

Ref. N° M 41	Project title		Technical assistance for the revision of the operational Guidelines of the European Commission related to the Trade Assistance Program and the Private Sector Development funded under the external assistance of the EC.					
Name of the legal entity	Country	Global amount of the project (EUR)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	World	+ - 150.000	10 – 15 %	1	IMANI Consulting	European Commission	March – September 2009	
Detailed description of the project						Type of provided services		
<p>The aim of the study is to assist the Commission's services represented by Unit EuropeAid E2 (Business, Trade and Regional Integration) in the revision and updating of existing guidelines on trade and private sector development - taking into account recent developments at international level - with special attention to the evolution of approaches in these two areas.</p> <p>The expected outcome of the study - conducted by a team of 11 experts - is to produce an integrated document on Trade and Private Sector Development including general guidelines and specific thematic journals.</p>						<p>Availability of a Category I expert for the development of the "Business Linkages" part of the practical guide.</p>		

Ref. N° M 40	Project title		Coaching of African intermediary organizations in the electricity, water, timber, public transport and financial sectors.					
Name of the legal entity	Country	Global amount of the project (EUR)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	West and Central Africa	+ - 130.000	44 %	1	CESO_CI Internacional	European Commission - PROINVEST	16 January – 30 June 2009	N.A.
Detailed description of the project						Type of provided services		
<p>The specific objective is to provide technical assistance in the form of coaching to a range of intermediary regional and Pan-African organizations to support them in defining and preparing their grant applications for subsidies from PROINVEST in the following sectors:</p> <ul style="list-style-type: none"> - Production and distribution of electricity in Africa: Union of producers, Transporters and Distributors of Electric Power in Africa (UPDEA) - Production and distribution of drinking water in Africa: African Water Association (EFA) - Public Transport in Africa: International Union of Public Transport (UITP-UATP) - Wood Industry in Central and West Africa: Interafrican Forest Industries Association (IFIA) - Promotion of biofuels in West Africa: African Fund for Guarantee and Economic Cooperation (FAGACE) 						<p>Availability of a category I expert specialized in Business Linkages for the coaching of Intermediary Organizations</p> <p>Technical assistance to the five international organizations focused on:</p> <ul style="list-style-type: none"> - Preparation of the log-frame - Development of the main sections of the claims relating to relevance, sustainability, feasibility, assumptions and risks, etc. - Training on the EC procedures 		

Ref N° M39	Project title		Installation of a regional Forum for the improvement of the business climat in the CEMAC region					
Name of the legal entity	Country	Global amount of the project (EUR)	Proportion allotted to the candidate(%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	Central Africa	45.250€	100%	2	METRA Economic Consulting Ltd	European Commission	January – September 2008	Beta Conseil
Detailed description of the project						Type of provided services		
<p>The project aims at supporting the private sector of CEMAC region by the realization of studies on selected topics relating to the business climat and by the organization of a forum of reflexion allowing the active participation private sector in the formulation of national and regional policies aiming at improving the business climat in the area. More specifically, the project will support the realization of studies, the validation of their conclusions and recommendations, as well as the organization of a regional Forum. This last Forum will constitute the founder event of a platform of reflexion on the business climate in the area.</p>						<p>ASIAFCO was responsible for:</p> <ul style="list-style-type: none"> - The sensibilisation of the partners and the realization of a summary of the dialogue on the questions relating to the business climate, missions of ground to Cameroun, Congo, Gabon, Central African Republic,, Sao Tomé & Principe and Chad – The organization of a regional meeting of conciliation and programming of the activities in Bangui over 2 days for approximately 70 people – Elaboration of documents of discussion on five of the priority topics selected during the conciliation meeting – The organization of a regional meeting of discussion and validation of the documents in Douala over 2 days for approximately 70 people. 		

Ref. N° M 38	Project title		Study on the implications for the ACP Group of the proposed amendment to Annex 4 of the Cotonou Agreement and the new Practical Guide to Contract Procedures in the Framework of External Actions of the European Commission.					
Name of the legal entity	Country	Global amount of the project (EUR)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	ACP Group	+/- 45.000	40 %	1	IMANI Development	European Commission	November 2007 – February 2008	
Detailed description of the project						Type of provided services		
<p>The objective of this study was to "undertake an analytical study on the implications for the ACP group for proposed changes, rules and procedures under Annex IV of the Cotonou Agreement and the relationship of these proposed changes in relation to the Practical Guide to contract's procedures for external actions (PG) and other regulations and financial reports".</p> <p>The European Commission (EC) submitted a proposal to the ACP Secretariat to replace certain Articles of Annex 4 of the AC with a new Article 19c, which would replace the following articles of Annex 4:</p> <ul style="list-style-type: none"> 21. Equal participation 23. Competition 25. Emergency assistance contracts 27. Procurement 28. General regulation for markets 29. General conditions for markets 30. Disagreement regulations. 						<p>Availability of a category I expert specialized in EDF procedures and Budget.</p> <p>The study contains a comprehensive analysis of the text of the new Article 19c proposed with an analysis of the implications resulting from the removal of various items in Annex IV.</p> <p>The study also present a detailed analysis of differences between the EDF and the Community procedures outlined in the Practical Guide (PG) and highlights the essential key recommendations of the analysis.</p>		

Ref N° M37	Project title		Technical adviser of PROINVEST for redaction of administrative and financial procedure manuals and for the follow-up of grants requests.					
Name of legal entity	Country	Overall project value (EUR)	Proportion carried out by legal entity (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of consortium members, if any
ASIAFCO scrl	All ACP countries	4,700	100 %	1) Total of man days : 9 days 2) 100 %	C.D.E. / SFP	EDF	12/10/2007 to 27/06/2008	N.A.
Detailed description of project						Type of services provided		
<p>SFP (Strengthening Fishery Products Health Conditions in ACP/OCT Countries) is a five-year programme financed by European Development Fund on behalf of the ACP countries and the OCT (Overseas Territories and Countries): competent authorities, test laboratories, the fish industry and small-scale fisheries. The aim of the programme is to improve the sanitary conditions for fishery products as food for human consumption so as to increase the income of those countries by developing trade and optimal use of available resources.</p> <p>CDE, who is also experienced in fishery products, planned to manage module service N° 3 (support for export industry (EURO 4 Million) on behalf of the SFP programme and wanted to analyse under which EDF procedure this could be approved by the EC.</p>						<p>Asiafco was requested to undertake an analysis of EDF procedures and to produce a memorandum of Understanding to be submitted to the EC for approval.</p>		

Ref. N° M 36	Project title		Technical assistance to the All ACP PROINVEST program.					
Name of the legal entity	Country	Global amount of the project (EUR)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	All ACP	56.910	100 %	3	Proinvest	EDF	2007	
Detailed description of the project						Type of provided services		
<p>The PROINVEST program is an EU-ACP partnership (African, Caribbean and Pacific) of 110 million EURO developed and implemented by the European Commission on behalf of the ACP countries.</p> <p>It aims to promote investment flows and technology for enterprises operating in the key sectors of the ACP countries. This objective will be achieved by a two-dimensional approach: by supporting intermediary organizations and professional associations and by developing inter-enterprise partnerships.</p>						<p>Availability of one category I expert - specialized in EDF procedures - and two category II experts. The mission's objectives were:</p> <ul style="list-style-type: none"> - Technical assistance for the administration of applications for subventions of Intermediary Organizations and companies sent to PROVINVEST; - Updating of the PROVINVEST Manual of Procedures. 		

Ref. N° M 35	Project title		Technical assistance to the EU-SADC Investment Promotion Program (ESIPP)					
Name of the legal entity	Country	Global amount of the project (EUR)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	SADC	56.910	100 %	3	ESIPP	EDF	2007	
Detailed description of the project						Type of provided services		
<p>The EU - SADC Investment Promotion Program (ESIPP) is a joint program of the European Union and the Southern African Development Community (SADC) to attract foreign investment in the region and to promote cooperation agreements and long-term investment in key sectors on a structured and sustainable base. ESIPP is managed by a Program Management Unit (PMU) based in Gaborone (Botswana). One essential key aspect of the mandate of ESIPP is to facilitate the organization of Meetings for the Promotion of Investment and Business Cooperation in order to gather entrepreneurs in Europe and Southern Africa. It also aims to strengthen capacity of intermediary organizations and enterprises in Southern Africa.</p>						<p>Availability of a team of three category I experts specialized in evaluating grant requests. The mission's objective is to provide support to the Program Management Unit for the evaluation of grant requests from intermediary organizations and companies sent to the ESIPP.</p>		

Ref N° M34	Project title		Technical assistance to enterprises and Intermediary organisations of support to the ACP horticulture field					
Name of legal entity	Country	Overall project value (EUR)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
ASIAFCO srl	Belgium	N/A	100%	10	COLEACP-PIP	COLEACP-PIP	2005/2007	
Detailed description of project						Type of services provided		
<p>The goal of the COLEACP-PIP is to assist exporting SME/I in the ACP countries to reach the conformity norms that will allow them to penetrate the European markets; therefore the COLEACP-PIP needs experts in tracability, agronomists, trainers, etc. to execute various missions in ACP countries.</p>						<p>Asiafco offers and manages a team of 8 experts in the frame of technical assistance to enterprises and Intermediary organisations of support to the ACP horticulture field.</p>		

Ref N° M33	Project title		Coordination, Monitoring and Quality Control of 5 Sectoral Partnership Meetings (SPM)					
Name of legal entity	Country	Overall project value (EUR)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
ASIAFCO srl	SADC	400.000	25%	5	ESIPP	European Commission	2005-2007	Imani Development
Detailed description of project						Type of services provided		
<p>Five major EU-SADC Sectoral B2B events, denominated Sector Partnership Meetings (SPM) are being organized in countries of SADC (Southern African Development Corporation) by ESIPP (EU-SADC Investment Promotion Programme), in the following sectors: Building Materials & Construction (MATCONSTRUCT 2005: 300 participants), Light Engineering (LIGHT ENGINEERING 2006: 250 participants), Tourism (TOURISM 2006: 300 participants expected), and Mining (MINES 2006: 300 participants expected). The objective is to of facilitate the promotion of investment and the conclusion of partnership agreements between European and Southern African enterprises, but also between Southern African enterprises or Third Countries.</p>						<p>ASIAFCO, was given the responsibilities of carrying out the following tasks:</p> <p>1/ the Coordination and Monitoring; this includes: preparation of the work plans, schedule, standardisation of documents, follow-up and monitoring of the three other teams of consultants (Promotion in Europe, Survey & project Identification, and Communication & Logistic), elaboration of the SPM Programme, organisation of the coordination meetings, holding regular contacts with the Institutions, undertaking of the day-to-day tasks of the project development, assistance for the financial management of the project, assistance with the information dossiers, and attendance and evaluation of the SPMs.</p> <p>2/ the Quality Control; this includes: ensure the coherence and appropriate quality control of the different outputs produced in the preparation of the SPM, technical and editorial check of the material developed by consultants (sector survey, technical content of general and specific promotional material, website, etc.), validation of reports, validation of themes selected for workshops and roundtables, and control of services in the logistic organisation.</p>		

Ref N° M32	Project title		National Counsellor for EU-China Partenariat 2006 / EU-Sri Lanka Partenariat / Med-Interprise (Tunisia)					
Name of legal entity	Country	Overall project value (EUR)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
ASIAFCO srl	Sri Lanka, Tunisia, China	various	100%	1	EC	Asia-Invest, MEDA	2004-2006	N/A
Detailed description of project						Type of services provided		
<p>One-to-One business match-making event between European and Sri Lanka/Tunisian/Chinese enterprises to establish joint ventures and trade partnerships in various sectors. Recruitment of companies to attend the event (quota varied from 10 to 20 companies).</p>						<p>ASIAFCO has been appointed National Counsellor for Belgium and Luxembourg. Tasks implemented were: promotion in Belgium and Luxembourg, direct mailings to enterprises with support of intermediary and regional organisations, meetings, registration of participants, follow-up, attendance to the event with delegation, and production of reports</p>		

Ref. N° M31	Project title		Identification mission of the "FACILS" device in Cameroon (phase I and II)					
Name of the legal entity	Country	Global amount of the project (EUR)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	Cameroon	23.720€	100%	2	GRET for the French Ministry of Economic Affairs, Programming and Regional Planning	German, French and Dutch cooperation	2004	
Detailed description of the project						Type of provided services		
<p>As part of the "Facilité d'Actions Collectives pour les Initiatives Locales de Solidarité" program, ASIAFCO was responsible for preparing meetings with local stakeholders to conduct joint missions with members of the secretariat of the Impact network in Cameroon. The ASIAFCO expert was also responsible for the redaction of mission reports.</p>						<p>The goal of the FACILS program was :</p> <ul style="list-style-type: none"> - to find a justification for the poverty of the concerned populations - to define the role of the IO - to define the IO - to suggest ways of working for the communication part of the program - to outline the TOR of the call proposals - to propose the composition of the steering committee - to outline the budget 		

Ref N° M30	Project title		Technical adviser of PROINVEST for redaction of administrative and financial procedure manuals and for the follow-up of grants requests.					
Name of legal entity	Country	Overall project value (EUR)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
ASIAFCO srl	All ACP countries	127.100	100 %	1	PROINVEST	EDF	2003/2006	
Detailed description of project						Type of services provided		
<p>PRO€INVEST is an EU-ACP (Africa, Caribbean and Pacific) partnership programme developed and undertaken by the European Commission on behalf of the ACP countries. PRO€INVEST is being implemented by a management unit within the Centre for the Development of Enterprise (CDE), under the supervision of the EuropeAid Co-operation Office of the European Commission. Its objective is to promote investment and technology flows to enterprises operating within the key sectors in the ACP States. With a budget of EUR 110 million over seven years, PRO€INVEST is financed by the European Development Fund (EDF).</p>						<p>Part-time Expert at disposal between 2004 and 2006 for implementation of programme procedures and for redaction of manual of procedures; monitoring of respect of procedures implemented, participation to opening committees and of evaluation of grants requests, relations with financial services of EuropeAid. Redaction of contracts, AIP, TORs for the follow-up of grant requests.</p> <p>The expert is also responsible for the implementation of an ongoing monitoring system to monitor the quality of activities and the level of results (definition of sets of indicators, design of a database, preparation of evaluation questionnaires for the collection and analysis of monitoring data, etc.)</p>		

Ref N° M29	Project title		Production of a brochure for the SADC Ambassador's Day					
Name of legal entity	Country	Overall project value (EUR)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
ASIAFCO srl	Belgium	10,000	50%	3	ESIPP	ESIPP	Sept. 2005	Altitude Graphics
Detailed description of project						Type of services provided		
<p>In view of the SADC Ambassadors Day, the SADC Business day, ESIPP requested the production of a brochure describing all SADC countries, their economies, investment opportunities, fiscal environment, etc, as well as the main organisations such as ESIPP, CDE, PRO€INVEST, etc. The brochure has been distributed for the occasion and is also used by the ESIPP programme and the SADC ambassadors.</p>						<p>Asiafco has been entrusted to produce the brochure, by doing researches on the 14 countries of the SADC region, update all information available, and to liaise with ambassadors. The design and printing has been taken care of by our partner Altitude Graphics.</p>		

Ref N° M28	Project title		Implementation of a database on financial institutions					
Name of legal entity	Country	Overall project value (EUR)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
ASIAFCO scr1	Belgium	20.000	100%	4	COLEACP-PIP	COLEACP-PIP	2004/Jan2005	
Detailed description of project						Type of services provided		
<p>The SME that export in the horticulture sector are facing the problem of financing of their investment and of getting additional support outside the intervention line of PIP; therefore the COLEACP-PIP has decided to implement a catalogue / database that present in a clear and practical way the possibilities of financing that are available through financing institutions that operate in the ACP countries (Africa, Caribbean, Pacific) for the SME/I, as well as services offered by other programmes and community organisations of support to the private sector ACP.</p>						<p>Asiafco, with its team of experts (senior, junior and one IT specialist) has done very precise researches in the field of financing through banks organisations, institutions, in Africa, Europe, and other, and did produce a comprehensive database (interactive in the future) which allow any enterprise that needs financing to find contacts and practical details on the possibilities of financing appropriately its project in its country or region.</p>		

Ref N° M27	Project title		CDE' Operational network Evaluation					
Name of legal entity	Country	Overall project value (EUR)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
ASIAFCO srl	All ACP countries	38.770	100 %	4	CDE	EDF	2004	
Detailed description of project						Type of services provided		
<p>Diagnosis study of CDE' operational network in ACP countries. The study comprises a diagnosis of the various levels of the network (Regional Coordination Offices, Decentralized Management Units, Antennas and Correspondents), the analysis of working relations and of the tasks share-out between these various levels, field missions in five ACP States and the elaboration of proposals to improve the network functioning.</p>						<p>Complete implementation of the study with a team of two senior experts and two junior experts.</p>		

Ref N° M26	Project title		Technical Information Pole on EU-ACP support programmes to private sector					
Name of legal entity	Country	Overall project value (EUR)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
ASIAFCO srl	West Africa	30.000	70%	2	PROINVEST	EDF	November 2002	CSA
Detailed description of project						Type of services provided		
Set up an Information Centre at the Agro-Ind 2002 meeting where ACP and EU companies have access to relevant information from PROINVEST, CDE, CTA, COLEACP, EU-ACP Business Assistance scheme, EIB, and other Financial Institutions, etc.						ASIAFCO was responsible for the logistical organization of a Technical Information Centre: six stands for the organizations invited; production of an informative brochure EU-ACP institutions attending the Agro-Ind meeting; implementation of an IT network system with internet access to relevant information on the WWW; animation of the information pole during one week		

Ref N° M25	Project title		Management Co-ordination and Monitoring of Agro-Ind 2002					
			Organisation and Logistics					
Name of legal entity	Country	Overall project value (EUR)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
ASIAFCO / CSA (grouping)	West Africa	459.910,00	80 %	15	European Commission / ECOWAS Secretariat	DG Dev B4	2002	CSA (Ireland) Germax (Germany)
Detailed description of project						Type of services provided		
<p>AGRO-IND 2002 is an international agro-business partnership meeting that brought together over 300 West African, European and third country companies to discuss potential co-operation and investment opportunities on over 100 pre-identified projects. 117 European investors interacted with over 220 African project promoters in a series of one-to-one meetings in Dakar on 4-7th November 2002.</p>						<p>The grouping ASIAFCO –CSA performed the following tasks:</p> <ul style="list-style-type: none"> • Project Management Unit for Agro-Ind 2002 responsible for ensuring that consultants working on logistics, secretariat, promotion in Europe, promotion in Africa and monitoring, are working effectively, within specified time frames, to the highest possible standards. Liaison and communication with all levels of local, regional and EU authorities. • Logistics and organisation preparation for the Agro-Ind, including management of local logistics, I.T. & Secretariat. • Logistical and protocol arrangements for Vice-President of Senegal and the Agriculture Ministers and their staff from 15 West African states. 		

Ref N° M24	Project title		Mid term evaluation of the EU-ACP Business Assistance Scheme (EBAS) programme					
Name of legal entity	Country	Overall project value (EUR)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
ASIAFCO srl	All ACP countries	98.767 EURO	100 %	4	EuropeAid	EDF	2001/2002	P. Paris
Detailed description of project						Type of services provided		
<p>EBAS (EU – ACP Business Assistance Scheme) is a 20 million Euro programme, designed to enhance the competitiveness of private sector enterprises in ACP through the provision of Business Development Services to enterprises.</p>						<p>The consultant developed the methodology and carried out the mid term evaluation of the EBAS programme</p> <p>The Consultant organised a BDS Working Group Meeting for <i>the Committee of Donor Agencies for Small Enterprise Development</i>, as part of the EBAS mid-term evaluation. The Consultant also reviewed and edited of the mid-term Evaluation Report. The Consultant provided the team of experts and backstopping (staff of 4).</p>		

Ref. N° M 23	Project title		Report on the progress of industrial cooperation between the EU and the ACP countries					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	All ACP	23.000	100%	5	European Commission - DG VIII	European Commission - DG VIII	1997-98	COTA and ESN (European Service Network)
Detailed description of the project						Type of provided services		
The report is intended to examine the provisions of the revised Lomé IV Convention for industrial cooperation, investment and businesses promotion and to analyze the actions taken by the EC, EIB and the CDI on this issue between September 1995 and June 1997.						Technical assistance		

Ref. N° M22	Project title		Mining Forum EU-West and Central Africa					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	Accra - Ghana	1.750.000	8%	1	European Commission - DG VIII	European Commission - DG VIII	1997-98	
Detailed description of the project						Type of provided services		
<p>The MINES'98 Forum is a businesses crossroad to expand investments, technology transfer and partnership in the mining sector of the Member States of ECOWAS (West Africa) and UDEAC (Central Africa).</p> <p>The project aims to bring together a hundred promoters of African mining projects and 100 to 150 investors and industrial partners of the European Union, North America, South Africa and Australia on previously identified business proposals</p> <p>Participants received comprehensive information on the mining sector in the region and received a follow-up of the agreements they had made.</p>						<p>ASIAFCO was responsible for:</p> <ol style="list-style-type: none"> 1. Coordination, organization and supervision of all activities related to the logistics of the Forum in Accra (transport, housing registration of participants, layout of the premises and equipment, organization of the course of the Forum, information technology of inter-companies,...) 2. To assist the Project Management Committee in all the tasks of implementation and supervision of the project. 		

Ref. N° M 21	Project title		Product and development of high value-added coir products with special reference to rubberized coir and coir geotextiles					
Name of the legal entity	Country	Global amount of the project (US\$)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	India – Sri Lanka – Europe	40.000	100%	1	I.T.C. - International Trade Centre UNCTAD / WTO	I.T.C. - International Trade Centre UNCTAD / WTO	1997-98	SANGAM
Detailed description of the project						Type of provided services		
<p>The study consisted of: 1° contacts with manufacturers in India and Sri Lanka to prepare a "catalog" of existing products (RCP, geotextiles and coco peat); 2° contacts with major buyers in Europe to present all existing products; 3° order of samples - depending on the interest of European - to manufacturers in India and Sri Lanka; 4° transporting these samples to potential buyers; 5° visit to potential buyers in order to obtain their feedback on samples; 6° prepare a report and promotional brochures on the studied products.</p>						<p>A twenty producers in India and Sri Lanka and twenty potential buyers across Europe have actively participated in the study. Each European buyer was interviewed individually.</p>		

Ref. N° M 20	Project title		Study on the organization of an industry and trade development programme in the Indian Ocean					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	Madagascar - Mauritius - Comoros - Seychelles	20.000	100%	1	European Commission - DGVIII	European Commission - DGVIII	1997-98	SOGEP
Detailed description of the project						Type of provided services		
The study aimed to prepare a regional program (over 5 years) of investment promotion, technology transfer and partnership agreements between enterprises of the European Union and companies in the Indian Ocean region. The experts identified the sectors and business needs as well as local support structures for the implementation of the program.						A mission of a month in the countries of the IOC was performed in collaboration with a team of EU and ACP experts.		

Ref. N° M 19	Project title		Pilot project of accompanying sectoral forums : EU-SADC Mining Forum, MAT-CONSTRUCT'95 and AGRO-IND'95 (FACT Fund)					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	West Africa / Central and Southern	400.000	20.4%	1	European Commission - DV VIII in association with the CDI	European Commission - DV VIII in association with the CDI	1996-98	The project is being conducted in collaboration with the ACP offices in charge of the forums' preparation in Africa
Detailed description of the project						Type of provided services		
<p>Three Industrial Sectorial Forums - bringing more than 700 businesses together - have been organized in 1994 and 1995 in Africa: 1° EU-SADC Mining Forum (Southern Africa), 2° MAT-CONSTRUCT'95 (Central Africa) and 3 AGRO-IND'95 (West Africa). The pilot project of assistance and monitoring was introduced in August 96 in favor of companies that presented business proposals (about 530) at these meetings.</p> <p>The operation of the project consists of three main components:</p> <ul style="list-style-type: none"> - The network of ACP consultants responsible for identifying business needs; - Experts of the CDI to assess and prepare interventions; - A fund for technical support (FACT) of 418,400 ECU to finance the accompanying actions with the CDI and the beneficiary companies. 						<p>Assist the organizers of the three sectoral forums above to identify, plan, prepare, implement and monitor actions to support business proposals promoted through these forums and the administration of FACT funds.</p>		

Ref. N° M 18	Project title		International Seminar - "Highway Management Initiatives" for the countries of West Africa					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	Abidjan, Ivory Coast, Hotel Intercontinental	540.466	100%	1	European commission – World bank	European commission – World bank	2 – 6 June 1997	
Detailed description of the project						Type of provided services		
General planning and co-ordination of the project, management of a multidisciplinary team of 10 consultants, production of documentation, logistics organisation, chairmanship of specialised workshops using 7 different facilitators.								

Ref. N° M17	Project title		Seminar on Road Maintenance Initiative (IGR) for the ECOWAS countries					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	Abidjan – Ivory Coast	540.466	100%	1	European Commission - DG VIII	European Commission - DG VIII	1997	P.C.M. (UE - ACP - team of moderators of the seminar), Symposia Consult (Ivory Coast - interpretation - translation - reproduction), B.A.T. (Belgium – transport –
Detailed description of the project						Type of provided services		
<p>At the initiative of ECOWAS, the European Commission and the World Bank, a regional road seminar was organized for West Africa to develop a reform program for the roads maintenance and management in the region. The seminar held during one week (from 2 to 6 June 97) brought together participants (public sector and private sector) from 15 countries of ECOWAS as well as Angola and Zambia.</p> <p>The seminar attracted over two hundred participants mainly from West Africa. Despite a particularly heavy program were presentations in plenary sessions and workshops led by the moderators' team alternated, the quality of the seminar was at an excellent level. The investigation on the last day of the seminar reflects the participants' satisfaction.</p>						<p>The multidisciplinary team established by ASIAFCO provided all the tasks of preparation, logistics, facilitation and monitoring of the seminar: planning, relationships with sponsors and with sub-contractors, preparation and translation of all documentation, invitations, transportation and accommodation for 230 participants, logistics of the seminar in Abidjan (information technology, translation, simultaneous interpretation, protocol animation,...), seminars by a team of 7 moderators - facilitators, production of final reports.</p>		

Ref. N° M 16	Project title		3 Reports on industrial cooperation and investment flows between the EEC and the ACP					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	All ACP	88.413	100%	1	European Commission - DG VIII	European Commission - DG VIII	1993 – 1994 – 1996 - 1997	
Detailed description of the project						Type of provided services		
<p>The fourth Lomé Convention stipulates that the European Commission prepares regular reports to provide concrete information and specific details about the progress on industrial cooperation (European Commission, CDI and BEI) on one hand and the investment growth flow between the EU and the ACP on the other hand.</p> <p>The project was to collect statistical data to process and to analyze them in order to highlight the main trends of investment flows to developing countries, ACP and subsets ACP (oil producers, tax free zones, geographical distribution of investment flows, ...)</p>						<p>ASIAFCO assisted the Commission in preparing the second edition of the 3 reports on industrial cooperation and investment flows between the EEC and the AP countries.</p> <p>ASIAFCO experts were entrusted with the drafting and edition of these reports that have been developed in close consultation with the concerned departments of the OECD, the European Commission, the CDI and the EIB.</p> <p>ASIAFCO was also responsible for the preparation of statistical and documentary research, data analysis and drafting of the "1996 Report on growth of investment flows between the EU and the ACP States". This fourth edition of the report has been enriched with a chapter on barriers to investment and a journalistic summary.</p>		

Ref. N° M15	Project title		Promotional brochure on the EU-ACP Industrial Sector Forums					
Name of the legal entity	Country	Global amount of the project (EUR)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	All ACP	12.000	100%	1	European Commission - DG VIII	European Commission - DG VIII	1996	European Service Network (BE)
Detailed description of the project						Type of provided services		
<p>Production of a general promotional brochure on the EU-ACP industry sector forums. The brochure aims to raise awareness among ACP and EU concerned about the possibilities offered by the Lomé Convention (in particular the European Commission and the CDI) on investment promotion and business cooperation.</p> <p>The brochure is regularly used in the promotion of sectoral forums framework.</p>						<p>ASIAFCO was responsible for the production of the 8-page brochure in English and in French: gathering information, drafting, translation, graphic design, layout and coordination of printing jobs. This work was carried out in collaboration with the ESN.</p>		

Ref. N° M14	Project title		Consultative Council of Industrial Cooperation Committee: Organization of the meeting and preparation of reports.					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	All ACP	218.130	100%	1	European Commission - DG VIII	European Commission - DG VIII	1995-96	
Detailed description of the project						Type of provided services		
<p>The Consultative Council of Industrial Cooperation Committee is a group of 24 ACP and EU industry experts meeting annually in particular to assess the progress on industrial cooperation and to analyze the evolution of investment flows between the EU and the ACP.</p> <p>The project was to prepare reports on these subjects and organizing the expert meeting in Addis Ababa (Ethiopia).</p> <p>The meeting of the Consultative Council was held in Addis Ababa from 6 to 8 November 1995. Members of the Consultative Council discussed the reports prepared by experts from ASIAFCO and drew a series of conclusions and recommendations to the Industrial Cooperation Committee.</p>						<p>ASIAFCO was responsible for organizing the third meeting of the Consultative Council (invitations, sending reports, travel arrangements and accommodation of participants, logistical arrangements for the meeting in Addis Ababa, producing a final report) and assist the EC in the preparation, translation and printing of reports on industrial cooperation and investment flows between the EU and ACP countries.</p>		

Ref. N° M13	Project title		MAT-CONSTRUCT'95 Forum - Planning and coordination of all activities of the Forum - (Libreville, Gabon)					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	Gabon	1.300.000	7%	1	European Commission - DG VIII	European Commission - DG VIII	1995	
Detailed description of the project						Type of provided services		
<p>The MAT-CONSTRUCT'95 Forum is a four days Industrial sector Forum between the European Union countries and Central Africa. Its purpose is twofold: 1° encourage cooperation between European and Central African enterprises and between businesses in Central Africa by holding bilateral meetings on previously identified partnership proposals in the material construction sector - BTP, 2° to provide companies with new and exclusive information on the current situation and the potential of Central Africa.</p> <p>The MAT-CONSTRUCT Forum held in Libreville in October 1995 allowed 162 ACP and EU participants to meet around 143 selected business proposals. More than 500 international businesses appointments were registered and fifty memoranda of agreements were reached during the Forum. A study of the building materials' sector has been prepared and distributed to the participants.</p>						<p>In this project, ASIAFCO provided technical assistance focusing on the planning and coordination of all activities of the Forum: support for the project's preparation, planning activities, preparation of promotional materials and standardized documents, databases, organization of meetings, selection of participating companies, centralization and diffusion of promotional materials, advocacy, and organization of the evaluation.</p>		

Ref. N° M12	Project title		AGRO-IND'95 Forum - Coordination and promotion of the EU-West Africa Industrial Forum - 1995 - (Dakar, Senegal)					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	Burkina Faso, Mali, Mauritania, Niger, Senegal	1.500.000	9%	6	European Commission - DG VIII	European Commission - DG VIII	1995	TAPSOBA Office (Burkina) ; CAPES (Mali) ; Mauritanie 2000 (Mauritania) ; Boubakar Soumaré (Niger)
Detailed description of the project						Type of provided services		
<p>AGRO IND'95 is a forum devoted to the agro-industrial sector in West Africa. The main objective of this Forum is to increase the contribution of private enterprises in beneficial developing countries. Most days of the Forum is dedicated to the organization of meetings between European and West Africa to negotiate partnership agreements around pre-identified business proposals.</p> <p>All tasks to support the overall coordination have been carried out. The Forum was held in November 1995 in Dakar: 262 participants attended the Forum, 1267 meetings were held, 93 memoranda of understanding were signed and 15 companies have already received a FACT follow up support. The results of the Forum were considered very positive by most participants.</p> <p>ASIAFCO's promotion in the four ECOWAS countries resulted in the identification of 56 proposals for cooperation and a quarantine of entrepreneurs of these countries have actually participated in the Forum.</p>						<p>ASIAFCO was responsible for:</p> <ul style="list-style-type: none"> - Providing support for the overall coordination of the EU Industrial Forum - West Africa 1995 - Promoting the Forum in Burkina Faso, Mali, Mauritania and Niger in collaboration with local consultants and organizing the participation of 4 country delegations. 		

Ref. N° M11	Project title		Consultative Council of the Industrial Cooperation Committee					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	All ACP	139.000	24%	1	European Commission - DG VIII	European Commission - DG VIII	1994	
Detailed description of the project						Type of provided services		
<p>Organization of the second meeting of the Consultative Council of the Industrial Cooperation Committee, 20 and 21 June 1994 in Brussels. The Consultative Council is a group of 24 ACP and EU industry experts meeting annually to assess the progress of industrial cooperation and to analyze the evolution of investment flows between the EU and the ACP.</p> <p>The meeting of the Consultative Council was held in Brussels on 20 and 21 June 1994. Members of the Consultative Council discussed the reports prepared by experts from ASIAFCO and draw a series of conclusions and recommendations to the attention of the Industrial Cooperation Committee.</p>						<p>The organization of this meeting was mainly focused on:</p> <ul style="list-style-type: none"> - the preparation and diffusion of all necessary documents towards the participants - ensuring logistics of the meeting (interpretation, translation, secretarial, office work,...) - the organization of the travel and accommodation expenses - The preparation and diffusion of the final recommendation documents. 		

Ref. N° M 10	Project title		DAKAR'92 Promotion Forum in Burkina Faso, Mali, Mauritania, Niger					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	Burkina Faso, Mali, Mauritania, Niger, Senegal	1.200.000	6%	1	AEC on behalf of the European Commission - DG VIII	European Commission - DG VIII	1992	
Detailed description of the project						Type of provided services		
<p>This multisectoral Forum was organized by ECOWAS and the European Commission with the assistance of the CDI. It was held in DAKAR (SENEGAL) in December 1992 and attracted over 550 participants from West Africa and Europe.</p> <p>For the 4 countries covered by ASIAFCO and their ACP partners, 73 projects and business proposals were selected, four economic guides / countries were prepared, 78 entrepreneurs and developers attended the forum and 12 letters of intent were signed.</p>						<p>ASIAFCO was responsible for the preparation and monitoring of the first forum in the four countries mentioned above:</p> <ul style="list-style-type: none"> - Identification missions of business proposals from existing and new projects by entrepreneurs; -Promotion of the Forum in these 4 countries; - Technical assistance to entrepreneurs and selected developers; - First follow-up of contacts. 		

Ref. N° M 9	Project title		Preparation of an evaluation and updates of industrial cooperation proposals of the EEC.					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	European Union	14.700	100%	1	CDI	CDI	1991-92	
Detailed description of the project						Type of provided services		
<p>Expertise in the preparation of an evaluation program and update of proposals for the cooperation of industrial companies of the EEC with the CDI file:</p> <ul style="list-style-type: none"> - Development of a methodology, definition of selection criteria, analysis of 400 existing proposals, development of a questionnaire survey,.. - Test phase of the program developed through interviews with thirty Belgian companies from de CDI file - Elaboration of a guide and a manual of procedures for the use of the CDI <p>The program has been adopted and implemented at the CDI.</p>						<p>Availability of a team of consultants specialized in industrial promotion for the attainment of the expertise at the headquarters of the CDI and companies in Belgium.</p> <p>2 men/month</p>		

Ref. N° M 8	Project title		Preparatory study on the organization of an agro-industrial forum in East Africa - CEE/ZEP (Bujumbura - Burundi)					
Name of the legal entity	Country	Global amount of the project (EUR)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	East Africa	21.500	100%	1	AEC on behalf of the European Commission - DG VIII	European Commission - DG VIII	1992	
Detailed description of the project						Type of provided services		
<p>The project aims to promote cooperation and business between the companies related to agro-industrial sector of the EEC and the PTA sub region (Preferential Trade Area). It addresses both industrial and commercial enterprises and services with particular emphasis on small and medium-scale enterprises related to various branches of processing of agricultural products, livestock and fisheries.</p> <p>The study was conducted but the project has not emerged because of unrest in the region.</p>						<p>ASIAFCO provided technical assistance to assist the Commission to define and clarify the critical elements of the Forum's organization and to prepare a record on the preparatory organization material of this Forum. The main tasks were to: 1° study the infrastructure and facilities required of the host city of the Forum, 2° identify the local organization that could be responsible for the logistics and material of the Forum in the host city, 3° identify national and/or possible regional support for the promotion of the Forum in East Africa, 4° define the agro-industrial activities and the businesses' types covered by the Forum, 5° make proposals on elements of the organization of the Forum.</p>		

Ref. N° M7	Project title		Promotional video on the EEC and ACP Industrial Forums					
Name of the legal entity	Country	Global amount of the project (EUR)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	Senegal, Gabon	60.160	100%	3	European Association for Cooperation (A.E.C.) on behalf of the CEC	European Association for Cooperation (A.E.C.) on behalf of the CEC	1991-92	OBJECTIF VIDEO (B)
Detailed description of the project						Type of provided services		
<p>Production of a promotional video about the EEC and ACP Industrial Forums to be used for promotional support for forums in Africa and Europe.</p> <p>The promotional film was widely used in the promotion of forums starting in 1993.</p>						<p>ASIAFCO and OBJECTIVE VIDEO assured different tasks in the production of the film, namely:</p> <ul style="list-style-type: none"> - Scenario development - Recruitment of a team and shooting film sequences in Libreville and Dakar at the FICAC'91 and DAKAR'92 Forums - Editing, sound system, translation and duplication of the film 		

Ref. N° M 6	Project title		Analysis of records of application, pre-feasibility studies and project evaluation					
Name of the legal entity	Country	Global amount of the project (EUR)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	All ACP	12.000	100%	1	Center for Industrial Development	Center for Industrial Development	1991	
Detailed description of the project						Type of provided services		
Analysis of various records lodged by ACP promoters and EEC companies in order to obtain assistance from the CDI. The work was to analyze and evaluate records for possible CDI assistance.						Availability of experts at the headquarters of the CDI for the above tasks.		

Ref. N° M 5	Project title		Follow-up of the Industrial Forum of Central Africa - FICAC'89					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	Central Africa	76.500	100%	1	CDI	CDI	1990-91	
Detailed description of the project						Type of provided services		
<p>The FICAC is a meeting where business leaders from countries of Central Africa and from countries of the European Community establish contacts, exchange information with a view to concretize cooperation operations around previously identified ACP and EEC business proposals.</p> <p>The project's objective is to make contact with all the promoters of African and European companies that participated in the Forum to take stock of current projects, evaluate results and formulate action proposals for possible assistance of the CDI.</p> <p>All data were entered into a database and monitoring forms with records were sent to the CDI for action.</p>						<p>ASIAFCO was responsible for monitoring the Forum in Central Africa (+ Angola). The monitoring was designed to: 1° meet individually each sponsor to determine the status of projects submitted to the Forum, 2° identify the assistance needs for the best projects, 3° evaluate the impact of the Forum on various presented projects, and 4° collect information on the projects and their promoters.</p> <p>ASIAFCO has established an ACP and CEC team of experts to track the follow-up of the Forum in Europe (sending questionnaires, telephone contacts, visits to the most motivated) and in Africa (field missions across 11 countries of Central Africa, sending questionnaires, visits to sponsors, formulation of proposals for later assistance).</p>		

Ref. N° M 4	Project title		Promotion of the Industrial Forum of West Africa - Dakar'90 Burkina Faso, Ghana, Mali, Niger, Togo					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	Burkina Faso, Ghana, Mali, Niger, Togo, Senegal	965.000	7%	1	AEC on behalf of the European Commission - DG VIII	European Commission - DG VIII	1990-91	Tapsoba Office (Burkina Faso) ; N.I.B. (Ghana) ; C.E.P.I. (Mali) ; Mr. Boubakar Soumaré (Niger) ; E.B.C.S. (Togo)
Detailed description of the project						Type of provided services		
<p>This multisectoral Forum was organized by ECOWAS and the European Commission with the CDI and the UNIDO. It was held in Dakar (Senegal) from 3 to 6 December 1990 and brought together 541 participants including 248 from West Africa, 259 from Europe and 34 representatives of international institutions and agencies.</p> <p>The delegations of the five countries covered by ASIAFCO totaled 77 participants, which is approximately 50% of the total of non-Senegalese African participants.</p>						<p>ASIAFCO was responsible for the preparation and monitoring of the first forum in the five countries mentioned above:</p> <ul style="list-style-type: none"> - Tasks of identification and evaluation of projects / developers to submit to the Forum; - Promotion of the Forum in these 5 countries; - Assistance to sponsors during the preparation and during the Forum; - Participants' survey and first follow-up negotiations and contacts 		

Ref. N° M 3	Project title		Identification of industrial projects in Chad and Central African Republic					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	Chad - RCA	13.000	100%	1	CDI	CDI	Before 1990	
Detailed description of the project						Type of provided services		
Identification of industrial projects in Chad and Central African Republic						Technical assistance		

Ref. N° M 2	Project title		FICAC'89 - CEE Industrial Forum - Central Africa					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	Angola, Sao Tome & Principe, Gabon, Equatorial Guinea	54.290	100%	1	European Association for Cooperation (EAC) on behalf of the CEC	CEC	Before 1990	
Detailed description of the project						Type of provided services		
ASIAFCO was responsible for: <ul style="list-style-type: none"> - The identification of projects and/or industrial developers in four countries - Promotion of the Forum (FICAC'89) in the concerned States. - Assistance to invited promoters for the preparation and participation in the Forum - First follow-up of the post-forum developers. 						Technical assistance with a team of international and local consultants.		

Ref. N° M 1	Project title		Study on the industrial potential of African countries					
Name of the legal entity	Country	Global amount of the project (ECU)	Proportion allotted to the candidate (%)	Nb of affected people	Name of the client	Origin of the financing	Dates (begin/end)	Name of the possible partners
ASIAFCO srl	Mauritania, Guinea, Djibouti, Mali, Burkina Faso, Seychelles, Comoros, Djibouti, Chad, Cameroon, Zaire	65.560	100%	1	I.E.D. asbl ou DALDRUP bv by country	C.D.I. - Center for Industrial Development	Before 1990	
Detailed description of the project						Type of provided services		
These surveys were designed to evaluate specific opportunities for industrial development in these countries, given the existing economic factors and government policies in force. The surveys included proposals to realize industrial projects interesting the PMI and recommendations for the national industrial policies.						Short term expertise in each of the countries.		