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SECTION 1 – PRESENTATION OF THE COMPANY

1.1 - PRESENTATION OF THE COMPANY

Formaper is an Agency of the Chamber of Commerce of Milan, the largest in Italy for the number of registered enterprises amounting to over 330,000 firms. Formaper institutional task is to contribute to the development of the entrepreneurial culture. Activities performed by Formaper respond to the widespread demand of services from entrepreneurs and would be entrepreneurs at local and international level. Formaper national activities are organised into three areas of services to enterprises: Orientation, New Enterprise, Small Enterprise, which work linked to the research and international area. Formaper international consulting activity, delivered in in countries in economic transition and developing countries, covers fields of expertise as SMEs development, human resources training and regional development. Formaper has 48 permanent staff and is certified ISO 9001

1.2 – ACTIVITY OF THE COMPANY

Managerial training - Courses addressed to SMEs, newly established enterprises and self-employed people, focused on competences development for effective and efficient management of enterprises as well as strengthening of their organizational structure.

European Social Fund training courses Innovative and active training measures for the promotion of employability

Programmes including information **desks** and **customised assistance** are carried out for specific targets: women, young people, immigrants, family business or specific issues Corporate Social Responsibility, Fair Trade, Social inclusion.

International long and short-term technical assistance, financed mainly from EU, including backstopping services and overall project management

1.3 – KEY PROJECTS/KNOWLEDGE AREAS

ESF Structural Funds-Saturno Global Grant the aim of the programme is to strengthen **regional development** setting up high quality services in training, information and assistance to newly set up SMEs, would be entrepreneurs and family business through a Grant Scheme and a Voucher Counselling scheme

New Enterprise Information Desks - Through the 12 New Enterprise desks, spread in Lombardy Region, Formaper supplies free of charge information on business start up and evaluate the initial entrepreneurial idea.

Women Entrepreneurship - Formaper has build a targeted integrated model of support including mentoring services and empowerment actions

E-Learning Competence Development System – Organization of on-line courses, e-training initiatives, workshops, seminars, support services

International Exchanges Programmes for young graduates, managers, staff of foreign Chambers of Commerce.

1.4 – INTERNATIONAL PARTNERSHIPS

Besides maintaining a large network of contacts and collaborations with Chambers of Commerce, centres for the development of SMEs and foreign Universities, FORMAPER participates in numerous multilateral discussion centres on themes of enterprise development: Executive Committee of the Entrepreneurship, Innovation and Small Business Network of the European Foundation for Management Development (EFMD).

FORMAPER is currently involved in the MENA-OECD Investment Programme, promoting policies for enterprise development support in Middle East and North African countries. Formaper is constantly in touch with the major private European consulting firms active in on international cooperation sector for joint participation on international financed projects.

SECTION 2 – SELECTED INTERNATIONAL EXPERIENCES

COUNTRY	PROJECT	DATE	FUNDING AGENCY
	East, South East Europe		
Serbia	"TEODORA" - In the framework of "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 and implemented a partnership programme aimed at developing new services dedicated to support female entrepreneurship and to strengthen the image of women in business	FROM 2004 TO 2005	European Commission CARDS Programme – Eurochambres
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	European Commission PHARE - Cross Border Programme
FYROM	Entrepreneurship development in FYROM The objective of the project was to provide the staff of the Workers University with the skills to analyze the training needs of enterprises, and to prepare, design and deliver targeted courses. 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
Belarus, BiH, Bulgaria, Croatia, CzechRep, FYROM, Moldova, Hungary, Poland, Slovenia, Ukraine	Central European Initiative – Training of Trainers Programme The Programme was aimed to reinforce the existing or create new capabilities in entrepreneurial training and support at the involved Chambers of Commerce, through a 4 weeks training the trainers/consultants programme, with a specific focus on services to support the creation (business planning advice) and development of SMEs. A study visit in Italy was organized after the training in Ljubljana and Budapest.	FROM 2000 TO 2000	Italian Ministry of Foreign Affairs Law 212/92
Armenia and EU countries	ENTERPRISE INCUBATOR PROJECT - Training Program for Armenian IT Company Owners/Top Level Managers The Project was financed by the credit line received by Government of Armenia (GoA) from the International Development Association. Within this framework. Armenia together with the World Bank (WB) has 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. The purpose of the Project - is the organization of internships for Armenian technology company' owners/top-level managers within successful West European IT companies and/or Incubators	FROM 2004 TO 2005	World Bank
Russia, Ukraine, Uzbekistan, Mongolia, Azerbaijan, Kazakhstan, Moldova, Kyrgyzstan and EU countries	MTP –NIS I and II Managers' Training Programme The TACIS Manager's Training Programme (MTP) I and II was the largest training programme financed by the European Union (EU). The implementing consortium consisted of European partners from Finland, France, United Kingdom, Italy Austria, Spain and Germany. The participants came from NIS: Russian Federation, Ukraine, Uzbekistan, Mongolia, Azerbaijan, Kazakhstan, Moldova, 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 management projects.	FROM 1999 TO 2003	European Commission -TACIS Programme
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 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 Federal Commission
Russian Federation	MDSF fund - Implementation of new knowledge and skills (EU - TACIS Managers Training Programme) The overall objective of the project was to support trainees and their home companies who 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	Administrative Reform II – Improvement in Public Expenditure Management/Civil Service Training - Lot 2 The overall objective of the project was 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. The second lot was aimed at improving public expenditure management which included to train 140 civil servants chosen among the Federal Public Administration in, <i>inter alia</i> , performance oriented budgeting and management, mid-term and performance oriented policy planning, strategic planning, input output and outcome assessment, practical benchmarking and reporting and internal auditing.	FROM 01/07/05 TO 31/12/06	European Commission – TACIS Programme
Russia and Ukraine	Evaluation of the Project “Entrepreneurship in Education and Training” in Russia and Ukraine The project was 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 labour market and the economy	FROM 2005 TO 2005	European Training Foundation
	Asia		
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, a forum of organisations committed to fair trade in the handicraft sector located in Kathmandu, Nepal.	FROM 02/ 2006 TO 02/2008	European Commission ASIA INVEST
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	European Commission EUFORINDIA
Bali - Indonesia	Euro-Bali Export network The overall 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 2004 TO 12/2006	European Commission ASIA INVEST
India	Improving the business development support and counselling skills for pro poor micro and small enterprises (MSEs) in tsunami affected districts of Kerala The aim of this 30-month project is to support Kudumbashree (an Indian intermediary business organization) and their team of 350 Micro Enterprise Consultants (MECs) to develop high quality, effective business development and counselling skills for pro-poor micro and small enterprises (MSEs) so that they are able to access European markets effectively. Business development and counseling services are crucial if MSEs are to improve their business performance, increase their business skills, and enhance their ability to analyze and manage their own business problems.	FROM 02/ 2006 TO 08/2008	European Commission ASIA INVEST
	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 improvement of the services provided to Latin American SMEs with the aim to enhance sustainable commercial relationships between Latin America and the EU. Specifically, the aim was to straighten 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, furthermore how to participate in a national or international fair.	FROM 2005 TO 2005	European Union 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 respond to the needs of would be entrepreneurs and entrepreneurs in the area. To reach the wider objective the activities implemented were: 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	AL Eurochambres

Argentina	Training course for local development experts in Argentina Under the 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. The first edition took place in Azul, the second in Brandsen and involved around 50 participants.	FROM 2001 TO 2001	Italian Ministry of Foreign Affairs
Mediterranean			
Morocco	Mise en route du centre technique du textile et de l'habillement (ctth) 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. Activities are envisaged to ensure technology transfer, formulation of a methodological approach for the industrial appraisal and to develop competences of the teams of the CTTH. Emphasis on technical assistance is given to the start-up of the physical and chemical laboratories and to the fitting and clothing	FROM 03/2006 TO 12/2007	European Commission Europe Aid
Morocco Tunisia Italy Spain	Training programme for networking between European enterprises and young professionals from Maghreb The project objective was to contribute to the enhancement of the economic and socio-cultural relations between the selected European regions (Catalogne, Lombardy and Andalusy), and those of the Southern basin of the Mediterranean (Tunisia and Morocco). In each region young professional immigrants had the opportunity to participate in training courses on how to start up a business and how to import export, to start a business with their countries of origin.	FROM 01/01/2003 TO 12/12/2004	European Commission FESR Interreg III
Morocco	Women Enterprise Creation Need Analysis to set up an information and training Centre for would be entrepreneurs at the Rabat Chamber of Commerce.	FROM 2000 TO 2000	Eurochambres – Archimede Program
Tunisia Morocco Spain Italy France Hungary Poland Romania	Note Argumentaire comparative sur le secteur de la Plasturgie The project was 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	European Commission Framework Contract AMS/451 – Lot 10
Egypt	Developing the Export Capacity of Egyptian Own Brand Textiles The objective was 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 included collaboration with appropriate European design institutes.	FROM 07/2004 TO 01/2006	European Commission MEDA Programme
Egypt	EJBAcademy - Designing new initiatives to promote entrepreneurial culture Project objective was to support the Egyptian Junior Business (EJB) Association in designing innovative services which would fostered 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	European Commission MEDA Programme - Eurochambres
Other			
Canada EU Countries	Acadia –UE – 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 organise five-month internship session in Small and Medium Enterprises in Canada.	FROM 2000 TO 2002	European Commission