



CS International Projects

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CS International

Capacity Building and Training for International Development Institutions

Consulting Partner:

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Capacity Building in International Projects

CS International (legally incorporated as Corporate Solutions SA) is an international training firm based in Madrid, Spain, specialised in building capacity in the fields of enterprise development, organisational improvement and programme/project management. It has extensive experience in emerging and transition countries and is fully independent and owned by its partners, who are senior consultants in charge of training delivery, project coordination and management. The firm is affiliated to **DFC group** (www.thedfcgroup.com), an international consulting firm based in Barcelona, Spain, with 30 years of experience in multilateral projects and development finance.

Our areas of expertise in international capacity building and training projects are:

Enterprise Development:

- Enterprise and entrepreneurship policies
- Simplification and efficiency of SMEs
- Financial sector instruments for SMEs
- Integration of SMEs into regional policies
- Design and development of industrial clusters

Business Development Services:

- Business incubators and workspace centres
- Information and advisory services for SMEs
- Training and e-learning on management topics
- Set-up of business and regional development centers
- International co-operation and export promotion support

Finance for SMEs:

- Set up of credit and guarantees funds
- Venture and seed capital funds and schemes
- Leasing and other specialised instruments

Innovation and Technology:

- Innovation infrastructure feasibility plans (technology centres, institutes and parks, innovation centres, etc.)
- Internet and e-commerce programmes
- Development of innovation programmes

Institutional Building:

- Technical Assistance to public bodies on EU funding, project proposal and monitoring
- Creation and support of private associations and other entities of business support
- Programme and project management training
- Management of public sector bodies

Project Management:

- Training on international tenders, bidding and management,
- Project management fundamentals and PMO offices, including the preparation of the PMP examination,
- How to obtain EU programmes and grants: bidding, proposal preparation, management and evaluation.

Training Services

CS International delivers tailor-made training courses and advisory sessions in various fields. Practical exercises are conducted at these seminars, where company participants work in small groups on real cases of proposals, reports and other project documents and techniques (log-frame matrix, budgets, schedules and work-plans in Microsoft Project or other support software, project financing proposals, etc.). We deliver a range of short courses, seminars and workshops in many countries of Central and Eastern Europe and Latin America. Tailor-made seminars on all areas and sectors of international bidding and project management are organised with local partners in Spain and in other countries - business schools, other consulting firms, chambers of commerce, regional development agencies, Ministries of Economy or EU Affairs of EU Candidate countries, etc.

Our fields of expertise are:

1) **Improvement of Organisational Performance:** Process and performance improvement of international organisations, companies, public agencies and ministries, and other organisations which contribute to international development. We work with international methodologies and partners, such as TenStep's process and organisational methodologies, and Oxford Change Management's (www.oxfordchange.com) strategy, performance and change management techniques.

2) **Multilateral Tenders and Financing:** Identification of procurement opportunities from International Funding institutions; design, management, financing and evaluation of projects and programmes managed by international development finance and aid institutions (World Bank, EBRD, ADB, IADB, AfDB, EuropeAid, USAID, GTZ, DFID, bilateral institutions and sub-regional development Banks).

3) **Project and Programme Management:** Application of project management (PMBOK, ISO, IPMA, etc.) standards techniques and programmes to promote professional project management among firms and public bodies. We are a Global Partner of US company **TenStep**, a leading IT project management methodology and trainer, and deliver courses on Project management, preparation of the Project Management Professional (PMP) Exam- for which TenStep is a Global Registered Education Provider of PMI- as well as how to set up project management offices (PMO) or portfolio management systems.

4) **Business and Financial Management Development:** Training seminars on policies, programmes, instruments, infrastructure- such as business/ industrial parks or enterprise centres - and financial schemes to develop companies, improve enterprise competitiveness and foster innovation among companies. We are a licensee of the European Business Competence Licence ([EBC*L](#))

5) **Innovation and Technology Development:** Application of state-of-the art techniques and programmes to promote innovation and technology among firms and regions: technology centres, incubators and science or technology parks, venture and seed capital funds, guarantee schemes, innovation fairs and business plans competitions, etc. We deliver seminars, teach analysts how evaluate venture investments, act as organisers or panel members of selection committees in business plan competitions or awards for innovative and technology-based companies.

International References in Capacity Building, Training and Project Management

Latin America

- Industrial Associations of Santo Domingo (AIRD) and of the North region (AIREN), Dominican Republic (FOMIN -IADB funding): Design and support to the industrial association of Santo Domingo AIRD and of AIREN in Santiago de los Caballeros in two technical assistance projects to develop and strengthen eight industrial clusters in each region (from plastics, cosmetics, chocolate to metal-mechanical garages). Contractor Corporate Solutions SA, and IKEI Spain.
- EU Delegation in Nicaragua (EC Funding): carried out various assignments:
 - 1) identification and programme design of a 30 M EUR programme for Business and Investment Climate improvement in the country for the 2007-10 period.
 - 2) Mid-term and final evaluation of the regional integration programme ADAPCCA (11.4 M EUR) and custom union CONSUAC (7.5 M EUR).
 - 3) Identification of a 10 M EUR trade and customs union support programme for Central America. Contractors: Ecorys Holland, GDSI Ireland and Pohl Consulting Germany.
- EU Delegation in Colombia and Ecuador: mid-term and final evaluation of the trade promotion programme Expo-Ecuador. Contractor: Ecorys NV, Holland.
- Fundación para la Inversión y Desarrollo de Exportaciones (FIDE), Honduras (World Bank): Feasibility Plan of two innovation and technology centres, one for the furniture sector and the second for handicrafts. Contractor Corporate Solutions SA, Spain.
- Colciencias, Colombia (CAF Funding with Spanish trust funds): Impact evaluation of 45 Technology Development Centres (CDTs) of the country, and design of a support programme for the centres in order to improve the competitiveness and innovation of enterprises. Contractor IKEI Consulting, Spain.
- SEPYME (now Ministerio de Economía), Argentina (IADB funding): Design of project methodology for a national support programme for restructuring and consulting to SMEs (PRE). Contractor DFC Group, Spain.
- SECOFI, Mexico (World Bank funding): Evaluation of the efficiency of 1 2 selected SME support programmes. Contractor DFC Group, Spain.
- CONINDUSTRIA, Venezuela (IADB funding) : Intermediate and final evaluations of the SME business assistance programme CONINPYME managed by trade association CONINDUSTRIA. Contractor ACE SL, Spain.

Central and Eastern Europe

- Chambers of Commerce of Turkey: (EC funding): Three year project to set up and manage six business advisory centres in provincial towns of six restructuring regions of Turkey. Contractor: Steinbeis Technologie Transfer GmbH, Germany.
- Ministry of European Integration /SME Agency, Romania (EC funding): Two projects for delivering assistance in the design and support to forty Business service providers, and setting up thirteen help desk centres for local SME support. Contractor Enterprise plc, UK.
- National Agency for SMEs, Slovak Republic (EC funding): Support for SME policy 2001-2005 and simplification of the taxes, social insurance and other administrative regulations for small businesses . Contractor: Corporate Solutions SA.
- Ministry of Economy, Slovenia (EC funding): Two projects to develop the government strategies and policy for consolidating technology centres and establishing spin-off incubators at universities and research centres. Contractor: DFC group, Spain.
- Styrian Technology Park, Slovenia (EC funding): Operational support and innovation training to a Technology park and other related institutions in the Northeast region. Contractor: DFC group, Spain.
- Agency for the Reconstruction of Mining regions, Romania (World Bank funding): Assistance in the design and support to four regions for setting up eight workspace centers - a type of business incubator and centre -for local staff of mines and other entrepreneurs. Contractor Enterprise plc, UK.
- Ministry of EU Integration and SME Agency, Romania (EC funding): Development of SME Competitiveness and Business Development Support. Contractor, Enterprise plc, UK.
- Hungarian Foundation for Enterprise Development (EC funding): Three consecutive projects: the first was the strategic evaluation of the government SME programmes of the last years, the second implied training and SME consulting in the Northeast region and the third carrying out a full feasibility study and supporting documentation of a venture capital fund for the same Northeast region. Contractor DFC group, Spain.
- Support to enterprise support centres in the Central Black-Earth and Western Siberian regions, Russian Federation (EC funding): Project management and assistance in the set-up of six consulting and technical assistance centres for medium-sized enterprises. Contractor DFC group, Spain
- Training and follow-up support to SMEs in the Former YR of Macedonia and in the Russian Federation (EC funding): Training on technology and venture finance for institutions and entrepreneurs of the FYR Macedonia and in Russia's Northeast region. Contractor: Ecorys NV, Holland.

- Training and follow up support to SMEs in the Northeast region of the Russian Federation (EC funding): Training on technology and venture finance for institutions and entrepreneurs four oblasts of Russia's Northeast region. Contractor Ecorys N.V., Belgium.

Middle East and Africa

- EU Delegation in Mozambique (EC Funding): identification of an SME support project for fostering private sector development in industrial sectors. Design of the business incubation strategy and feasibility study of the pilot Business incubator in Maputo. Contractor: Ecorys Holland.
- All Africa, Caribbean and Pacific (ACP) countries, Belgium (EC Funding): web based e-platform to foster investment and trade among the ACP countries' business associations and chambers of commerce. Contractor: Everis Spain.
- Private Sector Development Programme, Egypt (EC funding): Various projects for support to aluminium, furniture and construction materials companies in their business planning. Contractor: Corporate Solutions SA.
- Al Amir Ceramics, Egypt (EC funding): support to find partners in Europe for joint marketing in Europe and the Middle East. Contractor: Corporate Solutions SA.
- Restructuring of the Palm Oil sector; Gabon (EC funding): Development of a study to analyse the options for restructuring and revitalising the palm oil extraction and refining sector. Contractor: Price Waterhouse, Spain.

Asia

- Industrial and Commercial Bank of China - ICBC, Shanghai, PR China (ADB funding): Project finance seminars for executives of the international project financing department. Contractor DFC Ltd., UK.
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Example of Assignments in Spain

- Microsoft Spain: consulting to design and set up a Project Management Office (PMO) for the technology services Division in Spain, as a pilot for Western Europe. Contractor: Corporate Solutions SA.
- Índice Multimedia (Wanadoo group): Fifty-five seminars delivered throughout Spain on the use of Internet and new technologies to the 600 people-strong sales and marketing staff of this leading directory services company. Contractor: Corporate Solutions SA.
- Omnicom Ltd., UK: Market study and feasibility plan for the entry in the Spanish market for telecommunications e-billing and customer care web based-solutions. Contractor: Corporate Solutions SA.

- Chambers of Commerce of several regions: series of seminars on International project management and bidding for projects managed by international development institutions. Contractor Corporate Solutions SA.
- Regional Export Promotion agencies PROMOMADRID (Madrid Regional Development Agency), COPCA- ACC10 (Catalunya's export development agency), Canary Islands-PROEXCA, Valencia-IVEX and others: seminars on the opportunities for Spanish firms in EU Candidate and new Member countries. Contractor: Corporate Solutions SA.