

# AGORA' 2000

## COMPANY PROFILE AND ORGANISATIONAL STRUCTURE

*AGORA' 2000 is a consulting firm established in Rome in 1987. In the cities of ancient Greece,  $\alpha\gamma\omicron\rho\alpha$  was the market place and the social and economic heart of the community. The Company's name, AGORA' 2000, was selected to underline its aspiration to become a modern "centre of excellence", an intellectual and professional meeting point for international experts sharing common views vis-à-vis the theoretical and methodological approaches to **Economic Development.***

## INTRODUCTION

AGORA' 2000 ([www.agora2000.it](http://www.agora2000.it)) is an international consulting firm established in Rome in 1987, certified ISO 9001, providing professional advise and technical assistance services to enterprises, governments, institutions and donor organisations for the development of stable, diversified and private sector-led economies in the developing and emerging countries of the world. AGORA' 2000 was set up as a traditional European *Bureau d'Etudes*, a centre for the implementation of studies in applied economics, geared to support the formulation and analysis of public and private investment decisions. Since its establishment in 1987, the Company has maintained its commitment for research, innovation, quality and excellence, and its field of action have progressively expanded towards technical assistance services in favour of public and private institutions; management, and implementation of complex projects; monitoring and evaluation, as well as training activities. Over the past twenty-four years, AGORA' 2000 has implemented over 120 assignments in more than 70 countries of Africa, the Caribbean and the Pacific, the wider Mediterranean Region, Latin America, Asia as well as Europe.

## SECTORS OF ACTIVITY

Specialised in **private sector development services**, the Company offers a core expertise in the following areas:

- Development of policies and institutions in support of private sector;
- Support to enabling and regulatory environments for trade, investment and PSD;
- Trade development and support to trade negotiations and policies;
- Development of regional and economic integration;
- Enterprise development, particularly SMEs, business development services;
- Capacity building to intermediary organisations and institutions;
- Export promotion, competitiveness support, quality and standards compliance;
- Investment promotion and business linkages development;
- Monitoring and Evaluation;
- Event organisation.

The services that AGORA' 2000 is most frequently called to provide are:

- Studies at all levels of the programme or project cycle (programming, identification, appraisal, monitoring and evaluation);
- Technical assistance for the formulation and implementation of economic development strategies and policies, regional integration, upgrading of the business and investment climate, and the improvement of regulations;
- Technical Assistance for trade development, trade negotiations in the WTO/EPA frameworks, export promotion, quality and standards compliance, removal of barriers to trade, TBT/SPS;
- Technical assistance and promotional activities fostering private investment in developing countries and international business linkages;
- Management of complex technical assistance programmes, namely through Programme Management Units responsible for tendering contracts and launching calls for proposals;

- Technical Assistance for Monitoring and Evaluation of Projects and Programmes;
- Training activities on Project Cycle Management, aimed at enhanced EC Structural Funds access and improved management of development projects and programmes;
- Training and capacity building activities on Regulatory Impact Analysis.
- Technical and logistical organisation of training seminars, PPD's workshops and private sector's promotional events.

## **REGIONS OF EXPERTISE**

In the past 24 years of professional activity, AGORA' 2000 has developed a deep knowledge of the following regions:

- Eastern and Southern Africa,
- Indian Ocean
- Western and Central Africa,
- Caribbean and Pacific Islands,
- Mediterranean Countries
- Latin America
- Balkans – Eastern Europe

## **THE CLIENTS**

AGORA' 2000 and its experts have advised and provided technical assistance services to the following Institutions:

- The European Commission (DEVCO, AIDCO, DG Development, DG Employment, DG Regional Policy, MEDA Programme, PHARE Operational Service);
- ACP Facilities like EPA PMU, TradeCom Facility, BizClim Facility, MTS Facility;
- The European Training Foundation (ETF);
- The World Bank;
- The European Bank for Reconstruction and Development (EBRD);
- The Inter-American Development Bank (IDB);
- The United Nations Industrial Development Organisation (UNIDO);
- The Italian Development Co-operation (Directorate General for Development Co-operation of the Ministry of Foreign Affairs – MAE-DGCS);
- A large number of central and local Italian institutions (Ministry of Health, Lombardy Region, Marche Region, Liguria Region, National Research Council, National School for Public Administration).

The average annual revenue for the years 2007 to 2010 was around 2 million Euros.

## HUMAN AND PROFESSIONAL RESOURCES

AGORA' 2000's headquarters in Rome are set up on 150 sqm of perfectly equipped and functional office facilities. The Company's permanent staff is currently formed by a core group of nine members (economists, financial analysts, as well as specialists in design, implementation and backstopping of economic development programmes). The evolution of permanent staff in the course of the last four years is summarised in the table below:

PERMANENT STAFF	2007	2008	2009	2010
Managing Partner	1	1	1	1
Senior Personnel	2	2	2	2
Junior Personnel	4	4	3	3
Backstopping	3	3	3	3
<b>Total</b>	<b>10</b>	<b>10</b>	<b>9</b>	<b>9</b>

The working group, in its present formation, is presented in the following table.

EXPERT	FUNCTIONS
<b>Mario MARTELLI</b>	<i>Managing Partner.</i> Senior Partner since 1988. Economist with over 20 years of experience in technical assistance for the elaboration, management, implementation and monitoring of socio-economic development programmes and projects. Member of the Italian Evaluation Association. Lecturer of Project Appraisal, Economic Planning and Regulatory Impact Assessment at the National School for Public Administration and the University of Milan (Politecnico). Focal areas: MED countries and Balkans.
<b>Barbara AMATO</b>	<i>Senior Partner.</i> With the Company since 1999. Development Economist with 19-year experience in designing, implementing, monitoring and evaluating economic co-operation programmes in developing and emerging economies. Project Manager in the areas of private sector development, cluster support, trade policy development, investment promotion, SMEs' linkages facilitation, as well as institutional building. Focal areas: ACP countries, particularly West, Central and Southern Africa, and the Pacific.
<b>Giuliano ROSCIGLIONE</b>	<i>Senior Partner.</i> With the Company since 1999. Economist with 13-year experience in ex-ante, mid-term and ex post evaluation of economic development programmes. Project Manager in the areas of project monitoring and evaluation, international trade development, management information systems as well as vocational training. Focal areas: ACP Countries, particularly East Africa and the Caribbean, and Mediterranean countries.

EXPERT	FUNCTIONS
<b>Valentina GENTILE</b>	<i>Project Officer.</i> With the Company since 2009. Degree in Political Science with an MA in Politics in Europe and a PhD in Comparative and European Politics, with 8-year experience in projects' implementation and in the analysis and evaluation of policy-making processes. Responsible for projects in the areas of private sector institution building, policy development and private-public dialogue. Focal areas: Europe, the Caribbean and East African regions.
<b>Giuseppe POSCA</b>	<i>Project Officer.</i> With the Company since 2009. Economist with 5-year experience in the areas of trade development, private sector development, SMEs advisory, trade and business intelligence. Focal areas: Europe, Western, Central and Southern Africa.
<b>Teresa Ranucci</b>	<i>Administration Manager.</i> With the company since 2011. Responsible of administration, accounting and financial control.
<b>Ambra GIORGI</b>	<i>Office Manager.</i> With the Company since 2001. In charge of co-ordinating projects backstopping, and tendering activities as well as the operation of the company information system. Responsible for the Quality Management System according to the UNI EN ISO 9001:2008 rule.
<b>Christelle MICHEL</b>	<i>Project Administrator.</i> With the company since 2003. Management of the Company Experts DB. Responsible for experts' research activities linked to technical assistance and framework contracts. Provision of support in tendering procedures and backstopping support for missions' organisation and logistic.
<b>Angelica Selvaggia AMATO</b>	<i>Project Administrator.</i> With the company since 2009. Responsible for experts research activities linked to technical assistance and framework contracts, as well as backstopping support for missions' organisation and logistic.

At present, 5 experts (plus backstopping staff) are engaged with AGORA' 2000 on over-three-months contracts for the implementation of technical assistance assignments abroad. They are based in the different project locations. The current number of experts engaged in short term assignments is about 15.

The list of the assignments carried out by AGORA' 2000 is presented in the following pages.

## CHRONOLOGICAL LIST OF ASSIGNMENTS PERFORMED BY AGORA' 2000

PROJECT				CONTRACT		
N°	DATE	COUNTRY	TITLE	CLIENT	FINANCING BODY	OVERALL CONTRACT VALUE
125	2011	Togo	TA for the elaboration of the National Trade Policy	Ministry of Trade, Togo	EU and OIF	EURO 83,000
124	2011 2014	MEDA and EU pre-accessing countries, CEEC, Central Asia	Framework Contract for the Provision of Expertise for Quality Assurance, Planning, Monitoring and Evaluation	European Training Foundation (ETF), Italy	European Training Foundation (ETF), Italy	EURO 1,000,000
123	2011	COMESA MEMBER STATES	Implementation of the WTO decisions on Public Health – Training Workshop	COMESA Secretariat	ACP MTS Programme PMU	EURO 193,000
122	2010	SUDAN	Capacity building workshop to improve the understanding of the multilateral trading system and assist Sudan to accede to WTO	Republic of Sudan	ACP MTS Programme PMU	EURO 127,000
121	2010	UGANDA	TA to the Uganda Investment Agency to for the Design of an Investment and Trade Information System (ITIS)	Uganda Investment Agency	TradeCom Facility	EURO 164,000
120	2010	SADC COUNTRIES	Assistance to the SADC Tribunal to Develop the Institutional Capacity of the SADC Tribunal	SADC Tribunal	TradeCom Facility	EURO 195,000
119	2010	MALAWI	Facilitating Trade in Exports of Fish Products in Malawi	Malawi Ministry of Trade	TradeCom Facility	EURO 169,500
118	2010	ECOWAS COUNTRIES	TA to Commission of the Economic Community of West African States (ECOWAS) Secretariat in the EPA services negotiations with the European Union – Component 1 (Anglophone/Lusophone)	ECOWAS Secretariat	TradeCom Facility	EURO 175,500
117	2010	LIBERIA	TA to the Liberia Chamber of Commerce (LCC) to support the development of the capacity of the LCC and Private sector for Trade Policy Negotiations and implementation	Liberia Chamber of Commerce (LCC)	TradeCom Facility	EURO 198,500

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PROJECT				CONTRACT		
N°	DATE	COUNTRY	TITLE	CLIENT	FINANCING BODY	OVERALL CONTRACT VALUE
116	2010	ALL ACP COUNTRIES, FIJI, BURKINA FASO AND IVORY COAST	Study to formulate an intra-ACP Programme in the field of Technical Barriers to Trade	ECF S.r.l for EC - AIDCO C4	European Commission (EuropeAid)	EURO 54,000
115	2010	BELGIUM	Review of the PMU Manual of Procedures of the ACP MTS PROGRAMME	ACP MTS Programme PMU	ACP MTS Programme PMU	EURO 10,000
114	2010 2011	CENTRAL AMERICA	Design and implementation of an information, visibility and communication plan on the Central American economic integration process and Customs Union	Secretariat of the Central American Economic Integration - SIECA	European Commission (EuropeAid)	EURO 671,500
113	2009 2010	EU PARTNER COUNTRIES	Consultancy service on ETF corporate performance indicators	European Training Foundation (ETF), Italy	European Training Foundation (ETF), Italy	EURO 49,000
112	2009 2010	CENTRAL AMERICA	International experts Technical Assistance to support the Central America PAIRCA II Programme Management based in San Salvador	SICA General Secretariat	EC Delegation in Nicaragua	EURO 1,917,000
111	2009 2010	ACP COUNTRIES	Identification Study for Innovative Business Models Programme	NTU for EC AIDCO C4	European Commission (EuropeAid)	EURO 47,000
110	2009 2010	REPUBLIC OF THE CONGO	TA to the Ministry of Trade, Consumption and Supplies of the Republic of the Congo to strengthen trade-related negotiation capacities	Ministry of Trade, Consumption and Supplies of the Republic of the Congo	TradeCom Facility	EURO 194,000
109	2009 2010	EAC COUNTRIES	Improving EAC private sector awareness on the EPA and involvement in trade policy	East African Business Council (EABC)	TradeCom Facility	EURO 193,000

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N°	DATE	COUNTRY	TITLE	CLIENT	FINANCING BODY	OVERALL CONTRACT VALUE
108	2009	ECCAS	Workshop on the obstacles to regional integration in the domains of: agriculture, competition, trade in services, IPRs, investment, support to EPA negotiations	ECCAS Secretariat	TradeCom Facility	EURO 32,000
107	2009	CENTRAL AFRICAN REPUBLIC	TA to the Central African Republic in holding the rotating presidency of CEMAC and in leading the EPA negotiations for the region	President's Office of the Central African Republic	TradeCom Facility	EURO 41,000
106	2009 2010	ALGERIA	Long and Short term Technical Assistance to the : « Programme d'appui aux PME/PMI et à la maîtrise des technologies d'information et de communication (PME II) »	Algerian Democratic and Popular republic	Delegation of the European Commission in Algeria	EURO 8,996,000
105	2009	RWANDA	Creating an enabling environment for a textile and garment industry in Rwanda	Rwanda Development Board	PMU ACP Business Climate Facility, BizClim	EURO 185,500
104	2009	DEMOCRATIC REPUBLIC OF CONGO	Support to the study on the adaptation of the Congolese economy to Information and Communication Technologies (ICTs)	Ministry of Posts, Telephones and Telecommunications of the DR Congo	PMU ACP Business Climate Facility, BizClim	EURO 178,000
103	2009	MALI	Study on the Financial Constraint linked to foreign trade in Mali	Bureau du Modérateur de la concertation Etat/Secteur Privé-Mali	PMU ACP Business Climate Facility, BizClim	EURO 118,500
102	2008	SOUTH AFRICA	Enhancing the Business Environment for Infrastructure Investment in Africa - Africa investor Projects Summit 2008	AFRICA INVESTOR	PMU ACP Business Climate Facility, BizClim	EURO 150,000

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N°	DATE	COUNTRY	TITLE	CLIENT	FINANCING BODY	OVERALL CONTRACT VALUE
101	2008	ECOWAS Countries	Feasibility Study for the creation of a comprehensive information system on agricultural products and their market opportunities in West Africa (AGRIS: Agricultural Information System)	CILLS	ECOWAS	EURO 100,000
100	2008	ECCAS	Support to EPA negotiations and to the deepening of regional integration among ECCAS members	ECCAS Secretariat	TradeCom Facility	EURO 200,000
99	2008	TUNISIA	Rehabilitation and creation of dates palm groves in the Rjim Maâtoug region.	Government of the Republic of Tunisia	Italian Ministry of Foreign Affairs – Directorate General of Co-operation to Development	EURO 165,000
98	2008	SOUTH EAST ASIA	Conferences on Regulatory Reform in Bihar. (India) and Cambodia	Investment Climate - World Bank Institute	World Bank	EURO 20,500
97	2007 2009	ECOWAS	Technical Assistance for Economic Partnership Agreement (EPA) Negotiations	ECOWAS Commission	EC - European Development Fund	EURO 960,000
96	2007	ITALY AND MALTA	Study on Trainers in VET and on Adult Learning Professions in Europe (ALPINE)	Research voor Beleid B.V. – Netherlands	EC - DG Education and Culture	EURO 9,000
95	2006 2007	DEMOCRATIC REPUBLIC OF CONGO	Study on the impact of an Economic Partnership Agreement between the Democratic Republic of Congo and the European Union	PMU for the capacity building of the EPA implementation (8 ACP TPS 110)	EC - European Development Fund	EURO 84,000
94	2006 2011	ACP COUNTRIES	Monitoring to the PRO€INVEST Programme	EC - AIDCO C4	EC – European Development Fund	EURO 980,000

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N°	DATE	COUNTRY	TITLE	CLIENT	FINANCING BODY	OVERALL CONTRACT VALUE
93	2006 2010	MEDA AND EU PREACCESSING COUNTRIES, CEEC, CENTRAL ASIA	Framework Contract for the 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	European Training Foundation (ETF), Italy	European Training Foundation (ETF), Italy	EURO 250,000
92	2006	MAURITANIA	Study on the impact of European Partnership Agreement on the Economy of Mauritania	PMU for the capacity building of the EPA implementation (8 ACP TPS 110)	EC - European Development Fund	EURO 129,500
91	2006	ITALY	Feasibility Studies of archaeological initiatives	Italian Ministry for Cultural Heritage and Activities, Calabria Region - Italy	Italian Ministry for Cultural Heritage and Activities, Calabria Region - Italy	EURO 232,000
90	2006	EU	Evaluation of "ENEA pilot action cooperation and exchange projects designed to improve the mobility of elderly people"	EC - DG Employment	EC - DG Employment	EURO 35,000
89	2005 2007	ITALY	Internal monitoring and evaluation of the Equal initiative: "Gender difference value"	Fondazione Giacomo Brodolini, Rome - Italy	Marche Region - Italy	EURO 8,000
88	2005 2006	SERBIA	Improved understanding of skills required by the economy in Serbia	European Training Foundation (ETF), Italy	European Training Foundation (ETF), Italy	EURO 123,000
87	2005 2007	ALGERIA	Provision of expertise for short term missions in the framework of the SME Development Support Programme	<i>Euro Développement PME</i> (EDPME) Algeria	EuropeAid, MEDA Programme	EURO 6,000,000

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N°	DATE	COUNTRY	TITLE	CLIENT	FINANCING BODY	OVERALL CONTRACT VALUE
86	2005 2010	SERBIA	Awareness, capacity building and Training on Investment Climate, Regulatory Reform, Regulatory Impact Assessment and the Removal of Administrative Barriers to Private Sector Development in Serbia	Investment Climate - World Bank Institute	World Bank	EURO 334,000
85	2005	SYRIA	Evaluation of ETF Activities in Syria	<i>Economisti Associati, Italy</i>	European Training Foundation (ETF), Italy	EURO 44,500
84	2005	BRAZIL	Elaboration of Competitiveness Upgrading Plans for 4 industrial sectoral clusters	Inter-American Development Bank (IDB), Washington DC, USA	IDB and Multilateral Investment Fund (MIF) - Italian Trust Fund	EURO 108,500
83	2005 2006	SERBIA	Training of Government policy officials on Regulatory Impact Analysis (RIA) to support the Serbian investment climate policy making process	Investment Climate - World Bank Institute	World Bank	EURO 94,000
82	2005	TURKEY	Support for the appraisal of several project proposals to be financed by the EC in the area of Social Policy and Employment	EC Delegation in Turkey	EC Delegation in Turkey	EURO 8,000
81	2005	MEDITERRANEAN COUNTRIES	Monitoring and evaluation of the 2002-2004 financial interventions of SIMEST - an Italian Financial Institution - supporting the development of Italian enterprises in the Mediterranean countries	Italian Ministry of Productive Activities	Italian Ministry of Productive Activities	EURO 25,000
80	2004 2006	MOROCCO	Research action on Continuous Vocational Education and Training (CVET) impact assessment in the Maghreb region	European Training Foundation, Italy	European Training Foundation, Italy	EURO 225,000

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N°	DATE	COUNTRY	TITLE	CLIENT	FINANCING BODY	OVERALL CONTRACT VALUE
79	2004	ACP COUNTRIES	Preparation of PRO€INVEST Annual Report for 2003	CSA, Ireland for PRO€INVEST	EC - European Development Fund	EURO 26,000
78	2003	INDIAN OCEAN	Final formulation of the Financing Proposal for a regional Private Sector Development Project in the Indian Ocean	EC Delegation in the Republic of Mauritius	EC - European Development Fund	EURO 20,000
77	2003 2004	ITALY	Quality assessment of the ESF mid-term evaluations and Equal Community Initiative in Italy	EC - DG Employment and social affairs	EC - DG Employment and social affairs	EURO 36,000
76	2003	EASTERN CARIBBEAN	Mid-term Evaluation of the STABEX 1995 and 1996/97 programmes of St. Lucia and St. Vincent & the Grenadines	St. Lucia and St. Vincent & the Grenadines' NAOs and EC Delegation in Barbados and the Eastern Caribbean	EC - STABEX programmes	EURO 79,000
75	2002 2008	SOUTHERN AFRICA	EU-SADC Investment Promotion Programme (ESIPP) Project management	Southern African Development Community Secretariat (SADC)	EC - European Development Fund	EURO 4,260,000
74	2002 2003	LATIN AMERICA	Study to produce strategic guidelines for the design, implementation and evaluation of programmes aimed at promoting productive chains and industrial clusters in Latin America	Inter-American Development Bank (IDB), Washington DC, USA	IDB and Multilateral Investment Fund (MIF) - Italian Trust Fund	EURO 131,000
73	2002	ITALY	Identification Study on "development hypothesis of the industrial area of Servola (Trieste)"	<i>Progetti Europa &amp; Global S.p.A.</i> , Rome	Italian Ministry of Productive Activities	EURO 35,000
72	2002 2005	ITALY	Training on the use of 2000-2006 EC Structural Funds for the officials of the National Operative Programme Secretariat (NOP Public Security)	Italian Ministry of Internal Affairs – Department of Public Security	Italian Ministry of Internal Affairs – Department of Public Security	EURO 149,000

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PROJECT				CONTRACT		
N°	DATE	COUNTRY	TITLE	CLIENT	FINANCING BODY	OVERALL CONTRACT VALUE
71	2001	ITALY	Implementation of Agency activities for the year 2001	Italian National Research Council (CNR) - Scientific Activities Department - Division I Planning, Organisation and Studies	Italian National Research Council (CNR)	EURO 145,000
70	2001	ITALY	Agency and Reporting follow up activities	Italian National Research Council (CNR) - Scientific Activities Department - Division I Planning, Organisation and Studies	Italian National Research Council (CNR)	EURO 165,000
69	2001 2002	INDIAN OCEAN	Feasibility study of a regional project for the strengthening of the private sector in the Indian Ocean	Indian Ocean Commission, Mauritius	EC - European Development Fund	EURO 115,000
68	2000 2006	SYRIA	Syrian European Business Centre SEBC – Phase II Programme Management Unit	EC – AIDCO B2	EC - MEDA I Programme	EURO 5,050,000
67	2000	ITALY	Implementation of Agency activities for the year 2000	Italian National Research Council (CNR) - Scientific Activities Department - Division I Planning, Organisation and Studies	Italian National Research Council (CNR)	EURO 128,000
66	2000 2001	ACP COUNTRIES	Feasibility Study of PRO€INVEST, the EU-ACP Partnership Programme for the Promotion of Investments and Technology Flows to the ACP Countries	EC – AIDCO	EC - European Development Fund	EURO 315,000

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PROJECT				CONTRACT		
N°	DATE	COUNTRY	TITLE	CLIENT	FINANCING BODY	OVERALL CONTRACT VALUE
65	2000	ALGERIA	Pilot project for SME upgrading and competitiveness improvement	UNIDO, Industrial Investment Division	Italian Cooperation	EURO 130,000
64	1999 2001	SOUTHERN AFRICA	Logistical Support for the UE-SADC 'MINES 2000' Mining Forum, Lusaka, Zambia	EC DG DEV/ B/4 "Instruments for private sector and SME support"	EC - European Development Fund	EURO 106,000
63	2000 2001	ITALY	Evaluation of the credit facility to Italian enterprises for the establishment of joint ventures in developing countries	Italian Ministry of Foreign Affairs – Directorate General of Co-operation to Development	Italian Ministry of Foreign Affairs - Directorate General of Co-operation to Development	EURO 178,000
62	1999 2000	ITALY	Implementation of a "Referees Exhaustive Register"	Italian National Research Council (CNR) - Scientific Activities Department - Division I Planning, Organisation and Studies	Italian National Research Council (CNR) - Scientific Activities Department - Division I Planning, Organisation and Studies	EURO 169,000
61	2000 2003	TUNISIA	Capacity Building for the <i>Office de Développement du Sud (O.D.S.)</i> in its actions for SMEs	Italian Ministry of Foreign Affairs – Directorate General of Co-operation to Development	Italian Ministry of Foreign Affairs - Directorate General of Co-operation to Development -	EURO 1,550,000
60	1999 2000	ITALY	Appraisal of Ex-ante evaluation Italy – Objective 3, 2000-2006 programming period	<i>Fondazione Giacomo Brodolini</i> , Rome	EC DG Employment and Social Affairs	EURO 20,000
59	1999	ITALY	Tuna Loins Supply & Demand Study in the EU	Landell Mills (UK)	EC DG Fisheries	EURO 13,000
58	1999 2003	ITALY	Interim and final evaluation of the EC co-financed Multi-regional Environment Operative Programme ( <i>P.O.M.A.</i> ) 1994/1999	AGROTEC, Rome	Italian Ministry of Environment	EURO 26,000

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N°	DATE	COUNTRY	TITLE	CLIENT	FINANCING BODY	OVERALL CONTRACT VALUE
57	1997 2000	ITALY	Interim and final evaluation of the ESF component of the "Regional Development Programme (Ob. 2) EC 1997-99"	<i>Società Italiana di Monitoraggio S.p.A.</i> , Rome	Lombardia Region / EC - DG Regional Policy and DG Employment and Social Affairs	EURO 12,000
56	1999 2000	SYRIA	Business Sector Support Programme for the Syrian European Business Centre (SEBC) – Phase I	EC – AIDCO /B2	EC DG I/B MEDA Programme	EURO 87,000
55	1999 2003	ALL ACP COUNTRIES	EU-ACP Business Assistance Scheme (EBAS)	EC DG DEV/B/4 "Instruments for private sector and SME support"	EC - European Development Fund	EURO 5,600,000
54	1999	ITALY	Techniques for the appraisal and evaluation of public investments in support of the health sector	Italian Ministry of Health, Health Planning Division	Italian Ministry of Health - Research and Study Division	EURO 35,000
53	1999	ITALY	Evaluation for the upgrading of the <i>Trento Mattarello</i> Airport.	Techno Engineering – 2C, Rome	<i>Trento</i> Provincial Administration	EURO 7,500
52	1998	TUNISIA	Diagnostic Study of the "Farm Mechanization Unit (UMA)"	C.E.P.T. II – Brussels	EC - MEDA Programme	ECU 13,000
51	1998 2001	SOUTH AFRICA	Department of Trade and Industry Policy Support Programme	EC - "Department of Trade and Industry Policy Support Programme"	EC DG DEV E/4 for Southern and Eastern Africa	ECU 1,930,000
50	1997 1999	ITALY	Interim and final evaluation of the Regional Development Programme FSE Component (Objective 2), CE 1994-96	<i>Società Italiana di Monitoraggio S.p.A.</i> , Rome	<i>Marche</i> Region / EC - DG Regional Policy and DG Employment and Social Affairs	ECU 17,000

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PROJECT				CONTRACT		
N°	DATE	COUNTRY	TITLE	CLIENT	FINANCING BODY	OVERALL CONTRACT VALUE
49	1997 1998	WEST AND CENTRAL AFRICA	EU-West and Central Africa Mining Forum – MINES '98, Accra, Ghana. Promotion and identification of mining projects	EC DG DEV B/4 "Instruments for private sector and SME support"	EC - European Development Fund	ECU 116,000
48	1997 1998	WEST AND CENTRAL AFRICA	EU-West and Central Africa Mining Forum – MINES '98, Accra, Ghana. Technical assistance to the organisation activities	ASIAFCO Scrl – Brussels	EC - European Development Fund	ECU 90,000
47	1997 1998	ACP COUNTRIES	Methodological support for the evaluation activity in agriculture and rural development sectors	EC DG DEV A/6 "Evaluation"	EC - European Development Fund	ECU 88,000
46	1997	ITALY	Interim and final evaluation of two research projects on "Labour Market" topics	<i>Fondazione Giacomo Brodolini, Rome</i>	Italian Ministry of Labour and Welfare	ECU 11,000
45	1997	SOUTHERN AFRICA	Project for the creation of a Regional Guarantee Fund for Private Investments in Southern Africa	<i>Queyrane Conseil – France</i>	EC DG DEV; <i>Caisse Française de Développement</i>	ECU 29,000
44	1997 1998	NAMIBIA	Technical Assistance to the Ministry of Trade and Industry for the implementation of the "Transitional Trade and Investment Development Project"	Government of Namibia (Ministry of Trade and Industry)	EC - European Development Fund	ECU 1,070,000
43	1997	ALGERIA	Identification for the "Support to Social Fund" Programme	C.E.P.T. II – Brussels	EC - MEDA Programme	ECU 11,000
42	1996 1997	SLOVAK REPUBLIC	Formulation of Economic Tools for an Environmental Policy	Ministry of the Environment of the Slovak Republic - Programme Management Unit (PMU)	EC – PHARE Programme	ECU 225,000
41	1996 1997	WEST AND CENTRAL AFRICA	Training seminar for the network of ACP consultants in charge of ACP-EU Industrial Fora	EC DG DEV B/4 "Instruments for private sector and SME support"	EC - European Development Fund	ECU 79,000

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PROJECT				CONTRACT		
N°	DATE	COUNTRY	TITLE	CLIENT	FINANCING BODY	OVERALL CONTRACT VALUE
40	1996 1997	INDIAN OCEAN	Final evaluation of the EC funded Handicraft Regional Development Programme	EC DG DEV A/6 "Evaluation"	EC - European Development Fund	ECU 48,000
39	1996	ZAMBIA	Interim evaluation of the EC funded Export Development Programme	Zambia –National Authorising Officer	EC - European Development Fund	ECU 52,000
38	1996	ITALY	Study of methodologies and instruments for the evaluation of investment projects ex L.488/92	SIM S.p.A., Rome	Primary Italian credit institute	ECU 7,000
37	1996 1998	TUNISIA	Study for the technical restructuring and upgrading of eight agro-food enterprises	UNIDO, Industrial Investment Division	UNIDO	ECU 22,000
36	1995	ITALY	Study on the demand for the Mediterranean Sea integrated monitoring systems	Private client	Private client	ECU 5,000
35	1995	GHANA	Identification of industrial and investment projects for the International Investment Forum, Ghana '96	UNIDO, Industrial Investment Division	UNIDO	ECU 9,000
34	1995	SAHARAN AFRICA	Preparation of schematic profiles for SME monitoring and evaluation in developing countries	SIM S.p.A., Rome	SIM S.p.A.	ECU 22,000
33	1995	MALAWI	Survey for the Renovation of the water supply system of the Kasungu National Park	EC Delegation - Malawi	EC - European Development Fund	ECU 17,000
32	1995	TANZANIA	Study of the export development strategy for the leather sub-sector	The World Bank	The World Bank	ECU 14,000
31	1995	SLOVAK REPUBLIC	Opportunity study for the development of an industrial zone	European Bank for Reconstruction and Development	Central European Initiative	ECU 25,000
30	1995	WEST AFRICA	EU-West Africa Agro-Industrial Forum "AGROIND '95", Dakar, Senegal. Promotion and identification of projects in EU	European Association for Co-operation	EC DG DEV B/4 "Instruments for private sector and SME support"	ECU 163,000

## CHRONOLOGICAL LIST OF ASSIGNMENTS PERFORMED BY AGORA' 2000

PROJECT				CONTRACT		
N°	DATE	COUNTRY	TITLE	CLIENT	FINANCING BODY	OVERALL CONTRACT VALUE
29	1995	CENTRAL AFRICA	EU-Central Africa Industrial Forum on Construction Materials, Libreville '95 "MATCONSTRUCT '95", Libreville, Gabon. Promotion and identification of projects in EU	European Association for Co-operation	EC DG DEV B/4 "Instruments for private sector and SME support"	ECU 131,000
28	1994 1995	ITALY	Opportunity study on the establishment of an independent distribution network for tobacco products	Private client	Private client	ECU 64,000
27	1994	TUNISIA	Evaluation of partnership agreement proposals between Tunisian and EU enterprises	Economic Development Bank of Tunisia (BDET) for the EIB	European Investment Bank	ECU 65,000
26	1993 1994	ETHIOPIA	Business Development Action Plan (BDAP)	The World Bank	The World Bank	ECU 270,000
25	1993 1994	CENTRAL AFRICA	EU-Central Africa Industrial Forum, Yaoundé '93, Cameroon, Promotion and identification of projects in UE	European Association for Co-operation	EC DG DEV B/4 "Instruments for private sector and SME support"	ECU 98,000
24	1992 1994	SOUTHERN AFRICA	EU-Southern Africa Mining Forum, Lusaka '94 Preliminary study, promotion in Europe, technical assistance to the organisation and computerisation activities, follow-up	European Association for Co-operation	EC DG DEV B/4 "Instruments for private sector and SME support"	ECU 170,000
23	1992 1993	SOUTHERN AFRICA	Study on the potential for the development of the private sector representative organisations (National Business Councils) in the SADC region	European Association for Co-operation	EC DG DEV B/4 "Instruments for private sector and SME support"	ECU 56,000
22	1992 1993	ARGENTINA	Study of the diversification strategies of the industrial production of sugar derivatives in the Province of Tucuman	UNIDO, Industrial Investment Division	UNDP	ECU 89,000

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PROJECT				CONTRACT		
N°	DATE	COUNTRY	TITLE	CLIENT	FINANCING BODY	OVERALL CONTRACT VALUE
21	1992 1993	TUNISIA	Restructuring of eight agro-industrial enterprises	UNIDO	UNIDO	ECU 250,000
20	1992	BANGLADESH	Feasibility study for an automobile tyre and tubes industrial unit	UNIDO, Industrial Investment Division	UNDP	ECU 57,000
19	1992	ERITREA	Assessment of the restructuring needs of eight industrial firms (textile, tannery and construction sectors)	Italo-African Institute, Rome	Italian Ministry of Foreign Affairs - Directorate General of Co-operation to Development	ECU 15,000
18	1992	WEST AFRICA	EC-West Africa Industrial Forum, Dakar '92, Senegal - Promotion and identification of projects in EU	European Association for Co-operation	EC DG DEV B/4 "Instruments for private sector and SME support"	ECU 90,000
17	1991 1994	MADAGASCAR	Technical Assistance for the International Industrial Forum, Antananarivo '94	UNIDO, Industrial Investment Division	UNDP	ECU 67,000
16	1991 1992	RWANDA	Preliminary economic studies for a road project and a water supply project	EC Delegation – Rwanda	EC - European Development Fund	ECU 60,000
15	1991	CENTRAL AFRICA	EEC-Central Africa Industrial Forum, Libreville '91 Gabon. Identification of African projects.	European Association for Co-operation	EC DG DEV B/4 "Instruments for private sector and SME support"	ECU 91,000
14	1991	GABON	Diagnostic study for the restructuring needs of the industrial sector	UNIDO	UNIDO	ECU 31,000
13	1991	MAURITANIA	Public Expenditure Review	The World Bank	The World Bank	ECU 18,000
12	1990	HORN OF AFRICA	Formulation of food security strategy in the Intergovernmental Authority on Drought and Development Region	EC – DG DEV	EC - European Development Fund	ECU 150,000

## CHRONOLOGICAL LIST OF ASSIGNMENTS PERFORMED BY AGORA' 2000

PROJECT				CONTRACT		
N°	DATE	COUNTRY	TITLE	CLIENT	FINANCING BODY	OVERALL CONTRACT VALUE
11	1990	WEST AFRICA	EC-West Africa Industrial Forum, Dakar '90, Senegal. Identification of African projects, technical assistance to the organisation and computerisation activity	European Association for Co-operation	EC DG DEV B/4 "Instruments for private sector and SME support"	ECU 108,000
10	1989	GAZA & WEST BANK	Opportunity study on the creation of agro-industrial SMEs	UNDP	Italian Ministry of Foreign Affairs - Directorate General of Co-operation to Development	ECU 18,000
9	1989	ITALY	Tenna river basin – Feasibility study of the project for the water resources characterization and management and for the re-qualification of the river's ecosystem	Alpha Cygni S.r.l., Rome	Marche Region	ECU 5,000
8	1989	CENTRAL AFRICA	EC-Central Africa Industrial Forum, Yaoundé '89, Cameroon. Technical assistance to the organisation and computerisation activity	Daldrup B.V., Vaals (The Netherlands)	EC DG DEV B/4 "Instruments for private sector and SME support"	ECU 20,000
7	1989	HORN OF AFRICA	Supervision and monitoring of Italian activities of TA to IGADD	Fidimi Consulting S.p.A., Rome	Italian Ministry of Foreign Affairs – Directorate General of Co-operation to Development	ECU 5,000
6	1988 1994	ETHIOPIA	Support to the Italo-Ethiopian Country Programme	Italo-African Institute, Rome	Italian Ministry of Foreign Affairs - Directorate General of Co-operation to Development	ECU 360,000

## CHRONOLOGICAL LIST OF ASSIGNMENTS PERFORMED BY AGORA' 2000

PROJECT				CONTRACT		
N°	DATE	COUNTRY	TITLE	CLIENT	FINANCING BODY	OVERALL CONTRACT VALUE
5	1988 1989	RWANDA	Technical assistance and training programme for the National Bureau of Project Studies (BUNEP)	SOMEA S.p.A., Rome	Italian Ministry of Foreign Affairs - Directorate General of Co-operation to Development	ECU 9,000
4	1988	ETHIOPIA	Formulation of technical assistance programme in favour of the ONCCP (Office of the National Committee for Central Planning)	Fidimi Consulting S.p.A., Rome	Italian Ministry of Foreign Affairs - Directorate General of Co-operation to Development	ECU 8,000
3	1988	ITALY	Industrial reconstruction in favour of the areas of Southern Italy hit by the 1980 earthquake	Fime Consulting S.p.A., Naples	Italian Ministers' Council Presidency	ECU 8,000
2	1988	WEST AFRICA	EC-West Africa Industrial Forum, Dakar '88, Senegal. Technical assistance to the organisation and computerisation activity	Daldrup B.V., Vaals (The Netherlands)	EC DG DEV B/4 "Instruments for private sector and SME support"	ECU 7,500
1	1988	SOUTHERN AFRICA	Study of the industrial sector of pumps and irrigation equipment	Fidimi Consulting S.p.A., Rome	EC DG DEV	ECU 5,000