



# CORPORATE SOLUTIONS S.A.

## Training & Consulting on International Project Management



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# CONSULTING SERVICES

**CORPORATE SOLUTIONS, S.A.** is a group of international training and consulting firms in Spain, specialised in international project and enterprise development and innovation, with an in-depth and extensive experience in emerging and transition countries. It is fully independent and owned by its partners, who are senior consultants in charge of project development and management and providing supervision and expertise in projects. Its origin date back to November 1992, when its founding partner started a unit at a British consulting firm, which later in 1999 became a separate consulting company, owned by its senior consultants. Since its beginning, it has developed a specialised expertise in enterprise development, restructuring, technological innovation and project management. It has worked in thirty countries, industrialised, developing or in transition, mostly with government agencies, public and private associations, institutes, centres, companies and banks, which aim to develop the private sector, make it more competitive, innovative and enhance productivity and trade.

The areas of expertise in enterprise development and innovation, especially SMEs are described below:

## **Enterprise Policy 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 Small and Medium Enterprises:**

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

## **Innovation and Technology Development:**

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

## **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
- Management of public sector bodies

## **Restructuring, Privatisation and PPPs**

- Restructuring programmes for the industrial sector; spin-offs of larger firms into smaller SME units
- Privatisation and Public Private Partnerships (PPPs) in transition countries
- Design and implementation of Competitiveness enhancement programmes for Industry

## **Project Bidding and Management**

- advice on project tendering, bidding and management, including the preparation of the PMP examination,
- Project management fundamentals and PM offices.
- EU programmes: bidding, proposal preparation, management and evaluation.

The company has a strategic partnership with the **TenStep Group** ([www.tenstep.com](http://www.tenstep.com)) from Atlanta (USA) for project management, and through this network has representative offices in fifteen countries. Moreover, it identifies and deploys freelance experts from a database **REGISTER** developed over the years, with over 500 CVs which are being continuously updated.



# PROJECT REFERENCES

## Central and Eastern Europe

- 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. 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, 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, 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, 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 FYR Macedonia and Russia's Northeast region. Contractor Ecorys N.V., Belgium.
- 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 Northeastern region. Contractor Ecorys N.V., Belgium.

## Latin America

- 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 period. Contractor: Ecorys NV; Holland, consortium member in Lot 10 Framework.
- 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 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 Group, Spain.
- SECOFI, Mexico (World Bank funding): Evaluation of the efficiency of 12 selected SME support programmes. Contractor DFC Group, Spain.
- CONINDUSTRIA, Venezuela (IADB funding) : Intermediate and final evaluations of the SME business assistance programme CONINPYME. Contractor ACE SL, Spain.
- Multilateral Investment Fund - FOMIN (IADB): Design and support to AIREN (Industrial Association of Santiago) in preparation of a technical assistance project to develop Business Development Services to four industrial clusters: textiles, furniture, shoes and mechanics- in the province of Santiago de los Caballeros. Contractor Corporate Solutions SA.

## Middle East and Africa

- 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. 30,000 USD- Contractor DFC Ltd., UK.

## Spain (samples)

- 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 their entry in the Spanish market for telecommunications billing and customer care solutions. Contractor Corporate Solutions SA.
- Analistas Financieros Internacionales SA: series of seminars on International project management and bidding. Contractor Analistas Financieros Internacionales SA, Spain.
- Chambers of Commerce: series of seminars on International project management and bidding for projects managed by international development institutions. Contractor Corporate Solutions SA.
- PROMADRID (Madrid Regional Development Agency), COPCA (Catalunya's export development agency), Canary Islands export development agency- PROEXCA, Valencia- IVEX and others: series of seminars on the opportunities for Spanish enterprises in EU candidate and new Member countries, in project development and procurement of goods for international organisations and related areas. Contractor Corporate Solutions SA.