

CORPORATE  
SOLUTIONS

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**CORPORATE  
SOLUTIONS S.A.**

is a management consulting firm based in Madrid, Spain, highly specialised in implementing projects in the fields of enterprise and innovation development and policy in all industrial sectors, including tourism/hotels.

The firm is independent and fully-owned by its partners, who are also senior consultants in charge of contract/ project development and management, also providing supervision and expertise in its projects.

Since 1999, it has garnered extensive experience in emerging, developing and transition countries; its staff has worked in over fifty countries, mostly for public government agencies, public and private associations or chambers, institutes and centres for technology and innovation, companies, banks and all bodies which assist the private sector in increasing its competitiveness, exports innovativeness and productivity.

ESCUELA DE  
PROYECTOS INTERNACIONALES

[www.epinter.org](http://www.epinter.org)

In 2001, it opened a project training centre in Madrid, **Escuela de Proyectos Internacionales** ([www.licita.org](http://www.licita.org)), and in 2006 in Barcelona, specialised in training and advising on Bidding, Proposal preparation and Management of International projects.

This unit has carried out over 200 seminars, workshops and advisory projects on these topics in most Spanish regions and many countries abroad.

In 2006, **Corporate Solutions SA** acquired the Spanish unit of a British tourism and hotel consulting firm, **TRI HOSPITALITY CONSULTING Ltd.** ([www.trihospitality.com](http://www.trihospitality.com)), and thus formally incorporated its Tourism Development Division, with references in over twenty countries.

**Corporate Solutions SA**

also has a project management division, TenStep España, representing in Spain US company **TenStep Inc.** ([www.tenstep.es](http://www.tenstep.es)). This unit has developed in Spanish a full methodology in project management in all sectors, including industrial, services and hotel/tourism projects.



**Corporate Solutions SA**

is a sponsor of the PMI Madrid Chapter and TenStep Spain is a "Registered Education Provider" (REP) of the worldwide body of this discipline, the Project Management Institute (PMI), founded in USA. Our partners are certified as Project Management Professionals (PMPs) as well as MBAs, and can provide high-level consulting and training in project management, project portfolios and the set up of Project Management Offices (PMOs).



## International Consulting Experience

Since its foundation in 1999, **Corporate Solutions SA** has been developing expertise in the different fields below:

- **Enterprise Development:** Enterprise and entrepreneurship policies, simplification and efficiency of SMEs, financial sector instruments for SMEs, integration of SMEs into regional policies and design and development of industrial clusters.
- **Innovation and technology development:** Innovation development and related infrastructure, internet and commerce programmes for SMEs, development and launching of innovation programmes.
- **Finance for SMEs:** Set up of credit and guarantees funds, venture and seed capital funds and schemes, leasing and other specialised instruments and micro-credits.

- **Institutional Building and Programme Management:** 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, and management of public sector bodies.
- **Business development services:** Information and advisory services for SMEs, training on management topics, set-up of business and regional development centres and international co-operation and export promotion support.
- **Restructuring, privatisation and Public Private Partnerships (PPPs):** spin-offs of larger firms into smaller SMEs units, PPPs in transition countries for infrastructure or business development, design and implementation of competitiveness enhancement programmes for industry.



Within these areas of expertise, **Corporate Solutions SA** has carried out various projects. The following are some examples:

- **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 centers for local SME support.
- **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.

- **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.
- **Styrian Technology Park, Slovenia (EC funding):** Operational support and innovation training to a Technology park and other related institutions in the Northeast region.
- **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.
- **Ministry of EU Integration and SME Agency, Romania (EC funding):** Development of SME Competitiveness and Business Development Support. Contractor, Enterprise, UK.
- **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 mediumsized enterprises. Contractor DFC Group, Spain.
- **Delegación de la CE en Nicaragua:** identification and preliminary Design of a 30 M EUR programme for Business and Investment Climate improvement in the country for the 2007-10.
- **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.
- **SEPYME (now Ministerio de Economía), Argentina (IDB funding):** Design of project methodology for a national support programme for restructuring and consulting to SMEs (PRE).
- **CONINDUSTRIA, Venezuela (IDB funding):** Intermediate and final evaluations of the SME business assistance programme CONINPYME.
- **Multilateral Investment Fund - FOMIN (IDB funding):** Design and support to AIREN (Industrial Association of Santiago Caballeros) in preparation of a technical assistance project to develop Business Development Services to four industrial clusters: textiles, furniture, shoes and mechanics.
- **Private Sector Development Programme, Egypt (EC funding):** Various projects of support to aluminium, ceramics, furniture and construction materials companies in their business planning, support to find partners in Europe for joint marketing in Europe and the Middle East.
- **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.

## Training Experience



### Our **Escuela de Proyectos Internacionales and TenStep**

Spain project management units delivered over 200 courses, seminars and workshops, on topics such as Bidding and Proposal, Project Management (we are REP of the PMI) of international projects, in Spanish regions and in forty countries abroad.

Moreover, our senior consultants are also experienced trainers and have carried out many training projects all over the world, training different public and private institutions, companies and private individuals. These are some examples of our training projects:

- **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 FYR Macedonia and Russia's Northeast region.

- **Training and follow up support to SMEs in the Northeast region of the Russian Federation (EC funding):** Training on project, and technology management, and financing for institutions/entrepreneurs in four oblasts of Russia's Northeastern region.
- **School of basic industries, Cuba (UNDP funding):** Training seminars to managers on commercialisation and product diversification. Contractor Miguel Rivas Group, Spain.

### TOURISM DEVELOPMENT EXPERIENCE

**TRI HOSPITALITY CONSULTING Ltd**, the Tourism development division acquired by **Corporate Solutions SA**, has carried out different tourism development and hotel and resort development project management all around the world. Here are some examples:

- **Tourism development studies in Argentina (Salta Province), Ecuador, Romania, Bulgaria, Czech Republic, Russia (Chuvashia) and Kyrgyzstan (EC funded).**

- **Research into the financial and operational systems of travel agents** throughout the world, and examination of the potential for introducing a new, non-monetary payments system.
- **Tourism and Handicrafts events in Iran and Burkina Faso**, and organisation of a Rural Tourism event in China (UN World Tourism Organisation – WTO funded).

- **Eco-tourism project** with community involvement, Santay Island, **Ecuador**. **Evaluation of Marketing Efficacy for the Mexican Tourism Council.**



- **Training of tourism companies- Romania, Hungary and Slovenia**, to help them adapt to their entry in the European Union (funded by the EC).
- **Creation of a handicrafts tourism Centre for innovation in Honduras**, with offices in San Pedro de Sula, Copán and Roatan Islands (World Bank funded).