

# ACE

International Consultants

April 2011

## A few words from the President

It is my pleasure to welcome you to ACE International Consultants' quarterly newsletter.

These past few months have been busy but very exciting here at ACE Madrid.

Our business development managers have been actively submitting proposals, many of which have successfully resulted in new technical assistance contracts for ACE with Europeaid (Algeria, Costa Rica, Ecuador, Nicaragua etc.), the European Investment Bank (new EU member states), and SIDA (worldwide Democracy & Public Administration).

We have changed our ISO 9001:2008 certifying company. For the next three years it will be the British Standards Institution. BSI conducted an in-depth analysis of ACE's updated quality procedures, resulting in the confirmation of ACE's ISO 9001 certification in Spain (ENAC 560599) and the introduction of a new certification according to US standards (ANAB FS 560595).

ACE's Economic Development, Trade & Competitiveness Division has recently been restructured. Three new geographical units have been created with the aim of establishing a closer, more personal contact with our clients, beneficiaries and stakeholders. Region 1 covers Europe, the Middle East and North African Countries, Region II includes Africa, Asia, Caribbean and Pacific countries and Region III will cover Latin America and Spain.

After its successful implementation, and its positive and sustainable impact, we have decided to dedicate this issue's Project News Section to ACE's PAICEPAN project in Nicaragua. ACE is proud to have participated in the effective introduction of traceability systems for meat, shrimp, and organic coffee and cocoa in Nicaragua. The aim of the project was to improve the quality of produce and to comply with European Union SPS requirements. For more than 2 years ACE experts have been contributing towards the design and implementation of new regulations and procedures for various SPS and quality control institutions. We trained the staff of the relevant institutions and of the Ministry of Agriculture, assisted in the procurement of testing instruments, and promoted the adoption of up-to-date procedures and systems by the small producers. Nicaraguan producers will now have more opportunities to export to the EU.



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Spring has just begun here in Madrid, and with this beautiful season come a number of promising activities, opportunities and collaborations for our organization. ACE's Corporate Social Responsibility work group, has produced a comprehensive report, suggesting ways to reduce the company's carbon footprint and to improve our work environment. A number of proposals are being implemented with immediate effect, such as the establishment of a flexible work schedule that enables ACE staff members to balance family life and work.

I hope you find this issue to be an interesting and useful read, and we look forward to collaborating with you in the near future.

*Antonio Bonet*

# The Projects

## Newly Awarded Projects

Country	Project Title	Donor Organisation
<b>Costa Rica</b>	Support for compliance with sanitary and phytosanitary measures PROMESAFI	Europeaid
<b>Nicaragua</b>	International technical assistance for the programme to strengthen the competitiveness of Nicaraguan MSMEs COMPETITIVIDAD PROMIPYME PROGRAMME	Europeaid
<b>Algeria</b>	Institutional support for the program to support SMEs/SMLs and the mastery of new information and communication technologies (PME II) in Algeria	Europeaid
<b>South Africa</b>	Research and Technical Assistance Unit for the Trade Development Co-operation Agreement Facility (TDCA-F)	Europeaid
<b>Senegal</b>	Final evaluation of the STABEX COM "arachide" and COM "agriculture" programme	Europeaid
<b>West Bank and Gaza</b>	Technical Assistance to the Ministry of National Economy for Institutional capacity building and trade policy formulation	Europeaid
<b>ASEAN</b>	Mid-term Evaluation of the EU-ASEAN Statistical Capacity Building Programme (EASCAB)	Europeaid
<b>Guinea</b>	AISCHA. Mid-term evaluation	Europeaid
<b>Tanzania</b>	Consultancy to assist the national task force to develop a comprehensive medium term strategic plan for the public financial management reform programme phase IV (PFMRP IV)-2011/12-2014/16	Europeaid
<b>Uruguay</b>	PEFA Evaluation Mission	Europeaid
<b>Madagascar</b>	Final evaluation of the horticultural diversification programme in the region of Toamasina	Europeaid
<b>ACP Region</b>	Capacity building TA for establishment of a Caribbean Business Council	Proinvest
<b>Armenia</b>	Support to EU Delegation in Elaboration of PIF, AF, TAPs and Policy Conditions Matrix Phase 2 - Multi Sector Support Programme	Europeaid
<b>Botswana</b>	Technical assistance to assess progress in the implementation of the Botswana Public Finance Management Reform Programme	Europeaid
<b>Vietnam</b>	Joint evaluation of the Poverty Reduction Support Credit (PRSC) General Budget Support operation	Europeaid
<b>Tajikistan</b>	Support to the EU Delegation to Tajikistan to develop Terms of Reference for the Support to the efficient and effective functioning of the Tajik Financial Academy (SEFTFA) project	Europeaid
<b>Swaziland</b>	Technical Assistance - Budget Monitoring Research Assistants	Europeaid
<b>Syria</b>	Evaluation of the SME Support Programme (SSP)	Europeaid
<b>Cambodia</b>	Evaluation of the Swedish Support to Institutional Capacity Building of the National Institute of Statistics in Cambodia 2009-2011	Sida



# The Projects

## Project Focus: PAICEPAN Nicaragua

### A Successful Case Study

On the 2nd of March, expert Bernard Martí paid a visit to ACE's Headquarters in Madrid. As he was visiting the capital, we immediately seized the opportunity and asked him to give us a presentation on ACE's PAICEPAN project in Nicaragua for which he was Team Leader for over two years. He kindly accepted and gave us a truly fascinating presentation. Here at ACE we value this type of insight that can only be provided by experts as it enables us to obtain a more concrete idea of what actually goes on in the field. It is thanks to first hand information on challenges encountered in the field (technical, administrative, political) that we are able to continuously improve our collaboration with experts and our project work in general. Improving our performance is one of our permanent in house staff training objectives in accordance with our Quality Management System.

We are proud to say that our PAICEPAN project in Nicaragua was not only successfully implemented but also resulted in a highly sustainable impact on the country. One of the main objectives of Bernard Martí's presentation was to demonstrate why this project was so successful, so that this knowledge can be applied by ACE's staff to future projects in general, and more specifically, to a very similar ACE project which is currently being implemented in Costa Rica.



### An Overview of the Key Achievements

ACE's PAICEPAN project intervened at various diverse levels on a number of key product categories: meat, coffee, shrimp and cocoa. As Nicaragua was already exporting shrimp to the EU, it was more a case of improving the standards of production of this produce.

Certification and accreditation authorities were strengthened through training on the relevant ISO standards and the design and implementation of an Information Management System.

For each specific product, the regulatory framework was revised and improved, a traceability system was designed, pilot quality audits were carried out at the production sites (cooperatives) and producers and public administration technicians were trained on quality procedures. The training covered; hygiene, storage, transport, display, processing etc.

Now a very similar project is being implemented by ACE in Costa Rica and Bernard Martí is in charge of leading the implementation. The experience obtained in Nicaragua will be extremely valuable for the PROMESAFLI project in Costa Rica, whilst of course taking into account the different political, social and administrative environment. Costa Rica is already a very active exporter and accounts for 73% of Central America's exportation towards the EU. Nevertheless the country could export more and reduce the rate of rejection at point of entry, by upgrading quality standards and procedures.

## ACE in the Media

### ACE technical assistance to EIB funded project to reduce the digital divide in new member states and candidate countries of the EU

'El centro tecnológico Tecnalía y la compañía española de gestión internacional ACE International Consultants aportarán asistencia técnica y conocimientos en un proyecto financiado por el Banco Europeo de Inversiones (BEI), que dará comienzo este año. El fin de esta iniciativa será promover el desarrollo económico y, como parte de ello, reducir la brecha digital en los dos países en proceso de adhesión o preadhesión a la Unión Europea: Bulgaria, Eslovenia, Estonia, Hungría, Letonia, Lituania, República Checa, Eslovaquia, Polonia, Rumanía, Malta y Chipre.'



Please visit our website for the full article: <http://www.aceconsultants.eu/en/news.aspx>

### ACE - sole non-Swedish company to work with FWC Sida Framework Agreement for Democracy and Public Administration

ACE has been awarded the Framework Agreement for Democracy and Public Administration launched by Sida, the Swedish International Development Cooperation Agency for the next 2 years.

This most interesting FWC is Sida's largest sector, and we were the sole non-Swedish leading company selected and were not accompanied by any other firm. This is an excellent step towards ACE's goal of working with new clients. Congratulations to everyone that worked on this!

# Consulting Opportunities

If you are interested in taking part in any of the projects below, and would like further information please contact the ACE Expert Centre at [projects@aceconsultants.eu](mailto:projects@aceconsultants.eu); stating which project(s) you are interested in. **Please don't forget to attach your updated CV!**

## Economic Development, Trade Competitiveness Division -

Open tenders + Forecast

### Region 1 Europe, Mediterranean and Middle East

Kosovo	Technical Assistance to further development of Kosovo's Trade Policy
Kosovo	Technical Assistance to consolidate the Regional Economic Development process
Croatia	Preparation of Marketing and Economic Sustainability and Development Plans of Vrana settlement - Tourism
Croatia	Technical Assistance to Transport Operating Structure in Identification, Assessment and Preparation of Projects
Croatia	Improving Information to the Croatian Business Community BIZIMPACT II
Croatia	Provision of Advisory Services to SMEs Phase II
Croatia	E-business Competitiveness Improvement Programme Phase II
Algeria	Technical Assistance for the Programme to Support Implementation of the Association Agreement (P3A II)
Bosnia & Herzegovina	Support to Establishment and Strengthening of Business Infrastructure to improve SME Competitiveness
Bosnia & Herzegovina	Support to Introduction of Quality Management System
IPA region	Experts in Industrial Policy, Entrepreneurship, Innovation and Ebusiness
Millenium Challenge Corporation (MCC)	Compacts Management (procurement agent and fiscal agent) and Compacts Procurements in <b>Moldova</b> (focuses on irrigation reconstruction, access to agricultural finance, and the rehabilitation of an integral section of the country's national road network) and in <b>Morocco</b> (to reduce poverty and stimulate economic growth through investments in five projects)

### Region 2 Asia and Africa, Caribbean and Pacific (ACP)

Mauritius	Technical Assistance for Implementing the Small Islands Developing States Mauritius Strategy in the ESA-IO region (Economist)
Bangladesh	Technical assistance for the capacity building of the national SME support infrastructure and the preparation of the Bangladeshi national SME development strategy as well as the management of the SME competitiveness grant scheme (Various positions)
Cameroon	Technical assistance for the Programme d'Amélioration de la Productivité Agricole (PAPA) (various positions)
Indonesia	Technical Assistance Services for EU-Indonesia Trade Cooperation Facility
OCT	Technical Assistance to OCTA (various positions)
Kazakhstan	Programme to support the Kazakh government's regional development policy (various positions)
Kazakhstan	Barriers to Trade (trade and quality experts)
Africa and Asia	Millennium Challenge Corporation (MCC) (various positions)

## Economic Development, Trade Competitiveness Division -

Projects in Implementation

MERCOSUR	Project on Cooperation for Harmonisation of Veterinary and Phytosanitary Standards and Procedures, Food Safety and Differentiated Agricultural Production: -animal and vegetable waste control -technical assistance for the economic study of private sanitary standards in food marketing
Mexico	Technical Assistance for the implementation of FTA-EU Mexico - Experts needed in the field of Sanitary and Phytosanitary Measures.
Ecuador	Technical Assistance to the SENPLADES and government Institutions to achieve and support the PASES: -Public Investment -Decentralization -Institutional Planning -International Commerce -Information Systems

# Consulting Opportunities

- Monitoring and Evaluation
- Public Policies
- Fiscal Tax
- Production and Competitiveness
- Economic Policies

**Nicaragua** COMPETITIVIDAD PROMIPYME (kick off 11th April 2011) The project will be searching experts in the following areas:  
 -strengthening of the national quality system, metrology and accreditation  
 -strengthening of the control capacity of inspection institutions and sanitary vigilance  
 -strengthening of the services for business development and exporting capacity of MSMEs

**Costa Rica** PROMESAFI (kick off 15th march) The project will be searching experts in the following areas:  
 -analysis technology for laboratories  
 -plague control, epidemiological vigilance  
 -inspection systems for processing plants  
 -accreditation and certification system  
 -sanitary and phytosanitary regulations, innocuity  
 -EC procedures

## Finance and Public Management & Aid and Social Development -

Open tenders + Forecast

<b>Benin</b>	Recruitment of experts in the area of Public Finance Management for the implementation of a plan of action for the improvement of Public Finance Management (Public Finance Management Reform Expert)
<b>El Salvador</b>	Programme for the support of the economic recovery of El Salvador (PARE-ES) (expert in Macroeconomics - Tax expert and Public Finance expert)
<b>Kazakhstan</b>	Public Audit Capacity Building Project (Chartered Accountant - PFM Expert)
<b>Bhutan</b>	Strengthening Public Management (Expert in Public Financial Management, fiscal reforms and institutional development – Expert in fiscal decentralization, inter-governmental fiscal transfer systems and local government finance)
<b>Ukraine</b>	Public finance modernization project (Technical Assistance Management Expert)
<b>Turkey</b>	Technical assistance for decision making and performance management in public finance (Expert in decision support systems - Expert in decision making and performance management models)
<b>IPA</b>	Statistics - various positions
<b>Kyrgyzstan</b>	Capacity building in public financial management project (Expert in public finance management)

## Appui Institutionnel pour le Programme d'Appui aux PME/PMI et à la Maîtrise des Technologies de l'Information et de Communication- Algérie

Notre Centre d'Experts est actuellement à la recherche d'Experts: Seniors de courte durée se spécialisant dans les domaines suivants:

- Associations professionnelles sectorielles et les organisations patronales ou structures intermédiaires d'appui
- Centres Techniques Industriels
- Environnement des affaires
- Promotion des PME
- Politique industrielle
- Politique et instruments de développement des TIC



### Qualifications et compétences

- Un diplôme universitaire (bac + 4 ans minimum)
- Une parfaite maîtrise du français en oral et écrit
- Une pratique dans la rédaction de documents techniques et de rapports de mission

### Expérience générale

- Minimum 15 ans d'expérience professionnelle

### Expérience spécifique

- Minimum 10 ans d'expérience dans le domaine spécifique d'intervention
- Une expérience à l'international est un atout

Si cette opportunité vous intéresse, veuillez nous envoyer votre CV à [projects@aceconsultants.eu](mailto:projects@aceconsultants.eu)

## HQ Job Opportunities

ACE's Expert Center needs experts following these particular profiles (please see [www.aceconsultants.eu](http://www.aceconsultants.eu) for more information):

Senior Experts in Private Sector Development and/or in International Trade having experience with SIDA / GTZ / EBRD funded projects for projects worldwide (please see <http://www.aceconsultants.eu/download.aspx?file=337>). If you are interested and would like further information please contact the ACE Expert Centre and send your updated CV to [projects@aceconsultants.eu](mailto:projects@aceconsultants.eu).

### Internship – Expert Center – ACE HQ Madrid

(please see [http://www.aceconsultants.eu/es/AboutUS/Jobs\\_openings.aspx](http://www.aceconsultants.eu/es/AboutUS/Jobs_openings.aspx)).

Send your CV in EU format with cover letter to [jobs@aceconsultants.eu](mailto:jobs@aceconsultants.eu). Deadline: 31 May 2011.

## Expert Visits to HQ Madrid

Over the past few months, ACE has had the pleasure of welcoming experts in; Economic Development, Trade Competitiveness, Private Sector Development, SME Development etc., to our headquarters in Madrid for extremely enriching and interesting visits.

We truly value the opportunity of direct contact with our experts as it enables us to build a personal relationship with them, obtain more insight into the work they do, and understand their needs.

You are always welcome at our headquarters in Madrid. To organize a visit, please contact our Expert Centre Manager Alberto Giovanetti at [agiovanetti@aceconsultants.eu](mailto:agiovanetti@aceconsultants.eu)

## ACE Staff News

### New Arrivals

[José Ángel López-Herrerías](mailto:jalopezherreras@aceconsultants.eu)  
([jalopezherreras@aceconsultants.eu](mailto:jalopezherreras@aceconsultants.eu))

José Ángel (38) joined ACE the 1st of April to work for the EDTC Division, Region 2 – ACP. José Ángel has a degree in International Economics and Economic Development and has previously worked as a consultant and a project manager for several Multilateral Organizations, Public Institutions and private companies. He has already worked for ACE between June 2003 and May 2005.



[Ségolène Joiris](mailto:sjoiris@aceconsultants.eu) ([sjoiris@aceconsultants.eu](mailto:sjoiris@aceconsultants.eu))

Ségolène Joiris (24) joined ACE on the 6th of April to work as an intern for the EDTC Division, Region 1 – IPA/MEDA. She has a degree in International Law and a Masters in International Relations and has previously worked as an intern for the United Nations Regional Information Center in Brussels. Ségolène speaks Spanish, English and French

### Promotions

[Carolina Plaza](mailto:cplaza@aceconsultants.eu) ([cplaza@aceconsultants.eu](mailto:cplaza@aceconsultants.eu))

After completing an extremely successful internship within ACE's Expert Centre during which Carolina proved to be a highly skillful and efficient individual, she has been promoted to the position of Junior Project Manager within the Expert Centre.



### The ACE Sports Committee

This spring, we pursue our sports activities with results that we hope to further improve. The last few games were played against a Local Team from Pinto (a well known town in the south of Madrid). This experience gave us the opportunity to test our tactics and push our physical abilities to the limit. Unfortunately some of our more experienced players have been away from the field due to injuries and other temporary issues, but the rest of the team is looking forward to their return. On the other hand, some of our players have made great progress, particularly those on the left touchline.



In order to improve the gender balance, The ACE Sports Committee has decided to expand the activities on offer. We are currently planning a mixed paddle tennis tournament which will take place in the coming weeks. We will keep you informed on how the spring season goes, and if any newsletter readers feel like setting up a squad to play against ACE five-a-side football team, please contact our sports committee chairman Manuel Rodriguez at [mrodriguez@aceconsultants.eu](mailto:mrodriguez@aceconsultants.eu) and he will be happy to arrange an inter-ACE sports day.

Please do not forget to send and/or update your cv at [cv@aceconsultants.eu](mailto:cv@aceconsultants.eu)



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