANK

REGIONS OF INTEREST

Central and Eastern Europe

Latin America

Middle East

SECTORS OF ACTIVITY

Education and Training, Energy, Environment, Health

Information Technology,

Private Sector Development,

Social & Cultural Development

Telecommunication, Tourism,

Trade, Transport ,

Urban Development,

Waste Management, Water

supply/treatment

TECNIC CONSULTING ENGINEERS S.p.A.

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> TECNIC Consulting Engineers is a joint stock company that has been operating for more than 30 years in the fields of Civil Engineering, Transport, Environmental, G.I.S, and Research, both in Italy and abroad. In particular a very significant experience has been gained by TECNIC in the field of transport engineering, providing the whole range of services connected to planning and design of transportation systems, railways, highways and multimodal transport facilities. Moreover TECNIC operates in the field of environmental and territorial studies, surveying, mapping, supply and maintenance of land information systems, parcel based registration and cadastral systems, territorial management systems</p> <p><u>MAJOR PROJECTS</u> 2000 - on going, World Bank, TIRANA URBAN TRANSPORT IMPROVEMENT STUDY, Albania, Technical assistance and Training for the definition and development of a Programme for the improvement of transport in Tirana, including traffic and road surveys, traffic modelling and forecasting, definition of the signing and signals programme, design of the critical intersections, parking management, public transport assessment, financial and economic assessment, institutional and organisational strengthening.</p> <p>1997-1998, EU Phare Programme, Technical Assistance For The Implementation Of The Immoveable Property Registration System (Iprs) - Albania - (1997-1998), Albania: Technical Assistance and Training to the IPRS-PMU in the development of management and technical capacity to support survey and mapping activities related to the national Land Market Action Plan (LMAP).</p> <p>1997 - EU - Phare Programme - STUDY ON COMBINED TRANSPORT AND INTERPORTS - Slovak Republic - Based on the analysis of the present situation and estimations of the future development of Slovak economy and of trade and traffic flow patterns in the region, the future demand in the institutional/technical infrastructure for combined transport, terminals and interports have been forecasted for three socio-economic scenarios.</p>	<p><u>COMPANY DETAILS</u> Via Panama 86/a 00198 Rome, ITALY Tel: +39 06 85355088 Fax: +39 06 85355096 E -mail: tecnico@tecnico-spa.it</p> <p>Turn over: 3,000,000€ Number of Employees: 50</p> <p>Contact: Fabio Piero Cianci Position: Director of International Consultancy Dept</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</u> PHARE TACIS EU – budget EBRB WORLD BANK Inter American Development Bank</p> <p><u>REGIONS OF INTEREST</u> Asia and Pacific Caribbean Central and Eastern Europe Latin America EU Member States New Independent States Northern Africa</p> <p><u>SECTORS OF ACTIVITY</u> Civil Engineering Education and Training Environment Information Technology Institution Building Transport Water supply / treatment Cadastre and Land Registration GIS / LIS</p>
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TECHNIPLAN S.p.A.

International Consulting

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

TECHNIPLAN is a private company registered in Rome in 1981 with a comprehensive experience in project cycle management through feasibility analyses, detailed design, technical assistance, work supervision, procurement, training, environment monitoring etc., from infrastructures to energy, industry, telecommunications, agriculture, market development and export promotion, training, land reform, water supply, sanitation, traffic survey, transport.

MAJOR PROJECTS

1992-95 - European Commission - PHARE - Program "Establishment of a Program Management Unit (PMU) at the Ministry of Agriculture and Food" – Romania.

Coordination and integration of EU assistance to the agricultural sector; coordination of bi- and multilateral programs in the sector; management of procurement packages; preparation of priority programs. Advising the Romanian Ministries on the land registration process, the issue of land property titles, the formation of cadastre and general land privatization policies.

1999-2000 -World Bank – IDA - Review and Update of Feasibility Study and Final Design of the Road Singida-Shelui. Tanzania.

Feasibility study and final design employing road engineers, specialized economists, and taking care of the general co-ordination of the project. Preparation of tender documents for the tendering of the construction works.

1998-2000 - Inter-American Development Bank - Study and design of two new systems of water supply for the communities of Changuinola and Penonomé. Panama.

Technical and feasibility study including planning and design of the final water supply system; preparation of tender documents for the tendering of the construction works.

COMPANY DETAILS

Via Guido d'Arezzo 14 – 00198 Rome ITALY

Tel: +39 068535.0880

Fax: +39 068535.0880

E -mail: techniplan.spa@agora.it

Turn over: Lit 25.662.974.664

Number of Employees: 34

Branches abroad: Romania (Bucharest), Russia (Kaluga), Senegal (Dakar), Tanzania (Dar es Salaam), Uganda (Kampala)

Contact: Mr. Jean Charles Moriondo

Position: Director Foreign Project Dept.

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

PHARE, TACIS, MEDA, ALA, EDF, WORLD BANK,

Inter American Development Bank, Asian Development Bank, African Development Bank

REGIONS OF INTEREST

Caribbean, Central and Eastern Europe, Latin America, EU Member States, Middle East, New Independent States, Northern Africa, Sub Saharan Africa

SECTORS OF ACTIVITY

Agriculture & Rural Development
Civil Engineering, Education and Training, Energy, Environment, Financial Services, Health, Industrial Engineering, Information Technology,
Institution Building, Legal Services, Private Sector Development, Public Administration Reform,
Rural Development,
Social & Cultural Development, Telecommunication, Tourism, Trade, Transport
Urban Development, Waste Management, Water Supply /treatment, Cultural Heritage

TECHNITAL S.p.A.

<p>CONSULTANCY</p> <p><u>GENERAL DESCRIPTION OF THE COMPANY</u> Technital S.p.A., a leading Italian engineering firm has been operating since 1964 in the sectors of transportation, marine works, structures, hydraulics, environment.. Technital is experienced in executing various project phases, from feasibility studies to project design and implementation. Its multidisciplinary and highly-qualified home-based personnel, integrated by a large number of outside specialists whenever required, is expanding its international operations. The firm has current activities in Italy, Eastern Europe, North Africa, the Middle East and Latin America.</p> <p><u>MAJOR PROJECTS</u> 2000-present day, Mobile surge barriers at the 3 Venice lagoon inlets - Italy: Detailed design of surge barriers to regulate the tidal flows, including a navigation lock, foundations, and ancillary structures 2002-2004, Al Gharrafa (Immigration) Interchange in Doha - Qatar: Supervision of construction of a 3-level urban interchange and related utilities. 1998–present, Syracuse-Gela Motorway (133 km), Sicily - Italy: Detail design review, environmental impact study, tender documents and construction supervision. 1999-2003, Reconstruction of the road Muhan–El Rama (90 km) - Nicaragua: Final design, Tender Documents and construction supervision. 1999-2002, Ashdod North Port Extension - Israel: Planning, final design and general supervision of the port extension works including 9 new wharves, extension of main breakwater, new lee breakwaters, temporary port for construction, dredging and services areas. 2000-2002, Kokkinotrimithia–Astromeritis Highway (25 km) - Cyprus: Detail design, environmental impact study, tender documents and technical assistance during tendering and construction. 1996-1997 International Airport of Carrasco, Montevideo – Uruguay: Master plan and preliminary and final design, and tender documents for urgent improvement works.</p>	<p><u>COMPANY DETAILS</u> via C. Cattaneo, 20 37121 Verona, ITALY Tel: +39 045 8053611 Fax: +39 045 8011558 E -mail: promest@technital.it</p> <p>Turn over: € 26 million (2002) Number of Employees: 225 Branches abroad: Qatar, Djibouti, Romania, Bosnia & Herzegovina, Nicaragua, Uruguay</p> <p>Contact: Paolo Liberati Position: Managing Director</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS :</u> ISPA, OBNOVA, PHARE, TACIS, MEDA, ALA, EDF, EIB, EBRD, WORLD BANK, IADB, ADB, ADB</p> <p><u>REGIONS OF INTEREST</u> Asia and Pacific Caribbean Central and Eastern Europe Latin America EU Member States Middle East New Independent States Northern Africa Sub Saharan Africa</p> <p><u>SECTORS OF ACTIVITY</u> Civil Engineering Environment Transport Urban Development Water supply/treatment</p>
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TECNOMARE S.p.A.

CONSULTANCY

GENERAL DESCRIPTION OF THE COMPANY

Founded in 1971, Tecnomare specialises in providing a complete range of offshore design and engineering services for Oil and Gas Companies, supporting them in their core business developments. Tecnomare covers all phases of upstream development from feasibility studies, engineering, project management, procurement services, field supervision, marine operations design, right through to global maintenance engineering and it can also provide turn-key supply of equipment and systems.

COMPANY DETAILS

San Marco, 3584
30124 Venezia, ITALY
Tel: +39 041 796711
Fax: +39 041 5230363
E -mail: info@tecnomare.it
Internet: www.tecnomare.it

Turn over: 22 million Euro
Number of Employees: 200
Branches abroad: UK, Egypt, Kazakhstan

Contact: Carlo Ferretti
Position: Business Development
Manager

EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS

PHARE
TACIS
EU – budget
WORLD BANK

REGIONS OF INTEREST

Central and Eastern Europe
Middle East
Northern Africa

SECTORS OF ACTIVITY

Energy
Environment
Industrial Engineering
Oil & Gas Production

TELESPAZIO S.p.A.

<p>CONTRACTOR AND SUPPLIER</p> <p>GENERAL DESCRIPTION OF THE COMPANY</p> <p>Today Telespazio S. p .A is active in the following areas: space services and systems: space mission definition, ground segment development, implementation and integration, LEOP—Launch and Early Orbit Phase— services; telemetry and operation of satellites and ground facilities; telecommunications services: facility design, implementation and operation; satellite-based voice, video and data transmission between fixed and mobile points.</p> <p>Particularly worth mentioning, among satellite-based multimedia services, are the following: tele-medicine, distance learning and disaster recovery; television services: satellite-based broadcasting, distribution and transport of television signals for domestic and foreign broadcasters; services and applications for infomobility, monitoring and control of apparatus and land: voice, data, two-way messaging and global positioning through the EMSat, Euteltracs and Geocomm, Orbcomm systems.</p> <p>Earth observation: acquisition and distribution of spaceborne remote sensing data, and value added applications for land and environmental purposes.</p> <p>MAJOR PROJECTS</p> <p>24 months – 1999, European Commission, Galenos, Europe, Telemedicine</p> <p>24 Months - 1999, European Commission, Genesis, Europe, Distance Learning</p> <p>24 Months – 2000, European Commission, Gauss Galileo And Umts Synergetic System, Europe, Satellite –Umts</p> <p>30 Months - 2000, European Commission, Virtuous Virtual Home Umts on Satellite, Europe, Satellite -Umts</p> <p>30 Months – 2001, European Commission, FUTURE (funtional Umts Real Emulator), Europe, Satellite -UMTS</p>	<p>COMPANY DETAILS</p> <p>Via Tiburtina 965 Roma, ITALY Tel: +39 06 40796037 Fax: +39 06 40793638 E -mail: relazioniersterne@telespazio.it sergianni_testori@telespazio.it Internet: http://www.telespazio.it</p> <p>Turn over: 680 Bln It. Lire Number of Employees: 1041 Associated companies: Teleo S.P.A – Damos Sud America – Mcs - Rartel – Comstar Politel – Eurimage</p> <p>Contact: Sergianni Testori Position: Development of Space Programmes and Services European Union</p> <p>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</p> <p>EU – budget WORLD BANK</p> <p>REGIONS OF INTEREST</p> <p>Asia and Pacific Central and Eastern Europe Latin America EU Member States Middle East New Independent States Northern Africa Sub Saharan Africa</p> <p>SECTORS OF ACTIVITY</p> <p>Agriculture & Rural Development Education and Training Environment Industrial Engineering Information Technology Telecommunication Transport Waste Management Environment (Remote Sensing)</p>
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VESTA S.p.A.

AZIENDA MULTISERVIZI AMBIENTALI VENEZIANA - VENICE AREA ENVIRONMENTAL

<p>SERVICES COMPANY</p> <p><u>CONSULTANCY AND CONTRACTOR</u></p> <p><u>MAJOR PROJECTS</u> 1997-2000, European Union DGXI (environment), WATERS (Water data Acquisition in real Time for coastal Ecosystems Research and Services), Italy, The development of an integrated system for monitoring the environmental conditions in aquatic coastal ecosystems</p> <p>1999-2001, European Union DGXI (environment), ECOEXPLORER, Italy, Systematic and Integrated monitoring of the quality of urban life in terms of atmospheric noise and electromagnetic pollution</p>	<p><u>COMPANY DETAILS</u> Cannaregio 462 30121 Venice, ITALY Tel: +39 041 5217011 Fax: +39 041 5217833 E-mail : presidenza@vespaspa.net</p> <p>Internet: www.vestaspa.net</p> <p>Turn over: 176 mld (lire) Number of Employees: 1.050 Associated companies: Ecotema srl</p> <p>Contact: Prof.Armando Zingales Position: General Director</p> <p><u>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS</u> LIFE</p> <p>REGIONS OF INTEREST Latin America</p> <p><u>SECTORS OF ACTIVITY</u> Environment Waste Management Urban hygiene Plant management Public green area Public and private cleaning Burial and cemenry management Environmental reclamation</p>
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V.S.P. – Volontari Senior per il Progresso

<p>CONSULTANCY</p> <p>GENERAL DESCRIPTION OF THE COMPANY The Association VSP "Volontari Senior per il Progresso" (ONLUS) performs his activities in the field of international co-operation by sending voluntary professional experts (without fees, but with their expenses reimbursed or born by the proposing Bodies) to the <i>partner companies</i> in developing countries who apply for their support, in short term (4-6 wks) assignments. VSP experts (ca. 200 active members) have granted their support in more then 400 assignments in 60 countries.</p> <p>MAJOR PROJECTS Since 1993, TACIS, ESSN Programme, Russian federation NIS and Mongolia</p> <p>Since 1994 to 1999, PHARE, ESSN Programme, Central Eastern Europe Countries, Support to the local SMEs (e.c. industrial engineering, marketing) to be prepared to enter into world market..</p> <p>Since 1994, Italian Ministry of Foreign Affairs, UNISTAR, Balkans, China, Africa et. Al., Support to the local SMEs to start up plans to affordable industrial and commercial development.</p>	<p>COMPANY DETAILS Via Po, 40 10123 Torino, ITALY Tel: +39 011 812 9223 Fax: +39 011 814 0091 E -mail: vspto@tin.it</p> <p>Turn over: 45.000 EUR Number of Employees: 2 external, 5 seniors volunteers</p> <p>Contact: Mario Cennamo Position: President</p> <p>EU PROGRAMME EXPERIENCE AND ACTIVITY UNDER LENDING INSTITUTIONS PHARE TACIS MEDA WORLD BANK</p> <p>REGIONS OF INTEREST Asia and Pacific Central and Eastern Europe Latin America Middle East New Independent States Northern Africa</p> <p>SECTORS OF ACTIVITY Agriculture & Rural Development Education and Training Energy Environment Industrial Engineering Information Technology Private Sector Development Telecommunication Tourism Trade Transport Waste Management Water supply / treatment</p>
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