



FORMAPER

Formazione e servizi
per l'imprenditorialità

CAMERA DI COMMERCIO
INDUSTRIA, ARTIGIANATO
E AGRICOLTURA MILANO

Formaper International Relations

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Formaper profile

Formaper is the training Agency of the Milan Chamber of Commerce, Industry, Craft and Agriculture and brings an in-house competence arising from the training demand of the 325.000 enterprises registered within the Milan CCI. Institutional task is to contribute to the **development of an entrepreneurial culture** building on specific know-how acquired in the most dynamic and vital of Italian regions, which includes several world-class SME clusters. The objective is to support sustainable economic and social development through the provision of high quality training and consulting services.

Formaper activities are aimed at providing technical assistance for private and public sector development through the active involvement on international cooperation projects. Applying flexible technical approaches and leading multidisciplinary teams has allowed Formaper to successfully manage international development projects. Typical assignments include delivery of tailored training and support services for the following fields of expertise:

- *SME development and entrepreneurship development*
- *Adult learning and links with the labour market*
- *Regional development*
- *Public administration*

Services for SME development combine a thorough experience in assisting SMEs, particularly in the start-up phase and entrepreneurship development, on entrepreneurial training for business planning, financial services, ICT and marketing. Assistance is provided for training needs assessment, human resource development through innovative training programmes for owners, managers, consultants. Formaper brings an outstanding experience in formulating tailored training initiatives thereby including training of trainers courses (ToT) and individual support such as mentoring and coaching. A major field of expertise to support SMEs on foreign markets include services provided for internationalisation and export development purposes.

Involvement in Italy and abroad on **adult learning and related links with labour market** is carried out through projects encouraging employability, reducing social exclusion, promoting self-employment and entrepreneurship through an ESF (European Social Fund) approach. Our activities provide counseling and training to adults, would-be entrepreneurs, unemployed thereby promoting active employment measures in a life-long learning (LLL) perspective. Formaper brings an in-house knowledge and experience in providing **continuing vocational training for adults** whereas a dedicated internal department has a proven track record of project experience. Being part of the Milan Chamber of Commerce and the National Union of Italian Chambers (Unioncamere) Formaper is

relevant part of the **continuing VET Italian system** and has access to a wide network of Italian and European of Technical Education and VET Institutes.

Experience on **regional development** services includes capacity building for Business Support Providers (BSPs) and SME development Agencies staff as well as institutional strengthening or building of their services delivery. Formaper is actively involved on European Regional Development Fund - ERDF - Structural Funds implementation with a view to manage financial Grant Schemes to raise competitiveness at regional level.

At **Public administration** level Formaper expertise covers training and capacity building for public sector bodies, public expenditure management services for central and regional administrations and support to community organization.

Expertise in **promoting women entrepreneurship** while assisting them through adequate institutional support services was developed since Formaper creation (1987). Ever since then this has allowed to build an integrated support model based on a mix of information-training-assistance and mentoring services specifically targeted at women, covering the whole enterprise life cycle. In all the steps women are supported in the acquisition of data, information know-how and to develop effective entrepreneurial behaviors. Formaper carries a substantial experience on gender issues for women social and economic integration, thereby preventing domestic violence practices and institutionally setting up anti-violence centers complemented by access to enterprise start-ups initiatives. Thus, Formaper relies on in-house competence for economic and social empowerment of disadvantaged groups, notably women, realized through entrepreneurship training and consultancy, institutional building, policy advice, promotion of public-private partnerships, capacity building of civil society organizations.

Formaper has a specific experience and direct knowledge in successful implementation of complex tailor-made **internship projects** for managers and graduates on both national and international level, based on approach of individual design, careful consideration of personal project coaching and extensive coverage of various industrial sectors. Formaper has a large and consolidated experience on internship organisation programmes for foreign managers in Italian companies as well as EU nationals graduates abroad which dates back to 1994.

Formaper works with major international donors such as the EU - EuropeAid, the World Bank and the Italian Ministry for Foreign Affairs. Services are certified and guaranteed by the UNI EN ISO 9001:2000 quality system



COUNTRY	PROJECTS	DATE	FUNDING AGENCY
	East Europe and Central Asia		
Russian Federation, Kazakhstan, Uzbekistan, China	“Multi-local women’s Partnership against poverty” . The Action overall objective is to boost civil society involvement in sustainable development issues. Specifically the Action aims at improving existing interventions in support of disadvantaged /vulnerable women living in the target regions, by boosting networking and cooperation between the target State and non-State subjects, at the local and transnational levels. In doing this the project builds upon some successful practices developed at the local level, under earlier Projects.	FROM 03/2011 TO 09/2013	EU -NSA Non-State Actors and Local Authorities in Development – Multi-country call
Uzbekistan	“International Study Tour for the staff of the Chamber of Commerce and Industry” . Objective is to to learn international experience in institutional design of Business Facilitation Centers or similar establishments supporting development of start-ups and SMEs, providing a wide range of business services to entrepreneurs based on “one-stop-shop” principle.	10/ 2010	UNDP – United Nations Dev. Programme
Uzbekistan	IBPP - Promoting a Culture of Women’s Rights in Uzbekistan” An Integrated Project to Reduce Social Marginality and Empower Vulnerable Women in Tashkent, Kokand and Navoi Objective is to strengthen the capacity of the Civic Initiatives Support Center, two selected regional NGOs and public institutions of the three target regions to: 1) effectively assist vulnerable women, in the psychological, legal and economic dimensions of empowerment 2) promote a culture of women’s rights toward public institutions	FROM 04/2009 TO 11/2010	EU EuropeAid -Tacis Institution Building Partnership Programme (IBPP)
Russian Federation	Building capacities and networks for immigrant and ethnic minority’s women: an integrated approach and project to fight gender and ethnic discrimination in Russia. The project is designed to fight the ethnic and otherwise discrimination in 8 regions of the Russian Federation (Samara, Perm, Yekaterinburg, Krasnodar, Izhevsk, Irkutsk, Krasnoyarsk, Petrozavodsk.	FROM 01/2008 – TO 09/2010	EU EuropeAid -Tacis Institution Building Partnership Programme (IBPP)
Russian Federation	Kaliningrad Alliance for Women’s Empowerment The Action aims in particularly to reduce the social and economic marginality and consequent vulnerability of women living in Kaliningrad Region as well as contributing to the oval objective of boosting a full female participation in the social life	FROM 06/2008- TO 06/2010	EU EuropeAid -Tacis Institution Building Partnership Programme (IBPP)
Kazakhstan	Boosting a culture of Women’s Rights in Kazakhstan – Integrated Project to Reduce Social Marginality and Empower Vulnerable Women in Kokchetav, Chimkent, Enbekshi-Kazak. The overall objective of the project is to strengthen the capacity building of several civil service organizations, NGOs, cultural institutions and entities meant to offer services to women. In particular the project will focus on issues of general and domestic violence, and promotion of employment and women entrepreneurship.	FROM 09-2008 TO 04/2010	EU EuropeAid -Tacis - Institution Building Partnership Programme (IBPP)
Russian Federation	Administrative Reform II – Improvement in Public Expenditure Management/Civil Service Training - Lot 2 The overall objective of the project is to assist the government of the Russian Federation in its reforms to build up a comprehensive public expenditure management (PEM) system where available budget resources are allocated in accordance with the strategic priorities of the country concerned. Project aims to improve public expenditure management which includes to train 140 civil servants chosen among the Federal Public Administration in performance oriented budgeting, mid-term and performance oriented policy planning, strategic planning, input output and outcome assessment, benchmarking, reporting and internal auditing.	FROM 07/05 TO 12/06	European Commission – TACIS Programme
Russian Federation	Strengthening of civil society as a key for women’s empowerment: integrated project to fight domestic violence and promote women’s self employment in Kaliningrad. Project is meant to strengthen the capacity of Kaliningrad’s civil society to address the needs of women in crisis and to orientate women overcoming crisis to entrepreneurship ; support the social dialogue between civil society organizations and public sector in Kaliningrad	FROM 02/2006 TO 08/2007	EC - Tacis Institution Building Partnership Programme (IBPP)
Russia, Ukraine, Uzbekistan, Mongolia, Azerbaijan, Kazakhstan, Moldova,	MTP –NIS Managers’ Training Programme I and II The TACIS Manager’s Training Programme (MTP) I and II has been the largest training programme financed by the European Union (EU). The consortium consisted of European partners from Finland, France, United Kingdom, Italy Austria, Spain and Germany. The participants come from NIS: Russian Federation, Ukraine, Uzbekistan, Mongolia, Azerbaijan, Kazakhstan, Moldova, and Kyrgyzstan. Over a four-year period - starting in September 1999 - the MTP provided more than 1,738 traineeships in eight EU countries (Partner’s countries plus Denmark) for managers from Russia and other NIS countries. MTP offers 1, 2 and 3 month sponsored internships in EU companies working on substantial	FROM 1999 TO 2003	European Commission - TACIS Programme

Kyrgyzstan, EU countries	management projects.		
Russian Federation and Italy	Russian Managers in North-Eastern Italy II, III and IV (e-learning approach) The project objective was to deliver training in Italy to Russian young managers in frame of the Programme "Organization of Managers and Executives Training for Enterprises of the National Economy of the Russian Federation" as well as to create and consolidate a network of relations between Italian and Russian enterprises.	FROM 2003 TO 2004	Italian Ministry of Foreign Affairs – Law no. 212/92.
Russian Federation	MDSF fund - Implementation of new knowledge and skills (EU - TACIS Managers Training Programme) The objective of the project was to support trainees and their home companies who have participated in an internship programme in Western Europe (e.g. Tacis MTP, Tacis PIP, Presidential programme etc) to implement targeted projects and changes.	FROM 2003 TO 2003	European Commission – TACIS Programme
Russian Federation	Follow-up events. (EU - TACIS Managers Training Programme) The MTP Follow-up conference was designed to answer the need of measuring the actual impact of MTP on the home companies as well as on further professional development and personal growth of former MTP trainees	FROM 2003 TO 2003	European Commission – TACIS Programme
Russia and Ukraine	Evaluation of the Project "Entrepreneurship in Education and Training" in Russia and Ukraine The project is meant to evaluate the ETF's "Entrepreneurship in Education and Training" (EET) project began in February 2001 whose overall objective was preparing directors and teaching staff in 8 pilot VET institutions (4 in St. Petersburg, 4 in Kyiv) for the reform of the VET system to encourage closer links with the labor market and the economy	FROM 2005 TO 2005	European Training Foundation
Ukraine	Becoming a Women entrepreneur service sector The Project is aimed at developing in potential women entrepreneurs the business skills and the confidence necessary to initiate, launch and run a business successfully in the service sector. This overall aim and objectives were reached through planning and carrying out of a Training Course. The women entrepreneurs were encouraged to complete their pro-forma business plan. During the training programme each participant was provided with a pro-forma work book which they could partially complete during the course and which will provide a personal and business development framework on completion of the course.	FROM 1999 TO 1999	European Commission – TACIS Programme
Ukraine	Training Programme for managers for the economic and international co-operation Development and Implementation of training modules for 15 consultants of the Economic Institute of Management	FROM 1997 TO 1997	Italian Government of Foreign Affairs /Law 212/92

COUNTRY	PROJECTS	DATE	FUNDING AGENCY
	Balkans and South East Europe		
Kosovo	SME Support through the Ministry of Trade and Industry. The specific objectives of this EC project within the framework of IPA 2007 programme are: a) To strengthen the capacities of the main Beneficiary (Ministry of Trade and Industry), to effectively contribute to the growth of the SME sector of Kosovo through streamlining national sound and comprehensive policy, strategy and legislative & regulatory frameworks, in full consistency with the European Charter for Enterprise; b) To establish a sound public-private sector dialogue through consultation and information mechanisms among public and private sector institutions, sectoral business associations and SMEs; c) To improve the competitiveness of Kosovo SMEs in order to increase the share of Kosovo products and services in local and international markets.	FROM 10/2009 – on going	EU – EuropeAid IPA Instrument of Pre-Accession
Serbia	Project Preparation Facility Serbia- Specific Objective is to increase the quality of project implementation under the IPA programmes through the provision of support to respective Line Ministries and other agencies in the identification, screening and preparation of project documentation and tendering documentation The following are the results expected to be achieved by the project: RES. 1 - A pipeline of major high quality and financially viable major (above 10 MEUR) and non-major projects (below 10 MEUR) for financing by EU through IPA component I and, at a later stage, through components III and IV, national and/or IFI/other funding is developed with full tendering documentation. RES. 2 - Project fiches for IPA component prepared and ready for implementation under Annual IPA programmes 2011/12/13 with full project documentation for tendering	FROM 01/2010 TO 01/2012	EU – EuropeAid IPA Instrument of Pre-Accession
Croatia	Project of cooperation and economic integration between Lombardy Region and Croatia (Slavonski Brod county and Vukovar county). objective is to provide technical assistance to the Chambers of Commerce, local economic and development Agencies and local businesses on PCM, and internationalization.	FROM 08/ 2010 TO 02/ 2011	Lombardy Region, ICE (Zagreb Office)
Bulgaria	Creating project pipeline for Structural Funds applications – Project Generation Facility - Elaboration of ERDF project proposals. The specific objectives of this contract are targeted at ensuring efficient expenditure of Structural Funds (ERDF) resources in Competitiveness and Regional Development Operational Programmes related measures in financing period 2007-2013. The project will be implemented in two Components to support the development of eligible project ideas into complete project proposals. The Contractor under this Terms of Reference is responsible to carry out all activities related to Component 1 – Eligibility check and Component 2 – Project elaboration.	FROM 12/2007 – 12/2008	EU – EuropeAid PHARE
FYRoM Macedonia	Human Resource Development Fund for enterprises. The objective of the project is to improve the prospects of FYRMacedonia enterprises and economy to become competitive in EU markets and progressively meet accession criteria. The Specific objective is deepening the interventions in companies, and widening the number of practitioners in the field of management development and consulting. Examples of successful practice should be disseminated through case studies. In addition, the project will dedicate significant energy to networking activities among companies, consultants and internationally.	FROM 11/ 05 TO 30/11/06	EU – EuropeAid EAR European Agency for Reconstruction
Slovenia	PRIME - Strengthening the SME Competitiveness in the Primorska Region through Networking and Cooperation The Programme was aimed to design and implement of on-the-job training programme for a team of local experts, which would become key agents in providing assistance programme to SME's in Primorska on developing networks and implementing common projects initiated by clusters.	FROM 05/03 TO 05/05	EU – EuropeAid PHARE - Cross Border Programme
Armenia and EU countries	ENTERPRISE INCUBATOR PROJECT - Secondment Project Training Program for Armenian IT Company Owners/Top Level Managers The Secondment Project was financed by the credit line received by Government of Armenia (GoA) from the International Development Association. Within this framework GoA, together with the World Bank (WB), had developed the Enterprise Incubator Foundation Project managed by Enterprise Foundation Incubator and Foreign Financing Projects Management Center (FFPMC) of the Ministry of Finance and Economy of the Republic of Armenia.	FROM 2004 TO 2005	World Bank
Serbia	"TEODORA" A new initiative for supporting female entrepreneurship Eurochambres -PARTNERS Programme In the framework of the "Partners - Project of Assistance to Regional Trade and Networking for Economic Recovery and Stability" initiative promoted by Eurochambres, Formaper and the Regional Chamber of Economy Niš, have designed a partnership programme aimed at implementing new services dedicated to supporting female entrepreneurship	FROM 2004 TO 2005	EU – EuropeAid CARDS Programme – Eurochambres
Belarus, Bosnia and Herzegovina, Bulgaria, Croatia,	Central European Initiative – Training of Trainers Programme. The Project is aimed to reinforce the existing or create new capabilities in entrepreneurial training for Chambers of Commerce and Industry, through a 4 weeks training the trainers/consultants programme, with a specific focus on services to support the creation (business planning advice) and	FROM 2000 TO 2000	Italian Ministry of Foreign Affairs Law 212/92

Czech Republic, FYROM, Moldova, Hungary, Poland, Slovenia Ukraine	development of SMEs. The type of activities consisted of training and internship in Italian organizations supporting SMEs, Training needs analysis, Delivery of training and site visits, Curriculum development, Development of training materials. The training was held in Ljubljana (Slovenia) and Budapest (Hungary) and the study visit in Milan.		
FYROM	Entrepreneurship development in FYROM The specific objectives of the projects were to provide the staff of the Workers University with the skills to analyze the training needs of SMEs, and to prepare, design and deliver targeted courses in the field of SMEs. The contents of the "Training Trainers programme" were focused on providing the participants with theoretical and methodological tools for fostering enterprise creation, "From the idea to the business plan", and transferring methodologies and techniques of training need analysis and entrepreneurial training.	FROM 1999 TO 1999	European Training Foundation ETF
Bosnia Herzegovina	Workshop in industrial design and promotion. The aim was to provide assistance to BIH companies in their marketing efforts to create attractive design for their products (metal industry and food industry) and increase selling on the domestic and international markets. The training was based on the following topics: How to enter foreign markets, to attract potential customers, and to present companies to the markets.	FROM 1999 TO 1999	EU – EuropeAid EU PHARE Programme – Eurochambres
Albania	Strengthening of the Albanian's Chamber of Commerce Organisation- Provision of training to Albanian Chambers of Commerce and Industry staff in Albania (Tirana) and afterwards a study tours for 15 Albanian Chambers employees in Austria (Vienna) and Italy (Milan). The training programme had two modules: the first one about "Institutional Issues aimed to reinforce the structure of local Chambers presenting the model of Italian and Austrian Chambers of Commerce; the second about "Entrepreneurship development: enterprise creation, enterprise development, services for Small and Medium Enterprises aimed at provide participants to analyze the possibility of creating and developing in each Chamber, services to SMEs.	FROM 1996 TO 1997	EU – EuropeAid EU-PHARE Eurochambres

COUNTRY	PROJECTS	DATE	FUNDING AGENCY
	Mediterranean and middle East		
Jordan	Multiple Framework Contract for Modernisation of Services and Manufacturing sectors Jordan Enterprise Framework Contract – JE FWC The Jordan Enterprise Framework Contract (JE FWC) Formaper participates to includes 5 Lots lots, in the frame of the "Services Modernisation Programme". Lots include: Lot 1 – Marketing and Marketing Organisational & Development Strategies Lot 2 - Business Coaching and Management Lot 4 - Quality Standards Lot 5 - Macro-Economy, legal and regulatory assistance Lot 7 – Assistance to procurement, audit, monitoring & evaluation and training on EC external aid rules	FROM 07/2010 TO 07/2012	EU-EuropeAid DCI- Development Cooperation Instrument
Autonomous Regions of Kurdistan (Iraq)	Project of cooperation and economic integration between Lombardy Region and Croatia. The project aims to implement initiatives to support the penetration of the economic system in Lombardy in the Autonomous Region of Iraqi Kurdistan and vice-versa.	FROM 12/2010 TO 02/2011	Lombardy Region, ICE, (Amman Office)
Egypt	Technical Educational Clusters for Employment in the sectors of Mechanics and Textile The feasibility study project is aimed at the definition of a set of services requested for the establishment of Technical Educational Clusters including labor market needs assessment, training measures for HR, designing the curricula, educational programs & training packages, Equipping labs/workshops requirements, text books, training manuals and teachers' books.	FROM 09/2008 TO 02/2009	Italian Ministry for Foreign Affairs. Debt Swap Programme
Turkey	W- Empowerment -Boosting Women Entrepreneurship through Capacities, Services and Partnership Building in Konya Within the Programme- EU-Turkey Chambers Partnership Grant Scheme support by EUROCHAMBRES and managed by Central Finance and Contract Unit (CFCU), Turkey with EU funds, Formaper and the Regional Chamber of Economy of Konya KTO, have designed a partnership programme aimed at implementing new services dedicated to supporting female entrepreneurship and to strengthening the image of women in business.	FROM 12/2008 TO 11/2009	Eurochambres
Turkey	Technical Assistance for preparation of Terms of Reference, Technical Specifications and Market Survey within the scope of the project "TR 0602.05, Support to the Solution of Economic and Social Integration Problems in Istanbul, Izmir, Ankara and Bursa as Major In-Migrant Destinations" The objectives of this assignment foresee the preparation of the Terms of Reference for the Service tender and the Market Survey and Technical Specifications for the Supply Tender.	FROM 05/2007 TO 09/2008	EC Framework Contract Benef Lot 9 -

Turkey	Technical Assistance for Development of Incubation Centres for Supporting Women Entrepreneurship The overall objective of the programme is to support women entrepreneurship and to encourage them to play a more active role in business through the provision of entrepreneurship and management consultancy at four business incubators located in Hacibektas/Nevesehir, Pendik/Istanbul, Corum and Kutahya provinces.	FROM 12/2007 TO 03/2009	EU – EuropeAid MEDA Programme
Syria	SME Support Programme in Syria The overall objective of the SME Support Programme is to contribute to economic growth in Syria, by improving the competitiveness of the Syrian SME sector. The following are the expected project results: The efficiency and competitiveness of SMEs are improved; Local consultancy business development services are enhanced; SME credit access facilitated; Market production; The national SME support institution strengthened; Policies to strengthen and support the private sector formulated.	FROM 10/2006 TO 03/2010	EU – EuropeAid MEDA Programme
Syria	How to Build a Fashion Collection in Home Textiles The specific objective of this assignment is to raise the know-how of creating and developing a full fashion collection in Home Textiles. The support assistance shall, in line with the overall SEBC vision, focus its activities on the marketplace realities.	FROM 03/2006 TO 04/2006	EU Framework Contract Benef Lot 10 –
Egypt	Developing the Export Capacity of Egyptian Own Brand Textiles The contract objective is to contribute towards increasing export sales of the Egyptian Textile industry by the establishment of a creative textile design capability in the industry as well as improving the ability of participating companies to develop export markets; To support the design capability of participating companies, the project includes collaboration with appropriate design institutes.	FROM 07/2004 TO 01/2006	EU – EuropeAid MEDA Programme
Egypt	EBIS Programme - Egyptian Business Institutional Support. As part of the EBIS programme, a number of organizations will be provided individual consultancy support to formulate an Egypt - EU partnership proposal (twinning). The objective of this individual consultancy support is to help the Egyptian Business Representative Organization (BRO) to define realistic and sustainable proposals for partnership with an EU institution.	FROM 2004 TO 2004	European Commission MEDA Programme - Eurochambres
Morocco	Mise en route du centre technique du textile et de l'habillement. Project consists in assisting the direction and the team of the Technical Centre for Textile and Clothing (CTTH) in Casablanca to formulate the future consulting services to support SMEs in the textile and clothing sector as well as to deliver the training-related programs for the smooth running of operations within the Centre.	FROM 03/2006 TO 08/2006	EC Framework Contract Benef Lot 10 –
Lebanon	Support to the National Cluster Initiative (NCI) in the Fashion Sector. Project consists of three phases Phase 1: Planning the quantitative study: Developing the tools (questionnaire, interviews format, target firms, profile of contacts, database structure, etc.) in order to be able to conduct the quantitative study. Phase 2: Conducting the quantitative study: The objective of the quantitative study is to help understand the dynamic competitive forces affecting the cluster and to conduct a quantitative evaluation, as described in the expected results, and to identify priorities for clustering activities. Phase 3: Formulating a plan for the cluster: The objective of this phase is to set a plan for clustering activities in the Fashion pilot sector, based on the quantitative study and on the available information on this sector	FROM 09/2005 TO 06/2006	EU Framework Contract AMS/451 Lot 10 –
Egypt	EJB Academy - Designing new initiatives to promote entrepreneurial culture. Project objective was to support the Egyptian Junior Business (EJB) Association in designing innovative services which would foster the creation of new enterprises in the area, and would provide professional support to existing entrepreneurs, current and potential members of the Association.	FROM 2004 TO 2005	EU MEDA Programme - Eurochambres
Morocco Tunisia Italy Spain	Training programme for networking development between European enterprises and young professionals from Maghreb The project objective was to contribute through implementation to the enhancement of the economic and socio-cultural relations between the selected European regions and those of the Southern basin of the Mediterranean. The project had given the support for the economic development in North Africa by means of participation of young professionals from Maghreb in European companies (of Catalogne, Lombardy and Andalusia), which have had economic interests in the area given to the co-operation established between the three partners representing the European regions.	FROM 01/2003 TO 12/2004	EU – EuropeAid ERDF Interreg III
Tunisia, Morocco Spain Italy France Hungary Poland Romania	Note Argumentaire comparative sur le secteur de la Plasturgie. The project aimed at analyzing the international competitiveness of Tunisia plastics processing sector by providing strong qualitative and quantitative data, comparative tables and actual benchmarking analysis with other EU and non-EU selected countries. The final purpose of the project was to highlight relevant features with the specific aim of establishing a convincing prospection for foreign investments.	FROM 2003 TO 2003	EU – EuropeAid Framework Contract AMS/451 – Lot 10
Morocco	Women Enterprise Creation. Need Analysis and design to set up an information and training Centre for women would be entrepreneurs at the Rabat Chamber of Commerce.	FROM 2000 TO 2000	Eurochambres – Archimede Programme

COUNTRY	PROJECTS	DATE	FUNDING AGENCY
	Asia and South-East Asia		
India, Nepal and Sri Lanka	Fair trade supply Chain development in India and Nepal Specific objectives: a) To promote closer linkages and trade enhancement in the cotton sector by enhancing Asian partners' export capacity and international market access through a new Fair Trade supply chain b) To promote sustainable production in the cotton sector introducing innovative production and Supply Chain Management Systems in India and Nepal thereby ensuring access to better socio-economic conditions to the marginalized producers	FROM Jan 2010 – TO Dec 2012	EU -NSA Non-State Actors and Local Authorities in Development – Multi-country call
Mongolia and China	EU – Transmongolia Partnership for Sustainable Tourism and Related Business Development (EUTMonP) Cross border project of training and promotion of nature friendly tourism for Mongolia and China (internal Mongolian region). The objective of the project is upgrade sustainable tourism and related businesses in Mongolia and in Inner Mongolia Autonomous Region as well as reinforce private sector and new business development opportunities in the targeted country and region promoting tourism and stimulating new, sustainable business development.	FROM 03/2008 TO 03/2011	EU- EuropeAid ASIA INVEST programme
India	Improving the business development support and counselling skills for pro poor micro and small enterprises (MSEs) in tsunami affected districts of Kerala. Overall objective of the project is to improve the business performance of pro-poor micro and small enterprises (MSEs) in Kerala, with special focus on the Tsunami affected areas. Specific objective is to support Kudumbashree Micro Enterprise Consultants (MECs) to develop high quality, effective development support and counseling skills for pro poor MSEs	FROM 02/2006 TO 08/2008	EU- EuropeAid ASIA INVEST programme
Nepal	Fair trade in Nepal Specific objectives of the project include enhancement of the capacity building and reinforcement of networking with European business organizations of the Nepalese Intermediary organisation called Fair Trade Group Nepal. Activities of the project focus on training sessions delivery for facilitators in Nepal, mutual study visits between Nepalese facilitators and European intermediary organizations' representatives, preparation and publication of a catalogue, enlargement of Nepalese counterpart Web Site including a virtual show-room, promotional seminars in Nepal, in Italy, and in The Netherlands.	FROM 02/2006 TO 02/2008	EU- EuropeAid ASIA INVEST programme
Bali - Indonesia	Euro-Bali Export network The objectives of the project consisted of the provision of training for 36 Bali SMEs to prepare them for exporting their goods to Europe as well set up a long-term sustainable structure to support Indonesian (Balinese) SMEs in their export efforts and facilitate the process.	FROM 02/1999 TO 12/2002	EU- EuropeAid ASIA INVEST programme
India	EUFORINDIA : networking for global opportunities and development in Austria, India and Italy The objectives of the project were -to strengthen ties between Europe and India to support and develop globally orientated enterprises; to disseminate an "entrepreneurial culture and share the experiences to facilitate a better understanding of the cultural backgrounds of each partner; Target Groups were: Would be entrepreneurs, Existing Entrepreneurs, Trainers and Experts, Chambers of Commerce, Business Associations, Policy Makers NGOs. Activities to increase the visibility and understanding of EU-INDIA and vice versa in the three partner countries consisted in Promotional events, Researches,-Training of Trainers, -raining of existing entrepreneurs, Training of Would- be entrepreneurs, Workshops, Seminars, Web-page, Publications.	FROM 12/1998 TO 06/2001	EU- EuropeAid EU for INDIA

COUNTRY	PROJECTS	DATE	FUNDING AGENCY
	Latin America		
Bolivia	Internationalisation of the SMEs: participation in fairs as an instrument for the commercial penetration Project has been designed to contribute to the enhancement of sustainable commercial relationships between Latin America and the EU. Specifically, the aim was to strengthen the skills of Latin American operators in order to enable them to provide SMEs with professional consultancy on how to prepare and develop the participation in a national or international fair.	FROM 2005 TO 2005	EU- EuropeAid AL-INVEST III
Colombia Italy Austria	Strengthening of the services of Centro Nueva Empresa of the Chamber of Commerce of Bogotá The overall objective of the project was to develop know how transfer to the CCI Bogotá - Centro Nueva Empresa, to improve and innovate services which responds to the needs of would be entrepreneurs and entrepreneurs in the area. Activities implemented: Exchange of experience and know how between partners; creation of a modern system of training of trainers and staff of Centro Nueva Empresa of the CCI Bogotá ; development of relations between the CCI Bogotá and regional/local authorities for the setting of an integrated territorial system to support entrepreneurs	FROM 07/02 TO 04/2003	EU- EuropeAid AL-INVEST III
Argentina	Training course for local development experts in Argentina Under the PICT facility-Integrated Programme of Technical Cooperation Gran Buenos Aires e Foro. Formaper designed and implemented 2 editions of a training course aimed at developing the profile of "Expert in local development" addressed to civil servants of Gran Buenos Aires e Foro Area.	09/2001	Italian Ministry of Foreign Affairs
Brasil	Internacionalização de Arranjos Produtivos Locais Development and implementation of a service of internationalization of SMEs organized in clusters AL Invest Project	FROM 01/2006 TO 12/2006	EU- EuropeAid AL-INVEST III

	Others		
Canada EU Countries	Acadia: EU – Canada Internship Programme The aim of the programme was to enhance business links and co-operation business links between the EU and Canada and to develop a practical understanding of the Canadian market by offering sector – oriented work experience to young Europeans. The Acadia Programme offered five-month internship session in Small and Medium Enterprises in Canada.	FROM 2000 TO 2002	EU- EuropeAid Acadia