

Implemented Projects by Key Experts

Client	Project Title	Description
<i>Consorzio Genova Ricerche (Italy)</i>	TEMPUS Project for Multimedia Systems Development	Developing multimedia product for technology business planning
<i>Concordia Cooper S.r.l. (Italy)</i>	JOPP (Phare Joint Venture Programme) – 3 projects: <ul style="list-style-type: none"> ➤ Effebiemme S.r.l. (Italy) – setting up a joint venture in Bulgaria in the printing industry ➤ Bauli S.p.A. (Italy) - marketing study and feasibility study in the field of food industry ➤ Pharmagel S.p.A. (Italy) - marketing study and feasibility study in the field of pharmacy 	Bulgarian partner identification, marketing study, feasibility study, local support, legal advice
<i>Concordia Cooper S.r.l. (Italy)</i>	Study for Establishment of Italian Bulgarian Venture Capital Fund	Marketing study
<i>Concordia Cooper S.r.l. (Italy)</i>	Study for Establishment of Italian Bulgarian Guarantee Fund based on the experience of Confidi	Marketing study
<i>PANDREX/P-E International Plc (UK) Phare Privatisation and Restructuring Consortium</i>	Phare Sectoral Framework Contract (SFR 96/09) – Projects in Bulgaria: <ul style="list-style-type: none"> ➤ Development of Financial Recovery Plan for the District 	Providing local support and local consultants for the projects

	<p>Heating Companies in Sofia and Pernik for 100 mln USD</p> <ul style="list-style-type: none"> ➤ Evaluating 30 major Bulgarian companies for the Privatization Agency ➤ Development of a Strategy for the Mass Privatization Agency in Bulgaria 	
<i>Lorien (UK)</i>	PRAQ III Quality Programme in Bulgaria – 4 EFQM Excellence Model projects	Preparation of documents , working with the Institute of Metrology and Standardization at the Council of Ministers in Bulgaria, organization of seminars, company training
<i>IBD (Germany)</i>	Project for Providing Assistance and Consultancy to SMEs in Bulgaria	Providing consultancy to Bulgarian SMEs
<i>PNT Consult & Training GmbH (Germany)</i> <i>Aster (Italy)</i> <i>The British Council (UK)</i>	EU Project: Capacity Building for the Accelerated Growth of the SME Sector in Bulgaria	Preparation of Study of Alternative Financial Instruments for SMEs in Bulgaria; Development of the Clusters Strategy 2002-6; Report on Cluster Development of Specialist Textiles Sector; Financial management
<i>BMZ</i> <i>Deutsche Gesellschaft fur Technische Zusammenarbeit (GTZ) GmbH (Germany)</i>	Evaluation of the Bulgarian Financial Sector	Working in a team auditing the financial assistance provided by the German government to Eurobank, Union Bank, DSK Bank, Encouragement Bank and the Credit Co-operatives
<i>Deutsche Gesellschaft fur Technische Zusammenarbeit (GTZ) GmbH (Germany)</i>	Study on SME Financing Possibilities in Bulgaria	Evaluating financial instruments provided by the Bulgarian banks, investment funds, leasing companies, guarantee funds, donor programmes and the need of financial instruments in 8 export oriented industries in Bulgaria: food processing industry, IT, tourism, machine building, electrical industry, furniture and wood processing industry, wine industry, apparel industry
<i>DGRV (Germany)</i>	Co-operation between Bulgarian Commercial Bank and the Credit Co-	Project management

	operatives in Bulgaria for work under SAPARD Programme	
<i>Ramboll Management (Denmark)</i>	EU Project: Consulting Services to SMEs and Technology Grant Scheme	Providing consultancy to SMEs in the textile sector
<i>Deutsche Gesellschaft fur Technische Zusammenarbeit (GTZ) GmbH (Germany)</i>	Study on SME Needs in the Tourism and Furniture Industry in Bulgaria	Project management
<i>Deutsche Gesellschaft fur Technische Zusammenarbeit (GTZ) GmbH (Germany)</i>	Bulgarian Development Bank/Basel II Consulting Mission	Evaluation and providing recommendations for following GTZ support to the Bulgarian Development Bank and the Bulgarian Small and Medium Enterprises Promotion Agency
<i>Europerspectives Foundation (Bulgaria)</i>	SEE AP SEE IFA (Innovation and Finance Agency) Network with lead partner AWS Austria	Desktop research, interviews, country analysis
<i>Deutsche Gesellschaft fur Technische Zusammenarbeit (GTZ) GmbH (Germany)</i>	Association Management Project	Providing consultancy to the Association of Meat Processors in Bulgaria (AMB), the Bulgarian National Association Essential Oils, Perfumery and Cosmetics (BNAEOPC), the Bulgarian Association of Information Technologies(BAIT); attending workshops, information meetings
<i>GOPA Consultants(Germany)</i>	EU Project: Development of a System of VET needs analysis and Adult Training Strategy	Financial management
<i>Pays - Bas B.V. The Netherlands)</i>	Eco-park Bulgaria	Marketing study for development of 60 ha greenhouse in Bulgaria
<i>Peltina Ltd.</i>	Organic canning factory development	Project development for funding under the Global Environmental Fund Small Grants Programme
<i>Organazoto Fertilizzanti S.p.A. (Italy)</i>	Study for the possibilities to sell organic fertilizers in Bulgaria	Marketing study, search for local partners

<i>Bulgarian Machine Building Chamber</i>	Projects under OP "Competitiveness" OP "Human Resource Development"	Preparation of Structural Funds Grant Applications for members of the Bulgarian Machine Building Chamber
<i>Bo Bo Garden Ltd.</i>	Photovoltaic Park development in the town of Shivachevo	Land regularization, project design, coordination with required authorities, feasibility study, negotiations with a bank for funding, grant application
<i>Silistra Municipality</i>	Design of WWTP (waste water treatment plant)	Development of financial analysis and cost-benefit assessment under the requirements of the Structural Funds
<i>Dobrich Municipality</i>	Construction of an industrial zone at the site of a military base	Development of financial and economic analysis for the selection of potential investors
<i>State Company "Construction and Renovation"</i>	Construction of an industrial park	Development of financial analysis for assessment of possibilities for funding under the Structural Funds or PPP
<i>Dimovo Municipality</i>	Building a regional center for treatment of domestic waste	Development of feasibility study and financial model for funding under the PPP procedure
<i>DSK Bul-Project Ltd. of DSK Bank</i>	OP "Competitiveness" OP "Regional Development" OP "Environment"	Developing bank clients business ideas
<i>Sofia Municipality</i>	Sofia Metro Extension Project Metro Stations 6-10 and Metro Stations 10-23	Financial and economic analysis, cost-benefit analysis, sensitivity analysis and risk analysis
<i>Sofia Municipality</i>	Breakthrough Danail Nikolaev street	Financial and economic analysis, cost-benefit analysis, scenario analysis, sensitivity analysis and risk analysis
<i>Sofia Municipality</i>	Renovation and upgrading of Sofia city street lighting	Feasibility study and preparation of EU funding application documentation
<i>Sofia Municipality</i>	Complementary transport system	Feasibility study for urban environmental transport system for people on the "second" level

<i>Dupnitsa Municipality</i>	Construction of processing plant for concrete construction waste	Financial and economic analysis, cost-benefit analysis, public expenditure analysis, sensitivity analysis, risk analysis, options of public-private partnership
<i>Lovech Municipality</i>	Upgrading of municipality street lighting	Preparation of tender documents and financial engineering
<i>NGO "CIPRO"</i>	Support for the renovation and modernization of public medical and health establishments in urban centers in Smolyan and Razgrad cities	Cost-benefit analysis, financial and socio-economic analysis, sensitivity analysis and risk analysis
<i>Lom Municipality</i>	Commercial logistics center for the development of cross-border business and trade – CBC with Romania	Cost-benefit analysis, financial and socio-economic analysis, sensitivity analysis and risk analysis. Communication plan
<i>Droege & Comp GmbH - Germany</i>	Study of the waste management system in Bulgaria	Market research, analyzing legislation and its harmonization with the EU, analysis of technologies used
<i>Mott MacDonald</i>	Expansion of Burgas Airport	Development of project funded under Phare programme
<i>Deloitte & Touche</i>	Evaluation of the potential of Bulgaria in the field of mechanical engineering, electrical engineering and electronics	Analysis based on human potential, level of technology, background of scientific and technical developments
<i>AO Technomash - Russia</i>	Marketing of scientific developments	In the field of nanotechnologies, biological converters of light, etc.
<i>Sofbiolife JSC</i>	Innovation implementation	Production of mayonnaise, shampoo and detergents for radiation purification of whey; Production of disinfection solutions with broad spectrum of activity
<i>Seminars/Training</i>	Innovation policy	Definition, development, testing, implementation and marketing of innovations in new materials, biotechnologies, nanotechnologies

<i>Seminars/Project Development</i>	Energy efficiency	New technologies for producing electricity and heat from the sun, natural gas (detander), cavitation, vortex and torsion technologies; Certification of residential buildings for energy efficiency
<i>Seminars/Project Development</i>	In the field of ecology	New technologies for production from waste of building elements, packaging materials, materials for manufacture of products for interior and exterior; New technologies for processing biomass and municipal waste; Removing the effects from biological pollution
<i>Seminars/Training</i>	Development of projects for co-financing under OP "Environment" OP "Regional Development" OP "Competitiveness"	Training and development of pilot projects/project ideas; Development of projects for high-tech enterprises
<i>Seminars, Training, Development</i>	Public-Private Partnership	Preparation for conducting of the entire procedure for realization of projects under the PPP procedure
<i>Seminars, Training, Development</i>	"Offset" procedures	Preparation of contracts for offset procedures, technology assessment, financial engineering
<i>Veliko Tarnovo Municipality, Blagoevgrad</i>	HPP on natural rivers, water and wastewater	Project development, financing and execution of HPP projects from 50 kW to 10 MW
<i>Burgas Municipality</i>	Sports complex/Amusement park	Development of financial and economic models