

SERVICE TENDER SUBMISSION FORM

Ref: 2SOFT/1.1/11

Contract title: Training services for the beneficiaries of the Project 2SOFT/1.1/11 "Cross-Border Regional Hub of Competences for the Automotive Industry (CROSSCOMP)"

1 SUBMITTED by (i.e. the identity of the tenderer)

	Name(s) of legal entity or entities making this application	Nationality
Leader	BUSINESS CONSULTING INSTITUTE of. 1, #27, Mihai Eminescu street, Chisinau, MD-2012, Republic of Moldova	Republic of Moldova
Member		

2 CONTACT PERSON (for this tender)

Name	LIVIU ANDRIUTA
Organisation	BUSINESS CONSULTING INSTITUTE
Address	of. 1, #27, Mihai Eminescu street, Chisinau, MD-2012, Republic of Moldova
Telephone	(+373 22) 85 50 80
Fax	(+373 22) 85 50 77
e-mail	liviu.andriuta@bci.md

3 ECONOMIC AND FINANCIAL CAPACITY

Financial data	2018 EUR	2019 EUR	2020 EUR	Average EUR	2021 EUR
Annual turnover, excluding this contract	112901	183991	267340	188077	283311.51
Current assets	250397	624464	1125115	6766263	212338.53
Current liabilities	102451	384303	760753	419914	19763.77
Current ratio (current assets/current liabilities)	Not applicable	Not applicable	1.48	Not applicable	Not applicable

4 STAFF

Please provide the following statistics on staff for the current year and the two previous years.


Annual Manpower	Year before past year		Past year		Current year		Period average	
	Overall	Relevant fields	Overall	Relevant fields	Overall	Relevant fields	Overall	Relevant fields
Permanent staff	10	4	10	4	9	4	9.67	4
Other staff	25	7	28	9	20	7	24.33	7.67
Total	35	11	38	13	29	11	34	11,67
Permanent staff as a proportion of total staff (%)	29%	36%	26%	31%	31%	36%	28%	34%


5 AREAS OF SPECIALISATION


Please fill in the table below to indicate any areas of specialist knowledge related to this contract for each legal entity making this tender. State the type of area of specialisation as the row heading and use the name of the legal entity as the column headings. Indicate the areas of specialist knowledge each legal entity has by placing a tick (✓) in the box corresponding to the specialisation in which it has significant experience. **Maximum 10 specialisations.**


Relevant areas of specialization according to ToR	BCI
Experience in developing training programs	✓
Experience in capacity development	✓
Experience in mentoring and coaching programs	✓
Experience in business development	✓
Experience in implementation technical assistance projects	✓
Experience in project/programme Monitoring	✓


6 EXPERIENCE


Ref 1	Project title		Direct Access to Students						
	Name of legal entity	Country	Overall project value (Euro)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
	REPUBLIC OF MOLDOVA	77,200	100	3	CBC / EU	EU	10.2020 – 10.2022	-	
Detailed description of project							Type of services provided		
<p>Goal: Increase access to quality educational programs through cooperation between educational institutions and to support 600 pupils in tertiary non-university education classes in the Republic of Moldova in their socio-professional development, to rise the chance in building a career in the field of engineering, with an impact on improving the quality of life of young people.</p> <p>Objective: Development of strategic and sustainable partnerships with at least 8 eligible pre-university education institutions in the project, from the Republic of Moldova. Information and awareness of about 600 undergraduate students in the Republic of Moldova regarding the importance of university education in vocational training and maximizing the chances of success on the labor market.</p> <p>Results: - 600 beneficiaries participated during the awareness campaigns on study opportunities in Romania - 8 cooperation agreements signed with the Centers of Excellence and Technical Colleges from RM involved in the Project - 8 awareness campaigns on study opportunities in Romania for counseling and professional orientation of the students to which will participate students and teachers from educational institutions from Republic of Moldova. - 3 conferences carried out. - 8 short student camp organised and conducted in Iasi for 320 students and 80 teachers from RM and RO - 64 workshops performed in TUIASI faculties - 8 Sessions of professional counseling and career guidance organized of TUIASI - 8 visits of faculties and university campus of TUIASI - 1 Best practice guide designed and printed in 600 pieces - 1 Study on the relevance of higher education in relation to market needs</p>							<ul style="list-style-type: none"> • Elaboration of Study on the relevance of higher education in relation to market needs • Organization of information campaigns in target pre-university education institutions • Organization of short student camps at TUIasi • Organization of good practice Conference • Elaboration of Best Practice guide • Information and communication activities 		


Ref 2	Project title		EU4MD/ Provision of support to Private Sector in Cahul region					
Name of legal entity	Country	Overall project value (Euro)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
 Business Consulting Institute	REPUBLIC OF MOLDOVA	935,500	100	11	UNDP Moldova	EU	10.2020 – 12.2022	-
Detailed description of project						Type of services provided		
<p>Goal: to support two municipalities – Cahul and Ungheni, identified as regional growth poles, to boost their socio-economic development, and to raise the economic and living conditions for the neighbouring local communities constituting the focal region.</p> <p>Objective: provide support to new businesses, as well as acceleration of promising young companies from urban and surrounding rural areas, especially those led-by or having a positive impact on women and vulnerable groups.</p> <p>Results:</p> <ul style="list-style-type: none"> • Promotion campaign performed • Intensive one-day trainings on business plan writing • Provision of the individual consultations in business plan writing • 28 grant beneficiaries selected • 2 pilot initiatives in promoting social entrepreneurship • Support and coaching programme delivered • 10 one-day thematic training seminars to improve business skills performed • Capacity building and experience sharing carried out • 15 sustainable business created 						<ul style="list-style-type: none"> • Methodology development: preparation of methodological approach and detailed work plan for the implementation of tasks, • Preparatory work for the three Calls for applications • Evaluation of beneficiaries • Awards Ceremony and Agreements Signing • Advanced training to beneficiaries and on-the-job training of Local Partner facilitators • Support and Coaching programme for the beneficiary entrepreneurs over a period of 12 months. • Specialized consultations to beneficiaries • Summing-up • Follow-up mentorship for the beneficiaries for a period of up to 12 months. 		

Ref 3	Project title		Promoting Women's Empowerment Principles (WEP) in Moldova					
Name of legal entity	Country	Overall project value (Euro)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
 Business Consulting Institute	REPUBLIC OF MOLDOVA	97,600	100	7	UN Women	UN Women	10.2018-12.2019	-
Detailed description of project						Type of services provided		
<p>Goal: Implementation of existing international and national commitments to women's rights and gender equality, networking and exchange of good practices and advocates for women's rights and gender equality in all areas of life</p> <p>Objective: To provide support for establishment of WEPs Platform in Moldova and facilitate its operations To carry out mapping of the current and good practices in advancing gender equality and on WEPs implementation by private sector companies in Moldova To advocate for laws and policies that promote gender equality and increase women's economic participation.</p> <p>Results:</p> <ul style="list-style-type: none"> Facilitate the establishment of the WEPs Platform and its Executive Board Database on WEPs signatory companies, including information on WEPs focal points; Report on the mapping of the current situation on the WEPs implementation in Moldova Road maps/action plans on WEPs implementation for at least 30 companies Monitoring tool (reflecting outcomes, activities, targets, indicators and timelines) for WEPs implementation Awareness raising activities and dissemination of good practices on WEPs implementation 5 draft legislative and policy recommendations that promote gender equality and increase women's economic participation through WEPs promotion 						<ul style="list-style-type: none"> Organize and hold an inception meeting with wider group of interested and relevant stakeholders to inform them about WEPs promotion initiative Map the current situation on WEPs implementation Develop a tool for documentation of good practices on WEPs implementation Hold individual interviews with companies, identified based on the mapping, to discuss and document good practices on WEPs Provide support to the companies to develop their own road map/action plan on WEPs implementation Organize information sessions on the WEPs initiative 		

Ref 4	Project title		Engagement of Civil Society Organizations in the delivery of local public services in North Development Regions within the framework of the project Modernization of Local Public Services in the Republic of Moldova						
			Name of legal entity	Country	Overall project value (Euro)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding
		REPUBLIC OF MOLDOVA	47,900	100	7	German Development Cooperation (GIZ)	German Development Cooperation (GIZ)	10.2017-03.2019	-
Detailed description of project							Type of services provided		
<p>Goal: Promoting the active participation of citizens in key processes conducted by Local Public Administration and supported by MLPS Project</p> <p>Objective: To support the participation of citizens in local communities in planning, implementation and monitoring of investment projects in WSS, EE of Public Buildings Sectors, as well as inter-municipal cooperation and awareness raising measures for the development of projects in Solid Waste Management Sector</p> <p>Results:</p> <ul style="list-style-type: none"> Engagement of a significant proportion of citizens in a structured and transparent process of participatory planning of investments for improved service delivery All local stakeholder groups – including potentially marginalized, vulnerable and underrepresented minorities – have access to relevant information on the planning process and can engage in a meaningful way Engagement of the Local Citizens Committees to participate in oversight of local public infrastructure investments to increase transparency and the quality of construction works Citizens are aware of their LPAs’ initiatives towards participatory planning, public procurement and inter-municipal cooperation. They are informed and enabled to participate in a meaningful way in the key processes and can contribute to the improvement in the communication and cooperation between civil society and public institutions, specifically (but not exclusively) on local and regional level Increased accountability of public institutions towards citizens through a specific focus on citizen-involvement, multi-stakeholder participation and customer-orientation in service delivery within the key processes 							<ul style="list-style-type: none"> Facilitate initial local planning working groups’ sessions with interested LPAs within the region Facilitate subsequent workshops, planning seminars and public consultations ensuring participation of a wide range of actors from civil society, private sector and government institutions Support the LPAs to draft updated local plans, including social and gender activities Support LPAs to organize public consultations of updated local plans Monitor procurement processes of local public service investments Assist Local Citizen Councils to monitor construction processes Perform the baseline study for ongoing service delivery Monitor service delivery against agreed performance indicators Raise public awareness of environmental, health and safety issues Conduct final impact assessments in target communities Contributing to the preparation of progress reports of LPAs for the sessions of the Regional Sector Commissions of the Regional Development Councils Preparation of the reports on key lessons learned by LPAs in regional development processes 		

Ref 5	Project title		Technical support for Modernization of Local Public Services Project					
Name of legal entity	Country	Overall project value (Euro)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
 Business Consulting Institute	REPUBLIC OF MOLDOVA	3,111,616	20	8	German Development Cooperation (GIZ)	German Development Cooperation (GIZ)	08.2017-12.2020	GFA Consulting Group GmbH Mott MacDonald Romania
Detailed description of project						Type of services provided		
<p>Goal: Support the implementation of the programme ‘Modernization of Local Public Services’ (MLPS)</p> <p>Objective: Provide a pool of national and international experts who can offer technical expertise and consultancy services defined by individual ToRs on short-term basis in a needs- and results-oriented manner</p> <p>Results:</p> <ul style="list-style-type: none"> • up to 52 expert months for international experts (approx. 20% related to the sectors water supply and sanitation and energy efficiency); • up to 3 expert months international junior experts; • up to 17 months national pool coordinator; • up to 120 expert months for national short-term experts (approx. 20% related to the sectors water supply and sanitation and energy efficiency); • up to 24 expert months national junior experts. 						<ul style="list-style-type: none"> • Development of regional sector programs; coordination and integration of local plans with superior development and sector planning for selected municipal services • Development of medium-term investment plans involving public and private sector, civil society and citizens while ensuring integration of superior development plans and relevant sector plans; • Project pipeline development in selected sectors; elaboration of proposals for priority projects and their compilation to clusters following criteria e.g. as complementarity and maximization of synergies; • Technical and financial planning as well as preparation of project proposals to support applications for financing by national and international sources; • Environmental evaluations and screenings of planned investment measures; • Planning and management of municipal investments and finances; financing mechanisms and models for municipal services; recommendations for the development of guidelines and procedures; • Public procurement; support to the technical evaluation of design services’ bids and construction works’ bids; elaboration of respective guidelines • Quality control and quality ensuring during construction / rehabilitation works of infrastructure investments; • Management and operation of municipal services according to European standards • Institutional and organizational development in regional development and good local governance; • Public awareness raising, strengthening local participation and accountability • Training needs assessments, development of training methodologies and materials, development of operation manuals for municipal service management 		

Ref 6	Project title		Consulting Services to support communities from ATU Gagauzia and Taraclia district in local community strategic planning and community mobilization processes					
Name of legal entity	Country	Overall project value (USD)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
 Business Consulting Institute	REPUBLIC OF MOLDOVA	108,060	100	15	SARD Programme/ UNDP Moldova	EU	07.2016-10.2018	-
Detailed description of project						Type of services provided		
<p>Goal: Enhance cooperation between national and regional public authorities in Gagauzia, Taraclia District and local governments, establish a development path in context with the national strategies of Republic of Moldova and contribute to regional and national development.</p> <p>Objectives:</p> <ul style="list-style-type: none"> Elaborate/update socio-economic development strategies of communities from ATU Gagauzia and Taraclia district Ensure the application of European Union and international standards for integrated development. <p>Results:</p> <ul style="list-style-type: none"> Developed /updated community profiles and socio-economic development strategies; Expected Impacts plans and list of indicators for evaluation and monitoring of the LPA activities; Capacity building activities on community mobilization; training modules elaborated; support offered to community groups; Project proposals, including IMC, developed and submitted for competitive selection; project sustainability plans prepared; local participatory groups and LPAs supported in project implementation; Training for LPAs and local NGOs/CBOs/community groups in fundraising and resource mobilization; support provided to them in finding additional funds for local development projects; Enhanced cooperation between local institutions and CBOs, and local communities; Minimum 2 viable additional local development project proposals for each target community; Monitoring, coaching and support of LPAs capacity building; Good practices and case studies presented in a standardized format. 						<p>(1) Conduct in depth complex analysis (community profiling) of target localities Support the Project Local Task Forces to draft and endorse the detailed project 2-year implementation road map</p> <p>(2) In depth analysis and review of the existing Local Socio-Economic Development Strategies (LSED), support LPA to update the documents. Develop the expected Impacts plan Develop a list of indicators for evaluation and monitoring of the LPA activities Conduct at least three strategic planning workshops (including one public hearing)</p> <p>(3) Develop the capacities of local actors (incl. CBOs) in local development by applying community mobilization for empowerment principles; provide on-going support to community groups</p> <p>(4) Support LPA and local participatory groups in writing and submitting one small scale infrastructural project proposal and/or IMC project Offer consultancy in project implementation</p> <p>(5) Support LPA and local NGOs in community development and fundraising</p> <p>(6) Monitoring, coaching and support of LPAs capacity building</p> <p>(7) Communicate project results and ensure its visibility.</p>		

Ref 7	Project title		Consultancy services for competitiveness improvement through training and certification of Business Consultants						
	Name of legal entity	Country	Overall project value (Euro)	Proportion carried out by candidate (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any
	REPUBLIC OF MOLDOVA	166,100	40	6	CBMP – UNDP	EU	11.2016 – 12.2017	CPM Consulting CCI from Transnistria	
Detailed description of project							Type of services provided		
<p>Goal: To support the common interests of business actors from both banks, by facilitating their cross-river cooperation and their access to the possibilities offered by Moldova’s deepening relationship with the EU.</p> <p>Objective: To increase the capacities of consulting service providers to support SMEs on the both banks of the Nistru River to improve their competitiveness</p> <p>Results:</p> <ul style="list-style-type: none"> • Selection of 26 participants based on the approved criteria – from which 50% from Left Bank • Organize an information session for the selected consultants • Organize 5 training courses on 5 topics (40 hours per topic), based on relevant international standards for 25 business consultants • Internationally recognized Certification of 16 experts as consultants successfully provided • One 4-days study tour to study European best practices in providing consultancy services • Joint Closing Forum – a closing event with participation of trained and certified experts 							<ul style="list-style-type: none"> • Preparation of methodological approach and detailed work plan for the implementation of the project • Promotional campaign for pre-selection of at least 20 business consultant candidates • Elaboration of training curricula • Training for selected business consultants • Support and coaching programme for certification process • Internationally recognized Certification • Study tour to learn European best practices 		

7 DECLARATIONS

As part of their tender, each legal entity identified under point 1 of this tender, including every consortium member, must submit a signed declaration using the attached format. The declaration may be in original or in copy. If copies are submitted, the originals must be sent to the contracting authority upon request.

Moreover, each legal entity identified under point 1 of this application, including every consortium member, and each capacity-providing entity (if any) must submit a signed declaration on honour on exclusion and selection criteria (form A14 available at the following link: <http://ec.europa.eu/europeaid/prag/annexes.do?chapterTitleCode=A>).

8 STATEMENT

I, the undersigned, being the authorised signatory of the above tenderer, hereby declare that we have examined and accept without reserve or restriction the entire contents of the tender dossier for the tender procedure referred to above. We offer to provide the services requested in the tender dossier on the basis of the following documents, which comprise our technical offer, and our financial offer, which is submitted in a separate, sealed envelope:

- Organisation & methodology
- Key experts (comprising a list of the key experts and their CVs), if required
- Tenderer's declarations (for a consortium, two from each consortium member)
- Statements of exclusivity and availability signed by each of the key experts, if required
- Completed financial identification form (see Annex VI to the draft contract) providing details of the bank account into which payments under the proposed contract should be made in the event that we are awarded the contract (or the financial identification number or a copy of the financial identification form provided to the contracting authority on an earlier occasion, unless it has changed in the meantime)
- Completed legal entity file (or the legal entity number allocated. Alternatively, a copy of the legal entity file provided to the contracting authority on an earlier occasion, unless the legal status has changed in the meantime)
- Duly authorised signature: an official document (statutes, power of attorney, notary statement, etc.) proving that the person who signs on behalf of the company/joint venture/consortium is duly authorised to do so.
- Documentary proof or statements required under the law of the country where we are effectively established (or each of the companies in case of a consortium), to show that we do not fall into any of the exclusion situations listed in Section 2.6.10.1 of the practical guide. This evidence or these documents or statements must carry a date, which is not more than one year before the date of submission of the tender. In addition, a statement is furnished stating that the situations described in these documents have not changed since then.
- Documentary evidence of the financial and economic capacity as well as the technical and professional capacity according to the selection criteria specified in the contract notice.

This tender is subject to acceptance within the validity period stipulated in clause 6 of the instructions to tenderers.

We understand that our tender may be rejected if we propose key experts who have been involved in preparing this project or employ them as advisers in the preparation of our tender. We also understand that this may mean exclusion from other tender procedures and contracts funded by the EU/EDF.

We are fully aware that, for a consortium, the composition of the consortium cannot be changed in the course of the tender procedure, unless the contracting authority has given its prior approval in writing. We are also aware that the consortium members have joint and several liability towards the contracting authority concerning participation in the above tender procedure and any contract awarded to us as a result of it.

We understand that entities upon whose capacity we rely with regard to economic and financial criteria, become jointly and severally liable for the performance of the contract.

Signed on behalf of the tenderer

Name **Liviu ANDRIUTA**

Signature



Date **20 June 2022**



BUSINESS CONSULTING INSTITUTE

DECLARATION REFERRED TO IN POINT 7 OF THE TENDER SUBMISSION FORM

20 June 2022

Technical University of Moldova
Republic of Moldova, MD-2004, Chisinau, 186 Stefan cel Mare si Sfanta Avenue, of. 111

Your ref: 2SOFT/1.1/11

TENDERER'S DECLARATION

Dear Sir/Madam

In response to your letter of invitation to tender for the above contract, we BUSINESS CONSULTING INSTITUTE hereby declare that we:

- are submitting this tender on an individual basis for this contract. We confirm that we are not participating in any other tender for the same contract in any form (as a member — including leader — in a consortium or as an individual candidate);
- agree to abide by the ethics clauses in Section 13 of the instructions to tenderers, have not been involved in the preparation of the project which is the subject of this tender procedure unless it is proved that the involvement in previous stages of the project does not constitute unfair competition, and have no professional conflicting interests and/or any relation with other tenderers or other parties in the tender procedure or behaviour which may distort competition at the time of submission of this tender according to Section 2.5.4. of the practical guide;
- are not part of a group or network and have only included data in the tender form concerning the resources and experience of our legal entity;
- will inform the contracting authority immediately if there is any change in the above circumstances at any stage during the tender procedure or during implementation of the tasks;
- fully recognise and accept that if the above-mentioned persons participate in spite of being in any of the situations listed in Section 2.6.10.1.1. of the practical guide or if the declarations or information provided prove to be false they may be subject to rejection from this procedure and to administrative sanctions in the form of exclusion and financial penalties up to 10 % of the total estimated value of the contract being awarded and that this information may be published on the Commission website in accordance with the Financial Regulation in force;
- are aware that, for the purposes of safeguarding the EU's financial interests, our personal data may be transferred to internal audit services, to the European Court of Auditors, to the Financial Irregularities Panel or to the European Anti-Fraud Office.

We understand that our tender and the expert may be excluded if we propose the same key expert as another tenderer or if we propose a key expert who is engaged in an EU/EDF financed project if the input from his/her position in that contract could be required on the same dates as his/her work under this contract.

We understand that if we fail to respond within the delay after receiving the notification of award, or if the information provided proves to be false, the award may be considered null and void.

Yours faithfully,

Liviu Andriuta
Executive Director



Declaration on honour on exclusion criteria and selection criteria

The undersigned **Liviu Andriuta**, representing:

<i>(only for natural persons)</i> himself or herself	<i>(only for legal persons)</i> the following legal person:
ID or passport number: (‘the person’)	Full official name: AO Business Consulting Institute Official legal form: Public Association Statutory registration number: 1010620009193 Full official address: #27, Mihai Eminescu street, Chisinau, MD 2012, Republic of Moldova VAT registration number: 0208460 (‘the person’)

I – SITUATIONS OF EXCLUSION CONCERNING THE PERSON

(1) declares that the person is in one of the following situations:	YES	NO
(a) it is bankrupt, subject to insolvency or winding-up procedures, its assets are being administered by a liquidator or by a court, it is in an arrangement with creditors, its business activities are suspended or it is in any analogous situation arising from a similar procedure provided for under Union or national law;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(b) it has been established by a final judgement or a final administrative decision that the person is in breach of its obligations relating to the payment of taxes or social security contributions in accordance with the applicable law;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(c) it has been established by a final judgement or a final administrative decision that the person is guilty of grave professional misconduct by having violated applicable laws or regulations or ethical standards of the profession to which the person belongs, or by having engaged in any wrongful conduct which has an impact on its professional credibility where such conduct denotes wrongful intent or gross negligence, including, in particular, any of the following:		
(i) fraudulently or negligently misrepresenting information required for the verification of the absence of grounds for exclusion or the fulfilment of eligibility or selection criteria or in the performance of a contract or an agreement;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(ii) entering into agreement with other persons with the aim of distorting competition;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(iii) violating intellectual property rights;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(iv) attempting to influence the decision-making process of the contracting authority during the award procedure;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(v) attempting to obtain confidential information that may confer upon it undue advantages in the award procedure;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(d) it has been established by a final judgement that the person is guilty of any of the following:		
(i) fraud, within the meaning of Article 3 of Directive (EU) 2017/1371 and Article 1 of the Convention on the protection of the European Communities' financial interests, drawn up by the Council Act of 26 July 1995;	<input type="checkbox"/>	<input checked="" type="checkbox"/>

(ii) corruption, as defined in Article 4(2) of Directive (EU) 2017/1371 or active corruption within the meaning of Article 3 of the Convention on the fight against corruption involving officials of the European Communities or officials of Member States of the European Union, drawn up by the Council Act of 26 May 1997, or conduct referred to in Article 2(1) of Council Framework Decision 2003/568/JHA, or corruption as defined in other applicable laws;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(iii) conduct related to a criminal organisation, as referred to in Article 2 of Council Framework Decision 2008/841/JHA;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(iv) money laundering or terrorist financing, within the meaning of Article 1(3), (4) and (5) of Directive (EU) 2015/849 of the European Parliament and of the Council;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(v) terrorist offences or offences related to terrorist activities as well as of inciting, aiding, abetting or attempting to commit such offences as defined in Articles 3, 14 and Title III of Directive (EU) 2017/541 of the European Parliament and of the Council of 15 March 2017 on combating terrorism;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(vi) child labour or other offences concerning trafficking in human beings as referred to in Article 2 of Directive 2011/36/EU of the European Parliament and of the Council;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(e) it has shown significant deficiencies in complying with the main obligations in the performance of a contract or an agreement financed by the Union's budget, which has led to its early termination or to the application of liquidated damages or other contractual penalties, or which has been discovered following checks, audits or investigations by a contracting authority, the European Anti-Fraud Office (OLAF) or the Court of Auditors;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(f) it has been established by a final judgment or final administrative decision that the person has committed an irregularity within the meaning of Article 1(2) of Council Regulation (EC, Euratom) No 2988/95;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(g) it has been established by a final judgment or final administrative decision that the person has created an entity under a different jurisdiction with the intent to circumvent fiscal, social or any other legal obligations in the jurisdiction of its registered office, central administration or principal place of business.	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(h) (<i>only for legal persons</i>) it has been established by a final judgment or final administrative decision that the person has been created with the intent provided for in point (g).	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(2) declares that, for the situations referred to in points (1) (c) to (1) (h) above, in the absence of a final judgement or a final administrative decision, the person is ¹ :	YES	NO
i. subject to facts established in the context of audits or investigations carried out by the European Public Prosecutor's Office, the Court of Auditors, or the internal auditor, or any other check, audit or control performed under the responsibility of an authorising officer of an EU institution, of a European office or of an EU agency or body;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
ii. subject to non-final judgments or non-final administrative decisions which may include disciplinary measures taken by the competent supervisory body responsible for the verification of the application of standards of professional ethics;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
iii. subject to facts referred to in decisions of entities or persons being entrusted with EU budget implementation tasks;	<input type="checkbox"/>	<input checked="" type="checkbox"/>

¹ The declaration under this point (2) is voluntary and it cannot have adverse legal effect on the economic operator until the conditions of Article 141(1) (a) FR are met.

iv. subject to information transmitted by Member States implementing Union funds;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
v. subject to decisions of the Commission relating to the infringement of Union competition law or of a national competent authority relating to the infringement of Union or national competition law;	<input type="checkbox"/>	<input checked="" type="checkbox"/>
vi. informed, by any means, that it is subject to an investigation by the European Anti-Fraud office (OLAF): either because it has been given the opportunity to comment on facts concerning it by OLAF, or it has been subject to on-the-spot checks by OLAF in the course of an investigation, or it has been notified of the opening, the closure or of any circumstance related to an investigation of the OLAF concerning it.	<input type="checkbox"/>	<input checked="" type="checkbox"/>

II – SITUATIONS OF EXCLUSION CONCERNING NATURAL OR LEGAL PERSONS WITH POWER OF REPRESENTATION, DECISION-MAKING OR CONTROL OVER THE LEGAL PERSON AND BENEFICIAL OWNERS

Not applicable to natural persons, Member States and local authorities

(3) declares that a natural or legal person who is a member of the administrative, management or supervisory body of the above-mentioned legal person, or who has powers of representation, decision or control with regard to the above-mentioned legal person (this covers e.g. company directors, members of management or supervisory bodies, and cases where one natural or legal person holds a majority of shares), or a beneficial owner of the person (as referred to in point 6 of article 3 of Directive (EU) No 2015/849) is in one of the following situations:	YES	NO	N/A
Situation (1)(c) above (grave professional misconduct)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Situation (1)(d) above (fraud, corruption or other criminal offence)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Situation (1)(e) above (significant deficiencies in performance of a contract)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Situation (1)(f) above (irregularity)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Situation (1)(g) above (creation of an entity with the intent to circumvent legal obligations)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Situation (1)(h) above (person created with the intent to circumvent legal obligations)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

III – SITUATIONS OF EXCLUSION CONCERNING NATURAL OR LEGAL PERSONS ASSUMING UNLIMITED LIABILITY FOR THE DEBTS OF THE LEGAL PERSON

(4) declares that a natural or legal person that assumes unlimited liability for the debts of the above-mentioned legal person is in one of the following situations <u><i>[If yes, please indicate in annex to this declaration which situation and the name(s) of the concerned person(s) with a brief explanation]</i></u> :	YES	NO	N/A
Situation (a) above (bankruptcy)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Situation (b) above (breach in payment of taxes or social security contributions)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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IV – OTHER GROUNDS FOR REJECTION FROM THIS PROCEDURE

(5) declares that the above-mentioned person:	YES	NO
Was previously involved in the preparation of the procurement documents used in this award procedure, where this entailed a breach of the principle of equality of treatment including distortion of competition that cannot be remedied otherwise.	<input type="checkbox"/>	<input checked="" type="checkbox"/>

V – REMEDIAL MEASURES

If the person declares one of the situations of exclusion listed above, it may indicate remedial measures it has taken to remedy the exclusion situation, in order to allow the authorising officer to determine whether such measures are sufficient to demonstrate its reliability. This may include e.g. technical, organisational and personnel measures to prevent further occurrence, compensation of damage or payment of fines or of any taxes or social security contributions. The relevant documentary evidence which illustrates the remedial measures taken must be provided in annex to this declaration. This does not apply for situations referred in point (1)(d) of this declaration.

VI – EVIDENCE UPON REQUEST

Upon request and within the time limit set by the contracting authority the person must provide information on natural or legal persons that are members of the administrative, management or supervisory body or that have powers of representation, decision or control, including legal and natural persons within the ownership and control structure and beneficial owners and appropriate evidence that none of those persons are in one of the exclusion situations referred to in (1) (c) to (f).

It must also provide the following evidence concerning the person itself and the natural or legal persons on whose capacity the person intends to rely, or a subcontractor and concerning the natural or legal persons which assume unlimited liability for the debts of the person:

For situations described in (1): (a), (c), (d), (f), (g) and (h) above, production of a recent extract from the judicial record is required or, failing that, an equivalent document recently issued by a judicial or administrative authority in the country of establishment of the person showing that those requirements are satisfied.

For the situation described in point (1) (a), (b), production of recent certificates issued by the competent authorities of the country of establishment. These documents must provide evidence covering all taxes and social security contributions for which the person is liable, including for example, VAT, income tax (natural persons only), company tax (legal persons only) and social security contributions. Where any document described above is not issued in the country concerned, it may be replaced by a sworn statement made before a judicial authority or notary or, failing that, a solemn statement made before an administrative authority or a qualified professional body in its country of establishment.

The person is not required to submit the evidence if it has already been submitted for another award procedure of the same contracting authority. The documents must have been issued no more than one year before the date of their request by the contracting authority and must still be valid at that date.

The signatory declares that the person has already provided the documentary evidence for a previous procedure and confirms that there has been no change in its situation:

Document	Full reference to previous procedure

VII – SELECTION CRITERIA

Selection criteria applicable to all consortium members/subcontractors/capacity providing entities

(1) declares that the above-mentioned person complies with the selection criteria applicable to it individually as provided in the tender documents:	YES	NO	N/A
(a) It has the legal and regulatory capacity to pursue the professional activity needed for performing the contract as required in section 16 of the contract notice/Instructions to tenderers;	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(b) It fulfills the applicable economic and financial criteria indicated in section 16 of the contract notice/additional information about the contract notice/Instructions to tenderers;	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(c) It fulfills the applicable technical criteria indicated in section 16 of the contract notice/additional information about the contract notice /Instructions to tenderers.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(d) It fulfills the applicable professional criteria indicated in section 16 of the contract notice/additional information about the contract notice/Instructions to tenderers.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(e) is not subject to conflicting interests which may negatively affect the contract performance.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please adapt the table above to the criteria indicated in the tender documents (i.e. insert extra rows for each criterion or delete irrelevant rows).

Selection criteria applicable to the tenderer as a whole-consolidated assessment (to be filled **ONLY** by the sole tenderer or the leader in case of consortium)

(2) if the above-mentioned person is the sole tenderer or the leader in case of consortium , declares that:	YES	NO	N/A
(f) the tenderer, including all members of the group in case of consortium and including subcontractors and entities on whose capacity the tenderer intends to rely if applicable, fulfils all the selection criteria for which a consolidated assessment will be made as provided in the tender documents.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(g) is not subject to conflicting interests which may negatively affect the contract performance.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

In case of a procedure with lots the above statements apply to the lot(s) for which the request to participate/tender is submitted.

VIII – EVIDENCE FOR SELECTION

The signatory declares that the above-mentioned person is able to provide the necessary supporting documents listed in the relevant sections of the tender documents and which are not available electronically upon request and without delay.

Where the evidence is not required to be provided with the request to participate/tender, the person is invited to prepare in advance the documents related to the evidence, since the contracting authority may request to provide these in a short deadline.

The person is not required to submit the evidence if it has already been submitted for another procurement procedure of the same contracting authority. The documents must have been issued no more than one year before the date of their request by the contracting authority and must still be valid at that date.

The signatory declares that the person has already provided the documentary evidence for a previous procedure and confirms that there has been no change in its situation:

Document	Full reference to previous procedure

IX - DECLARATION ON HONOUR ON ESTABLISHED DEBT TO THE UNION

(to be filled ONLY by the sole tenderer or the leader in case of consortium)

The person, being a sole tenderer/the leader in case of consortium, submitting a request to participate/tender for the above procedure, declares that:

the tenderer, including each member of the group in case of consortium, subcontractors,	YES	NO
does not have an established debt to the Union.	<input checked="" type="checkbox"/>	<input type="checkbox"/>

The above-mentioned person must immediately inform the contracting authority of any changes in the situations as declared.

The above-mentioned person may be subject to rejection from this procedure and to administrative sanctions (exclusion or financial penalty) if any of the declarations or information provided as a condition for participating in this procedure prove to be false.

Full name: Liviu Andriuta

Date: 17.06.2022

Liviu Andriuta



Signature

STATEMENT OF EXCLUSIVITY AND AVAILABILITY

PUBLICATION REF: 2SOFT/1.1/11

I, the undersigned, hereby declare that I agree to participate exclusively with the tenderer Project monitoring and evaluation services in the above-mentioned service tender procedure. This includes that I will not be proposed as a replacement expert in this tender procedure. I declare that I am able and willing to work for the period(s) set for the position for which my CV has been included if this tender is successful, namely:


From	To	Availability
01.07.2022	31.07.2022	part time

I confirm that I do not have a confirmed engagement as key expert in another EU/EDF-funded project, or any other professional activity, incompatible in terms of capacity and timing with the above engagements.

By making this declaration, I understand that I am not allowed to offer my services as an expert to any other tenderer participating in this tender procedure. I am fully aware that if I do so, I will be excluded from this tender procedure, the tenders will be rejected, and I may also be subject to exclusion from other tender procedures and contracts funded by the EU/EDF.

I also declare that I am not in a situation of conflict of interest or unavailability and commit to inform the tenderer(s) of any change in my situation.

I acknowledge that I have no contractual relations with the contracting authority and in case of dispute concerning my contract with the contractor I shall address myself to the latter and/or to the competent jurisdictions.

Name	Liviu ANDRIUTA
Signature	
Date	17 June 2022

STATEMENT OF EXCLUSIVITY AND AVAILABILITY

PUBLICATION REF: 2SOFT/1.1/11

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I acknowledge that I have no contractual relations with the contracting authority and in case of dispute concerning my contract with the contractor I shall address myself to the latter and/or to the competent jurisdictions.

Name	Rodion CIUPERCA
Signature	
Date	17 June 2022

STATEMENT OF EXCLUSIVITY AND AVAILABILITY

PUBLICATION REF: 2SOFT/1.1/11

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I acknowledge that I have no contractual relations with the contracting authority and in case of dispute concerning my contract with the contractor I shall address myself to the latter and/or to the competent jurisdictions.

Name	Igor ROTARU
Signature	
Date	17 June 2022

STATEMENT OF EXCLUSIVITY AND AVAILABILITY

PUBLICATION REF: 2SOFT/1.1/11

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I acknowledge that I have no contractual relations with the contracting authority and in case of dispute concerning my contract with the contractor I shall address myself to the latter and/or to the competent jurisdictions.

Name	Olivian PĂDURE
Signature	
Date	17 June 2022

STATEMENT OF EXCLUSIVITY AND AVAILABILITY

PUBLICATION REF: 2SOFT/1.1/11

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I acknowledge that I have no contractual relations with the contracting authority and in case of dispute concerning my contract with the contractor I shall address myself to the latter and/or to the competent jurisdictions.

Name	Grigore AMBROSI
Signature	
Date	17 June 2022

STATEMENT OF EXCLUSIVITY AND AVAILABILITY

PUBLICATION REF: 2SOFT/1.1/11

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I acknowledge that I have no contractual relations with the contracting authority and in case of dispute concerning my contract with the contractor I shall address myself to the latter and/or to the competent jurisdictions.

Name	Cristina GHENCEA
Signature	
Date	17 June 2022

STATEMENT OF EXCLUSIVITY AND AVAILABILITY

PUBLICATION REF: 2SOFT/1.1/11

I, the undersigned, hereby declare that I agree to participate exclusively with the tenderer Project monitoring and evaluation services in the above-mentioned service tender procedure. This includes that I will not be proposed as a replacement expert in this tender procedure. I declare that I am able and willing to work for the period(s) set for the position for which my CV has been included if this tender is successful, namely:


From	To	Availability
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I acknowledge that I have no contractual relations with the contracting authority and in case of dispute concerning my contract with the contractor I shall address myself to the latter and/or to the competent jurisdictions.

Name	Vitalie ARNAUT
Signature	
Date	17 June 2022

STATEMENT OF EXCLUSIVITY AND AVAILABILITY

PUBLICATION REF: 2SOFT/1.1/11

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I acknowledge that I have no contractual relations with the contracting authority and in case of dispute concerning my contract with the contractor I shall address myself to the latter and/or to the competent jurisdictions.

Name	Petru TODOS
Signature	
Date	17 June 2022

STATEMENT OF EXCLUSIVITY AND AVAILABILITY

PUBLICATION REF: 2SOFT/1.1/11

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I also declare that I am not in a situation of conflict of interest or unavailability and commit to inform the tenderer(s) of any change in my situation.

I acknowledge that I have no contractual relations with the contracting authority and in case of dispute concerning my contract with the contractor I shall address myself to the latter and/or to the competent jurisdictions.

Name	Vadim NANTOI
Signature	
Date	17 June 2022

ANNEX III: ORGANISATION & METHODOLOGY

To be completed by the tenderer

Please provide the following information:

1. RATIONALE

According to the Terms of Reference for the provision of services, it is stated that the specific objective of the services provided is to foster the improvement of the existing cooperation between three cross-border area universities and to transform it into coordinated collaboration, aiming to increase the partners' institutional capacity to build a labor force linked to the latest requirements of the automotive engineering sector, leading to an increase in the degree of tertiary education students from both sides of the border, equipped with the labor market relevant skills, in order to ensure the improvement of the graduates' employment rate and to meet regional companies increasing needs within the Project "**Automotive Engineering International Summer School**".

The verification and evaluation of project activities throughout the project will be performed in order to ensure the most efficient and effective implementation of project activities in accordance with the assigned tasks and in accordance with the criteria provided by the PRAG rules.

We aim to provide requested services at the highest standard, using the experience and knowledge to deliver the best results and offering highly qualified experts to undertake established tasks. We will seek to apply the principles mentioned in the Terms of Reference and will apply all necessary measures to avoid the possible risks.

2. STRATEGY

The Contractor will ensure to perform all training services for Project beneficiaries 2SOFT/1.1/11 "*Cross-Border Regional Hub of Competences for the Automotive Industry*". The staff for project implementation was handpicked according to the requested topics of trainings – each member having thorough experience on them (please check the CVs for references).

Please see below topics of the trainings to be covered:

Nr.	Module name	Subjects addressed in each module	Nr. of hours
1.	Automotive research and innovation	1. Current requirements for automobiles and automotive design methods	2 hours
		2. Automotive research and innovation	2 hours
		3. Advanced vehicle design	2 hours
		4. Innovative automotive manufacturing technologies	2 hours
		5. Interaction of vehicle systems	3 hours
		6. Car steering systems: the evolution from mechanics to intelligent systems	3 hours
		7. Moderate discussions on the topics of this module	2 hours
2.	Automotive control panel	1. Electronic control units for traditional automobiles (MAS & MAC)	3 hours

	systems	2. The composition and operation of electronic control units for automobiles	3 hours
		3. Moderate discussions on the topics of this module	2 hours
3.	Electric and hybrid automotive	1. Electric and hybrid automotive	3 hours
		2. Control systems for hybrid and electric automotive	3 hours
		3. Moderate discussions on the topics of this module	2 hours
4.	Technical testing and diagnostic systems for automobiles	1. Modern automotive technical diagnostics systems	3 hours
		2. Technical testing and diagnostic methods applied in automotive	3 hours
		3. Moderate discussions on the topics of this module	2 hours
5.	Organizing trips to auto-service companies and car component manufacturers in the Republic of Moldova	1. Organizing trips to auto-service companies and car components manufacturers in the Republic of Moldova and video documentation / recording of the trip	8 hours
6.	Automotive start-ups	1. Training / training cycle on the issue of start-ups in the field of automotive	8 hours
7.	Webinars for training, development and administration of online courses on the Moodle platform	1. Instruction, training in the development and administration of online courses on the Moodle platform	8 hours
		2. Development and administration of the online course on the Moodle platform to promote the materials within these training courses	8 hours

3. BACKSTOPPING, SUBCONTRACTING AND CAPACITY PROVIDING ENTITIES

Integral part of a successful project implementation is a timely, organizational and sound technical backstopping. Our experts primarily monitor the implementation of the project. In our view, backstopping is therefore an important component in the comprehensive control and process structure of a project. Our services include administrative, personal and professional backstopping specified under this ToR.

BCI has ample experience with projects financed by EU. Administrative, financial and personal support will be provided from our office in Chisinau. The backstopping and knowledge management concept of BCI is customized and adapted to respond to the key issues of this assignment:

- The efficient monitoring and quality assurance of the implementation of activities and the related results by our experts as well as excellent coordination structures to ensure a results-based project implementation
- The development and operation of an internal communication structure and plan serve the needs at different levels

The backstopping services of the Contractor comprise the following aspects:

- **Continuous technical supervision and support** - In order to support the beneficiary and to guarantee effective quality, BCI experts will provide continuous technical and administrative

support. BCI considers regular communication and, if necessary, backstopping visits on-site as most suitable to allow for a monitoring of the service provision. This may include the participation in planning workshops and important management meetings if desired.

- **Communication** – The Contractor places a high value on a bilateral transparent and timely flow of information in order to guarantee efficiency and a high level of quality of services. Backstoppers interact with project teams on demand. Regular communication by telephone, through meetings and other means of communication assures quality and helps to identify and solving any problem / ambiguity at an early stage.

4. INVOLVEMENT OF ALL MEMBERS OF THE CONSORTIUM AND OF CAPACITY PROVIDING ENTITIES

The Contractor will act as an independent organization. No consortium is foreseen for implementation of this assignment.

The Contactor, through the beneficiary, will interact when necessary with other members of the consortium within the Project 2SOFT/1.1/11 "**Cross-Border Regional Hub of Competences for the Automotive Industry (CROSSCOMP)**".

5. TIMETABLE OF WORK

During the performance of the contract, BCI will provide the following reports under the program set out below:

Name of report	Content	Estimated period
Final Report	A final report will be provided at the end of the period of implementation of tasks. This report will include the performed activities and the yielded results of these.	August 2022

Liviu Andriuta
Executive Director



ANNEX IV: KEY EXPERTS

Name of expert	Proposed position	Years of experience	Age	Educational background	Specialist areas of knowledge	Experience in partner country	Languages and degree of fluency (VG, G, W)
Liviu Andriuta	Team Leader	18	44	MBA	Project management (certification) Expert in monitoring and evaluation of public policies. Project management and evaluation Technical assistance	18	Romanian – native English –VG Russian – VG
Rodion Ciuperca	Trainer	21	46	Ph.D. in Engineering, manufacturing and construction	Automotive research and innovation	21	Romanian – native English –G Russian – VG
Igor Rotaru	Trainer	28	50	Ph.D. in research on the dynamics and fuel economy of vehicles	Electric and hybrid cars Automotive control panel systems	28	Romanian – native English –G French - G Russian – VG
Olivian Pădure	Trainer	18	48	Ph.D. in transportation technology	Automotive research and innovation	18	Romanian – native English –G Russian – VG
Grigore Ambrosi	Trainer	35	n/a	Ph.D. in mechanical engineering	Automotive research and innovation	35	Romanian – native English –G French - G Russian – VG

Cristina Ghencea	Trainer	14	36	Ph.D. in visual arts (with the specification: plastic, decorative, applied art)	Webinars for training, designing and managing online courses on the Moodle platform and automotive start-ups Teacher training trainings for various e-learning platforms.	14	Romanian – native English –G French - G Russian – VG
Vitalie Arnaut	Trainer	33	63	Engineer, construction engineer, general construction engineer	Automotive research and innovation	33	Romanian – native Russian – VG
Petru Todos	Trainer	57	80	Ph.D. in technical sciences	Organizing trips to self-service companies and car component manufacturers in the Republic of Moldova	57	Romanian – native English – A French - G Russian – VG
Vadim Nantoi	Trainer	30	55	Ph.D. in philosophy Engineer In exploitation of motor vehicles	Technical testing and diagnostic systems for motor vehicles.	30	Romanian – native English –G Russian – VG

L. Nantoi



CURRICULUM VITAE

1. **Proposed role in the project:** Project Manager
2. **Title:** Mr.
3. **First names:** Liviu
4. **Family name:** Andriuta
5. **Date of birth:** 26.07.1977
6. **Nationality:** Moldavian
7. **Place of residence:** Republic of Moldova
8. **Civil status/
Children with date of birth:** Married

9. Education:

INSTITUTION [DATE FROM – DATE TO]	DEGREE(S) OR DIPLOMA(S) OBTAINED
Technical University of Moldova [2014-present]	PhD candidate in Economics
Technical University of Moldova [2007-2008]	Master degree in Business Administration
Technical University of Moldova [1989-1995]	BA in Economy and Management in Industry
Consulting & Protection LTD [Iasi, Romania, 2015]	Project Manager
Apollonia Training Center [Iasi, Romania, 2017]	Project Evaluator

10. Language skills: Indicate competence on a scale of 1 to 5 (1 – excellent; 5 – basic)

LANGUAGE	READING	SPEAKING	WRITING
Romanian		mother tongue	
Russian	1	1	1
English	1	2	1

11. **Membership of professional bodies:** Member of National Council for Participation (2012-2015);
12. **Other skills:
(e.g. computer literacy, etc.)** Proficiency in Microsoft Office applications
13. **Present position:** Executive Director of Business Consulting Institute
14. **Years within the firm:** 13 years

15. Key qualifications (relevant to the assignment):

Mr. Liviu Andriuta is engineer-economist with a MA degree in Business and Administration, and a qualified consultant with a wide experience in socio-economic analysis, business development and restructuring, management and attracting investments. Mr. Andriuta is a skilled manager with a supervising and coordination experience of over 8 years including technical assistance projects, financed by EC, EBRD, UNDP, the World Bank and other international financial institutions. He is at the same time an experienced professional with over 10 years of experience in business development, having provided technical support, including the elaboration of business plans, feasibility studies, project proposal as well as consultancy support in launching and post creation of businesses within multiple projects for the development of the private sector, analysis and economic development, on national, regional and sub-regional level. Liviu knows the economic situation of Moldova, following the implementation of several projects in North, Center and South regions of Moldova, implementation of the Administrative-Territorial Reform, and elaboration of the Capacity Development Plan for LPAs. He is innovative, dynamic, best result oriented and loyal.

Mr Andriuta participated in multiple projects including women's economic empowerment component and HRGE based approach.

16. Specific experience in the region:

COUNTRY	DATE FROM – DATE TO
Moldova	2004-present
Romania	2009-present

17. Professional experience:

DATE FROM – DATE TO	COMPANY	POSITION / DESCRIPTION
04.2010-present	Business Consulting Institute (BCI)	<p>Executive Director Main responsibilities:</p> <ul style="list-style-type: none"> • Provide general management activities: • Distribution of the tasks between staff • Fundraising and Project development and implementation • Development of Technical and financial offers for both national and international tenders • Communication, contracting and reporting to company's clients and donors
01.2019 – 06.2020	BCI / IREX / USAID	<p>Deputy Team Leader / Strategic planning expert Comunitatea Mea – Municipal Strategic Planning</p> <ul style="list-style-type: none"> • Conduct in depth complex analysis of target localities • Review of the existing Local Socio-Economic Development Strategies (LSED), support LPA to update the documents. • Development of new socio-economic municipal strategies • Conduct strategic planning workshops • Develop a list of indicators for evaluation and monitoring of LSED.
10.2018 – 12.2018	BCI / SEDM / GIZ Moldova	<p>National Consultant Elaboration of investment profiles in agri-food sector with the focus on livestock, food processing and canned food</p> <ul style="list-style-type: none"> • Identify and collect information on public and private investment options in agri-food sector in Moldova • Process the collected information and provide structured information in the form of an Investment Profile for 35 investment opportunities
03.2018-08.2018	BCI / ICWMD / GIZ Moldova	<p>Project Manager Design of the Reorganization Plan and Business Development Plans for the potential regional WSS operators in Criuleni and Dubasari Rayons and WSS Enterprise in Dubasari (Transnistria)</p> <ul style="list-style-type: none"> • Support the improvement of the institutional framework for inter-municipal management of water resources • Conduct the reorganisation Plan for the Criuleni Municipal Enterprise "Comunservice" into a WSS Joint Stock Company with the follow-up Business Plan for the newly created intercommunal WSS operator in Criuleni Rayon • Design the Business Plan for the WSS operator in the Dubasari administrative unit in Transnistria Region and for the newly-created inter-communal WSS operator situated in Cosnita.
11.2017-03.2018	Agrotec Spa for Ministry of Agriculture, Regional Development Environment of RM	<p>National Consultant Mid Term Evaluation of the National Strategy for Agriculture and Rural Development for 2014-2020</p> <ul style="list-style-type: none"> • Evaluation of the progress of the program in terms of its objectives, referring to the results and, where appropriate, to the performance indicators; • Evaluation the effectiveness and efficiency of the strategy implementation, as well as the assessment of how the resources were allocated; • Increase the quality of the Action Plan and its implementation; • Examine the proposals to substantially change the strategy; • Prepare for the ex-post evaluation
11.2017-03.2019	BCI / MLPS / GIZ Moldova	<p>Project Manager Engagement of Civil Society Organizations in the delivery of local public services in North Development Regions within the framework of the project Modernization of Local Public Services in the Republic of Moldova</p> <ul style="list-style-type: none"> • support LPAs in applying participatory approach to local planning and programming • engagement in public procurement processes as members of the public procurement working groups and in providing assistance to LPAs in monitoring the construction and management of local public infrastructure investments • support LPAs in increasing the awareness of their citizens – as clients of the public services, and assist LPAs in improving public services delivery through inter-municipal cooperation
09.2017-12.2017	BCI / UNDP	<p>Project Manager Conducting and processing specialized integrity survey of the employees of the state and municipal enterprises</p> <ul style="list-style-type: none"> • Support NAC in the process of evaluating corruption risks in legislation and activity of enterprises with full or majority state/municipal shares, through conducting and processing specialized integrity questions/survey of the employees of the state and municipal enterprises.
08.2017-12.2020	BCI / MLPS / GIZ Moldova	<p>Backstopping Technical support for Modernization of Local Public Services Project</p> <ul style="list-style-type: none"> • Support the implementation of the programme 'Modernization of Local Public Services'
10.2016-10.2018	BCI / SARD / EU-UNDP	<p>Task Manager</p>

DATE FROM – DATE TO	COMPANY	POSITION / DESCRIPTION
		Support communities from ATU Gagauzia and Taraclia district in the field of Inter-Municipal Cooperation (IMC) for more efficient public service delivery at the local level <ul style="list-style-type: none"> • Encourage confidence building in ATU Gagauzia and Taraclia district, including neighboring communities, through improved development opportunities leading to enhanced competitiveness in the region • Facilitate and assist communities from ATU Gagauzia and Taraclia district in the field of Inter-Municipal Cooperation services activities (IMC) aiming to increase quality and efficiency of providing public services, public works and other activities of public interest and for the purpose of contributing to efficient usage of public assets and public money using IMC mechanisms.
07.2016-10.2018	BCI / SARD / EU-UNDP	National Consultant Support communities from ATU Gagauzia and Taraclia district in local community strategic planning and community mobilization processes <ul style="list-style-type: none"> • Conduct in depth analysis of target localities. Develop the Local Socio-Economic Development Strategies (LSED). Develop the capacities of local actors (incl. CBOs) in local development by applying community mobilization for empowerment principles; provide on-going support to community groups. Support LPA and local NGOs in community development and fundraising. Monitoring, coaching and support of LPAs capacity building
11.2016 – 12.2017	BCI / SCBM / EU-UNDP	Task Manager Consultancy services for competitiveness improvement through training and certification of Business Consultants <ul style="list-style-type: none"> • support the common interests of business actors from both banks, by facilitating their cross-river cooperation and their access to the possibilities offered by Moldova's deepening relationship with the EU. • increase the capacities of consulting service providers to support SMEs on the both banks of the Nistru River to improve their competitiveness
08.2016-12.2016	BCI / SARD/ EU-UNDP	National Consultant Support Taraclia district in updating the socio-economic development strategy for for 2016-2020 period <ul style="list-style-type: none"> • Conduct a diagnostic analysis of the infrastructure chapter of Taraclia District based on comprehensive desk research. Support Taraclia District Public Administration in reviewing and updating the socio-economic development strategy.
09.2016-02.2017	BCI / GIZ Moldova	Regional Development Expert Support for RDA Gagauzia for developing the new RDS for Gagauzia development region <ul style="list-style-type: none"> • Conduct a diagnostic analysis of the infrastructure chapter within the elaboration of the Regional Development Strategy ATU Gagauzia, SWOT analysis, strategy development and plan of actions.
10.2015-08.2016	BCI / ADA / UNDP	Project Manager Integration of climate change adaptation in developing strategic documents at the district level and support in the implementation of performance-based budgeting <ul style="list-style-type: none"> • Analysis of local development strategies and action plans in six pilot districts against climate risks and evaluate them based on the projections for climate change and impact; Identify the necessary adaptation measures to be implemented at local level and their integration into the current action plan; Review of current expenditures on activities that could be considered with the resistance to climate change adaptation measures to climate change, disaster risk reduction, and assess the effectiveness of these allocations;
11.2015-01.2016	BCI / LGSP / USAID	Project Manager Development of socio-economic strategies for Ialoveni and Calarasi <ul style="list-style-type: none"> • Support selected towns Ialoveni and Calarasi in elaborating socio-economic development strategies for their communities. Conduct a diagnostic analysis of each selected partner town based on comprehensive desk research and draft the profile of the town; Support citizen participatory activities in the strategic planning process.
09.2015-04.2017	BCI / EU / UNDP / SCBM	Project Manager Creation of Job Opportunities through Business Support for Youth <ul style="list-style-type: none"> • Contribute to an environment of trust and cooperation across the Nistru River generating new perspectives on shared interests and a shared future by people from both banks of the river while responding to their pressing development needs. Create jobs for youth (18-35 old) from the Security Zone, by providing support for business creation and development, and opportunities to establish new relations and learn from best practices. Provision of the individual consultations in business development for 15 grant beneficiaries selected.
05.2015-12.2015	BCI / GIZ Moldova	Task Manager / Regional Development Expert Development of the new NSRD for 2016-2020 and the RDSs <ul style="list-style-type: none"> • Desk review of the strategic, operational and regulatory documents related to the development of national policies, with particular focus on regional development; Meetings and interview with relevant MRDC/RDAs representatives, inter-ministerial working group; Support MRDC in development of the NSRD and RDS

DATE FROM – DATE TO	COMPANY	POSITION / DESCRIPTION
06.2015-12.2015	BCI / JILDLP / UN Women	<p>Project Manager / Business Development Expert Trainings on business plan writing for women and men from target communities</p> <ul style="list-style-type: none"> • Management and coordination of the Project Activities • Deliver business trainings, assist in business plan write-up • Support at least 16 start-up or expanding businesses • Provision of individual on-going coaching and assistance for selected businesses (Grant beneficiaries)
10.2014 – 10.2015	BCI / JILDLP / UNDP	<p>Project Manager / Business Development Expert Provision of comprehensive training, coaching, grants and on-going consulting services to women and men willing to initiate or expand current business</p> <ul style="list-style-type: none"> • Management and coordination of the Project Activities • Deliver business trainings and assist in business plan write-up • Support 26 start-up in expanding their businesses • Provision of individual on-going coaching and assistance for selected businesses (Grant beneficiaries)
01. 2014-08. 2015	BCI/ EC	<p>Project Manager Black Sea Network for Sustainable Tourism - Strategies for joint tourism marketing and development in the Black Sea region</p> <ul style="list-style-type: none"> • Management and coordination of the Action • Development of joint marketing strategies • Tourism project development and skills capacity improvement • Creating an effective online platform for joint promotion of tourism products • Visibility of the action
08.2014 – 07.2015	BCI / Estonian MFA	<p>Business Development Expert Promoting entrepreneurship in developing rural areas</p> <ul style="list-style-type: none"> • Organizing regional workshops for the young entrepreneurs and local mentors on business innovation techniques and practical methods on how to start and develop a business (including Lean Start-up techniques) based on the transfer of knowledge from the Estonian partners. Developing a business mentors network at regional level (Soroca Rayon). Organizing in partnership with the Soroca Business Incubator the Soroca Hackathon and contribute to the realization of the Rural Entrepreneurs Cup and its TV show.
11.2013 – 12.2015	BCI / CBC-EU / MIA of RM	<p>Project Manager Improvement of the response capacity of mobile emergency services for resuscitation and extrication (SMURD)</p> <ul style="list-style-type: none"> • Coordinated the project activities related to CBC Project for the Ministry of Internal Affairs of Republic of Moldova in organization and implementation. Provision of technical assistance for procurement of special vehicles for emergency situations and interventions at disaster outbreaks, and procurement of communication equipment for operational capability; Improvement of the intervention capacity, response in emergency medical care situations for the population in the eligible area, and the response time in the eligible area; Improvement of the emergency preparedness and intervention through a joint integrated system for efficient monitoring and disaster consequences mitigation.
07.2013-08.2013	World Bank	<p>National Consultant Comparison of Actual Costs of Civil Works</p> <ul style="list-style-type: none"> • Analysis and comparison of the unit costs of components of MSIF II most frequently supported types of works with the unit costs of similar components of civil works incurred by other donor-supported projects in the country and by the Government of RM
02.2013 – 07.2014	BCI / EC	<p>Project Manager Promoting PPI as an efficient mechanism for community empowerment and sustainable local development</p> <ul style="list-style-type: none"> • Coordinated the project activities related to Strengthen sustainable development capacities of non-state actors and local authorities in Orhei and Telenesti Towns and the neighbouring communities for sustainable development.
07.2013 – 12.2014	BCI / JILDLP / UNDP	<p>Project Manager / Economic Development Expert Provision of Consultancy Services to Strengthen Target LPAs through Inter-Municipal Cooperation</p> <ul style="list-style-type: none"> • Management and coordination of the Project Activities related to the Assessment of IMC potential/opportunities in selected 'LPA clusters'. • Support to targeted LPA to prioritize and define a pilot IMC initiative to be developed and implemented. • Elaboration of one IMC Feasibility study per each LPA cluster • Support for the implementation of one pilot IMC project per LPA cluster • Ensuring the visibility and reliability of the model IMC • On-going coaching and mentoring for each LPA for improving their internal procedures and regulations in line with IMC mechanisms and principles

DATE FROM – DATE TO	COMPANY	POSITION / DESCRIPTION
		<ul style="list-style-type: none"> • Support for the capacity building of IMC service providers/IMC service implementation unit
12.2012-02.2013	BCI / JSC Apa - Canal Chisinau	Project coordinator Elaboration of marketing analyses and researches <ul style="list-style-type: none"> • Coordinate the project activities related to strengthen relationships with various public categories and promote the image of the JSC Apa-Canal
2012	RDA North and Center	National Consultant <ul style="list-style-type: none"> • Project assessment within the second call for proposals, for the economic development compartment
02.2012-06.2012	GFA Consulting Group/ EC Project	National Consultant Technical Assistance to Sector Budget Support on Economic Stimulation in Rural Area (ESRA) <ul style="list-style-type: none"> • Assisting and coaching RDA "Centre" in reviewing and updating their Regional Development Strategy (RDS), b) developing and updating the RDA "Centre" Regional Strategy
03.2012-11.2012	BCI / JSC Franzeluta	Task Manager / Technical expert Restructuring Plan for the JSC „Franzeluta” <ul style="list-style-type: none"> • Due diligence analysis of management, organizational structure and human resources: • Analysis of the current situation, elaboration of proposals for the improvement of the organizational structure • Elaboration of internal documents related to the organizational structure and HRM • Strategic Restructuring Plan elaborated for the company
09.2012-12.2012	BCI / Soros Foundation Moldova	Project Manager Ensuring Transformations through Implementation of the Administrative-Territorial Reform <ul style="list-style-type: none"> • Coordinated the project activities related to raising the awareness of all involved entities and civil society about the need to develop the Administrative-Territorial Reform, which have to shape the administrative structure of the country and allow its components to become self-efficient and sustainable and improve quality of people's life.
05.2011-12.2011	BCI / UNDP Moldova	Project Manager Development of Restructuring Business Plan for Teleradio-Moldova Public Company <ul style="list-style-type: none"> • Perform diagnostic analysis of the current configuration of TRM in terms of costs and efficiency • Elaborate concept and 3 options for the restructuring of TRM, including cost-benefit analysis, the establishment of new headquarters for TRM and its technological endowment • Development of a Methodology for costing of TRM main products
08.2011-03.2012	BCI / UNDP Moldova	Project Manager Support LPAs in the target communities to develop Local Socio-Economic Development Strategies in a participatory, HR&GE Manner <ul style="list-style-type: none"> • Elaboration of 20 SE Development Strategies; identification and mobilization of vulnerable groups in 20 localities; assistance in identification and implementation of 20 local projects
07.2011-12.2012	BCI / Soros Foundation Moldova	Project Manager Decentralization and Local Autonomy Development: Successful European Models for the Republic of Moldova <ul style="list-style-type: none"> • Facilitate the exchange of knowledge and experience among policy- and decision-makers, local authorities, the associative structures, expert community from Moldova, Poland and Latvia, active in the field of decentralization reform that will contribute towards strengthening the local autonomy.
02.2011 – 07.2012	BCI / CBC Romania-Ukraine-R.Moldova	Project Manager Siret – Prut – Nistru Euroregion IT Cooperation Network <ul style="list-style-type: none"> • Establishing of a unique and effective mechanism of cooperation between the Romanian and Moldovan public administrations (18 districts of the Republic of Moldova and 2 counties from Romania) in order to develop the joint projects and programs, to promote close cooperation between people and communities located in border areas and respond to the identified need for harmonized development along the border, as building the framework for the exchange of solutions for similar or common needs
03.2011 – 03.2012	BCI / CBC Romania-Ukraine-R. Moldova	National Consultant Performant Management and Administrative Efficiency <ul style="list-style-type: none"> • Development of public services provided by the Rayon Council of Soroca and Increase the efficiency in using human resources within local public administration
11.2010 – 02.2012	BCI / EBRD	Socio-economic expert Chisinau Water Supply & Sewage Treatment: Feasibility Study <ul style="list-style-type: none"> • Enhanced capacity of the municipal water supplying company • Better quality of water supply and sewage system in Chisinau municipality and neighbouring areas • Transparent and accountable monitoring and evaluation of the system in operation • Feasibility study for further development of water supply and sewage system
09.2010 – 02.2011	BCI / UN WOMAN (UNIFEM)	Project Manager Study on economic opportunities for rural women in Moldova

DATE FROM – DATE TO	COMPANY	POSITION / DESCRIPTION
		<ul style="list-style-type: none"> Coordinated the project activities related to assessment of the women's needs in selected rayons, through an analysis of the vulnerability as well as skills, including access to services provided by state and private institutions
01.2011-03.2011	BCI / Rompetrol Moldova	<p>Project Manager Survey on petroleum market in the Republic of Moldova</p> <ul style="list-style-type: none"> Coordinated the project activities related to evaluation of performance on the market and find new opportunities for Rompetrol Moldova. Establish the factors influencing the purchase. Assessment of the level of satisfaction. Assessment of the brand image. Segmentation of the market based on provided benefits.
10.2010 – 03.2011	BCI / UNDP Moldova	<p>Project Manager Elaboration of 3 Feasibility Studies for creating of Industrial Parks based public property of central and/or local authorities</p> <ul style="list-style-type: none"> Coordinated the project activities related to the assessment of the existing opportunity for creating 3 industrial parks based on public property of central and/or local authorities in 3 regions (Edinet, Hincesti and Cantemir) of the Republic of Moldova
08.2010-05.2015	UNDP Moldova	<p>Engineer – Consultant in Local Development</p> <ul style="list-style-type: none"> Identification and collection of project ideas from localities receiving UNDP assistance. Draft qualitative projects, assessed and approved for implementation, submit appraisal reports. Implement projects, fulfill in time and in line with acceptable national standards in RM
05.2010-11.2010	BCI / UNDP Moldova	<p>Consultant Support for LPAs in strengthening their capacities to plan, budget, implement, monitor and evaluate in an efficient manner</p> <ul style="list-style-type: none"> Assessment of existing institutional, organizational and functional capacities for Telenesti town and Ciulucani, Mindresti and Verejeni communities Elaborate Capacity Development Plan for the targeted LPAs for improvement of institutional, organizational and functional capacities Provide technical support in implementing of identified capacity improvement priorities
06.2010 – 06.2012	BCI / IFAD	<p>Project Manager Promoting the innovative use of remittances in productive rural investments</p> <ul style="list-style-type: none"> Coordinated the project activities related to the development of the study on business opportunities; Developing business plans and launching new businesses. Developing entrepreneurial and managerial capacities of individuals selected as beneficiaries of the project Provide assistance in post-creation stage of businesses; Provide assistance in database elaboration in order to monitor/evaluate the business initiatives
05.2010	BCI / LPA	<p>Consultant Develop project proposals for the National Fund for Regional Development Programme</p> <ul style="list-style-type: none"> Extend the waste management system in six neighbouring communities of Telenesti City Improving the environment in tourist locations from Rezina and Soldanesti rayons
06.2010-10.2010	BCI / East European Foundation	<p>Project Manager Local Economic Partnerships</p> <ul style="list-style-type: none"> Coordinated the project activities related to development of the package of documents needed for the grants contest, assistance in developing of project proposals. Support in the elaboration of business plans and technical support for the grant beneficiaries.
03.2010-06.2010	BCI / Institute for Public Policy	<p>Project Manager Regional Development Cooperation</p> <ul style="list-style-type: none"> Coordinated the project activities related to development of the Guide for Applicants, the development of Regional Operational Programme and a timetable of measures and actions to achieve viable projects, assistance in developing project proposals and develop training modules in relevant fields.
07.2009-05.2010	BCI / UNDP Moldova	<p>Consultant Protection and empowerment of victims of human trafficking and domestic violence</p> <ul style="list-style-type: none"> Support for local public authorities for better planning, budgeting, monitoring, evaluation and service provision Elaboration of 7 Capacity Development Action Plan for LPA Elaboration of 7 Development Strategies Assistance in identification and implementation of 14 local projects
2009-2010	BCI / UNDP Moldova	<p>Consultant Strengthening the Capacity of Chisinau Mayorality to Tackle the Impact of Global Economic Downturn</p> <ul style="list-style-type: none"> Responsible for assessment of the potential threats of economic downturn on the functioning of Chisinau Municipality basic urban public services infrastructure: Housing and Waste Management. Elaboration of the anti-crisis management plan

DATE FROM – DATE TO	COMPANY	POSITION / DESCRIPTION
10.2009-12.2009	LPA	Project Manager Elaboration of Feasibility Studies/ Joint Operational Programme Romania – Ukraine – Republic of Moldova <ul style="list-style-type: none"> • Development of the integrated waste collection management system in the area of Vadul lui Vodă – Cosnita
10.2009-02.2010	Institute for Public Policy/DFID	Consultant Elaboration of Regional Development Strategy for North, Center and South regions <ul style="list-style-type: none"> • Responsible for analysis of demographic and social sections
11.2008-03.2009	BCI / UNDP Moldova	Consultant Elaboration of General Urban Plan for Gratiesti, Truseni, and Singera Town <ul style="list-style-type: none"> • Analyze the social-economic situation of the communities), as well as the development trends during 2010-2030. Develop the SE Development Strategy
07.2008-11.2008	BCI / UNDP Moldova	Consultant Support in Local Economic Development through formulation and implementation of Local Economic Development Strategies in urban areas <ul style="list-style-type: none"> • Elaboration of Local Economic Development Strategy in Calarasi Town
06.2008-09.2008	BCI / World Bank	Technical Assistant National Strategy for Natural Hazards Mitigation and Climate Changing <ul style="list-style-type: none"> • Elaboration of National Strategy for Natural Hazards Mitigation and Climate Changing. Organization of seminars and regional meetings for local public authorities and NGOs representatives from Republic of Moldova
09.2006-04.2007	BCI / UNDP Moldova	Consultant Development Strategy and Master Plan of Chisinau Municipality <ul style="list-style-type: none"> • Analysis Master Plan compartments related to "public service". • Analysis of studies and documents related to "public service" • Draft a report (opinion) regarding the content and quality of the chapter "Public Service", which will include recommendations for approval / disapproval strategic objectives, policies, programs and projects proposed in Master Plan. • Participation in two debates of Master Plan.

18. Other relevant information (e.g. publications):

- Manual on Participatory Planning and Implementing, 2013, (in Romanian)
- Best entrepreneurship practices, 2012, (in Romanian)
- Essence of the Feasibility Study, Balti, 2011 (in Romanian)
- Guide for entrepreneurship, 2011 (in Romanian)
- Investment Opportunities for Remittance' Beneficiaries in Central Moldova Region, 2010, (in Romanian).

CURRICULUM VITAE

1. Proposed role in the project:
2. Title: Mr.
3. First names: Rodion
4. Family name: Ciuperca
5. Date of birth: 25.07.1975
6. Nationality: Moldavian
7. Place of residence: Republic of Moldova
8. Civil status/
Children with date of birth: n/a

9. Education:

INSTITUTION [DATE FROM – DATE TO]	DEGREE(S) OR DIPLOMA(S) OBTAINED
Balti Polytechnic College [1990-1994]	Technician, ISCED 4
Technical University of Moldova [2012 - 2013]	TVET teacher Level 6 CEC 30 Vocational pedagogy - Retraining, ISCED 6 Field of study - Education
Technical University of Moldova [1994 - 1999]	Mechanical Engineer Contributions regarding the load distribution in multiple processional gear transmission. Level 7 CEC 300 ISCED 7 Field of study - Engineering, manufacturing and construction
Technical University of Moldova [1999 - 2001]	PhD Design and Research of the VAWT with Helical blade Level 8 CEC ISCED 8 https://www.researchgate.net/publication/310322080_Design_and_Research_of_the_VAWT_with_Helical_blade Field of study - Engineering, manufacturing and construction

10. Language skills: Indicate competence on a scale of 1 to 5 (1 – excellent; 5 – basic)

LANGUAGE	READING	SPEAKING	WRITING
Romanian		mother tongue	
Russian	1	1	1
English	2	3	3

11. Membership of professional bodies: -
12. Other skills:
(e.g. computer literacy, etc.)
 - Office**
MS Office (MS Word; MS PowerPoint; MS Excel; MS Publisher; MS Outlook; MS Teams)
 - Online**
Google Drive / Social Media / Google Docs / Zoom
 - CAD/CAM/CAE**
SolidWorks (Intermediate) / Competent user of Autodesk AutoCAD
 - Video/Audio editing**
CorelDRAW / Adobe InDesign / Audacity / Camtasia Studio
 - e-Learning**
SMART Notebook / Moodle learning platform
13. Present position: Head of the "Continuing Education University Center" department
14. Years within the firm: 22

15. Key qualifications (relevant to the assignment):

Excellent communication skills, consisting of the experience of a teacher (19 years) in the Technical University of Moldova. The team work is limited to the activity of scientific researcher within the national and international projects, the didactic activity with the students and the activity of the trainer within the professional training programs of the teachers from the technical vocational education.

16. Specific experience in the region:

COUNTRY	DATE FROM – DATE TO
Republic of Moldova	2000 – present

17. Professional experience:

DATE FROM –DATE TO	LOCATION	COMPANY	POSITION DESCRIPTION
Ian 2021 - Present	Republic of Moldova	Technical University of Moldova	Head of the "Continuing Education University Center" department
Mar 2020 – Jun 2021	Republic of Moldova	German Agency for International Cooperation (GIZ)	<p>Local Grant Coordinator Project: "Support to Vocational Education and Training (VET) in the field of Green Economy", implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) Title of the local subsidy: "Creation of a new pre-service training program for Vocational Education and Training (VET) teachers in Moldova in order to provide this service at system level" Implementing partner: Technical University of Moldova (UTM). Main activities and responsibilities:</p> <ul style="list-style-type: none"> • adjustment of the normative framework; • alignment of VET teacher qualification with NQF; • design of the study programme and approval; • accreditation of the study programme; • efficient organization and implementation of all project activities and the quality of the final documents developed.
Feb 2019 – Ian 2021	Republic of Moldova	Technical University of Moldova	Head of Manufacturing Engineering Department
Sep 2011 - Present	Republic of Moldova	Technical University of Moldova	Associate professor
Ian 2013 – Present	Republic of Moldova	Technical University of Moldova	Trainer in technical vocational education
Feb 2015 - Present	Republic of Moldova	Doctoral School "Mechanical Engineering, Construction", TUM	PhD supervisor
Jun 2015 – Mar 2017	Republic of Moldova	Technical University of Moldova	Director of the Doctoral School "Mechanical, Industrial and Transport Engineering"
Sep 2000 – Aug 2011	Republic of Moldova	Technical University of Moldova, Department of "Basics of Machine Design"	Engineer, University Assistant, University Lecturer

CURRICULUM VITAE

1. Proposed role in the project:
2. Title: Mr.
3. First names: Igor
4. Family name: Rotaru
5. Date of birth: 01.08.1971
6. Nationality: Moldavian
7. Place of residence: Republic of Moldova
8. Civil status/
Children with date of birth: n/a

9. Education:

INSTITUTION [DATE FROM – DATE TO]	DEGREE(S) OR DIPLOMA(S) OBTAINED
Middle School No. 2 of the town. Singerei [1978 - 1988]	
Technical University of Moldova [1988 - 1993]	Mechanical Engineer Specialty "Car Household"
Technical University of Moldova. Personnel training and retraining center [1995 - 1996]	The basics of pedagogical master
Polytechnic University of Bucharest [2001]	Internship in the field of construction, dynamism and fuel economy of motor vehicles.
Technical University of Moldova, Faculty of Mechanics [1997-2007]	Doctoral studies. Contributions to the research on the dynamics and fuel economy of vehicles in Chisinau
Rumeon SRL [2014]	Professional internship in the field of studying the technical maintenance system of European cars.
Technical University of Moldova [2014]	Professional season "Use of information media in education".
Technical University of Moldova [2015]	Training courses "Teacher in the driver training system"

10. Language skills: Indicate competence on a scale of 1 to 5 (1 – excellent; 5 – basic)

LANGUAGE	READING	SPEAKING	WRITING
Romanian		mother tongue	
Russian	1	1	2
English	2	3	3
French	2	3	3

11. Membership of professional bodies: -
12. Other skills:
(e.g. computer literacy, etc.) Good PC knowledge
Soft: Windows OS, MS Office (Word, Excel, PowerPoint, Access), AutoCAD, CorelDraw
Database management software
Hardware - diagnostics, repair
13. Present position: University Lector
14. Years within the firm: 29

15. Key qualifications (relevant to the assignment):

Advanced practice in developing curriculum and teaching materials. Design and implementation of the teaching and evaluation process.

Practice in teamwork during the UTM admissions committee

16. Specific experience in the region:

COUNTRY	DATE FROM – DATE TO
Republic of Moldova	1993 – present

17. Professional experience:

DATE FROM –DATE TO	LOCATION	COMPANY	POSITION DESCRIPTION
1993 - Present	Republic of Moldova	Technical University of Moldova Department of Transportation	University Lector

CURRICULUM VITAE

1. Proposed role in the project:
2. Title: Mr.
3. First names: Olivian
4. Family name: Pădure
5. Date of birth: 18.05.1974
6. Nationality: Moldavian
7. Place of residence: Republic of Moldova
8. Civil status/
Children with date of birth: n/a

9. Education:

INSTITUTION [DATE FROM – DATE TO]	DEGREE(S) OR DIPLOMA(S) OBTAINED
High school no. 63. Chisinau [1980 - 1988]	Graduation certificate
Chisinau Transport College	Diploma in "Technical Service for Cars and Engines"
Technical University of Moldova [1993-1998]	Bachelor's degree, Mechanical profile, Car Transport specialty
Technical University of Moldova [2000]	Master in Transport (Auto Transport)
Polytechnic University of Bucharest [2004]	Doctor of Transportation
Polytechnic University of Bucharest [2004]	Doctor of Technology. Certificate of recognition and equivalence

10. Language skills: Indicate competence on a scale of 1 to 5 (1 – excellent; 5 – basic)

LANGUAGE	READING	SPEAKING	WRITING
Romanian		mother tongue	
Russian		mother tongue	
English	2	3	3

11. Membership of professional bodies: -
12. Other skills: (e.g. computer literacy, etc.) Mastery of Microsoft Office, Microsoft Excel, Software CorelDraw, AutoCAD, Catia.
13. Present position: Acting Associate Professor
14. Years within the firm: 24

15. Key qualifications (relevant to the assignment):

Ability to argue and persuade, participating in scientific conferences, public debates on various topics of interest organized by various institutions.

- good knowledge of the legislation that regulates the activity of the national educational system, of the road transport branch;
- the advanced practice of elaborating the national framework of qualifications, curricula for undergraduate, master's and doctoral programs specific to the professional field of road transport;
- rich experience in organizing initial and continuing vocational training courses;

16. Specific experience in the region:

COUNTRY	DATE FROM – DATE TO
Republic of Moldova	1998 – present

17. Professional experience:

DATE FROM –DATE TO	LOCATION	COMPANY	POSITION DESCRIPTION
Jun 2012 – Present	Moldova	Technical University of Moldova Department of Transportation	Acting Associate Professor
Jun 2010 – Jun 2012	Moldova	Technical University of Moldova International Transport Personnel Training Center	Principal specialist Education department.
Sep 2009 - Jun 2010	Moldova	Academy of Transport, Informatics and Communications	Head of the Department of Transport Engineering and Management
Sep 2004 – 2009	Moldova	Technical University of Moldova Department: Car Transport	Senior Lecturer
Sep 1998 – 2004	Moldova	Technical University of Moldova Department: Car Transport	Lecturer Assistant

CURRICULUM VITAE

1. Proposed role in the project:
2. Title: Mr.
3. First names: Grigore
4. Family name: Ambrosi
5. Date of birth: n/a
6. Nationality: Moldavian
7. Place of residence: Republic of Moldova
8. Civil status/
Children with date of birth: n/a

9. Education:

INSTITUTION [DATE FROM – DATE TO]	DEGREE(S) OR DIPLOMA(S) OBTAINED
University "Transilvania" Brasov [1996 - 2000]	Ph.D. in Mechanical Engineering
Polytechnic Institute of Chisinau [1985 - 1988]	Master in chemical physics
Polytechnic Institute of Chisinau [1980 - 1985]	Mechanical Engineer
European Union Project "Consolidation of migration management capacities in the Republic of Moldova" [2014]	Specialist in development of occupation standards
Academy of Administration Publishing from the President of the Republic of Moldova [2014]	Developing managerial skills
Holding "Atlassib" Sibiu, Romania [2008]	Professional training
University "Transilvania" Brasov [2000]	Professional training

10. Language skills: Indicate competence on a scale of 1 to 5 (1 – excellent; 5 – basic)

LANGUAGE	READING	SPEAKING	WRITING
Romanian		mother tongue	
Russian	1	1	1
English	2	3	3
French	2	3	3

11. Membership of professional bodies: -
12. Other skills: MS Office, AutoCAD, Corel Draw, MathCAD, PTV Visum
(e.g. computer literacy, etc.)
13. Present position:
14. Years within the firm:

15. Key qualifications (relevant to the assignment):

Team spirit, increased adaptability, communication, seriousness, ability to assimilate new information and skills, availability for involvement in socio-cultural activities, skills gained following group projects within the workplace.

Leadership skills, ability to synthesize and analyze, capabilities decision-making, organizational spirit, coordination skills.

- Punctuality, ability to make decisions under stress
- Capacity to analyze tasks and responsibilities
- Capacity to evaluate professional skills of collaborators
- Analytical Spirit
- Spirit of evaluation and improvement

- Monitoring and controlling the quality of team work
- Self-improvement capacity - self-taught
- Experience in managing large collectives
- Experience in organizing complex activities in research teams

2015 – 2016. Chairman Technical Committee, National Institute for Standardization

2014. Chairman Working Group, Community Transport Committee Economic Development of Black Sea Seas (BSEC)

1999 – present. President of the Association of Automotive Engineers of the Republic of Moldova

16. Specific experience in the region:

COUNTRY	DATE FROM – DATE TO
Republic of Moldova	1998 – present

17. Professional experience:

DATE FROM – DATE TO	LOCATION	COMPANY	POSITION DESCRIPTION
2000 - present	Moldova	Department of Transportation, TUM	Associate Professor
2013 - present	Moldova	National Research Center at TUM	Director
2019 - present	Moldova	Hermes Gefyra SRL	Director
2017	Moldova	Salonix-TEH SRL	Director
2016 - 2017	Moldova	RISG SRL	Director Business Analytics
2015 - 2016	Moldova	Metrology Testing and Testing Laboratory "Veritrans Plus"	Director
2015	Moldova	Transport Certification Organism "Trans-Standard"	Head of Department
2013 - 2014	Moldova	Road Transport Department, Ministry of Transport	Head of Department
2012 – 2015	Moldova	Engineering Department, University "Perspectiva"	Head of Department
2009 - 2012	Moldova	Enterprise with foreign capital "Leon Trans AG"	Director
2008 - 2009	Moldova	State Enterprise "Garlands and Auto Stations "	Executive Director
2008	Moldova	Enterprise with foreign capital "Leon Trans AG"	Director
2007 – 2008	Moldova	Enterprise with foreign capital "Atlassib - Moldova"	Director
2006- 2007	Moldova	Faculty of Engineering and Transport, Academy of Transport	Dean
1999 – 2005	Moldova	Private Transport Directorate, Chisinau City Hall	Head of Department
1999	Moldova	Auto Center Skoda Auto, Joint venture DAAC-Hermes	Director
1990 – 1999	Moldova	Technical University of Moldova	Assistant, Lecturer
1988 – 1990	Moldova	Department of Scientific Research, TUM	Higher scientific collaborator
1985 - 1988	Moldova	Polytechnic Institute of Chisinau	Post-graduate
1985	Moldova	Trust Moldavsveazistroi, Ministry of Communications	Chief of Auto Column

CURRICULUM VITAE

1. Proposed role in the project:
2. Title: Mrs.
3. First names: Cristina
4. Family name: Ghencea
5. Date of birth: 02.08.1985
6. Nationality: Moldavian
7. Place of residence: Republic of Moldova
8. Civil status/
Children with date of birth: n/a

9. Education:

INSTITUTION [DATE FROM – DATE TO]	DEGREE(S) OR DIPLOMA(S) OBTAINED
Technical University of Moldova [2012-present]	Ph.D. Specialty: 17.00.04 Visual arts (with the specification: plastic, decorative, applied art)
Technical University of Moldova [2008-2010]	Master Specialization: Design and Printing Technologies Master degree in Fabrication and Manufacture Technologies
Technical University of Moldova [2003-2007]	Licensed engineer Specialization: Design and Printing Technologies

10. Language skills: Indicate competence on a scale of 1 to 5 (1 – excellent; 5 – basic)

LANGUAGE	READING	SPEAKING	WRITING
Romanian		mother tongue	
Russian	1	1	1
English	2	3	2
French	2	2	2

11. Membership of professional bodies: -
12. Other skills:
(e.g. computer literacy, etc.) Good command of E-Learning Softwares; Microsoft Office™ tools; Moodle Platform; Articulate; Adobe Photoshop; Adobe Indesign; Adobe Illustrator; Corel Draw; Camtasia Studio; Adobe Flash; Articulate; Artioscad; AutoCad
13. Present position: Senior lecturer
14. Years within the firm: 15

15. Key qualifications (relevant to the assignment):

Good communication skills gained through my experience as lecturer, trainer and e-learning courses development.

Publications

- Student Guide. Using electronic platform for distance learning, UTM, Chisinau 2011.
- Teacher's Guide. Creating online courses, UTM, Chisinau 2011.
- Guide of good practices, development and evaluation of online courses, UTM, Chisinau 2013.
- Guide of management internships on Moodle platform, UTM, Chisinau 2014.
- 6 online courses on Moodle Platform (elearning.utm.md/moodle).

Projects

- Project TEMPUS 516,597 1-2001-1-FR "Creating a thematic university networks in applied sciences and economic of RM"
- "Valorisation of human, natural and informational resources for the sustainable development"

16. Specific experience in the region:

COUNTRY	DATE FROM – DATE TO
Republic of Moldova	2014 – present

17. Professional experience:

DATE FROM – DATE TO	LOCATION	COMPANY	POSITION DESCRIPTION
2014-present	Moldova	Technical University of Moldova	Senior lecturer <ul style="list-style-type: none"> Faculty of Textiles and Poligraphie, Chair "Design and Printing Technologies" Faculty of Technology and Management in Food Industry, on Francophone Department "Food Technologies" Educational activities (teaching, seminar activities), scientific research
2007-2014	Moldova	Technical University of Moldova	Lecturer <ul style="list-style-type: none"> Faculty of Lejere Industry, Chair "Design and Printing Technologies" Educational activities (teaching, seminar activities), scientific research
2012-present	Moldova	Technical University of Moldova	E-learning specialist <ul style="list-style-type: none"> Instructional and information designer and developer of multimedia educational/training materials, developing and producing effective and motivating interactive learning experiences. Certified in specialty: Use of informational communications applied in higher education. Trainer of teachers in the field of e-learning. National and international scientific collaboration (Belgium, Spain, France, Italy and Romania), exchange of experience in e-learning and education management. Projects: Participation in Tempus project TEMPUS 516,597 1-2001-1-FR "Creating a thematic university networks in applied sciences and economic RM"; "Valorisation of human, natural and informational resources for the sustainable development"
2007-present	Moldova	Technical University of Moldova	Engineer in Design and Printing technologies

CURRICULUM VITAE

1. Proposed role in the project:
2. Title: Mr.
3. First names: Vitalie
4. Family name: Arnaut
5. Date of birth: 07.01.1959
6. Nationality: Moldavian
7. Place of residence: Republic of Moldova
8. Civil status/
Children with date of birth: n/a

9. Education:

INSTITUTION [DATE FROM – DATE TO]	DEGREE(S) OR DIPLOMA(S) OBTAINED
Faculty of Agricultural Mechanization, Agricultural Institute of Chisinau [1987]	Graduate

10. Language skills: Indicate competence on a scale of 1 to 5 (1 – excellent; 5 – basic)

LANGUAGE	READING	SPEAKING	WRITING
Romanian		mother tongue	
Russian	1	1	1

11. Membership of professional bodies: -
12. Other skills:
(e.g. computer literacy, etc.)
13. Present position: University lector
14. Years within the firm: 27

15. Key qualifications (relevant to the assignment):

Publications

14 scientific papers and co-author of two patents have been published. Some research results have been published in various journals or on the occasion of scientific events in the country and abroad.

16. Specific experience in the region:

COUNTRY	DATE FROM – DATE TO
Republic of Moldova	1987-Present

17. Professional experience:

DATE FROM – DATE TO	LOCATION	COMPANY	POSITION DESCRIPTION
1987-1995	Moldova	Scientific Research Sector of the Agricultural Institute of Chisinau	Engineer, construction engineer, general construction engineer Research, design and implementation in production of agricultural machinery. University activity: - Collaboration with the Technological Institute of Agricultural Machinery Constructions. Ruse, Bulgaria; - Collaboration with the factory producing agricultural machines. "Carnobadsca Comuna". Carnobad, Bulgaria; - Collaboration with ГСКБ "Одессапочвомаш". Odessa, Ukraine; - Collaboration with ГСКБ „Agromasina SA”. Republic of Moldova; - Collaboration with Moldagrotehnica. Republic of Moldova; - Collaboration with the Research Institute for Mechanization and Electrification of Agriculture "Mecagro". Republic of Moldova; - Collaboration with JSC "Alimentarmaş". Republic of Moldova; - Collaboration with the Experimental Didactic Station "Chetrosu". Moldova; - Collaboration with the Chisinau Technology Testing Station, Republic of Moldova; - Collaboration with the "Ghidroprivod" plant. Republic of Moldova;
1995 – 2008	Moldova	State Agrarian University of Moldova. Department of Machinery and Tractor Park Operation	University lector Responsibilities: Courses practical and theoretical requirements read "Fuels and lubricants", "Labor protection", "Exploitation fleet of cars and tractors".
2008 - Present	Moldova	State Agrarian University from Moldova to the Department of Automotive Transport and Tractors at the Faculty of Agrarian Engineering and Car Transport	University lector Responsibilities: Practical and theoretical courses read "Exploitation automobiles", "Hydropneumatic drives"; "Automotive diagnostics", "Standardization technique in car transport".

CURRICULUM VITAE

1. Proposed role in the project:
2. Title: Mr.
3. First names: Petru
4. Family name: Todos
5. Date of birth: 05.01.1942
6. Nationality: Moldavian
7. Place of residence: Republic of Moldova
8. Civil status/
Children with date of birth: n/a

9. Education:

INSTITUTION [DATE FROM – DATE TO]	DEGREE(S) OR DIPLOMA(S) OBTAINED
Technical University of Moldova [2018]	Certificate of empowerment with doctoral leadership right. Specialty: 222.01- electrical equipment, 533.02 – vocational pedagogy
Ministry of Education, Culture and Research 2012-2013	Refresher courses, specialty Use of information means of communication in education,
Technical University of Moldova [1994]	Title Professor at the Electromechanics Department
Certification committee of the Council of Ministers of the USSR [1994]	Associate professor
Moscow University (Institute) of Energy [1968-1972]	PhD student Doctoral degree in Technical Sciences
Technical University of Moldova (IPC) [1959-1964]	Diploma of higher education, electromechanical engineer
Educational Center PRO DIDACTICA in collaboration with the Ministry of Education, Culture and Research [March 2020]	Training. Certificate on participation in the training session Training of skills to develop, revise and validate qualification standards

10. Language skills: Indicate competence on a scale of 1 to 5 (1 – excellent; 5 – basic)

LANGUAGE	READING	SPEAKING	WRITING
Romanian		mother tongue	
Russian	1	1	1
French	2	2	2
English	5	5	5

11. Membership of professional bodies: -
12. Other skills:
(e.g. computer literacy, etc.)
13. Present position: Head of Section in the Department of DMAAC, University Professor by cumulation
14. Years within the firm: 56

15. Key qualifications (relevant to the assignment):

Publications

Detailed Tasks Assigned	Work Undertaken that Best Illustrates Capability to Handle the Tasks Assigned
1. Methodology for the elaboration, revision and validation of qualification standards. Approved by MECC Order No. 1617 of 10 December 2019	Mission: Member Working Group set up by order of the Minister of Education, Culture and Research No. 1738/2018 for the elaboration of the Methodology for the elaboration, revision and validation of qualification standards.
2. Elaboration of qualification standards	Mission or project name: Development of rural areas in the Republic of Moldova (DevRAM) Year: 2020-2021 Location: Republic of Moldova, Chisinau

<ul style="list-style-type: none"> - Bakery and pastry technician (level4 CNCRM). - Quality Assurance Technician (level4 CNCRM). - 3. - Food Controller (level3 CNCRM). 	<p>Client: MECC, MADTM</p> <p>Main features of the project: Increasing the competitiveness of the agri-food sector</p> <p>Functions held: coordinator of the working group for the elaboration of qualification standards: Bakery and pastry technician (level 4 CNCRM), Quality Assurance Technician (level 4 CNCRM), Food Controller (level 3 CNCRM).</p> <p>Activities carried out: establishing relevant competences; establishing the list of typical occupations; translating specific professional competences into learning outcomes; extensive description of learning outcomes in terms of knowledge, skills, minimum level of competence of recognition; establishing criteria for assessing learning outcomes for the award of qualifications; identification of forms of evaluation of learning outcomes for the award of qualification; establishing the descriptors of grades for the qualification examination and the diploma work; ensuring the quality of standards.</p> <p>Rezults: Standards approved by the National Qualifications Council and the Minister of the MECC:</p> <p>https://mecc.gov.md/sites/default/files/sc_3_cnc_controlor</p> <p>https://mecc.gov.md/sites/default/files/sc_4_cnc_</p>
<p>3. Elaboration of qualification standards for the general field of study Information and communication technologies higher education (level 6, 7 and 8), technical professional (level 3) and secondary post technical professional (level 4 CNCRM):</p> <ul style="list-style-type: none"> - Qualification 0612.1 Computers and Networks (Licence, Master, Doctorate) - Qualification 0612.2 Information Management (Licence, Master, Doctorate) - Qualification 0613.1 Information Technology (Licence, Master, Doctorate) - Qualification 0613.2 Information Security (Licence, Master, Doctorate) - Qualification 0613.3 Software Engineering (L, M, D) - Qualification 0613.3 Applied Informatics (L, M, D) - Qualification 714019 Computer Technical Support Operator (Level 3 CNCRM) - Qualification 714025 Data Entry, Validation and Retrieval Operator (Level 3 CNCRM) - 9. Qualification 61220 Database Assistant (Level 4 CNCRM) 	<p>Name of mission or project: Promotion of Technical Vocational Education for a Green Economics: „Elaboration of qualification standards”</p> <p>Year: 2019-2020</p> <p>Location: Republic of Moldova, Chisinau</p> <p>Client: MECC</p> <p>The main characteristics of the project: Testing the methodology for the elaboration of qualification standards for areas of higher education, technical professional and non-tertiary technical professional.</p> <p>Functions held: Working Group Coordinator (MECC Order 2019)</p> <p>Activities carried out:</p> <p>For each qualification, the following was achieved:</p> <ul style="list-style-type: none"> - occupational profile based on the analysis of educational and occupational policy documents and labour market regulation: the current labour market situation, development trends and international practices in the field. - the content of the qualification: - general description of the domain; the presentation of specific requirements; equivalence with qualifications from other States; - establishing the title of professional qualification; description of general specifications; - specifying the conditions and modalities for obtaining the qualification; identification of the list of occupations in the reference area for that qualification; - description of the study objectives/learning outcomes in terms of knowledge, skills, autonomy and responsibility in the activity and acquired professional skills; - establishing the correlation between "Study goals/learning outcomes – Curriculum", - establishing criteria for assessing qualifications; - review, where appropriate, of the content of the qualification, on the basis of the Commission's opinion validating the professional qualification. <p>Results: 12 standards approved and displayed on the MECC website,</p> <p>https://mecc.gov.md/ro/content/cadrul-national-al-calificarilor-2</p>
<p>4. Elaboration of Occupational Standards (OS) for 2 Dual System Training Programs in Information And Communication Technologies (ICT): Website Technician, Programmer (Program Product Programming and Analysis), ISCO/CORM Level 3</p>	<p>Name of mission or project: Promotion of Technical Vocational Education for a Green Economics.</p> <p>Project No.: 17.2190.1-003.00, funded by German International Cooperation Agency (GIZ),</p> <p>Year: 2020</p> <p>Location: Republic of Moldova, Chisinau</p> <p>Client: MECC, Ministry of Labour</p> <p>The main characteristics of the project: To establish reforms for the development and consolidation of the technical vocational education system through a dual system in the Republic of Moldova.</p> <p>Functions held: coordinator of the working group for the elaboration of occupational standards</p>
<p>5. Elaboration of the NATIONAL STRATEGY for the development of the NCC for the period 2021-2027</p>	<p>Mission or project name: Within the Twinning Project "Enhancing the quality and effectiveness of the VET system in R. of Moldova",</p> <p>Year: 2020-2021</p> <p>Member of the Working Group "Conceptualization of the Development Strategy of the National Qualifications Framework of the Republic of Moldova for medium term, 2022-2027" Order of the Minister of the MECC no. 252/2020</p>
<p>6. Research project under the national programme "Providing research-innovation solutions on combating and mitigating the impact of the COFID-19</p>	<p>6. Project name: 20.70086.23/VOC (70105), Digital institutional and didactic transformations for distance engineering education in the Republic of Moldova.</p> <p>Year: 2020-2021</p> <p>Location: Republic of Moldova, Chisinau</p> <p>Client: ANCD</p>

pandemic". Strategic Priority IV "Societal Challenges"	Activities performed: Elaboration of a classifier of the types of laboratory work carried out remotely and the areas of use within a program of engineering studies. Guide to remote laboratory work performed online with recommendations for use. Development of pilot models of remote laboratory work for courses specific to UTM studies programs.
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16. Specific experience in the region:

COUNTRY	DATE FROM – DATE TO
Republic of Moldova	1966-Present

17. Professional experience:

DATE FROM – DATE TO	LOCATION	COMPANY	POSITION DESCRIPTION
2016 – Present	Moldova	Technical University of Moldova	Head of Section in the Department of DMAAC, University Professor by cumulation
1993 – 2016	Moldova	Technical University of Moldova	Prime prorector TUM responsible for the study process, by cumulation - university professor
1990 - 1993	Moldova	Technical University of Moldova	Head of Department, Electromechanics
1987 – 1990	Moldova	Technical University of Moldova	University lecturer, Electromechanics Department
1980 - 1986	Moldova	Technical University of Moldova	Head of Department Electrical Actions and Electrification of Agriculture
1972 – 1980	Moldova	Technical University of Moldova	Senior Lecturer, Lecturer in Electrical Actions and Electrification of Agriculture
1986 – 1971	Russia	Moscow Energy Institute	PhD student, scientific collaborator by cumulation
1966 – 1968	Moldova	Technical University of Moldova	Assistant Lecturer
1964 – 1965	Latvia	Electric equipment plant in Riga (REZ)	Construction engineer

CURRICULUM VITAE

1. Proposed role in the project:
2. Title: Mr.
3. First names: Vadim
4. Family name: Nantoi
5. Date of birth: 25.12.1966
6. Nationality: Moldavian
7. Place of residence: Republic of Moldova
8. Civil status/
Children with date of birth: n/a

9. Education:

INSTITUTION [DATE FROM – DATE TO]	DEGREE(S) OR DIPLOMA(S) OBTAINED
Chisinau Polytechnic Institute (present – Technical University Moldova) [1984 - 1991]	Diploma of Engineer In exploitation of motor vehicles
Academia Istropolitana, Postgraduate advanced study program “Environmental Planning and Management”, Slovakia, Bratislava [1995 - 1996]	Certificate of attendance of this course
State Farm Insurance Company, Columbus, Ohio, USA Nationwide Insurance Company, Columbus, Ohio, USA [1998]	Management Experience Exchange
Society of Actuaries, USA [2004]	Certificate in Probability & Mathematics for Insurance Industry
Open University, UK & CODECS, Romania [2004 - 2005]	Certificate in Project Management
Institute of Philosophy, Law & Sociology, Academy of Science of Moldova [2000]	Doctor of Sciences In Philosophy The scientific work has been defended at 4 May 2000 in Institute of Philosophy, Law & Sociology, Academy of Science of Moldova. Subject of dissertation: “The contemporary conceptions in hermeneutics”. Main focus: thinking, knowledge, understanding, planning activities, problem solving and decision-making processes.

10. Language skills: Indicate competence on a scale of 1 to 5 (1 – excellent; 5 – basic)

LANGUAGE	READING	SPEAKING	WRITING
Romanian		mother tongue	
Russian	1	1	1
English	2	3	3

11. Membership of professional bodies: -
12. Other skills:
(e.g. computer literacy, etc.) MS-Office
SAP Modules: Human Resources. Procurement, Cross Border and Internal Haulage, Warehouse, Production Execution, Advanced Planning and Optimizer, Reporting (2000 - 2015)
13. Present position: University lecturer
14. Years within the firm:

15. Key qualifications (relevant to the assignment):

Publications
Projects

16. Specific experience in the region:

COUNTRY	DATE FROM – DATE TO
Republic of Moldova	2014 – present

17. Professional experience:

DATE FROM – DATE TO	LOCATION	COMPANY	POSITION DESCRIPTION
2020-present	Moldova	Technical University of Moldova	University Lecturer Teaching and Research work in the Freight Transportation
2015-2019	United Kingdom	GRENCORE FOOD TO GO	Packaging Planner
2012-2015	Moldova	COCA-COLA Bottlers Chisinau	Distribution Coordinator, Business Process Leader in Material Management: Procurement, Production, Warehouse, Cross Border and Internal Haulage, Master Data (related areas) and Reporting for mentioned Areas, Responsible for car fleet activities, warehouses and finished goods distribution.
2011	Moldova	COCA-COLA Bottlers Chisinau	Manager, Business Process Leader in Material Management: Procurement, Production, Warehouse, Cross Border and Internal Haulage, Master Data (related areas) and Reporting for mentioned Areas
2004-2011	Moldova	COCA-COLA Bottlers Chisinau	Logistics Manager
2008-2010	Moldova	Pedagogical University of Moldova "Ion Creangă"	Teacher teaching course "Project Management"
1998-2004	Moldova	COCA-COLA Bottlers Chisinau	Human Resources Administrator, End User in ShArP Moldova (SAP HR) – responsible for Recruitment, Personnel Administration and Organizational Management activities
1997-1998	Moldova	Protect-Impex	Motor Vehicles Engineer
1996-1998	Moldova	International University of Moldova	Teacher Course "History of PHILOSOPHY"
1991-1997	Moldova	Project-making and Marketing Services Company "Ceprosering"	Project Engineer
1991-1993	Moldova	Chisinau Polytechnic Institute (present – Technical University of Moldova)	Assistant Lecturer



FINANCIAL IDENTIFICATION

PRIVACY STATEMENT

http://ec.europa.eu/budget/contracts_grants/info_contracts/financial_id/financial_id_en.cfm#en

Please use CAPITAL LETTERS and LATIN CHARACTERS when filling in the form.

BANKING DETAILS ①


ACCOUNT NAME ②	AO BUSINESS CONSULTING INSTITUTE		
IBAN/ACCOUNT NUMBER ③	MD67RN00000002224603175		
CURRENCY	EURO		
BIC/SWIFT CODE	RNCBMD2X	BRANCH CODE ④	
BANK NAME	BCR CHISINAU SA, sucursala nr.2 Puşkin		
ADDRESS OF BANK BRANCH			
STREET & NUMBER	#60/2, A. Puşkin Street		
TOWN/CITY	Chisinau	POSTCODE	MD-2005
COUNTRY	Republic of Moldova		

ACCOUNT HOLDER'S DATA

AS DECLARED TO THE BANK

ACCOUNT HOLDER	AO BUSINESS CONSULTING INSTITUTE		
STREET & NUMBER	#27, Mihai Eminescu Street		
TOWN/CITY	Chisinau	POSTCODE	MD-2012
COUNTRY	Republic of Moldova		

REMARK	Intermediary Bank (1): BCR S.A., Bucuresti - SWIFT: RNCBROBU Intermediary Bank (2): Erste Group Bank AG, Vienna - SWIFT: GIBAATWG
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BANK STAMP + SIGNATURE OF BANK REPRESENTATIVE ⑤	DATE (Obligatory) 17/06/2022
	SIGNATURE OF ACCOUNT HOLDER (Obligatory)

- ① Enter the final bank data and not the data of the intermediary bank.
- ② This does not refer to the type of account. The account name is usually the one of the account holder. However, the account holder may have chosen to give a different name to its bank account.
- ③ Fill in the IBAN Code (International Bank Account Number) if it exists in the country where your bank is established
- ④ Only applicable for US (ABA code), for AU/NZ (BSB code) and for CA (Transit code). Does not apply for other countries.
- ⑤ It is preferable to attach a copy of RECENT bank statement. Please note that the bank statement has to confirm all the information listed above under 'ACCOUNT NAME', 'ACCOUNT NUMBER/IBAN' and 'BANK NAME'. With an attached statement, the stamp of the bank and the signature of the bank's representative are not required. The signature of the account-holder and the date are ALWAYS mandatory.



PLEASE COMPLETE AND SIGN THIS FORM AND ATTACH COPIES OF OFFICIAL SUPPORTING DOCUMENTS (REGISTER(S) OF COMPANIES, OFFICIAL GAZETTE, VAT REGISTRATION, ETC.)

LEGAL ENTITY

PRIVACY STATEMENT

http://ec.europa.eu/budget/contracts_grants/info_contracts/legal_entities/legal_entities_en.cfm#en

Please use CAPITAL LETTERS and LATIN CHARACTERS when filling in the form.

PRIVATE/PUBLIC LAW BODY WITH LEGAL FORM

OFFICIAL NAME ①	Business Consulting Institute			
BUSINESS NAME (if different)				
ABBREVIATION	BCI			
LEGAL FORM	Public Association			
ORGANISATION TYPE	FOR PROFIT <input type="checkbox"/> NON FOR PROFIT <input checked="" type="checkbox"/> NGO ② YES <input type="checkbox"/> NO <input type="checkbox"/>			
MAIN REGISTRATION NUMBER ③	1010620009193			
SECONDARY REGISTRATION NUMBER (if applicable)				
PLACE OF MAIN REGISTRATION	CITY	Chisinau		
	COUNTRY	Republic of Moldova		
DATE OF MAIN REGISTRATION	03 DD	01 MM	2000 YYYY	
VAT NUMBER	0208460			
ADDRESS OF HEAD OFFICE	# 27, Mihai Eminescu Street			
POSTCODE	2012	P.O. BOX		
		CITY	Chisinau	
COUNTRY	Republic of Moldova		PHONE	+373-22-855080
E-MAIL	office@bci.md			

DATE 20/06/2022

SIGNATURE OF AUTHORISED REPRESENTATIVE

STAMP



① National denomination and its translation in EN or FR if existing.

② NGO = Non Governmental Organisation, to be completed if NFPO is indicated.

③ Registration number in the national register of companies. See table with corresponding field denomination by country.



REPUBLICA MOLDOVA

CERTIFICAT DE ÎNREGISTRARE

a organizației necomerciale

Asociația Obștească

"Business Consulting Institute"

Numărul de identificare de stat - codul fiscal

1010620009193

Data înregistrării

03 ianuarie 2000

Data eliberării

15 decembrie 2010

MINISTRUL JUSTIȚIEI,

Alexandru TĂNASE

(numele, prenumele)

(semnătura)

002781

MD

L.Ș.





I.P. „AGENȚIA SERVICII PUBLICE”
Departamentul înregistrare și licențiere a unităților de drept

EXTRAS
din Registrul de stat al persoanelor juridice

din 26 mai 2021

Denumirea completă: **Asociația Obștească "Business Consulting Institute"**

Forma juridică de organizare: **asociație obștească**

Data înregistrării: **3 ianuarie 2000**

Sediul organizației: **mun. Chișinău, str. Mihai Eminescu, 27**

IDNO: **1010620009193**

Administrator (Director executiv): **LIVIU ANDRIUȚA**

Administrator (Președinte): **ROȘCOVAN MIHAIL**

în funcție pînă la data de 26 februarie 2026

Prezentul extras este eliberat în temeiul art. 34 al Legii nr. 220-XVI din 19 octombrie 2007 privind înregistrarea de stat a persoanelor juridice și a întreprinzătorilor individuali și confirmă datele din Registrul de stat al persoanelor juridice.



Veronica IGNAT
Registrator,

Șef Secție înregistrări organizații necomerciale

Date cu caracter personal. Operator: Î.P. „Agenția Servicii Publice” IO 0000059

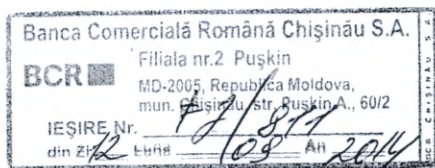


EB 0311416



5

Banca Comercială Română Chișinău S.A.
Str. A. Pușkin 60/2 Municipiul Chișinău
Republica Moldova MD 2005
IDNO Cod Fiscal 1003600021533
Capital Social 728.130.000 MDL
SWIFT RNCBMD2X
Tel: +373 22 85 20 00/ +373 22 26 50 00
Fax: + 373 22 26 50 02/ +373 22 85 20 02
site: <http://www.bcr.md>
e-mail: office@bcr.md



Catre **AO BUSINESS CONSULTING INSTITUTE SRL**

Prin prezenta, Banca Comercială Română Chișinău S.A. confirmă că **AO BUSINESS CONSULTING INSTITUTE SRL**, IDNO – 1010620009193 este clientul Băncii și deține în cadrul filialei nr.2 Puskin al BCR Chișinău SA urmatoarele conturi curente :

Nr. contului	Valuta contului	COD IBAN	BIC
2224603175	MDL	MD67RN000000002224603175	RNCBMD2X504
2224603175	EUR	MD67RN000000002224603175	RNCBMD2X504
2224603175	USD	MD67RN000000002224603175	RNCBMD2X504

Certificatul a fost eliberat la cererea clientului pentru a fi prezentat la locul solicitat. Informatia specificata in prezentul certificat constituie starea conturilor la data eliberarii lui.

Responsabilitate pentru dezvaluirea informatiei expuse in prezentul certificat este atribuita nemijlocit Clientului. Banca nu poarta raspundere pentru dezvaluirea datelor catre terti.

Director Fil.nr2

Natalia Petrov

Ex.: Inga Racovita

Tel.: 85-20-36





Data primirii 05 20 21 duk

Anexa la
"Indicații metodice privind particularitățile
contabilității în organizațiile necomerciale"
Aprobate prin OMF 188 din 30.12.2014

SITUAȚIILE FINANCIARE

ale organizațiilor necomerciale

pentru perioada 01.01-31.12. 20 21

Entitatea Business Consulting Institute AO
(Denumirea completă)

09775783
Cod CUI10

1010640009193
Cod IDNO

Sediul: MD 2014 Chisinau str. M. Eminescu, 27
Cod poștal

Raionul (municipiul, UTA); Localitatea

0130
Cod CUATM

Activitatea statutară Servicii consultanta
strada, nr. bl.

59499
Cod CAEM, rev.2

Forma organizatorico-juridică Asociatie obsteasca

18
Cod CFOJ

Date de contact: Tel. 02285-50-80 WEB _____
e-mail office@bei.md

Numele și coordonatele al contabilului-șef: DI (dna) _____ C. Gonta _____
Tel. 022-23-47-85

Unitatea de măsură: leu

Anexa 3

SITUAȚIA MODIFICĂRILOR SURSELOR DE FINANȚARE

de la 01.01 pînă la 31.12 20 21

Nr. d/o	Indicatori	Cod rd.	Sold la începutul perioadei de gestiune	Majorări	Diminuări	Sold la sfârșitul perioadei de gestiune
1	2	3	4	5	6	7
1	Mijloace cu destinație specială					
	Finanțări cu destinație specială din bugetul național	010				
	Finanțări cu destinație specială din bugetul local	020				
	Granturi	030	1194039	12205634	9447109	3952564
	Asistența financiară și tehnică	040		1992496	1879121	113375
	Alte finanțări și încasări cu destinație specială	050	1593001	2094300	3646597	40704
	Total mijloace cu destinație specială (rd.010 + rd.020 + rd.030 + rd.040 + r d.050)	060	2787040	16292430	14972827	4106643
2	Mijloace nepredestinate					
	Donații	070				
	Ajutoare financiare	080				
	Alte mijloace nepredestinate	090				
	Total mijloace nepredestinate (rd.070 + rd.080 + rd.090)	100				
3	Contribuții ale fondatorilor și membrilor					
	Taxe de aderare și cotizații de membru	110				
	Alte contribuții	120				
	Total contribuții ale fondatorilor și membrilor (rd.110 + rd.120)	130				
4	Fonduri					
	Aporturi inițiale ale fondatorilor	140				
	Fondul de active imobilizate	150	130005			130005
	Fondul de autofinanțare	160	1776257			1776257
	Alte fonduri	170	356183	3068277	1469670	1954790
	Total fonduri (rd.140 + rd.150 + rd.160 + rd.170)	180	2262445	3068277	1469670	3861052
5	Alte surse de finanțare	190				
	Total surse de finanțare (rd.060+rd.100+ rd.130+rd.180+rd.190)	200	5049486	19360709	16442497	7967695

Persoanele responsabile de semnarea rapoartelor financiare ale entității*

* conform art.36 din Legea contabilității

BILANȚUL
la 31.12 20 21

Anexa nr.1

Nr. cpt.	ACTIV	Cod rd.	Sold la	
			Începutul perioadei de gestiune	Sfârșitul perioadei de gestiune
1	2	3	4	5
1.	Active imobilizate			
	Imobilizări necorporale	010		
	Imobilizări corporale în curs de execuție	020		
	Terenuri	030		
	Mijloace fixe	040	307848	343226
	Investiții financiare pe termen	050		
	Alte active imobilizate	060		
	Total active imobilizate (rd.010+rd.020+rd.030+rd.040+rd.050+rd.060)	070	307848	343226
2.	Active circulante			
	Materiale	080		
	Obiecte de mică valoare și scurtă durată	090	29457	30477
	Producția în curs de execuție și produse	100		
	Creanțe comerciale și avansuri acordate	110	38391	962825
	Creanțe ale bugetului	120	408510	615022
	Creanțe ale personalului	130		
	Alte creanțe curente, din care	140	486992	486992
	Creanțe privind mijloacele cu destinație specială	141		
	Numerar	150	11362058	12549929
	Investiții financiare curente	160		
	Alte active circulante	170	3753	8898356
	Total active circulante (rd.080 + rd.090 + rd.100 + rd.110 + rd.120 + rd.130 + rd.140 + rd.150 + rd.160 + rd.170)	180	12329162	23543601
	Total active (rd.070 + rd.180)	190	12637010	23886827
	PASIV			
3.	Capital propriu			
	Corecții ale rezultatelor anilor precedenți	200		
	Excedent net (deficit net) al perioadei de gestiune	210		
	Aporturi inițiale ale fondatorilor	220		
	Fond de active imobilizate	230	130005	130005
	Fond de autofinanțare	240	1776257	1776257
	Alte fonduri	250	356183	1954790
	Total capital propriu (rd.200+rd.210+rd.220+rd.230+rd.240+rd.250)	260	2262445	3861052
4.	Datorii pe termen lung			
	Finanțări și încasări cu destinație specială pe termen lung	270	1194039	3876056
	Datorii financiare pe termen lung	280		
	Alte datorii pe termen lung	290	1593001	230588
	Total datorii pe termen lung (rd.270 + rd.280 + rd.290)	300	2787040	4106644
5.	Datorii curente			
	Finanțări și încasări cu destinație specială curente	310		
	Datorii financiare curente	320		
	Datorii comerciale și avansuri primite	330	132648	544296
	Datorii față de personal	340	108386	71932
	Datorii privind asigurările sociale și medicale	350		276
	Datorii față de buget	360	19761	4076
	Venituri anticipate curente	370	6130658	13910216
	Alte datorii curente	380	1196072	1388335
	Total datorii curente (rd.310 + rd.320 + rd.330 + rd.340 + rd.350 + rd.360 + rd.370 + rd.380)	390	7587525	15919131
	Total pasive (rd.260 + rd.300 + rd.390)	400	12637010	23886827

SITUAȚIA DE VENITURI ȘI CHELTUIELI

Anexa nr.2

de la 01.01 până la 31.12 20 21

Indicatori	Cod rd.	Perioada de gestiune	
		precedentă	curentă
1	2	3	4
Venituri aferente mijloacelor cu destinație specială	010	2305593	4047176
Cheltuieli aferente mijloacelor cu destinație specială	020	2305593	4047176
Excedent (deficit) aferent mijloacelor cu destinație specială (rd.010 – rd.020)	030		
Alte venituri (cu excepția veniturilor din activitatea economică)	040	1327045	1547050
Alte cheltuieli (cu excepția cheltuielilor din activitatea economică)	050	1512727	1270468
Excedent (deficit) aferent altor activități (rd.040 – rd.050)	060	-185682	276582
Venituri din activitatea economică	070	402465	729444
Cheltuieli din activitatea economică	080	216783	1006026
Rezultatul: profit (pierdere) din activitatea economică (rd.070 – rd.080)	090	185682	-276582
Cheltuieli privind impozitul pe venit	100		1380
Excedent net (deficit net) al perioadei de gestiune (rd.030+rd.060+rd.090–rd.100)	110		

05 mai 2021

SITUAȚIILE FINANCIARE

ale organizației necomerciale

pentru perioada 01.01-31.12. 2020

Entitatea **Business Consulting Institute AO**
 (Denumirea completă)

09775783
 Cod CUIIO

1010620009193
 Cod IDNO

Sediul: MD Chisinau str. M. Eminescu, 27
 Cod poștal Raionul (municipiul, UTA); Localitatea

0130
 Cod CUATM

Activitatea statutară Servicii consultanta
strada, nr. bl.

59499
 Cod CAEM, rev.2

Forma organizatorico-juridică Asociație obștească

18
 Cod CFOJ

Date de contact: Tel. 02285-50-80 WEB
 e-mail

Numele și coordonatele persoanei responsabile contabilitate: Dl (dna) C. Gonta

Tel.



Unitatea de măsură: leu

Anexa 3

SITUAȚIA MODIFICĂRILOR SURSELOR DE FINANȚARE

de la 01.01 până la 31.12 2020

Nr. d/o	Indicatori	Cod rd.	Sold la începutul perioadei de gestiune	Majorări	Diminuări	Sold la sfârșitul perioadei de gestiune
1	2	3	4	5	6	7
1	Mijloace cu destinație specială					
	Finanțări cu destinație specială din bugetul național	010				
	Finanțări cu destinație specială din bugetul local	020				
	Granturi	030		5717413	4523374	1194039
	Asistența financiară și tehnică	040		7379379	7379379	
	Alte finanțări și încasări cu destinație specială	050	859198	1941606	1207803	1593001
	Total mijloace cu destinație specială (rd.010 + rd.020 + rd.030 + rd.040 + r d.050)	060	859198	15038398	13110556	2787040
2	Mijloace nepredestinate					
	Donații	070				
	Ajutoare financiare	080				
	Alte mijloace nepredestinate	090				
	Total mijloace nepredestinate (rd.070 + rd.080 + rd.090)	100				
3	Contribuții ale fondatorilor și membrilor					
	Taxe de aderare și cotizații de membru	110				
	Alte contribuții	120				
	Total contribuții ale fondatorilor și membrilor (rd.110 + rd.120)	130				
4	Fonduri					
	Aporturi inițiale ale fondatorilor	140				
	Fondul de active imobilizate	150	18289	111715		130005
	Fondul de autofinanțare	160	1776257			1776257
	Alte fonduri	170	564804	464371	672992	356183
	Total fonduri (rd.140 + rd.150 + rd.160 + rd.170)	180	2359350	576087	672992	2262445
5	Alte surse de finanțare	190				
	Total surse de finanțare (rd.060 + rd.100 + rd.130 + rd.180 + rd.190)	200	3218549	15614485	13783548	5049486

Persoanele responsabile semnate rapoartelor financiare ale entității*

Director & Auditor

* conform art.36 din Legea contabilității



BILANȚUL
la 31.12 20 20

Anexa nr.1

Nr. cpt.	ACTIV	Cod rd.	Sold la	
			Începutul perioadei de gestiune	Sfârșitul perioadei de gestiune
1	2	3	4	5
1.	Active imobilizate			
	Imobilizări necorporale	010		
	Imobilizări corporale în curs de execuție	020		
	Terenuri	030		
	Mijloace fixe	040	307848	307848
	Investiții financiare pe termen	050		
	Alte active imobilizate	060		
	Total active imobilizate (rd.010+rd.020+rd.030+rd.040+rd.050+rd.060)	070	307848	307848
2.	Active circulante			
	Materiale	080		
	Obiecte de mică valoare și scurtă durată	090	29457	29457
	Producția în curs de execuție și produse	100		
	Creanțe comerciale și avansuri acordate	110	75125	38391
	Creanțe ale bugetului	120	416235	408510
	Creanțe ale personalului	130		
	Alte creanțe curente, din care	140	487060	486992
	Creanțe privind mijloacele cu destinație specială	141		
	Numerar	150	3917718	11362058
	Investiții financiare curente	160		
	Alte active circulante	170	735	3753
	Total active circulante (rd.080 + rd.090 + rd.100 + rd.110 + rd.120 + rd.130 + rd.140 + rd.150 + rd.160 + rd.170)	180	4926330	12329162
	Total active (rd.070 + rd.180)	190	5234178	12637010
	P A S I V			
3.	Capital propriu			
	Corecții ale rezultatelor anilor precedenți	200		
	Excedent net (deficit net) al perioadei de gestiune	210		
	Aporturi inițiale ale fondatorilor	220		
	Fond de active imobilizate	230	18289	130005
	Fond de autofinanțare	240	1776257	1776257
	Alte fonduri	250	564804	356183
	Total capital propriu (rd.200+rd.210+rd.220+rd.230+rd.240+rd.250)	260	2359350	2262445
4.	Datorii pe termen lung			
	Finanțări și încasări cu destinație specială pe termen lung	270	859198	1194039
	Datorii financiare pe termen lung	280		
	Alte datorii pe termen lung	290		1593001
	Total datorii pe termen lung (rd.270 + rd.280 + rd.290)	300	859198	2787040
5.	Datorii curente			
	Finanțări și încasări cu destinație specială curente	310		
	Datorii financiare curente	320		
	Datorii comerciale și avansuri primite	330	154460	132648
	Datorii față de personal	340	98380	108386
	Datorii privind asigurările sociale și medicale	350		
	Datorii față de buget	360		19761
	Venituri anticipate curente	370		6130658
	Alte datorii curente	380	1762790	1196072
	Total datorii curente (rd.310 + rd.320 + rd.330 + rd.340 + rd.350 + rd.360 + rd.370 + rd.380)	390	2015630	7587525
	Total pasive (rd.260 + rd.300 + rd.390)	400	5234178	12637010

SITUAȚIA DE VENITURI ȘI CHELTUIELI

Anexa nr.2

de la 01.01 _____ până la 31.12 20 20

Indicatori	Cod rd.	Perioada de gestiune	
		precedentă	curentă
1	2	3	4
Venituri aferente mijloacelor cu destinație specială	010	1453361	2305593
Cheltuieli aferente mijloacelor cu destinație specială	020	1453361	2305593
Excedent (deficit) aferent mijloacelor cu destinație specială (rd.010 – rd.020)	030		
Alte venituri (cu excepția veniturilor din activitatea economică)	040	767873	1327045
Alte cheltuieli (cu excepția cheltuielilor din activitatea economică)	050	755983	1512727
Excedent (deficit) aferent altor activități (rd.040 – rd.050)	060	11890	-185682
Venituri din activitatea economică	070	276504	402465
Cheltuieli din activitatea economică	080	288394	216783
Rezultatul: profit (pierdere) din activitatea economică (rd.070 – rd.080)	090	-11890	185682
Cheltuieli privind impozitul pe venit	100		
Excedent net (deficit net) al perioadei de gestiune (rd.030+rd.060+rd.090-rd.100)	110		



BUSINESS CONSULTING INSTITUTE

COMPANY PROFILE

Republic of Moldova
Chisinau, 2021

General Information



BUSINESS CONSULTING INSTITUTE (BCI) represents a consulting organization with a multidisciplinary portfolio of consulting services on the Moldovan consultancy market. Due to its conscientiousness and business valuations, BCI 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.

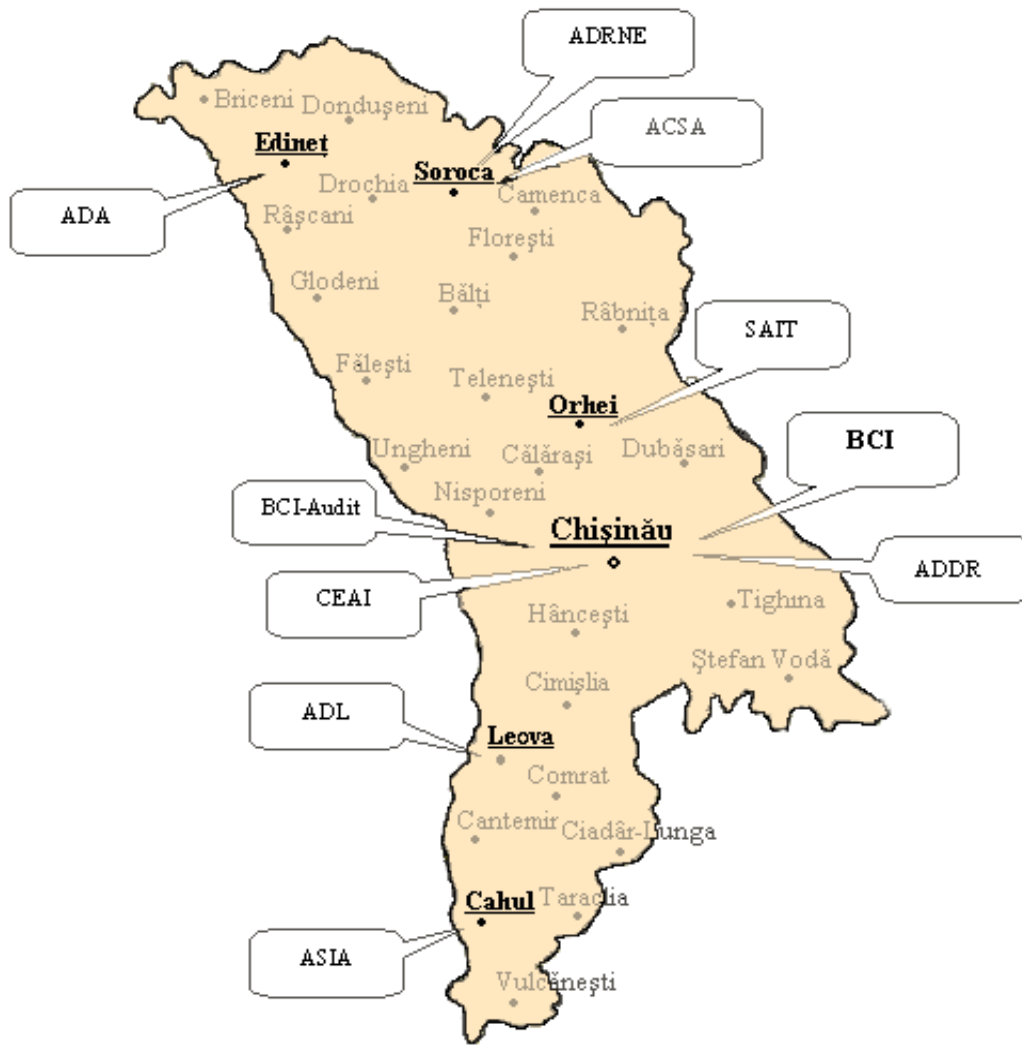
BCI's mission is to direct the efforts of professional consultants in the implementation of modern methods of public and private business administration, to contribute to improving central and local administration in the context of structural changes in the Republic of Moldova

BCI'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 BCI 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. BCI 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.

BCI 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 institutions such as EU, EBRD, UNDP, WB, USAID, GIZ, Soros Foundation, IFAD, as well as by governmental institutions of Moldova, having elaborated over 150 Local Development Strategies for districts, towns and communities countrywide.

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



BCI LOCAL NETWORK

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; Chisinau and Ungheni Master Plans.

PROJECT MANAGEMENT: for Cross-Border Cooperation Program, Regional Development, Waste Management and 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 BCI:

	Name of the organization	Business Consulting Institute
1.	Legal address	27, M. Eminescu street, Chisinau, MD 2012, Republic of Moldova
2.	Legal form	Non – governmental organization, registration number - 1241
3.	Bank requisites	Chisinau branch of BCR, bank cod RNCBMD2X, bank account 222400100100406
4.	Telephone/fax	(+373 22) 85 50 77, 85 50 80
5.	E-mail, web site	office@bci.md , www.bci.md
6.	Director BCI	Liviu Andriuta

Partnerships and beneficiaries

BCI is involved in a wide range of projects and programs collaborating with following international organizations and private companies:

Public National and International organizations and institutions	Private companies
National Organization: <ul style="list-style-type: none">▪ Sate Chancellery GoM▪ Ministry of Regional Development and Reconstruction▪ Ministry of Economy▪ Ministry of Agriculture and Food Industry▪ Ministry of Environment▪ Chisinau Municipality▪ More than 50 LPAs of Towns and Communities	<ul style="list-style-type: none">▪ Apa-Canal Chişinău S.A.▪ AVACO Moldova S.A.▪ Ciumai S.A.▪ Coloana Auto 28 S.A.▪ Fincombank S.A.▪ Flautex S.A.▪ Floarea soarelui S.A.▪ Garling S.A.▪ Lactis S.A.▪ Macon S.A.▪ METRO Cash and Carry Moldova SRL▪ Mobiasbanca S.A.▪ Moldindconbank S.A.▪ Parcul de Autobuze▪ Petrom Moldova S.A.▪ Printec S.A.▪ Regia Transport Electric▪ Rompetrol Moldova S.A.▪ Termocom S.A.▪ Trifeşti S.A.▪ Universalbank S.A.▪ Ungheni Vin S.A.
International Organizations: <ul style="list-style-type: none">▪ UNDP Moldova▪ World Bank▪ EBRD▪ USAID▪ European Commission▪ Moldova Social Investment Fund▪ Soros Moldova Foundation▪ LGI/OSI Budapest▪ REC Moldova▪ PAUCI Foundation▪ HEKS	

Human Resources

Human resources are the most valuable asset of BCI. BCI 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
ROSCOVAN Mihai	President	PhD in Economics. 30 years' experience in business consulting and socio-economic research. Vice director of Institute of Economy, Ex-Vice-Minister of Economy, UNDP Programme manager, former member of Chisinau Municipality Municipal Council (president of Budgeting Commission). Managed a wide range of projects of enterprise restructuring, business development and economic growth, regional and national development strategies and reforms. Published over 70 scientific and publicity works
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.
Roscovan Marin	Business Development	Skilled business development manager and coach with international experience. He has experience abroad in support matchmaking between Dutch and Moldovan companies for the Privat Sector Investment Programme (Dutch Ministry of Foreign Affairs); research and analyse developments in Dutch and Moldovan economic policies and legislation; preparation of background briefs, sector updates, press releases, and official correspondence; support with logistical issues for council events and mission trip.

Consultant	Area	Pertinent Experience
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.
TICU Valentina	Expert in Auditing, Finance and Taxation	Licensed auditor. 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 BCI and its contributors stretches over a decade of economic transformation in Moldova.

Name of the Project	Year	Funding Source
Feasibility Assessment for the Sustainable Infrastructure Group - Moldova – Chisnau River Bic Rehabilitation and Flood Protection Project	2021	EBRD / ATKINS
Moldova Water Security and Sanitation Project - Soroca Sanitation Project, Feasibility Study and ESIA	2021	EBRD / SEURECA
Update of the Feasibility Study "Public Transport Chisinau - Project on electronic charging system"	2021	Chisinau Mayoralty
Elaboration of the National Strategy for Agriculture and Rural Development 2021 - 2030	2021	IFAD / MARDE
EU4MD / Provision of support to Private Sector	2020-2022	EU / UNDP / UNICEF
Develop Guides for LPAs on the application of environment and climate-related legislation and organize a series of workshops for LPAs, CSOs and Women	2020-2021	UNDP
Develop Climate Change and Environmental Risks Profiles and mainstream environmental protection solutions, climate adaptation measures and gender into local development plans	2020-2021	UNDP
Elaboration of the evaluation study of the impact of the implementation of fiscal facilities for sports and culture for employers and employees and of the application of the relevant fiscal facilities mechanisms, as well as their impact on the state budget	2020	NFF
Facilitate the mainstreaming of climate change adaptation and disaster risk management priorities into local development planning frameworks in a participatory and gender-sensitive manner	2019-2020	UNDP Moldova
Elaboration of roadmap for enabling the development of crowdfunding in Republic of Moldova	2019	GIZ
Municipal Strategic Planning	2019-2020	USAID
Elaboration of investment profiles in Agri-food sector	2018	GIZ
Promoting Women's Empowerment Principles (WEP) in Moldova	2018-2019	UN Women
Design of the Reorganization Plan and Business Development Plans for the potential regional WSS operators in Criuleni and Dubasari Rayons and WSS Enterprise in Dubasari (Transnistria)	2018	GIZ
Mid Term Evaluation of the National Strategy for Agriculture and Rural Development for 2014-2020	2017-2018	EU
Conducting and processing specializes integrity survey of the employees of the state and municipal enterprises	2017	UNDP Moldova
Elaboration of the document package for the financing application for the JOP Romania-Republic of Moldova 2014-2020, for the large-scale projects.	2017	GIES of MIA
Technical support for Modernization of Local Public Services Project	2017-2018	GIZ
Engagement of Civil Society Organizations in the delivery of local	2017-2018	GIZ Moldova

Name of the Project	Year	Funding Source
public services in North Development Region		
Diagnostic Analysis of the municipal enterprises in Criuleni and Dubasari Rayons and WSS Enterprise in Dubasari (Transnistria)	2017	GIZ Moldova
Framework Agreement for Local Venue Support for events in Moldova	2017	IBF / GIZ
Provision of Consultancy Services for Competitiveness improvement through training and certification of Business Consultants	2016-2017	EU / UNDP Moldova (SCBM)
Development of Feasibility studies in the field of roads, water and sanitation financed by the National Fund for Regional Development	2016	Local Public Authorities
Support communities from ATU Gagauzia and Taraclia district in the field of Inter-Municipal Cooperation for more efficient public service delivery at local level	2016-2018	EU / UNDP Moldova (SARD)
Support for RDA Gagauzia for developing the new RDS for Gagauzia development region	2016	GIZ Moldova
Consulting services to support Taraclia district in updating the socio-economic development strategy for 2016-2020 period	2016	EU / UNDP Moldova (SARD)
Consulting Services to support communities from ATU Gagauzia and Taraclia district in local community strategic planning and community mobilization processes	2016	EU / UNDP Moldova (SARD)
Study on impact of implementing of the DCFTA on companies in the agricultural sector	2015	HEKS / EU
Value Chain Selection Study (agriculture)	2015	CBI/ RVO
Development of socio-economic strategies for Ialoveni and Calarasi	2015	LGSP USAID
Creation of Job Opportunities through Business Support for Youth in the Transnistrian region and the Security Zone	2015-2017	EU / UNDP Moldova (SCBM)
Development of the new NSRD for 2016-2020 and the RDSs	2015	GIZ Moldova
Provision of Comprehensive Training, Coaching, Grants And On-Going Consulting Services To Women And Men Willing To Initiate Or Expand Current Business	2015	UN WOMEN
Provision of Comprehensive Training, Coaching, Grants And On-Going Consulting Services To Women And Men Willing To Initiate or Expand Current Business	2014-2015	UNDP Moldova
Promoting entrepreneurship in developing rural areas	2014-2016	Estonian MFA
Black Sea Network for Sustainable Tourism - Strategies for joint tourism marketing and development in the Black Sea region	2014-2015	European Union
Elaboration of the Integrated Urban Development Plan for Ungheni city	2014	Ungheni Mayoralty
Competitiveness enhancement through human synergy in the border region	2013-2014	European Union
Balti Trolleybus Company - Public Transport Twinning Partnership” Project	2013-2014	EBRD
Assistance with Amendment of Housing Codes Regulating Private Sector Housing Associations of apartment owners	2012-2013	EBRD
Preparation of Moldovan local communities to effective absorption of	2013	Polish AID

Name of the Project	Year	Funding Source
funds from EU cross-border cooperation programs		
Promoting PPI as an efficient mechanism for community empowerment and sustainable local development	2013-2014	European Union
Competitiveness Enhancement Project	2012-2013	World Bank
Capacity building for enhanced economic cooperation and investment	2011-2013	European Union
Restructuring Plan for the JSC „Franzeluta”	2012	JSC „Franzeluta”
Consulting services for the JSC „Franzeluta”	2012	JSC „Franzeluta”
Performant Management and Administrative Efficiency	2011 -2012	European Union
Decentralization and Local Autonomy Development: Successful European Models for the Republic of Moldova	2011 -2012	Soros Moldova, UNDP
The Siret-Prut-Nistru Euroregion IT Cooperation Network	2011 -2012	European Union
EBRD Project “Chisinau Water Supply & Sewage Treatment : Feasibility Study”	2010 - 2012	EBRD
Support LPAs in the Target Communities to Develop/Update Local Socio-Economic Development Strategies in a Participatory, Human Rights Based and Gender Responsive Manner	2011	UNDP
Restructuring Teleradio Moldova	2011	UNDP
Study of the market of petroleum products in the Republic of Moldova	2011	Rompetrol
Planning of parking spaces in Chisinau Municipality	2010-2011	Chisinau Mayoralty
Support the innovative use of remittance in productive rural investment	2010-2012	IFAD
Good governance in Chisinau – introduction of performance budget in the capital of Moldova	2010-2011	The Polish Ministry of Foreign Affairs
Insurance Markets Development and Diversification in the Republic of Moldova in the context of Free Trade Agreement Negotiations between the Republic of Moldova and the European Union	2010-2011	Soros Foundation Moldova
Elaboration of 3 Feasibility Studies for the creation of the Industrial Parks based on public property of central and/or local authorities	2010	UNDP Moldova
Evaluation of deconcentrated public services in the Republic of Moldova	2010	UNDP Moldova
Improved Capacities for Managing Development Project	2010	UNDP Moldova
Assessment of women needs in four pilot rayons in the rural area of Moldova	2010-2011	UNDP Moldova, UNIFEM
Local Economic Partnerships	2010-2011	East European Foundation
Regional Development Cooperation	2010	Institute for Public Policy
Practical Guide on Cross-Border Cooperation, Chisinau	2010	Moldova Soros Foundation
Assessment of Performances as result of the implementation of the Central Public Administration Reform Strategy in the Republic of Moldova	2010	Moldova Soros Foundation
Moldova: Cooperation in Regional Development	2009-2010	IPP, DFID, SIDA

Name of the Project	Year	Funding Source
Consulting services for Strengthening the Capacity of Chisinau Mayorality to Tackle the Impact of Global Economic Downturn - CMD	2009-2010	UNDP Moldova
Support for Local Public Authorities for better planning, budgeting, monitoring, evaluation and service provision	2009-2010	UNDP Moldova
Elaboration of Feasibility Studies for the Joint Operational Programme Romania – Ukraine – Republic of Moldova	2009	LPAs, EU
Consulting services to elaborate and implement Performance budgeting concept in Local Governments' operations in Moldova – ILDP	2009	UNDP, Moldova
Local Economic Development Strategies in urban areas	2008-2009	UNDP, Moldova
Elaboration of 10 Feasibility Studies for tourist locations in Hîncești – Leușeni tourist zone in the project “Development of investment capacities in Hîncești - Leușeni tourist zone”.	2008	Tacis CBC
National Strategy for Natural Hazard Mitigation	2008	World Bank
Local and regional communities capacities development in elaboration and administration of projects financed by EU	2008	Soros Moldova Foundation
Adaptation of local communities and public authorities through involvement in the process of identification of development and planning strategies	2007-2008	UNDP, Moldova
Human resources development and improvement of internal control in administration of small cities of Moldovan-Ukrainian borderland	2007-2008	Polish MFA and CEI Know-How Exchange Program
Research regarding the job opportunities for graduates of residential institutions and mothers with children at risk	2007	UNDP, Moldova
Elaboration of General Urban Plan of Chisinau Municipality	2006-2007	UNDP, Chisinau Municipality
Study on rural poverty in the Republic of Moldova	2006	UNDP, Moldova
Organization National Forum "Fiscal Decentralization: challenges for the Republic of Moldova". Participants: 150 representatives of Parliament, Government, Ministry of Finance and other ministries, international organizations, 1st and 2nd level local public governmental authorities, academic mediums, nongovernmental authorities, mass media	2005-2006	LGI/OSI Budapest and of Foundation Soros-Moldova
Evaluation of the Impact of One Stop Shops' Activity in Moldova	2006	USAID BIZPRO Moldova
Reporting procedures of economic agents of the Republic of Moldova	2006	USAID BIZPRO Moldova
Local Government Reform Project “Community Strategic Planning”	June - Dec 2005, June - Dec 2006	LGRP USAID
Management of Urban Public Transport System in Chisinau Municipality	2005-2006	LGI/OSI Budapest Hungary
Review and amendment of Public Procurement Law of the Republic of Moldova in order to align it to WTO Public Procurement Agreement	2005-2006	World Bank, NAPP

Name of the Project	Year	Funding Source
Local Government Reform Project "Community Strategic Planning"	2005-2006	MSIF
Assessment of the impact of RBDC in the 1st phase of RISP. Elaboration of the Medium and Long Term Strategy for the Rural Business Development Component of the Rural Investment Support Project	2005	World Bank Government
Assessment the project „Business Incubator” that was implemented by Cahul School of Small Business	2005	EURASIA Foundation
Elaboration of Sustainable Development Strategy for the communes: Harjauca, Raciula and Trebujeni and Frumoasa village	2005	UNDP Moldova
Assessment of Economic Growth Areas: Chisinau, Orhei, Soroca	2004	USAID BIZPRO Moldova
Study: Impact of Free Economic Zones on the Growth of SMEs	2004	TACIS MoldSMEDev Project
Creation and strengthening the Department of Cross Border Cooperation within Leova Mayoralty	2004	TACIS CBC
SME and Entrepreneurship development Plan for Soroca	2004	TACIS MoldSMEDev Project
Study on the Impact of the National Extension Agency Network on its Clients	2004	World Bank, Moldovan Government
Diagnostic Analysis and the Strategy of Participation of Moldovan Component in the "Lower Danube" Euroregion	2003-2004	Moldova Soros Foundation
Strengthening the Centre of Cross Border Cooperation within Cahul County	2003-2005	Soros Moldova Foundation
Socio-economic and Small Business Development Strategy in the Communes Bubuieci, Colonița, Gratiesti, Mereni, Tohatin, Floreni, Ulmu	2003-2004	USAID-BIZPRO Moldova
Supporting regional public authorities in preparing applications for TACIS CBC Program	2003-2004	SOROS Moldova Foundation
Strategy of Socio-Economic Development of Chisinau Municipality	2003-2004	UNDP Moldova
Diagnostic analyses, general audit. Regulations regarding cost analyses and authorization of tariffs for water supply and evacuation of wasted water. Company Development Plan	2003-2004	S.A. "Apa Canal Chisinau"
Moldova: Diagnostic Study on Commercial Integration	2003	World Bank
Study "Economic and Legal Grounding of the Improvement of Export Procedure System and VAT Reimbursement for Exported Agro-food Products"	2003	Rural Development Coalition
Strengthening Capacity of Cahul Regional Development Agency	2003	TACIS CBC
Analysis of the Most Frequently Asked Questions Came to the "Hot Line" Offices "Legal Framework of the Entrepreneurship Activity" Compartment	2003	USAID-BIZPRO Moldova
Sustainable Development Strategy for Floresti and the communes Mandresti, Verejeni, Sanatauca, Burlacu, Giurgiulesti	2003-2004	UNDP Moldova
Feasibility Study "Regional Development in the republic of Moldova"	2001-2002	Moldova Soros

Name of the Project	Year	Funding Source
Regional Development Concept in Moldova		Foundation
The Project of Law Concerning Regional Development in Moldova	2002	
Training Course for Business Community	2002	USAID-BIZPRO Moldova
Study "Analysis of the Entrepreneurial Activity on the Base of Entrepreneur's Patent"	2002	USAID-BIZPRO Moldova
"Franchising: Business Technique and Opportunities for the Entrepreneurs". Chisinau, PRAG-3, 2002	2002	USAID-BIZPRO Moldova
"Leasing in Moldova: Present Situation and Development Opportunities", Chisinau, PRAG-3, 2002	2002	
Assistance Training Program for Private Farmers "Marketing of Agricultural Products"	2002	Centre of Private Business Reform (USAID Program)
Supporting regional public administrations in Moldova, Taraclia County of Moldova	2002	TACIS CBC
"Cross-border Cooperation Guide ", Chisinau, Epigraf, 2003	2002-2003	Moldova Soros Foundation
"The Atlas of the Counties of the Republic of Moldova", Chisinau, TACIS, 2002	2002	EC TACIS Program
"Sorooca County – Development Strategy". Chisinau, 2001	2000-2001	UNDP Moldova
Feasibility Study Concerning the Opportunities of Creation of the "Giurgiulești" Free Enterprise Zone		2001
Functioning Regulation of "Giurgiulești" FEZ	2001	
Evaluation Study of Cross-border Cooperation Potential of the Republic of Moldova in the Frame of the "Upper Prut" and "Lower Danube" Euroregions		
Cross-border Cooperation activities Assistance Program in the "Upper Prut" and "Lower Danube" Euroregions	2001	Moldova Soros Foundation
Management of Local Public Administration of 10 counties of Moldova	2000	Moldova Soros Foundation

Published Books:

1. Decentralization in Moldova: a way for modernization of the R. Moldova 2015
2. Investor's Guide for the cross-border region, Chisinau, 2014
3. Procedural Manual on the Community driven development through Participatory planning and budgeting, Chisinau, 2014
4. Decentralization and Local Autonomy. European Models for the Republic of Moldova, Epigraf, 2012 (in Romanian)
5. Entrepreneur good practices, Epigraf, 2012 (in Romanian)
6. Performance Budgeting Guide for Local Public Administration, Chisinau, 2010 (in Romanian)
7. How to set up a business. Practical guide for entrepreneurs, Chisinau, 2010 (in Romanian)
8. Business Opportunities for the Beneficiaries of Remittances, Chisinau, 2010 (in Romanian)
9. Practical guide of cross-border cooperation, Second edition, Epigraf, 2010 (in Romanian)
10. Assessment of Performances as result of the implementation of the Central Public Administration Reform Strategy in the Republic of Moldova, Chisinau 2010
11. Performance Budgeting Guide for Local Public Administration, Chisinau 2009 (in Romanian)
12. Manual of Internal Audit in public administration, Chisinau 2008 (in Romanian)
13. Human Resources and Internal Audit: Recommendations for local public authorities from Moldova, Chisinau, 2007
14. General Urban Plan of Chisinau Municipality, Chisinau 2007
15. Management of urban public transport in Chisinau Municipality, Chisinau 2006 (in Romanian)
16. Management and Urban Governance, UNDP Moldova, 2004 (in Romanian)
17. Study on Tax Evasion and Smuggling of Petroleum Products in the Republic of Moldova, TIM, 2004 (in Romanian and English languages)
18. Practical guide of cross-border cooperation, Epigraf, 2003 (in Romanian)
19. Franchising: business practice and opportunities for Moldova, Prag-3, 2002 (in Romanian and Russian languages)
20. Leasing in Moldova: current situation and opportunities for development, Prag-3, 2002 (in Romanian and Russian languages)
21. Soroca: Development Strategy, Chisinau, 2001 (in Romanian)