



ALLIANCE OF BUSINESS CONSULTANTS

COMPANY PROFILE

Republic of Moldova
Chisinau, 2022

GENERAL INFORMATION



Alliance of Business Consultants (ABC) represents a consulting organization with a multidisciplinary portfolio of consulting services on the Moldovan consultancy market. Due to its conscientiousness and business valuations, ABC delivered services relating to change management, business process re-engineering, organizational restructuring and capacity-building to numerous institutional clients in transition and developing economies through the implementation of complex technical assistance projects.

ABC's mission is to direct the efforts of professional consultants in the implementation of modern methods of public and private business administration, to contribute to improving central and local administration in the context of structural changes in the Republic of Moldova

ABC's extensive profile of specialization covers a wide range of know-how tools and other development services for public and private sectors of the national economy, having a wide expertise in financial and operational improvements and in the provision of capacity building activities and organizational management being experienced in identifying and meeting training needs through both formal and informal training, or through on-the-job transfer of skills. The expertise of the ABC consists in projects implemented in the Republic of Moldova and regionally and include involvement in public administration reforms, strategic planning and institutional development (the set-up and/or restructuring of public and private institutions and companies).

The organization has managed to establish lasting cooperation links with most prominent development partners in the Republic of Moldova, and representatives of both central and local public administration units, in terms of on-going consultancy and capacity building support provided and expertise shared to all the interested parties. ABC has substantial knowledge and experience in all areas of structural reforms, being involved in numerous consulting and restructuring projects related to the process of economic and social transformations.

ABC has an acknowledged reputation in developing economic strategies of urban and rural areas, as well as national and cross-border regions, and benefitted from a wide range of donor technical cooperation programs, funded by international organizations and financial institutions.

The organisation has the reputation of highly effective, reliable and flexible project management gained through our numerous technical projects regionally and in Moldova.

The following listing presents the most representative services provided:

BUSINESS CONSULTING: Market Studies, feasibility Studies and Business Plans, Investment Attraction Strategies; Corporate Development Plans, Restructuring Plans

STRATEGIC PLANNING: Regional Development Strategies; Sectoral Development Programs; Socio-economic Development Plans for Communities and Towns.

PROJECT MANAGEMENT: for Cross-Border Cooperation Program, Regional Development, Community Development.

TRAINING ORGANIZATION AND DELIVERY for LPA representatives, in public management, for public servants and civil society representatives in project cycle management, for experts of regional agribusiness centers in business planning, and marketing, green economy and for business start-up.

The following table presents general data about ABC:

	Name of the organization	Alliance of Business Consultants
1.	Legal address	of.22, #32, Andrei Doga street, Chisinau, MD 2024, Republic of Moldova
2.	Legal form	Limited liability company
3.	Bank requisites	Chisinau branch no.11 of EXIMBANK, bank cod EXMMMD22436, IBAN MD88EX0000002251633685MD
4.	Telephone	(+373 69) 12 15 04
5.	E-mail, web site	abc-srl@hotmail.com
6.	Director ABC	Liviu Andriuta

Human Resources

Human resources are the most valuable asset of the company. ABC staff and its contributors have excellent academic and business background, which are enforced by their local experience in consultancy and training in USA, Germany, Poland, and Romania. Here bellow are presented key experts proposed to be involved in project implementation:

Consultant	Area	Pertinent Experience
ANDRIUTA Liviu	Executive Director	Ongoing PhD in Economy, Master in Business Administration. Licensed in Economy-Engineering, PLATO+, and Romania (Training in Business Excellence). Specialized in business restructuring, assessment and development, attracting investments, implementing management systems to increase efficiency and strategic planning.
RUSSU Andrei	Expert in regulatory issues	Licensed in Law. Extensive experience in developing studies and researches related to business start-up and development, regulatory policies; elaboration of development strategies of local and regional levels, elaboration of the draft of the law on regional development, drafting of different legal issues related to local development.
CIOBANU Gheorghe	Expert in economic and financial analysis	Has graduated from American River College (Sacramento, California, USA), specializing in Accounting and Auditing and the Academy of Economic Studies of Moldova, Economics and Accounting. Experience in financial and socio-economic analysis for feasibility studies and business plans for public and commercial companies. Competence in performing financial projections and cost-benefit analyses. Experience in accounting and audit.
BALICI Maria	Public relations	Master student in human resource management at the Academy of Economic Sciences of Moldova. Has graduated from the Faculty of Economics and Business Administration, Alexandru Ioan Cuza University of Iasi, specialization: Economy of Trade, Tourism and Services. Bachelor thesis in intercultural management. Specialized in public relations and human resource management.
GONTA Carolina	Expert in Finance and Taxation	Experience in auditing of municipal and private companies as well as auditing of the international projects. Participation in the elaboration of business plans, enterprises' evaluation, cost-benefit analysis, taxation and fiscal relations.

Projects

The experience of ABC and its contributors stretches over a decade of economic transformation in Moldova.

Name of the Project	Year	Funding Source
Project management services within „The CBC Romania-Moldova a safer area by improving the Mobile Emergency Service for Resuscitation and Extrication (SMURD) operating infrastructure, by increasing the level of training and maintaining the capacity of professional personnel to intervene in emergency situation”	2019-2022	Institute of Emergency Medicine of the Ministry of Health
Feasibility study for the construction of the Emergency Dispatch Office “NORTH” for the Cross-border Project, JOP Romania - Republic of Moldova 2014 - 2020	2019	ESI Balti
Site studies and elaboration of project documentation for the construction of 4 heliports on the territory of the Republic of Moldova within the preparation of the SMURD-2 cross-border project	2017	ABC DEVELOPMENT AVIATION RO
Feasibility study for the arrangement of a car parking and the rehabilitation of the access road to the Monastery “Nașterea Domnului” from Zăbriceni village	2016	Edinet Rayon Council
Development of Feasibility studies in the field of roads, water and sanitation financed by the National Fund for Regional Development	2016	Local Public Authorities
Value Chain Selection Study (agriculture)	2015	CBI/ RVO
Feasibility study on the construction of a well to ensure the development of the recreation and recreation area Salt Lake, Cahul	2014	Cahul City Hall
Technical assistance in the implementation of the micro-grant signed between the UNDP Moldova Program and Cetireni Village Hall	2014	Cetireni City Hall
Project management services within the „Improvement of the response capacity of the Mobile Emergency Service for Resuscitation and Extrication (SMURD) through a joint integration of systems for efficient monitoring and disaster consequences mitigation, in regard to population in the common boundaries of Romania, Ukraine and Republic of Moldova”	2013-2015	General Inspectorate for Emergency Situations of the Ministry of Internal Affairs