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PHARE

# INFOCONTRACT

CONTRACTUAL IMPLICATIONS OF APPROVED PROGRAMMES -1- 1993

N.B. Publication of the business-related information in these programmes does not commit the beneficiary country or the Commission either to adhere to a fixed timetable for implementation or to follow exactly the outlines traced below. Individuals or companies wishing to obtain more detail on the contractual implications of these programmes should contact the relevant Programme Management Unit that is responsible for implementation of the approved programme. Only individuals or companies registered and resident in EC Member States or PHARE beneficiary countries will be considered for implementing the tasks set out below.

<b>COUNTRY:</b>	<b>ALBANIA</b>
<b>TITLE:</b>	<b>Private Sector Development Programme</b>
<b>DURATION:</b>	<b>2 years</b>
<b>AMOUNT:</b>	<b>7 MECU</b>
<b>IMPLEMENTATION:</b>	<b>Albania: Ministry of Economy and Finance Programme Management Unit (PMU)</b>

## A. SME DEVELOPMENT

**Implementation:** Ministry of Trade and Foreign Economic Relations

Technical Assistance (T.A.) for provision of an adviser to monitor daily operations of SME network:

- one adviser for 18 man/months
- one adviser for 12 man/months 350,000 ECU

T.A. to Ministry of Trade and Foreign Relations, and banks:

- one adviser for 10 man/months
- 3-4 advisers for 16 man/months total 350,000 ECU

Support for Regional Business Agency, comprising:

- purchase of office equipment
- short-term T.A.
- study visits
- training materials  
(over 24 months) 1 MECU



Element of running costs over 12 months	200,000 ECU
Credit lines to SMEs	2,6 MECU

## B. BANKING

**Implementation:** Ministry of Economic Reform

- T.A. for provision of an adviser to loan departments of commercial banks and the Foreign Department of the Central Bank.  
Total 18 man/months 350,000 ECU
- Small-scale equipment purchases, study visits, training materials over 24 months 150,000 ECU

## C. TOURISM

**Implementation:** Ministry of Tourism

- 12 man/months T.A. for provision of legal advice to the Ministry of Tourism and 16 man/months of T.A. for provision of tourism planning advice to the Ministry of Tourism 400,000 ECU
- Credit line to tourism businesses through the Regional Business Agency 400,000 ECU
- Training material, study visits and equipment purchases 200,000 ECU

## D. PRIVATISATION AND RESTRUCTURING

**Implementation:** Ministry of Economy and Finance,  
National Agency for Privatisation

- T.A. to National Agency for Privatisation including one long-term adviser over the 18-month period, supplemented by targeted short-term T.A. 400,000 ECU
- Equipment purchases and study visits 100,000 ECU

## E. INVESTMENT PROMOTION

**Implementation:** Bank of Albania

- 12 man/months of T.A. to the Legal Department of the Ministry of Trade and Foreign Economic Relations to revise the Foreign Investment Act 200,000 ECU
- Short-term T.A. and study visits 200,000 ECU
- Support for the Centre for Foreign Investment Promotion 100,000 ECU



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<b>COUNTRY:</b>	<b>ALBANIA</b>
<b>TITLE:</b>	<b>Health Sector Restructuring</b>
<b>DURATION:</b>	<b>until 31 December 1996</b>
<b>AMOUNT:</b>	<b>6 MECU</b>
<b>IMPLEMENTATION:</b>	<b>Albania: Ministry of Health PMU</b>

#### **A. DEVELOPMENT OF PRIMARY HEALTHCARE**

The proposed project consists of six main components, namely: assistance for designing and restructuring the primary health sector, involving:

■ 12 man/months of Technical Assistance (T.A.)	180,000 ECU
■ vehicle	28,000 ECU
■ office and communications equipment	20,000 ECU
■ 10-month scholarship for local team member	18,500 ECU

Creation and launch of a family practitioner training scheme, involving:

■ 4 x 2 study trips and curriculum selection	25,000 ECU
■ translation, publication and mailing of curriculum	15,000 ECU
■ rehabilitation and re-equipment of 2 rural and 2 urban health centres	100,000 ECU
■ equipment, including ambulance, office and training equipment	42,000 ECU
■ scholarships for 5 instructors for 10 months each	92,500 ECU
■ 6 man/months T.A.	90,000 ECU
■ preparing and signing agreements with EC universities and medical schools	20,000 ECU

Refresher training for general practitioners, involving:

■ office and teaching equipment for the Refresher and Continuing Training Unit	20,000 ECU
■ preparing a curriculum	20,000 ECU
■ training trainers in the EC (4 teams of 4 doctors for 4 months)	192,000 ECU



■ co-ordination of training	8,000 ECU
■ preparation and dissemination of training notes to 893 GPs	44,650 ECU
■ T.A. for 6 man/months	90,000 ECU
■ travel, lodging and subsistence for 893 GPs during 3 months training	401,850 ECU
■ travel, lodging and subsistence for 16 trainers during 3 months for 7 sessions	100,800 ECU
■ evaluation	1,700 ECU

Refresher training in mother and child care for nurses and midwives, involving:

■ preparation of modules for training trainers	36,000 ECU
■ T.A. for training trainers (6 x 2 - weeks)	48,000 ECU
■ 12 x 4 - day training sessions for trainers	12,000 ECU
■ preparation of 334 6 - day courses for 25 people each over 2-5 years	167,000 ECU
■ organisation of 334 6 - day courses for 25 people each over 2-5 years	835,000 ECU
■ equipment and travel costs for training supervisors	81,000 ECU

Rehabilitation of priority health centres, involving:

■ Health Centre Rehabilitation Fund	800,000 ECU
■ equipment for monitoring team, including office equipment, 4WD vehicle, etc.	40,000 ECU
■ 4 man/months of T.A.	60,000 ECU

Study for restructuring the network of public health laboratories, involving:

■ 2 x 4 man/weeks each of which 2 x 2 in Albania	30,000 ECU
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## B. ASSISTANCE FOR HOSPITAL REFORM

Concentration on human resource development, with two components:

Training in hospital management, comprising:

■ 1 man/month preparatory mission	15,000 ECU
■ 6 training modules designed and delivered (1.5 weeks preparation, 1.5 weeks delivery) by an external consultant for 24 participants	84,960 ECU
■ 12 training modules delivered by locally trained trainers	49,920 ECU
■ 2 x 2 year scholarships for senior managers in hospital management	80,000 ECU
■ co-ordination	20,120 ECU

Twinning with EC hospitals:

■ Seven EC hospitals have been chosen to twin with six Albanian regional hospitals. The EC hospitals are Arceion Athens (GR), S. Orsola-M. Malpighi Bologna (IT), Bainbino Gesu. Rome (IT), Penafiel (PO), Montluçon (FR), Aurillac (FR), Vichy (FR).

■ For 1993, the twinning programme would include the following:

- 6 x 10 - day visits by EC hospital directors to their opposite numbers in Albania
- 6 x 10 - day visits by EC medical administrators to their opposite numbers in Albania
- 6 x 10 - day visits by EC biomedical engineers to Albanian hospital



- maintenance services 34,416 ECU

The 1994/95 programmes envisage return visits by various categories to EC hospitals and further exchanges.

■ 1994: 101,376 ECU  
■ 1995: 75,036 ECU

#### C. ASSISTANCE FOR THE REFORM OF THE PHARMACEUTICAL SECTOR

Creation of a Pharmaceutical Inspection Service, including:

■ 2 x 4 - week study visits for Albanian managers to EC or CEEC national inspectorate 16,000 ECU  
■ 1 man/month of T.A. by a pharmaceutical inspector 15,000 ECU  
■ training abroad of 5 pharmaceutical inspectors for 6 months each 92,750 ECU  
■ specialised training abroad for 2 pharmacists for 2 months each 56,000 ECU  
■ organisation of 3 seminars led by external experts (3 man/weeks) 20,250 ECU  
■ purchase of office equipment 18,000 ECU  
■ purchase of vehicles for inspectors (one 4WD and one utility vehicle) 37,000 ECU

Reinforcement of technical capacity in National Centre for Control of Medicines, involving:

■ purchase of medium-technology equipment 90,000 ECU  
■ training of 1 pharmacist for 3 months in quality control techniques 9,500 ECU

#### D. REHABILITATION OF A PRODUCTION FACILITY FOR SALINE SOLUTIONS (over a period of 18 months)

■ civil engineering work on existing building 90,000 ECU  
■ provision of production equipment 580,000 ECU  
■ T.A. for project management 200,000 ECU  
■ Operations fund 460,000 ECU  
■ contingencies (construction and equipment) 120,000 ECU

#### E. ASSISTANCE FOR REDRAFTING THE LEGAL FRAMEWORK OF THE HEALTH SECTOR

Reinforcement of the legal section of the Health Ministry, comprising:

■ short-term training 10,000 ECU  
■ 5 study trips (3 to EC, 2 to CEEC) 15,000 ECU  
■ organisation of 5 seminars 10,000 ECU  
■ purchase of office equipment 20,000 ECU  
■ documentation 5,000 ECU

T.A., comprising:

■ 2 man/months preparatory mission 30,000 ECU  
■ 5 x 2 - week missions by experts 60,000 ECU

Technical Co-operation, comprising:

■ 5 man/months over 3 years, including 6 field trips to Albania 70,000 ECU



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**COUNTRY:** LITHUANIA

**TITLE:** General Technical Assistance Facility (GTAF)

**DURATION:** to end 31 December 1995

**AMOUNT:** 22,5 MECU (excl. TEMPUS)

**IMPLEMENTATION:** Lithuania: Ministry of Foreign Affairs  
PMU

#### A. AGRICULTURE

Continuation of existing assistance in:

- training and equipping extension services
- improving production and use of arable land
- feed utilisation improvement in livestock and poultry sectors
- support for privatisation and restructuring

**TOTAL:** 5 MECU

#### B. SME PRIVATISATION AND RESTRUCTURING

Categorising state companies which require restructuring before privatisation; restructuring selected enterprises after diagnoses; turning around or liquidating unviable state enterprises.

- |  |             |
|--|-------------|
| ■ Technical Assistance (T.A). of 20 man/months | 440,000 ECU |
| ■ training local staff                         | 120,000 ECU |
| ■ 25 diagnostic studies                        | 600,000 ECU |
| ■ 10 restructurings                            | 1,2 MECU    |
| ■ equipment                                    | 40,000 ECU  |

**TOTAL:** 2,4 MECU

#### C. SME PROMOTION

This scheme concentrates on the expansion of Business Advisory Centres (BACs), T.A. and advice on SME loan operations



■ policy adviser - 18 man/months	330,000 ECU
■ short-term T.A. to BACs 24 man/months	360,000 ECU
■ equipment for BACs	110,000 ECU
<b>TOTAL:</b>	<b>800,000 ECU</b>

#### D. INVESTMENT PROMOTION

A series of promotional activities connected with the establishment of the Lithuanian Investment Agency will include the setting up of a Euro Info Centre, investment profile studies, purchase of office equipment, promotional documentation and a campaign:

■ T.A. for activities (1 adviser)	200,000 ECU
■ training programme	
including study tour abroad for 10 staff	50,000 ECU
■ participation in 1-2 fairs and 1 seminar	50,000 ECU
■ 2 promotional brochures and a media campaign	50,000 ECU
■ 4 investment profile studies	100,000 ECU
■ office equipment purchases	50,000 ECU
■ set-up of Euro Info Centre	100,000 ECU
<b>TOTAL:</b>	<b>600,000 ECU</b>

#### E. MANAGEMENT TRAINING

In the context of the restructuring of large-scale enterprises considered viable in the medium to long term, there is a requirement for:

■ developing a series of basic management courses in modular form, with provision of bodies and course materials translated where necessary	500,000 ECU
■ on-the-job training for senior managers to be carried out by mixed teams of foreign and local consultants	300,000 ECU
<b>TOTAL:</b>	<b>800,000 ECU</b>

#### F. TRANSPORT SECTOR

**Implementation:** Ministry of Transport

Institutional reform of transport management and the introduction of modern and market-based management practices whose main elements would include:

- office and communications equipment, other hardware and software purchases 375,000 ECU
- - long and short-term T.A. to the Ministry of Transport; long and short-term T.A. for the implementation of the Klaipeda Port Master Plan, focusing on port management, financial management, port maintenance, the ship repair yard and the shipbuilding company
- long and short-term T.A. to the Road Administration for restructuring and introduction of pavement and maintenance management and traffic management

- long and short-term T.A. to Lithuanian Railways for internal reorganisation and strategic planning 1,525 MECU

Human resource development for Ministry of Transport, Lithuanian Railways, Civil Aviation Department (including Traffic Control Division), Waterways Department, local municipalities including transport companies. This would cover:

- purchase of training materials, hardware, software and technical literature 250,000 ECU
- training, including on-the-job training, formal courses, workshops, seminars and targeted study tours abroad 750,000 ECU

Regional transport infrastructure development, whose main thrusts will be:

- - feasibility and design studies on the Via Baltica Motorway
- development of a Master Plan for Lithuanian airports for the Civil Aviation Department
- pre-investment activities for upgrading the railway infrastructure 1,1 MECU

**TOTAL GTAF: 4,2 MECU**

**G. ENERGY**

**Implementation:** CEC Brussels

**Restructuring of the energy sector 1 MECU**

Implementation of National Energy Strategy, involving:

- - abolition of state monopolies, restructuring and privatisation of public enterprises and changes in the pricing and tariff structure
- pre-feasibility study for the 'Energy Efficiency Enterprise Demonstration Zone'

**Development of legal/institutional framework 1 MECU**

- Human resources/training
- Infrastructural development
- Follow-up of sectoral restructuring
- Institution building
- Energy Policy Formulation
- Pricing and taxation policies
- Energy conservation and efficiency

**TOTAL: 2 MECU**

**H. OTHER SECTORS**

**Public Administration Reform**

**Implementation:** Prime Minister's office





## Assistance for:

■ Strategy formulation in the Prime Minister's Office	200,000 ECU
■ Civil Service policy and training	200,000 ECU
■ Restructuring and upgrading of central administration	300,000 ECU
■ Decentralisation policy and strengthening of local government	300,000 ECU

**Social Security****Implementation:** Ministry of Social Security

■ T.A. on social assistance policy	100,000 ECU
■ T.A. on administration of benefits	100,000 ECU
■ Training of staff	150,000 ECU
■ Equipment	150,000 ECU

**Environment**

## Institutional strengthening

■ T.A. for setting up and supporting a Project Implementation Unit (PIU) within the Committee or Department of Environmental Protection, including assistance in formulating a national environmental strategy, and in project preparation	200,000 ECU
■ Short-term T.A. for reviewing EIAs and for training in assessing environmental audits	100,000 ECU

## Development of a regulatory framework, through provision of T.A.

■ development of standards	100,000 ECU
■ development of implementation procedures at national and local level	100,000 ECU
■ development of management skills and financial instruments at the State Environment Fund	100,000 ECU

## Assistance for pre-investment activities, which may include:

■ - feasibility studies	
- training and management for facilities selected for investment	
- identification and provision of appropriate T.A.	
- equipment purchasing	400,000 ECU

**SUBTOTAL:** 1 MECU

**Support to the Customs Administration****Implementation:** Lithuanian Customs Administration

## Purchase of basic equipment in order to:

- - strengthen communication between customs administration and the international community
- provide necessary equipment to enable training and technical assistance
- familiarise the technical staff with computer technology
- help in the fight against drugs



Upgrading and replacement of existing automation facilities in order to:

- - improve procedures for import, export and transit
  - control goods in enterprises
  - improve collection of duties and taxes
  - handle VAT on imported goods

### Support to the State Statistical Office

#### Implementation: Lithuanian State Statistical Office

To facilitate and accelerate the modernisation of the Lithuanian economy, by:

- - ensuring easy access to reliable information for users of statistical information
  - providing the possibility for quick adaptation and flexible modification of statistical data processing in line with increasingly complex requirements
  - helping the integration of the Lithuanian statistical information system into the European statistical information system

This will be enabled by the purchase and installation of:

- - a small number of powerful personal computer configurations for the various statistics departments, as well as for the computer centre
  - an important number of low cost personal computer configurations to be installed in the central statistical office, in the computer centre, as well as in the regional offices
  - statistics and database software

The installation of the hardware and software will be accompanied by an intensive training programme.

### Nuclear Safety

#### Implementation: Lithuania: PIU Brussels: CEC

Extension of existing project for a compact simulator	150,000 ECU
Assistance to the Institute of Energetics	
■ replica for pedagogical purposes of existing simulator	300,000 ECU
■ active assistance to the Institute	800,000 ECU
Assistance to the Ministry of Energy	150,000 ECU
On-site assistance	
<b>TOTAL:</b>	<b>6,7 MECU</b>



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<b>COUNTRY:</b>	<b>FORMER YUGOSLAV REPUBLIC OF MACEDONIA</b>
<b>TITLE:</b>	<b>Import Programme</b>
<b>DURATION:</b>	<b>One year</b>
<b>AMOUNT:</b>	<b>25 MECU</b>
<b>IMPLEMENTATION:</b>	<b>CEC Brussels</b>

#### **A. PRIORITY IMPORT PROGRAMME**

Oil and oil products	5 MECU
Health sector equipment, including:	6 MECU
■ pediatrics (incubators, ECGs, scanners, respirators)	
■ anaesthetics	
■ x-ray equipment	
■ laboratory equipment	
■ dialysis machine and kits	
Spare parts for:	
■ electricity generation	2 MECU
■ telecommunications	2 MECU
■ agricultural inputs, including herbicides, pesticides, fertiliser, machinery spare parts	3 MECU
■ administration, including office equipment, telephones, computers, fax machines	1 MECU
<b>TOTAL:</b>	<b>19 MECU</b>

#### **B. ASSISTANCE WITH CUSTOMS**

■ Technical Assistance (T.A.) (drafting a report on the situation with clear recommendations)	750,000 ECU
■ Equipment, including mainframe computer and workstations	1,75 MECU
<b>TOTAL:</b>	<b>2,5 MECU</b>



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### C. ASSISTANCE TO STATISTICAL OFFICE

#### ■ T.A.

- application of the NACE classification
- application of international standards for import-export statistics
- help with calculating GNP in line with SNA methodology

500,000 ECU

#### ■ Equipment - computers

1 MECU

#### TOTAL:

1,5 MECU

#### D. RESERVE

1 MECU



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<b>COUNTRY:</b>	<b>ROMANIA</b>
<b>TITLE:</b>	<b>Enterprise Restructuring and Private Sector Development</b>
<b>DURATION:</b>	<b>until 31 December 1996</b>
<b>AMOUNT:</b>	<b>70 MECU</b>
<b>IMPLEMENTATION:</b>	<b>Romania: Council for Co-ordination, Strategy and Economic Reform</b>

**A.  
BANKING**

**Strengthening and modernising the banking system**

Technical Assistance (T.A.) in drafting legislation on lending and non-banking financial institutions; later possible similar work in the area of venture capital funds, debt/equity swaps, etc.

■ One man/year of T.A. **200,000 ECU**

Payments system: T.A. and equipment supply. This will comprise development of a strategy, identification and definition of IT requirements, the financing of a pilot trial, through to supply and installation of equipment.

■ Long-term T.A. estimated at 2 man/years

■ Short-term T.A. estimated at 48 man/months

■ Equipment purchases estimated at 1-1,5 MECU

**2 MECU**

**Privatisation and restructuring State-owned banks**

Modernisation and reorganisation of banks, covering credit analysis, treasury management, IT strategy, asset and liability management, developing business plans and introducing new products.

■ 2-4 man/years assistance for each of 4 banks **1,8 MECU**



Restructuring the Savings Bank, including completion of a diagnostic audit (500,000 ECU) to determine major areas for assistance.

- Advisory team for 18-24 months **1,6 MECU**

Workout Units, dealing with the bad debt portfolios of three of the largest State banks, involving expertise in corporate analysis, recovery work, legal and accounting expertise, debt/equity swaps and industrial policy.

- 3-5 man/years per bank, over two years **2 MECU**

Privatisation, covering the evaluation of banks for privatisation and deciding strategies, identifying strategic partners and arranging private placements and/or public offerings.

- 24 man/months over 1 year each for 2 banks **1 MECU**

### **Human Resources Development**

Developing the capabilities of the Romanian Banking Institute to deliver training to targeted areas of the banking sector.

- Long-term adviser for 1 year **200,000 ECU**
- Developing course material for distance learning **350,000 ECU**
- 3-4 short courses for future trainers **150,000 ECU**

In-house training units of banks, developing job descriptions, personnel appraisal techniques, linking training to career development and meeting gaps in current staff abilities. Up to 10 courses for personnel/training department staff and provision of short-term advisers to each state bank and the larger private banks.

- 4 man/months assistance to each of 8 banks **800,000 ECU**

### **B. INVESTMENT FUNDS**

Setting up of 3 Investment Funds with 10 MECU each, one Pre-Privatisation Fund, one Investment Promotion Fund, one Post-Privatisation Fund, requiring services of:

- some retired executives for medium-term T.A.
- one resident adviser

### **C. SUPPORT TO LLMs (Largest Loss Makers)**

Diagnostic studies covering some 30 firms.

- 480 man/weeks **2,4 MECU**

Restructuring plans for around 50 firms.

- 1500 man/weeks **7,5 MECU**

Implementation of restructuring plans for some 30 firms involving intensive T.A. in conjunction with other donors and LLMs' staff.

**3,1 MECU**



#### D. INVESTMENT PROMOTION

Continuing support to the Romanian Development Agency (RDA).

- 2 advisers over 1.5 man/years **600,000 ECU**

Training, most particularly in marketing and promotional support involving:

- on the job training for 50 staff **50,000 ECU**
- training trainers (4 man/months) **100,000 ECU**
- management courses **50,000 ECU**
- study tours for 10 staff **100,000 ECU**
- fellowships for 15 staff **200,000 ECU**

Investment Research, Company Profiling and Investor Search activity to be carried out through a specialised unit in the RDA.

- Investment Research (3-5 sectors) **200,000 ECU**
- Company Profiling, Investor Search (20 companies) **300,000 ECU**

Investment Promotion, involving promotions and marketing campaigns, public relations and events:

- Promotions **500,000 ECU**
- Public Relations **300,000 ECU**
- Seminars in Romania **100,000 ECU**
- Participation in fairs **100,000 ECU**
- Overseas representation **100,000 ECU**

Provision of equipment to enhance investor servicing.

- Communications, DTP and binding **300,000 ECU**

#### E. EXPORT DEVELOPMENT

Sector analysis, identification and selection, including 3 - week initial analysis and 3 - week period for each sector identified.

**120,000 ECU**

Selecting and strengthening institutions, including the following:

- short diagnostic study **15,000 ECU**
- study tours **50,000 ECU**
- purchase of computers, office automation equipment **35,000 ECU**
- provision of T.A. to selected institutions **100,000 ECU**

Support to companies, including setting up the PMU.

- T.A. to companies, market studies and seminars **1,68 MECU**

#### F. INDUSTRIAL POLICY MAKING

Sector studies including 2 new sector studies in machine building (**400,000 ECU**) and construction (**400,000 ECU**) as well as short-term T.A. to follow previous sector studies in steel and petrochemical industries, reorganisation of the industries, introducing changes in production techniques and assistance to management in introducing changes (**1,400,000 ECU**).



Training for civil servants including visits to EC Member States (100,000 ECU) training on-site including on-the-job training (500,000 ECU) and sector specific seminars (200,000 ECU).

### G. MANAGEMENT TRAINING

Institutional strengthening of FIMAN (the Romanian International Management Foundation), which will take the following forms:

■ advice on the management of training institutions	200,000 ECU
■ training of faculty in Romania and EC countries	400,000 ECU
■ development of consultancy capacity	200,000 ECU
■ curriculum revision, certification, course development	300,000 ECU
■ acquisition of library materials	500,000 ECU
■ distance learning	200,000 ECU
■ training equipment	200,000 ECU

Provision of training to comprise:

■ in-company courses for middle managers and young manager development programmes (50 training weeks delivered)	1 MECU
■ on-the-job coaching for senior managers in 40 companies	1 MECU
■ functional skills training courses developed and run with Romanian institutions	1 MECU

### H. ACCOUNTING AND AUDITING

Training in accounting to take into account the new regime of accounting regulations from January 1994 will include:

■ training for accounts working in enterprises	400,000 ECU
■ creation of a back-up support unit to provide a regional training service	100,000 ECU
■ T.A. for curriculum development in accountancy and visits to Europe	100,000 ECU
■ establishment and strengthening of a new independent professional body including: - study visits to France, Germany and the UK - provision of a long-term adviser - purchase of materials and equipment	400,000 ECU





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<b>COUNTRY:</b>	<b>SLOVENIA</b>
<b>TITLE:</b>	<b>General Technical Assistance Facility (GTAF)</b>
<b>DURATION:</b>	<b>until 30 October 1995</b>
<b>AMOUNT:</b>	<b>7,5 MECU (excl. TEMPUS)</b>
<b>IMPLEMENTATION:</b>	<b>Slovenia: Ministry of Science and Technology</b>

#### **A. PRIVATISATION AND RESTRUCTURING**

**Implementation:** Ministry of Economic Affairs  
Agency for Privatisation

##### **Sector development**

To assist in the revitalisation of enterprises, notably leather, wood and machine-building:

- sectoral analysis of sectors under consideration, each **150,000 ECU**
- audit of 5-6 companies in the field, including defining performance indicators and business plans, each **225,000 ECU**
- outlet for dissemination to sector, each **25,000 ECU**

##### **Management consultants training**

Training local management consultants, assisting local management consultants, assisting local enterprises in the business of privatisation and restructuring with emphasis on training in-house personnel.

The action will consist of the following:

- short formal training courses for 20 senior and junior management consultants and 30 managers of consulting firms **100,000 ECU**
- carrying out 4-6 months consulting assignment to 6-10 firms in need of restructuring:
  - foreign assistance **475,000 ECU**
  - local consultants' fees **215,000 ECU**
  - workshops for managers of Slovenian consulting firms **10,000 ECU**



### Training centre for tool-making (TECOS)

The training centre is intended to aid the process of restructuring the tool-making industry and to provide the necessary assistance and training. The consultant would help to define and assess the future role of TECOS and the needs of the industry, prepare a feasibility study and a business plan.

■ Consultancy - 2 man/months	40,000 ECU
■ Preparation of TORs - 0.5 man/months	10,000 ECU
■ Provision for start-up	100,000 ECU

### Agricultural Training Centre

The task is to prepare proposals for the development and strengthening of the centre, the improvement of facilities in agricultural schools and for the development of agricultural advisory services.

■ Consultancy - 2 man/months	50,000 ECU
■ Visits to EC establishments and organisation of workshops	100,000 ECU

### SME development in the Zasavje coal mining district

Creating a suitable consulting and advisory organisation for SMEs, comprising 3 man/months of Technical Assistance (T.A.) together with a small component for equipment purchases, visits and workshops.

80,000 ECU

## B. FINANCE AND BANKING SECTOR DEVELOPMENT

**Implementation:** Ministry of Finance  
Central Bank of Slovenia

External support in credit analysis and asset and liability management, information system development, human resource development and operational audit.

■ 20 man/months consultancy to two banks	400,000 ECU
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Assistance to the development of the payments system

■ 20 man/months of consultancy	400,000 ECU
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Development of the internal organisation and human resources policy of the Central Bank

■ 10 man/months of consultancy	200,000 ECU
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Consultancy advice on the introduction of VAT

■ 3 man/months	60,000 ECU
■ staff training for the introduction of VAT	40,000 ECU



### C. ENERGY SECTOR RESTRUCTURING

**Implementation:** Ministry of Economic Activities

Development of an energy conservation strategy  
■ 30 man/months **450,000 ECU**

Development of a regulatory framework for the energy sector  
■ 30 man/months of consultancy **450,000 ECU**

T.A. for developing a strategy on development of human resources and entrepreneurship in the Zasavje coal-mining area **300,000 ECU**

### D. TRANSPORT SECTOR RESTRUCTURING

**Implementation:** Ministry of Transport and Telecommunications

T.A. and on-the-job training for the restructuring of Slovenian railways.  
■ upgrading management and planning analysis of the tariff system  
■ upgrading and computerising the accounting system  
■ rationalising locomotive and equipment workshops among others; **400,000 ECU**

Preparation of a feasibility study for North-South and East-West links, for the potential for developing combined transport and for identifying and pre-planning corridors for linking to the European High Speed Rail System. **450,000 ECU**

### E. REVIEW OF SCIENCE AND TECHNOLOGY STRATEGY

**Implementation:** Ministry of Science and Technology

Preparation of a project definition which will contain recommendations for equipment purchase, budget and marketing plans, and outlines of a technology transfer system, academic and research organisations and the commercial and industrial sector.

■ study **50,000 ECU**

■ T.A. for detailed project definition and equipment purchase **350,000 ECU**



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<b>COUNTRY:</b>	<b>ALL PHARE COUNTRIES</b>
<b>TITLE:</b>	<b>Multidisciplinary Technical Assistance</b>
<b>DURATION:</b>	<b>various</b>
<b>AMOUNT:</b>	<b>20 MECU</b>
<b>IMPLEMENTATION:</b>	<b>EBRD (London)</b>
<b>A. ALBANIA:</b>	
Establishment of industrial parks	<b>196,000 ECU</b>
<b>B. BULGARIA:</b>	
Bulgarian Investment Bank	<b>995,000 ECU</b>
<b>C. FORMER YUGOSLAV REPUBLIC OF MACEDONIA:</b>	
Privatisation Programme	<b>330,000 ECU</b>
<b>D. POLAND:</b>	
Technical Co-operation for EBRD Environment Loan	<b>3 MECU</b>
<b>E. POLAND:</b>	
Gdansk/Gdynia Solid Waste Management	<b>130,000 ECU</b>
<b>F. POLAND:</b>	
Pilot Special Restructuring Programme	
■ Co-ordination, enterprise screening	<b>374,000 ECU</b>
■ Legal advice and assistance	<b>335,000 ECU</b>
<b>G. ROMANIA:</b>	
Cost Optimisation Telecommunications (II)	<b>140,000 ECU</b>
<b>H. REGIONAL:</b>	
Environmental Standards Database	<b>195,000 ECU</b>

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