

**CURRICULUM VITAE**

1. **Family name:** CALCOPIETRO
2. **First names:** Carlos Martin
3. **Date:** 21 December 1955
4. **Nationality:** Italian
5. **Civil status:** Married
6. **Education:**

Date & Institution	Degree obtained
The American University - Washington, DC - USA September 1989 – August 1991	MA International Affairs - Fulbright Fellowship
Università Cattolica del Sacro Cuore - Milan - ITALY September 1979 - March 1983	Dottore in Scienze Politiche – Indirizzo: Politico Economico (Post-Graduate)
Universidad Nacional de Mar del Plata - Mar del Plata - ARGENTINA March 1973 - March 1979	Licenciado en Economía (MA)

7. **Language skills:** (mark 1 to 5 for competence: 1 = excellent, 5 = poor)

Language	Reading	Spoken	Written
English	1	1	1
Spanish	1	1	1
Italian	1	1	1
Portuguese	2	3	3
French	2	3	3
Romanian	3	4	4

8. **Membership of professional bodies:**

9. **Other skills:** (e.g. Computer literacy, etc.)

- Fully computer literate (MS Office 2000, Lotus Notes, Excel, Power-point, Access)
- EC integrated PCM, Log-frame and Stakeholder Analysis

10. **Present position:** **CC – Calcopietro Advisory Services** – Founder and Principal of a consulting network specialized in design, implementation, monitoring and evaluation of projects funded by multilateral and bilateral donor agencies; support to international organizations with the identification of funding for procuring consulting services and for matching loans and grants; in country risk-assessments for international investors and advice to private entrepreneurs on how to find a trusted partner abroad; and in assistance to Government decision makers and corporate managers on how to create knowledge management environments in their areas of domain, helping to identify, develop and implement information and communications technology (ICT)-based solutions including e-government (G2G, G2B) and e-business (B2B).

11. **Years within the firm:** 12

12. **Key qualifications relevant to the project:**

- More than 15 years of entrepreneurial and consulting experience in emerging and transition economies;
- Detailed understanding of EC programming, project design, monitoring and evaluation;
- Fully familiar with Project Cycle Management procedures and EC PRAG;
- Detailed understanding of donor programming, co-ordination, implementation and monitoring gained through extensive work with the European Commission, the World Bank Group, the Inter-American Development Bank, USAID and the UN system;

- Sector experience in investment promotion; competitiveness improvement and innovation; small/medium-scale enterprise (SME) policy and support services; enterprise development funds, venture capital and micro-finance; public and private sector partnership; industrial restructuring and privatisation; and information technology/e-government
- Monitoring and evaluation of several programmes related to SME policies, competitiveness and internationalization for the EC (ALA-ARIEL Mexico), Inter-American Development Bank, UNIDO and the World Bank

### 13. Specific countries experience

Country	Date from – to
Latin America and the Caribbean	Argentina (1983 to date) Bolivia (2000) Colombia (1994-1998-1999-2000-2001) Peru (2000-2001) Mexico (1994-2001-2002-2003) Uruguay (1993-1998-2001) Paraguay (1993-2001-2004-2005) Honduras (1992-2005) Jamaica (2005) El Salvador (2001-2002-2003) Panama (2005)
Eastern Europe	Romania (2003 - 2005, 1992 – 1993), Moldova (2002 – 2005), Slovenia (1993 – 1994); Poland (1994) - Estonia & Lithuania (1992) – Bosnia Herzegovina (2005)
Africa	Eritrea (1996), Ghana (1996), Ivory Coast (1996), Mozambique (1996-2000), Namibia (1997-98-2001), South Africa (1992-1998-2001-2005), Tanzania (1992-1999-2001), Zambia (1998-2001), Zimbabwe (1996-1998-2001)
Asia/Middle East	Mongolia (1992) – Syria (2002-2004-2005), Lebanon (2004), Jordan (2004)

### 14. Professional experience record

Date	Location	Company	Position	Description
11/2005 02/2006	Bosnia Herzegovina	ATOS-ORIGIN Belgium, for EC-CARDS	Team Leader	<b>Supported the EC Delegation in defining specific ToRs for CARDS 2006 project</b> in the framework of support to SME Development and Regional Economic Development.
10/2005 11/2005	Panama	GFA Management, Germany, for IADB	Senior Strategy Expert	<b>Drafted a national competitiveness strategy to improve Panama's business climate, as well as specific strategies for sectors and sub-sectors to improve business productivity</b> , under the programme " <i>Compite Panama</i> ", funded through an Inter-American Development Bank loan. Panama's competitive conditions have been diagnosed, both at a national level and at the level of business clusters in the logistics & transport; tourism; agro-industry and ICT sectors.
05/2005 07/2005	South Africa	SEMA, Belgium, for EC Dev	Team Leader	<b>Evaluated the South Africa-EU development cooperation for the period 2000-2006</b> in particular from a relevance and impact point of view. The evaluation looked at additionality as a criterion and assessed the modalities of aid delivery. The objective of this Country Evaluation was to provide an independent, flexible and forward-looking evaluation, including a set of recommendations as an input into developing a new post-2006 Country Strategy
07/2005 11/2005	Honduras	Inter-American Development Bank	Project Director	Responsible for the identification of the experts, management of the contract and quality control of the <b>Program for the Establishment of E-Government in Honduras (PEGEH)</b> , funded through the ICT for Development Italian Trust Fund
06/2005	Moldova	SEMA, Belgium, for EC TACIS	Senior Consultant	Drafted Terms of Reference for the project <b>SMEs in the Rural Areas</b> (€ 2M, TACIS 2003)
05/2005	Jamaica	PriceWaterhouse & Coopers, Belgium, for EC Services	Senior Monitor	<b>Monitoring EC aid to the ACP countries</b> – monitored a budgetary support scheme (debt reduction plus preservation of social expenditure) and a rural water supply scheme (infrastructure, environment, and water resources)
04/2005	Syrian Arab Republic	TRANSTEC, Belgium, for EC MEDA	Team Leader	Preparation and submission of <b>recommendations for an overall policy framework for industrial private sector development</b> . Assessment of the legal, legislative, financial and environmental aspects. Presentation of recommendations before stakeholders.

Date	Location	Company	Position	Description
11/2004 02/2005	Paraguay	SEMA, Belgium, for EC RELEX	Team Leader	Drafted the <b>EC Country Strategy Paper 2007 – 2013</b> for Paraguay on behalf of DG Relex and EuropeAid
12/2003 10/2004	Romania	Eurecna, Italy , for EC PHARE	Team Leader	Managed 20 long and short-term SME and ICT specialists. Responsible for preparation of the National SME Strategy and <b>Multi-Annual PHARE Programming and the Sector Fiches for 2004-2007; Preparation of ToR</b> for implementation of Multi-Annual Programme.
02/2004 06/2004	MEDA Countries	Enterplan Ltd., UK, for EUROPAID	Senior Expert PSD Studies	Member of team carrying out study of EC support to <b>Private Sector Development in MEDA – New Approaches and Instruments</b> . The study suggests a new framework for programming EC support to PSD in MEDA countries.
11/2000 12/2003	Moldova USA Argentina El Salvador Mexico	International Development and Finance Inc., USA	Senior e- Govt Specialist	Coordination of firm's marketing activities with the World Bank and the Inter-American Development Bank (IADB). Design of the National Policy on Information Technology for El Salvador; a study on the status of e-government Initiatives in Argentina; a proposal to improve e-government services for SMEs in selected Mexican municipalities; <b>an assessment of G2B capabilities in the Republic of Moldova</b> ; evaluation of IADB operational policy on ICTs. Member of expert panel appointed to review thirty projects presented by NGOs and business associations to the ICT-4-BUS Programme funded by IADB.
08/2002 10/2002	Syrian Arab Republic	WM Enterprise Ltd, UK, for EUROPAID	Team Leader	Conducted <b>Mid-Term Evaluation of the Syrian European Business Centre (SEBC) Programme II</b> . Reviewed programme progress according to Logical Framework methodology, recommended improvements to management, and ensure financial/institutional sustainability
03/2000 11/2001	Peru Mexico Colombia Uruguay Paraguay	Danish Management A/S, for the EC Services	Senior Monitor	<b>Monitoring EC aid to the ACP, ALA and MED countries</b> Established and implemented a monitoring system for the ALA, ACP and MED countries. 10 monitoring Missions to Mexico, Peru, Colombia, Paraguay and Uruguay- business development, infrastructure, environment/water resources, social & education sectors. In particular, <b>monitoring of the NAFIN and BANCOMEXT ARIEL programmes</b> .
10/1998 01/1999 and 01/2001 03/2001	South Africa, Namibia, Zambia, Zimbabwe	USAID	Senior Expert	<b>SAEDF Impact Analysis Project</b> . Establishment of an <b>impact-data monitoring system for SAEDF (Southern Africa Enterprise Development Fund)</b> . Assessed overall impact on the development of the indigenous private sector, and reviewed the competition posed to SAEDF by equity funds, banks and other sources of long-term finance.
06.2000 / 12.200	Bolivia	Inter-American Development Bank	Senior Expert	<b>Development of mechanisms for Investment and Export Promotion. Coordination of foreign aid by various donors to the sector.</b>
02.2000 / 11.2000	Colombia	Inter-American Development Bank	Senior Project Evaluator / Designer	Centro Javeriano para la Competitividad Empresarial / COINVERTIR. Establishment of a University-based centre for the provision of consulting services to micro and small enterprises. <b>Preparation of projects on foreign direct investment. Evaluation of Project Impact.</b>
05/1999 01/1999	Tanzania	United Nations Industrial Development Organization	Senior Expert	<b>Integrated Programme for Industrial Development. Support to implementation of industrial and SME development policies</b> , improvement of regulatory system in investment and finance, strengthening national capacity for increasing productivity and competitiveness, improvement of the environment. <b>Coordination of actions in the field of concern with other donors.</b>
05/1998 03/1999	Argentina and Colombia	UNDP and Banco Ciudad de Buenos Aires	Team Leader	South North Development Initiative. <b>Feasibility studies to establish Venture Capital funds targeted to SMEs in regions of Argentina and Colombia</b> without access to equity and long-term finance
09/1998	Argentina and Uruguay	USAID	Senior Expert	Support to COMESA. Advice to develop a Free Trade Area in Eastern and Southern Africa with <b>lessons learnt in MERCOSUR</b> .
02/1997 02/1997	Namibia	EC - DG VIII	Senior Adviser	Transitional Trade and Investment Development Programme. Institutional strengthening/Organisational development Implemented World Bank Investor Road Map recommendations.

Date	Location	Company	Position	Description
02/1996 02/1996	Eritrea, Ghana, Ivory coast, Zimbabwe Mozambique	IFC (World Bank Group)	Senior Expert	<b>Project Preparation and Donor coordination.</b> Expert support to IFC policy studies and surveys. Policy Studies/Surveys. Conducted a survey on private investment patterns in Ghana, Ivory Coast and Zimbabwe, aimed at providing IFC staff with updated information on investment opportunities in these markets. Identified areas with potential for private sector growth in Eritrea. Assessed administrative barriers to investment in Mozambique and proposed corrective measures to simplify procedures and reduce red tape. Drafted an investor "road map".
01/1993 04/1993 and 04/1994 10/1994	Paraguay, Uruguay, Mexico, Colombia	Inter-American Development Bank	Senior Expert	<b>Project Design. Support to SMEs and Micro-Enterprises. Preparation of micro-credit and technical assistance operations for SMEs. Institutional Strengthening/Monitoring and Evaluation/Financial Studies. Developed pilot projects aimed at enhancing international competitiveness of Latin American SMEs.</b>
04/1993 03.1994 and 11/1994 11/1995	Romania, Poland and Slovenia	C.N.A Veneto (Italy) / Planet Consultants (The Netherlands) for EC PHARE	Financial Adviser	Various Private Sector Development Projects. Institutional strengthening/Organisational development/Policy, Sector and Financial Studies/Monitoring and Evaluation. <b>Advised a PMU in Romania that established and managed an SME support centre.</b> Proposed the creation of investment and guarantee funds for self-employment programme in Poland. <b>Established and managed a programming and monitoring unit responsible for 15 private sector development and industrial restructuring projects in Slovenia.</b>
06/1991 12/1992	Estonia, Lithuania, Romania, Honduras Mongolia, Tanzania, South Africa	World Bank	SME and Private Sector Developmen t Specialist	<b>Project design and donor coordination in transition economies.</b> Enterprise/Financial Sector Reform Project (Estonia and Lithuania), Industrial Development Project (Romania), SAL II Third Tranche Release Supervision Mission (Honduras), Structural Adjustment Credit (Mongolia), Private Sector Assessment Policy Paper (Tanzania), Private Sector Studies (South Africa)

15. **OTHERS:** Various publications – upon request.