



Over 15 years
of experience
in 50 countries

Over 100 partners
in related fields

Over 200 assignments

COMPANY BRIEF

Established in 1991, European Profiles is an international consultancy based in Athens, Greece, with presence in over 50 countries around the globe. We offer advice and assistance to public and private institutions on a wide spectrum of domains spanning from economic and social development to hands-on support to businesses.

Since our establishment we have provided services to numerous institutional clients in transition and developing economies through the implementation of complex Technical Assistance projects financed by the EU, the World Bank and other international donors. We have also assisted entities from the Private Sector in their efforts for expansion and growth.

European Profiles excellence in service provision is underpinned by our commitment to create value for our clients leading to a positive lasting impact. With sustainable growth over the years, a turnover of € 11 million in 2008 and sound financial health, we are positioned among the major European consultancies.

OUR VISION

We seek to forge relations of trust between us and our clients by delivering solutions that will serve as benchmarks in their respective fields.

We thrive to be perceived as a strong and reliable partner that focuses on quality and delivers lasting results.

Our vision is to be established as the consultancy of choice for developing and transition economies.



We share
our knowledge
and expertise
in the best
possible way

AREAS OF FOCUS

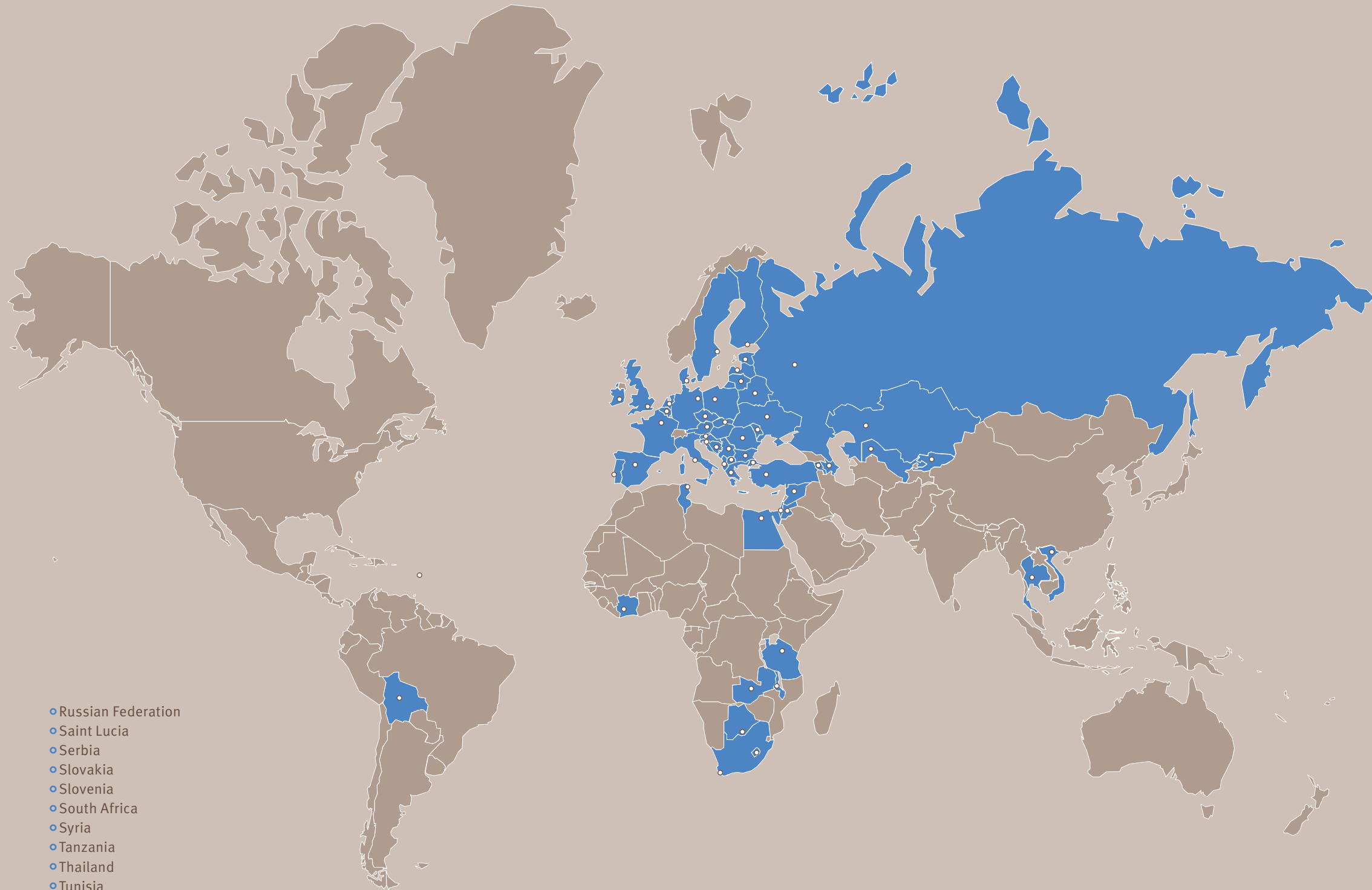
We work closely with our clients in the Public and Private Sector to deliver positive lasting impact through our assignments. Our main areas of focus are:

PUBLIC SECTOR

- EU Legal Approximation
- Social Care and Welfare Development
- Employment Policy
- Vocational Education and Training
- Local and Regional Development
- Development of Small & Medium Enterprises
- Consumer Protection Policy
- Establishment and Restructuring of Public Institutions

PRIVATE SECTOR

- Market Research and Analysis
- Business Plans and Feasibility Studies
- Exploration of Business Opportunities in Developing Markets
- Applied Research Projects



PRESENCE IN

- Albania
- Armenia
- Azerbaijan
- Belarus
- Bolivia
- Bosnia & Herzegovina
- Botswana
- Bulgaria
- Croatia
- Czech Republic
- Egypt
- EU 25
- FYR of Macedonia
- Greece
- Hungary
- Ivory Coast
- Jordan
- Kazakhstan
- Kosovo
- Kyrgyzstan
- Lebanon
- Lesotho
- Lithuania
- Malawi
- Moldova
- Montenegro
- Poland
- Romania
- Russian Federation
- Saint Lucia
- Serbia
- Slovakia
- Slovenia
- South Africa
- Syria
- Tanzania
- Thailand
- Tunisia
- Turkey
- Ukraine
- Uzbekistan
- Vietnam
- Zambia



We deliver solutions that serve as benchmarks in their respective fields

SELECTED ASSIGNMENTS

PRIVATE SECTOR

We provided support to more than 50 entities in the private sector. Our clients include **major players of the industry and the banking sector** (from Greece and abroad), Federations of Professional Bodies (e.g. Federation of Greek Informatics, Union of Agricultural Co operations of Greece) as well as **Small & Medium Enterprises** in their efforts for expansion and growth. Our main contributions to private sector businesses is the **articulation of business and marketing plans** and the **development of feasibility studies** for investment projects in various industrial sectors. We also focus in exploration on behalf of our clients for **business opportunities in markets of Eastern Europe, Africa, and Central Asia.**

VOCATIONAL EDUCATION AND TRAINING

Since 2008, we have been assisting the **government of Egypt** in the implementation of the national VET reform. Focusing on the development of a demand driven vocational education and training system in **12 sectors** (ready made garment, food processing, engineering, building and construction materials, wood & furniture, building and construction, tourism, chemical, leather tanning and leather goods, media and printing), we have worked closely with the national authorities to establish the **relevant occupational standards, safeguarding their accreditation and certification and played a leading role in the strengthening of the national VET Centers.** Most crucially, our assistance is focusing on **building the capacity of 4000 Egyptian officials** in modern methodologies and tools of training development and delivery.

EU MEDA Programme, 2008-2011

LOCAL AND REGIONAL DEVELOPMENT

From **2000 to 2008** we acted as technical advisors to the **National Coordination Unit (NCU) of Russia** which is the main administrative structure for the coordination of international donors' technical assistance to the country. We advised the **central**

Moscow NCU structure to formulate and develop national strategy and annual action programmes in the context of the EU-Russia cooperation framework. **At the regional level, we set up and operated on behalf of the NCU a network of 12 Local Support Offices (LSOs)** in various locations of Russia. We supported and guided the LSOs to act as information relay centres, to facilitate local civil society institutions accessing the EU technical assistance programmes and, to coordinate with the central NCU structure the planning exercise.

EU TACIS Programme, 2000-2008

We are currently implementing an EC-financed Project since 2008 as advisors to the **Government of Botswana** in **strengthening the capacity for community development** in the Ministry of Local Government and Councils. The Project will assist in reducing poverty and **improving the livelihoods of the poor and disadvantaged sections of the population**, including youth and women. As part of its scope the Project will **strengthen the capacity of the Ministry of Local Government and the District Councils to address community development** as a key performance area of the Ministry's Department of Social Services (DSS), Councils' Departments of Social and Community Development, and Councils' Remote Area Development Programmes. Moreover, and as part of the Project scope, we will assist in the definition of a set of reformulated, pilot tested and mainstreamed intervention strategies and programmes, and in the **revitalisation of integrated extension services to be provided to the rural communities of Botswana.**

EU EDF Programme, 2008-2012

ESTABLISHMENT AND RESTRUCTURING OF PUBLIC INSTITUTIONS

European Profiles contributed actively in the **reform of the judicial sector in Bosnia and Herzegovina.** Between 2003 and 2005, we assisted the High Judicial and Prosecutorial Council in the **organisational re-design of the prosecutorial**

service and the re-structuring of the prosecutors offices, including the elaboration of internal rules and procedures; we also designed the hierarchy system of the service and the career paths of the prosecutors. And, a novel element of European Profiles approach involved the development of a **case management system** with a customised electronic application for the handling of criminal cases.

EU CARDS Programme, 2003-2005

SOCIAL CARE AND WELFARE DEVELOPMENT

Since July 2008, European Profiles has been providing Technical Assistance to the **Ministry of Labour and Social Policy of Ukraine** towards the **modernisation of the social benefits system,** through the development of a mid-term strategy for improving this system. We provide support to the Ministry in developing advanced models and tools for projecting budget allocations for **social protection benefits,** as well as in advancing short and longer-term scenarios for social benefit system modernisation, oriented towards optimisation and increased efficiency of existing budget resources. Our support will contribute in **increasing the capacity of the Ministry of Labour and Social Policy for conducting policy analysis and forecasting in the field of social benefits.**

EU TACIS Programme, 2008-2010

EU LEGAL APPROXIMATION

For over two years, we have provided support to the **Government of Moldova** towards the implementation of the **Partnership and Cooperation Agreement (PCA)** as well as the **European Neighbourhood Policy Action Plan (ENP AP).** This has been achieved through the necessary **legal approximation, policy advice and capacity building** to support the Government of Moldova in fulfilling the PCA and ENP AP provisions. European Profiles has also supported the Moldovan Government in fully realising its rights and obligations as a member of the World Trade Organisation (WTO)

EU TACIS Programme, 2005-2007



Global Experience Focused Solutions

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