

# ACE

International Consultants

January 2012

## A few words from the President

I am pleased to wish you a Happy New Year and to welcome you to the first ACE Newsletter edition of 2012.

In line with our growth strategy, ACE is increasing its presence in new areas of specialization with the opening of a new unit, European Structural Funds Unit (ESF), and the re-launching of the Aid & Social Development Unit (ASD). As part of our ESF activities we created a company in Croatia in September. In addition, senior staff from Madrid and Zagreb delivered conferences in November and December to majors and high ranking officials of the Zagrebacka, Varazdin and Medimurska counties. Information about these conferences can be found on the website of the Varazdin County Development Agency. ([www.azra.hr](http://www.azra.hr)). Moreover, the ACE Economic Development, Trade and Competitiveness Team has successfully closed a project for the Navarra Region in Spain. The Economic Councillor of Navarra Region provided an overview of the results of the project. ([http://www.navarra.es/home\\_es/Actualidad/Sala+de+prensa/Noticias/2011/10/31/programa+licitaciones+internacionales.htm](http://www.navarra.es/home_es/Actualidad/Sala+de+prensa/Noticias/2011/10/31/programa+licitaciones+internacionales.htm)). You can find additional details in the "ACE News" section.

Under "The Projects" section, you will find the new projects that we have been awarded. ACE has recently received recognition for some of these projects in the Spanish economic newspaper Cinco Días. ([http://www.cincodias.com/articulo/economia/espana-puja-captar-fondos-ue-proyectos-exterior/20111116cdscdieco\\_1/](http://www.cincodias.com/articulo/economia/espana-puja-captar-fondos-ue-proyectos-exterior/20111116cdscdieco_1/))

The Caribbean and Pacific Region is a geographical area where ACE is growing and our top story of this edition focuses on a project falling under the Pro€Invest programme; financed under the 8th EDF and implemented by our Framework Contract Division.



## Table of Contents

### The Projects p.1-3

- Newly Awarded Projects
- Top Story
- (Focus on ACP region)

### Consulting Opportunities p.4-5

- Economic Development, Trade & Competitiveness Division
- Finance and Public Management & Aid & Social Development Division
- Project Implementation Unit

### ACE News p.6

- HQ Job Opportunities
- Staff News

Following this successful example of information sharing between different actors, in the "Consulting Opportunities" section you will find the new offers that we are working on and projects already in their implementation phase.

Finally, to close this year, we would like to thank the efforts of all our staff who have worked so hard over the past year. During 2011 ACE welcomed sixteen new colleagues from six different nationalities. We would also like to extend our gratitude to all of our Consultants who have been an integral part of this success.

ACE International Consultants will undertake many new challenges in 2012 and I trust that it will bring further opportunities to collaborate with you.

*Antonio Bonet*



# The Projects

## Newly Awarded Projects

Country	Project Title	Donor Organisation
<b>Benin</b>	Public Expenditure and Financial Accountability (PEFA). Study for the Municipality of Cotonou	<b>World Bank</b>
<b>Costa Rica</b>	Strengthening the competitiveness of SMEs by increasing the quality and process improvement for conformity assessment in Costa Rica	<b>EuropeAid</b>
<b>Mexico</b>	Technical assistance for integrated program of social cohesion Mexico	<b>EuropeAid</b>
<b>Spain</b>	Business Network for the Internationalization of the economy of Navarra and support to SMEs in its process of internationalization	<b>Chamber of Commerce of Navarra</b>
<b>Kenya</b>	Technical Expert to update standardisation regulatory framework in Kenya and build capacity for Standards Quality Management, Metrology and Testing (SQMT)	<b>Multi-donor</b>
<b>Morocco</b>	Identification Twinning ADII (Administration of Customs and Indirect Taxes)	<b>EuropeAid</b>
<b>Bangladesh</b>	Assistance to the assessment of the Eligibility Conditions to Budget Support at the time of the Disbursement of the first Fixed and Variable Tranches of the Bangladesh Primary Education Development Programme III (PEDP III)	<b>EuropeAid</b>
<b>Egypt</b>	Building the Capacity of the Egyptian Competition Authority	<b>EuropeAid</b>
<b>Republic of the Congo</b>	Studies of the feasibility of agricultural production and livestock	<b>EuropeAid</b>
<b>Indonesia</b>	Mid-term Evaluation of the Grant Programme "Advancing Indonesia's Civil Society in Trade and Investment" (ACTIVE)	<b>EuropeAid</b>
<b>China</b>	Mid-term Evaluation of the Centre for Support to European Union SMEs	<b>EuropeAid</b>
<b>Lebanon</b>	Support to the Ministry of Finance in the Preparation of Twinning Fiches for Public Finance Management Reform	<b>EuropeAid</b>
<b>ACP Countries</b>	Services to support the development and implementation of training courses and training tools in the context of EDES Programme activities "TRAINERS"	<b>EuropeAid</b>
<b>Kyrgyzstan</b>	Review of the Sector Policy Support Programme Kyrgyzstan 2010	<b>EuropeAid</b>
<b>SADC</b>	Formulation of a Regional Economic Integration Support programme for the Southern African Development Community (SADC)	<b>EuropeAid</b>
<b>Argentina</b>	Mid-term Evaluation of Secondary Education Program and Training for Youth Work	<b>EuropeAid</b>
<b>Cameroon</b>	PAPDEP - Evaluation Finale	<b>EuropeAid</b>
<b>Turkey</b>	Technical Assistance on Improved Integration of Disabled Persons into Society	<b>EuropeAid</b>
<b>Fiji</b>	Evaluation of the Fiji Education Sector Programme (FESP)	<b>EuropeAid</b>
<b>India</b>	Mid-term Evaluation of the EU co-financed NGO supported vocational education and skills development projects in India	<b>EuropeAid</b>
<b>Georgia</b>	Expertise provision for VET curriculum development initiative in Georgia	<b>ETF</b>
<b>Serbia</b>	Expertise Provision for peer review of Serbian Education Strategy 2012-2010	<b>ETF</b>



# The Projects

**Capitalisation of thematic best practice developed during the implementation of technical assistance projects for intermediary organisations in the Caribbean & Pacific regions**

## Top Story

### An overview of the Project

Pro€Invest has been a successful programme financed under the 8th EDF with €110 million, aimed at providing ACP organisations representing the private sector with the technical and financial support to strengthen their abilities to promote sustainable investment .

The programme came to an end in September 2011 and the European Commission has requested a study which would “sustain and consolidate the results of Intermediary Organizations technical assistance projects in the Caribbean and the Pacific” through the identification and consolidation of the Thematic Best Practices (TBP) which led to the success of projects. This TBP consolidation project particularly aimed at demonstrating and building upon the impact of Pro€Invest interventions supporting Intermediary Organisations (IOs).

During three months (between July and September 2011), ACE's team of consultants researched and analyzed 69 Pro€Invest projects in both Caribbean and Pacific regions in five thematic areas:

- Economic Partnership Agreements
- Business Development Services
- Public Private Dialogue
- Matchmaking events
- Tourism

The team visited nine Caribbean (Barbados, Dominican Republic, Guyana, Jamaica and Trinidad & Tobago) and Pacific (Fiji, Papua New Guinea, Samoa and Vanuatu) countries to meet IOs and other stakeholders.

The result is a selection of 25 thematic best practices cases, developed in a user friendly format with one summary page identifying the projects and the key success factor (the best practice cases will be published in the COM4DEV website: [www.com4dev.com](http://www.com4dev.com)). The study was validated and shared through a capitalisation workshop.

The workshop, held in Brussels on the 22nd and 23rd of September 2011, gathered IOs representatives and other participants representing the Caribbean and Pacific Regional Economic Groupings. The workshop was an occasion to exchange and build on the variety of experience at IO level, the object of transfer of know-how and on consolidation to facilitate a better appropriation of the role of IOs in the development of the private sector in the Caribbean and the Pacific. The event was highly valued by the participants who gave high marks not only to the cases presented, but also to the exchange of ideas between the two regions.

ACE is proud to say that this project has been a successful example of the sharing of information between actors, IOs and consultants and also contributed to granting a sustainable impact of the Pro€invest programme interventions.

We trust that this experience strengthened the bonds between our company and the IOs involved in private sector development in the Caribbean and Pacific regions.



# 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

Bosnia & Herzegovina	Support to Establishment and Strengthening of Business Infrastructure to Improve SME Competitiveness
Moldova	Technical assistance to support the Government of Moldova in the preparation and negotiation of the deep and comprehensive free trade agreement (DCFTA)
Lebanon	Technical Assistance for the Ministry of Industry/ Industrial Research Institute (IRI) and the Euro-Lebanese Centre For Industrial Modernisation (ELCIM)
Palestine	Modernisation programme for the quality infrastructure
Croatia	Provision of Advisory Services to SMEs, Phase II
Lebanon	Quality programme phase III: further strengthening of quality management, capabilities, and infrastructure
Tunisia	Mobilization of expertise into the Program of Support to Research and Innovation System (PASRI)
Croatia	E-business Competitiveness Improvement Programme, Phase II

### Region 2: Asia and Africa

Cameroon	Programme for the improvement of agricultural productivity (PAPA)
Philippines	Trade-related Technical Assistance "Programme 3"
Indonesia	Trade Cooperation Facility (TCF)
S.Tomé e Príncipe	Technical assistance for the reinforcement of exportation field competitiveness
India	EU-India capacity-building initiative for trade development (CTID)
Mozambique	Technical Assistance to Local Economic Development Program (PRODEL)
Vietnam	European Trade Policy and Investment Support Project (EU-MUTRAP)
ASEAN	ASEAN Regional Integration Support by the UE (ARISE)
Zambia	Long Term Technical Assistance to support the Support to the Agricultural sector Performance Enhancement Programme
Indonesia	MCC Compact - Fiscal and Procurement Agents

### Region 3: Spain, Caribbean and Latin America

Dominican Republic	Budgetary support to competitiveness
Central America	Technical assistance support to institutions of SICA for activities under the framework of PAIRCA II
Argentina	Guidelines for the Design of Production Strategies for the Province of Buenos Aires
Colombia	Technical assistance to "Support for the restitution of land and rural development institutional reforms"
Bolivia	Technical Assistance Program to Support Sustainable Conservation Biodiversity
Colombia	Peace and stability including alternative development
Latin America	Social cohesion. Profiles in urban & in rural development (poverty reduction, basic public services)
South America/Dominican Rep.	Sustainable tourism development.

## Economic Development, Trade Competitiveness Division -

Projects in Implementation

Algeria	<ul style="list-style-type: none"> <li>-Developing an action plan for implementation of the CTIME (mechanical) in Constantine and launch its implementation</li> <li>-Developing product upgrade (certification) ANDPME</li> <li>-Development of two product info upgrade "pre-diagnosis and diagnosis"</li> <li>-Update the study on the beverage industry</li> </ul>
Kenya	<ul style="list-style-type: none"> <li>- Trade Statistics</li> <li>- Local Expert on trade facilitation</li> </ul>

# Consulting Opportunities

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

Open tenders + Forecast

Benin	Institutional support for the implementation of the action plan to improve public finance management. (PFM expert)
Kosovo	Improvement of Public Finance Management Capacities in Budget Organizations (PFM expert).
IPA/Africa Region	Statistics (various positions)
Bosnia & Herzegovina	Strengthening public financial management in Bosnia and Herzegovina
Morocco	Budget Support for Morocco
Africa Region	PEFA/Public Finance Experts
Kosovo	IPA — improving administrative capacities in the area of public procurement in Kosovo
Kosovo	IPA — support to the process of the public administration reform by improving public finance management and accountability in Kosovo

Our Expert Center is currently looking for long-term senior experts who specialize in the following areas:

### “Technical Assistance for EU-Indonesia Trade Cooperation Facility (TCF)” Indonesia

#### Expert n°1: Team Leader

##### General qualifications:

- Master's Degree or equivalent in economics, international trade, or a discipline related to the issues covered in the programme
- Knowledge of Bahasa Indonesia would be an added advantage

##### Specific qualifications:

- A minimum of 10 years professional experience in trade and investment matters, with a particular emphasis on trade and investment policy issues
- A minimum of 5 years of professional experience in managing trade related technical assistance programmes in developing countries, preferably in Indonesia
- Management and/or participation in projects involving the development of solid partnerships with high level officials in order to achieve project results.

##### Specific professional experience

- Minimum of 5 years of professional experience in the management and/or participation in projects involving technical aspects covered by the TCF, such as: trade and investment policy, investment facilitation, intellectual property rights, energy planning efficiency, science and technology, trade and environment. Desiderable experience with the EU.

If you are interested on this position, please send your updated CV to [jcarvalho@aceconsultants.eu](mailto:jcarvalho@aceconsultants.eu)

### “European Structural Funds Unit (ESF)”

#### Expert: General Profile

##### General qualifications:

- University degree (or equivalent) in topics related to economics, law or business administration
- Excellent written and oral English.
- Fully computer literate

##### Specific qualifications:

- At least 4 years of experience in EU funding project management in at least two of the following areas: rural and sustainable development, local and business development, Tourism, Equal opportunities and Social policies
- Knowledge on EU programmes and Funding Scheme

##### Specific professional experience

- Proven skills in submitting projects proposals in European Programmes
- Knowledge of the main European Programmes and of European transversal policies
- Experience in New Member States of the European Union

If you are interested on this position, please send your updated CV to [afrias@aceconsultants.eu](mailto:afrias@aceconsultants.eu)

## President's Visit to Croatia

Antonio Bonet, President of ACE International Consultants, and Antonio Frias, Head of European Structural Funds Unit, delivered two presentations to the Board of Directors and Mayors in the Counties of Zagreb, Varazdin and Medimurska during November and December 2011. They were granted with the opportunity to meet with the Ministry of Economy, Labour & Entrepreneurship and the Ministry of Regional Development, Forestry & Water. This visit to Croatia reflects ACE's vision to broaden its presence in Potential and Candidate Countries. ([www.azra.hr](http://www.azra.hr))

If you are interested in participating in European Structural Funds projects, please contact Antonio Frias at [afrias@aceconsultants.eu](mailto:afrias@aceconsultants.eu)

## ACE's Execution Support- Navarra Chamber of Commerce

The Government of Navarra and the Navarra Chamber of Commerce and Industry have commissioned ACE an internationalization advisory service for companies of the region particularly interested in international tenders in emerging economies. The duration of the first phase of the project was from 2010 to 2011. The advisory services included initial screening and selection of companies, strategic advice and operational support on tenders. 10 international contracts were awarded to companies from the region as main success indicator. The service designed by ACE was directed by Jaime Reneses and David López was the Team Leader.

For further information you can contact both at [dlopez@aceconsultants.eu](mailto:dlopez@aceconsultants.eu) and [jreneses@aceconsultants.eu](mailto:jreneses@aceconsultants.eu) from the Economic Development, Trade and Competitiveness Division.

## ACE Staff News

### New Arrivals

#### Antonio Frías ([afrias@aceconsultants.eu](mailto:afrias@aceconsultants.eu))

Antonio has worked more than 10 years as a consultant on various projects promoted by Regional Development Agencies funded by Spanish and European Funds. He has extensive experience managing projects aimed to improve regional competitiveness, public-private partnerships and regional policies. He has also worked on the field of various European programs such as INTERREG, EQUAL, EUROEMPLO, CIP and Sudo. He graduated in Economics and he has a Master in Foreign Trade. He speaks English, French and Spanish.

#### Marco Foddi ([mfoddi@aceconsultants.eu](mailto:mfoddi@aceconsultants.eu))

Marco is an Italian Senior Project Manager with several years of experience in the field of technical assistance to developing countries, mostly dealing with Sub-Saharan Africa Region. Marco has also in depth knowledge of European Union structural funds and regional cooperation. Marco holds a degree in political science and two post-graduations: international cooperation -development studies and foreign trade. He has joined ACE as senior project manager in November 2011.

#### Alejandro Barros ([abarros@aceconsultants.eu](mailto:abarros@aceconsultants.eu))

Alejandro was born in Mexico City, he holds a Degree in Political Science, a Masters Degree in International Cooperation and another in International Business Management. His professional experience has been related to International trade and economics, having worked as a Market Analyst for the Economic and Commercial Office of the Embassy of Spain in New York and the Spanish Institute for Foreign Trade in Madrid. He joined ACE as Junior Project Manager in October 2011.

#### Laura Lennkh ([llennkh@aceconsultants.eu](mailto:llennkh@aceconsultants.eu))

Laura is from Vienna, Austria and has a degree in Politics, Philosophy, Economics (PPE) from the University of York, UK. After an internship at EuropeAid's Economic Analysis, Public Finance and Budget Support Unit, she has been incorporated as an intern in ACE's Finance and Public Management Unit since mid December 2011.

### ACE's Cocktail Party

As is the tradition every Christmas, Antonio Bonet, president of ACE International Consultants, had the pleasure to offer a Cocktail Party for all ACE Staff.

The event on the 16th December welcomed the new staff incorporated to ACE during 2011 and congratulated all of our staff for their dynamism and energy at the end of another successful year.

Actually, during 2011, sixteen new people from ten different nationalities joined our team! Welcome to ACE!

The cocktail took place in a restaurant close to our headquarters in Madrid. A great time was had by all sharing the good experiences of 2011 and hoping to have even better ones in 2012!

Thanks a lot to everyone!



### Corporate Social Responsibility

ACE International Consultants is committed to establish a company culture that promotes responsibility towards a more sustainable environment and society. As an effort to constantly improve our Corporate Social Responsibility, we recently took the initiative to donate computer equipment to the Church, for which they were very appreciative.

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



IV Premios a la Internacionalización  
Madrid, 15 de Noviembre de 2006



CERTIFICATE FS 560595  
ISO 9001:2008



CERTIFICADO ENAC 560599  
ISO 9001:2008

Sagunto, 17. Madrid 28010. SPAIN

T: (+34) 91 435 15 67 F: (+34) 91 435 01 84

[www.aceconsultants.eu](http://www.aceconsultants.eu)

[aceconsultants@aceconsultants.eu](mailto:aceconsultants@aceconsultants.eu)