



ACE

ASESORES DE COMERCIO EXTERIOR

## NEWSLETTER

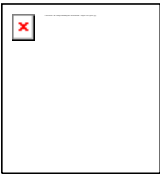
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We notified you in earlier editions that ACE is 20 years old! In order to celebrate this event, ACE is organising many activities throughout the year to celebrate this occasion.

Activities so far...

- **AWAY DAY**

We had an exciting team building away day, in the mountainous region of Madrid.

Activities included a company picnic as well as an inter-departmental paintball fight. Here is the account of the day from one of our newest recruits. [\(click here\)](#)

Comentario [s1]: Will be hidden

- **20<sup>TH</sup> Anniversary logo**

We have also unveiled the ACE 20 anniversary logo.

The logo was the creation of our esteemed IT specialist Montse Vallejo. As you can see the 20th Anniversary Logo adds a funky colourful edge to complement the traditional elegance of the original ACE logo. This logo is now in use and you will see it in many of our productions and communications. [\(Click here\)](#)

Comentario [s2]: Will be hidden

- **20<sup>th</sup> Anniversary Cocktail Party (Night at the Opera)**

On Thursday 17<sup>th</sup> September, ACE hosted a cocktail party for its entire staff, both domestic and international in celebration of its 20<sup>th</sup> Anniversary. The night itself was intentionally a casual/formal event instead of the usual 'Avant-garde' setting found in cocktail parties, but that didn't stop a few dressing to impress. Exactly how much time was spent reminiscing the last 20 years is up for debate, but it did allow the staff and many close associates to get to know each better, enjoying a few laughs, a lot of drinks, and wave after wave of Spanish delicacies which were brought out faster than can be consumed. To top the night off there was an impromptu, but very well performed, opera piece '*Brinidis La Traviata*' by a few members of the staff, with an ensemble of ACE staff providing an even more impromptu backing vocals.

No doubt it was a very enjoyable night and the speech by Antonio provided an insight not only on the last 20 years but the value of ACE staff and associates who will shape the next.

Now we eagerly wait for big '3 0'.

[Click here for pictures of the night. \(DOC\\_CP\)](#)

### **Activities yet to come...**

- **20<sup>th</sup> Anniversary Commemorative Comic**

*One of ACE best kept secrets.*

During the last 6 months ACEs creative geniuses have been working tirelessly into the twilight hours, to create a **commemorative comic**, as a tribute to the experts that we have worked with over the last 20 years.

Being one of the most closely guarded secrets within ACE, with even some employees working at HQ unaware of its existence, we are finally proud to announce that the comic is in its final stages of development. (Watch this space for more details).

- **Public Expenditure and Financial Accountability (PEFA), Seminar**

ACE is leading the way to become the first Spanish company to host an International seminar on Public Expenditure and Financial Accountability (PEFA), right here in Madrid. We are ready to announce the schedule and preliminarily details of high level dignitaries who have been earmarked for attendance. Please click here for the PEFA schedule (**DOC\_PEFA**)

- **The BIG move....**

ACE's expansion over the last 20 years has been a credit to both the employees here at the ACE HQ and the experts that we have enjoyed working with over the years. But this has meant that we will have to move from our offices here in Serrano. But not to worry we won't be moving too far, our new offices will be located just a few minutes up the road, still in the heart of Madrid.

Well as you can see this will be a busy year for ACE with our 20<sup>th</sup> Anniversary celebrations, but of course we will keep, the heart beat of our organisation...

...you the experts, Informed of all developments.

### **Spotlight News**

#### **Framework Contract (FWC) Unit wins EU FWC LOTS 1, 9, 10, &11!**

ACE is proud to announce that after months of hard work we have been re-awarded EU Framework Contract for lots 10 & 11 as LEADERS. We have also been newly awarded lots 1 & 9 as partners in the consortium.

- Lot 10 - Trade Standards and Private Sector, and
- Lot 11 - Macroeconomy, Statistics and Public Finance
  
- Lot 1 - Rural development
- Lot 9 - Culture, Education Employment and Social,

This is a remarkable achievement by the FWC team proving that their tireless work and efforts is being acknowledged by both the donors and the beneficiaries. A special thanks goes to all our experts who have helped and supported us through the good days and the tough. This mutual effort can only serve to strengthen our ties as we look forward to an even more successful future together.

*"I am very pleased with winning the FWC, thank you all for your hard work. This shows the effort and good work that our team has carried out in implementing past lots. The challenge now is to continue improving our procedures and systems with the view to have beneficiaries, partners and experts satisfied with ACE's Consortium" – Antonio Bonet*

## NEW AWARDED PROJECTS

Country	Project Title	Donor Organisation
• Maroc	Mission de suivi du programme communautaire de consolidation et d'approfondissement de la réforme de l'administration et de la gouvernance publiques au Maroc (PARAP II)	EuropeAid
• Armenia	Feasibility of Introduction of General Budget Support (GBS) in Armenia	EuropeAid
• République centrafricaine	Expertise comptable à la Direction Générale de l'Intendance de l'Armée nationale dans le cadre du Programme de soutien à des mesures visant à atténuer les effets sociaux de la restructuration des forces armées en République centrafricaine	EuropeAid
• Moldova	Support to Moldova PFM reforms	EuropeAid
• Nigéria	Elaboration de la feuille de route du PIR 10eme FED - CEDEAO	EuropeAid
• South Africa	Capacity Building for Budget Support Programmes	EuropeAid
• Maroc	Evaluation Finale du Projet PAIGAM	EuropeAid
• Algérie	Elaboration et mise en œuvre d'un programme <b>de formation et organisation de visites d'études pour les cadres du Ministère du Commerce et des organismes liés.</b>	EuropeAid
• Algérie	Elaboration et mise en œuvre d'un programme <b>d'assistance technique au Ministère du Commerce et de ses structures subsidiaires ou associées</b>	EuropeAid
• América Latina y El Caribe	Consultoría para la Validación de la Metodología para la Revisión y Evaluación de Arreglos Institucionales y Programas de Apoyo al Desarrollo Productivo en América Latina y El Caribe	IADB
• república checa	Prestación de servicios para la internacionalización de las empresas andaluzas en república checa	Extenda

## CONSULTING OPPORTUNITIES

## ***Experts needed for***

### **FRAMEWORK CONTRACT**

Constantly required - We have intermittent vacancies for short term experts. Please contact ACE at [cv@acecomex.eu](mailto:cv@acecomex.eu) for more information.

### **PROJECTS IN EXECUTION**

- **México.** Proyecto de facilitación del Tratado de Libre Comercio con la UE (PROTLCUEM)
  - SPS
  - Competencia
  - Protección de consumidores
  - TBT
- **Algérie:** Elaboration et mise en œuvre d'un programme de formation et organisation de visites d'études pour les cadres du Ministère du Commerce et des organismes liés
  - Regional trade agreements
  - Norms and regulations
  - Communication and risk management
  - Fight against forgery, intellectual property and consumer protection
  - Customs
  - Competition rights
- **Swaziland :** TA to the competitiveness and trade support programme
  - Investment promotion and investor aftercare
  - Industrial design and handicraft training (market design trends)
  - SPS
  - Strategic and economic surveillance
  - Standard-based training
  - Trade investment and tourism promotion
  - Website design and E-marketing

### **TENDER + FORECAST PROJECTS**

#### **Economic Development, Trade & Competitiveness Division**

- **Congo-Brazzaville:** EDF. Assistance Technique pour un appui à la mise en œuvre du Projet de Renforcement des Capacités Commerciales et Entrepreneuriales
- **República Dominicana.** Programa de Desarrollo de Capacidades en Apoyo a la Implementación del Plan Nacional de Competitividad Sistémica.
- **Latinoamérica.** Expertos en manuales O&M.
- **México.** Fortalecimiento institucional del sistema de aduanas.
- **Bosnia.** Trade policy
- **Croatia.** Cluster Development
- **Croatia.** Capacity building of business service professionals and business support institutions
- **Serbia & Croatia.** Improved SME Competitiveness and Innovation
- **Central America.** Technical Assistance to Foreign trade: TBTs, SPS & Quality issues

- **Bangladesh.** Investment promotion, Sector marketing and Financial Analysis
- **Kazakhstan.** Capacity building of business service professionals and business support institutions
- **Turkey.** Enlargement of the European Turkish Business Centres Network to Sivas, Antakya, Batman and Van
- **Turkey.** Technical Assistance for Empowering SMEs for Networking and Regional Cooperation
- **Indonesia.** Technical Assistance for the EU-Indonesia Trade Support Programme
- **Kazakhstan.** Trade Policy and WTO issues

If you are interested in taking part in any of the above projects, and would like further information please contact the ACE Expert Centre at [cv@acecomex.eu](mailto:cv@acecomex.eu).

Please state in your email which project(s) you are interested in.



## CONSULTANCY OPPORTUNITIES

### Finance and Public Management Unit

- |   |  |
|---|--|
| • <b>Central America, Dominicana &amp; Panama</b> | • Fortalecimiento de las Centrales de Riesgo en Centroamerica  |
| • <b>Turkey</b>                                   | • Technical Assistance for Strengthening the Statistical Capacity of Ministry of National Education        |
| • <b>Croatia</b>                                  | • TA in development of selected areas of statistics  |
| • <b>Turkmenistan</b>                             | • Support to further economic reforms II   |
| • <b>Montenegro</b>                               | • Strengthening the management and control systems for EU financial assistance in Montenegro               |
| • <b>Turkey</b>                                   | • Decision making and performance management in public finance   |
| • <b>Macedonia</b>                                | • Support to the Agency for Supervision of Fully Funded Pension Insurance (MAPAS)                          |
| • <b>Serbia</b>                                   | • Support to the Development of Public Internal Financial Control (PIFC), phase 3                          |
| • <b>Serbia</b>                                   | • Development of the educational function of the tax administration through initial training of employees. |
| • <b>Syria</b>                                    | • Technical Assistance to the Public Finance Reform Programme  |
| • <b>Costa Rica</b>                               | • Public Finance and Competitiveness Development Policy Loan   |
| • <b>Kosovo</b>                                   | • Technical assistance to the Statistical Office of Kosovo for the preparation of a population census      |

- **West Bank / Gaza Strip**
  - Institutional Strengthening of the State Audit and Administrative Control Bureau
- **Turkey**
  - Technical Assistance and Data Collection for Strengthening the Statistical Capacity of the MARA (the Ministry of Agriculture and Rural Affairs)
- **Guatemala**
  - Support for Modernization of the Ministry of Public Finance
- **Kyrgyzstan**
  - Institutional Capacity Development

### **Aid & Social Development Unit**

- **Turquía youth employment**
  - Technical Assistance for Promoting Youth Employment
- **Mozambique**
  - Support to Capacity Development in the Ministry of Health
- **Turquía Women**
  - Technical Assistance for Promoting Women's Employment in Turkey
- **Papua Nueva Guinea**
  - Capacity Building for Integrated Community Development Policy and Non Formal Education
- **Kenya**
  - Non State Actors
- **Argelia**
  - AT al Ministerio de Formación Profesional
- **Argentina**
  - Capacitaciones Específicas para Docentes de Educación Secundaria y Formación Profesional para Jóvenes y Adultos
- **Kosovo**
  - Support to the Ministry of Labour & Social Welfare in Kosovo.
- **Macedonia**
  - Technical Assistance to the Parliament
- **España**
  - Plan General de Evaluación de la Comunidad de Madrid
- **Kosovo**
  - Support to the Ministry of Labour & Social welfare
- **Turquía**
  - Technical Assistance for Promotion of the Civil Society Dialogue Between EU and Turkey – II
- **R.Dominicana**
  - Protección Social

If you are interested in taking part in any of the above projects, and would like further information please contact the ACE Expert Centre at [cv@acecomex.eu](mailto:cv@acecomex.eu); stating which project(s) you are interested in.

**Please don't forget to attach your updated CV!**

## **ACE NEWS**

### **Reorganization of ACE.**

#### **Hai Pham - Head of Tendering, Economic Development, Trade & Competitiveness Division**

Following an internal reorganisation, ACE is proud to announce that Hai Pham has been promoted from senior project manager to the **Head of Tendering**, a newly formed Unit, within the **Economic Development, Trade & Competitiveness Division**.

We welcome Hai to his new role and wish him the best in helping ACE build another chapter in our success story.

## STAFF IN & OUT

### ***We say good bye to:***

Jesus Perez

Who is moving onto pastures new and pursuing a Masters Degree in London UCL. Jesus was a very influential and much loved character here at ACE HQ, as well as being a respected economist within the expert community that he served. He will be sadly missed and we wish him all the best on his new endeavour.

### ***We welcome:***

#### **Marcela Saouda**

##### **Tendering Unit. Economic Development, Trade & Competitiveness Division**

Marcela is our resident professor, having been an assistant professor of Political History in University of Externado de Colombia. Marcela was recruited to provide *“energy and expertise”* to the newly created Tendering Unit. Marcela’s career spans almost a decades worth of high level advisory roles from the Minister of Social Protection to the Ministry of Education in Colombia.

Marcela has recently completed her Masters in Economic Development and is fluent in English and of course her native Spanish.

#### **Estelle Lantin**

##### **Project Implementation Unit (PIU). Economic Development, Trade & Competitiveness Division**

Estelle has been working for International development consultancies in the UK and in France prior to joining ACE. She holds an MSc in International Development from the University of Bath, UK and has studied translation in France.

Estelle is fluent in English, Spanish and French, her native tongue.

#### **Carlos ROLDÁN**

##### **Framework Contracts Unit (FWC)**

Carlos has arrived to ACE from TYPASA, having worked there as a trainee in their International Department. Carlos will be assisting project managers in their relationship with experts and providing support during the tendering phase.

Carlos is a student of translation and interpretation, and speaks fluent English, French, Italian and Spanish. He also holds a Graduate Degree in Psychology.

#### **Paloma Garrón**

##### **Framework Contracts Unit (FWC)**

Paloma will assist the project manager in the tendering phase and will also be in direct contact with the experts. Paloma was a summer associate in the International Project Group department of PFK in London. This is where she honed her skills and knowledge in background research, data analysis, expert relationships and the tendering process.

Paloma is a Marketing and Public Relationship student, who speaks fluent English and Spanish, and has a basic knowledge of French.

#### **Xavier Bellón**

##### **Aid & Social Development Unit (ASD)**

Xavier was brought in by the Aid & Social Development Unit to provide *“oxygen to a very fast growing unit”* Xavier comes to ACE via a 9 year career in London, revolving around the aid development sector from

International Trade to International Politics and relations. Xavier has recently completed his Masters in International Relations at the Institute of European Studies (CEU-Madrid) and was awarded with the prestigious accolade of 'cum laude' (award of the highest level of academic distinction at time of graduation).

Xavier is fluent in English, and Spanish, his native tongue.

**Biljana Veljanoska**

**Finance and Public Management Unit (FPM)**

Similar to Xavier, Biljana was brought in by the Finance and Public Management Unit to provide fresh approach to another newly formed unit at ACE. Biljana arrived to Spain 3 ½ years ago, completing a masters in Foreign Trade and a Cambridge international Diploma in Business (ESDEN, Madrid).

Biljana is fluent in her native Macedonian as well as attaining a high level of English, Spanish and Serbian/Croatian.

**Other ACE staff news...**

We welcome back both Claudia Anton, and Maria Garron, from their maternity leave...

...and, we send our wishes to Elena Gomez who has recently given birth to a beautiful baby boy named Alejandro. Of course our best wishes are with them both and looking forward to welcoming Elena back in the fall.

**On the focus: Good expert with a bad CV?**

For 20 years, ACE has been gathering the CVs of experts in different areas...**DOC 17**

Please do not forget to update your cv at [cv@acecomex.eu](mailto:cv@acecomex.eu) To download the EU format CV [click here](#)

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