

## **Programme**

- A. Introduction, self-presentation, expected results, working methodology**
- B. The policy framework**
- C. Organisation of the EU institutions**
- D. Links between policies and financial allocations**
- E. EU financial resources 2010**
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## **A. Introduction, self-presentation, expected results, working methodology**

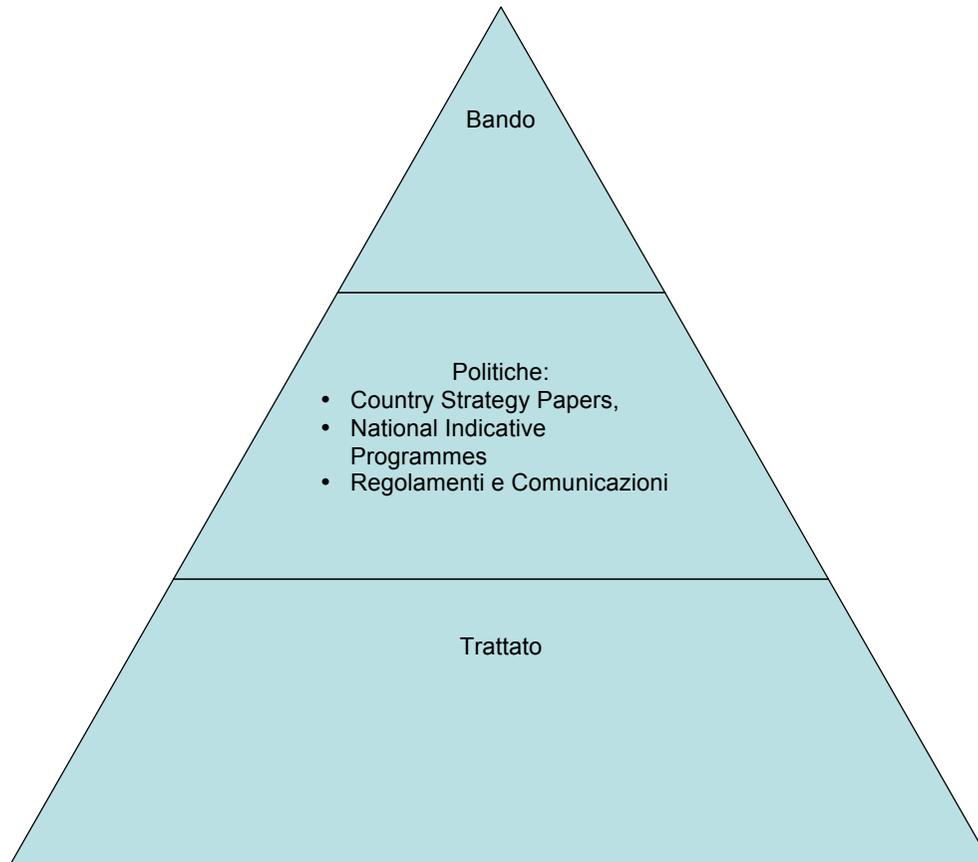
### **B. The policy framework**

- European Neighbourhood Policy Instrument (ENPI) (14,9 Billion €) for the period 2007 - 2013
- Egypt – EU National Indicative Programme (1, 2)
- The Association Agreement (AA) (3)

### **C. Organisation of the EU institutions**

- European Parliament, Council of the European Union – which must not be confused with the European Council and the Council of Europe .- (... so many Councils ...), European Commission, Court of Justice, the Audit Office, Economic and Social Committee, Committee of the Regions, European Community, European Commission's Delegation to Russia, ICE office in Brussels
- European Commission's Delegation in Egypt [http://ec.europa.eu/delegations/egypt/index\\_en.htm](http://ec.europa.eu/delegations/egypt/index_en.htm)

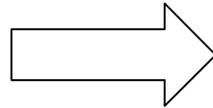
## D. Links between policies and financial allocations



## E. EU financial resources 2010

Total community annual budget: circa € 90.000 million (90 G€)

<i>expenditures</i>	<i>Bilion €</i>
Agriculture	40
Structural funds	31
Education	0,8
Research and Dev	3,6
<b>External Relations</b>	<b>9,7</b>
Energy	0,2
PESC	0,047
Consumers Protection	1,2
Administration	4,7
Other	1
Total	91,247



- EXTERNAL RELATIONS  
BUDGET (2000 – 2006)**
- Tripled in the last 10 years
  - 36% ACP (-)
  - 13% MEDA (+)
  - 20% PECO (+)
  - 11% CARDS (+)
  - 12% ALA (-)
  - 7% TACIS (+)

- **Community programmes.** The term stands for an integrated set of actions adopted by the European Community in order to promote co-operation among its Member States in different specific fields related to Community policies, over a period of several years.
  - Country programme
  - Multi-country programme
  - Thematic Programme
  - Cross Border Cooperation

## F. Call for tender and call for proposal

<b>Criteria</b>	<b>Call for Proposals</b>	<b>Call for Tender</b>
The Commission's aim	direct interest to the beneficiaries	Implementation of a project designed by the EC
The aim of the participating structure	Institutional aim	Commercial aim
Financial modalities	co-financed	100% financed
Award procedures	Quality	Quality– price
Use of human resources	Mainly in-house	Mainly out-sourcing
Guided project design	Lot	Little

## G. Case study on: MED-INVEST

- **Guidelines (4a)**
- **Application forms (4b)**
- **Questions and answers (4c)**

## H. Recurrent mistakes in project design

- *a work methodology focused on a multi-disciplinary and holistic approach (why)... a wide and consolidated network of relations (how.....) the use of innovative instruments for data collection (which)*
  - *Montenegro needs to adopt a cohesive strategy for attracts the right kind of tourism (which ?)*
  - *A junior expert highly specialised...*
  - *Mr....local coordinator of several (2 o 40 ?) regional projects*
  - Unrealistic phasing
  - Unclear project design in terms of: over-ambitious, too many activities, too large project area
  - Tepid project justification and problem analysis
  - Insufficient organisational structure
  - Rigidity / low spending capacity
  - Lack of correct identification of beneficiaries, coherence and clarity are the most important constraints in project design<sup>1</sup>.
  - insufficient analysis of characteristics of stakeholders
  - insufficient internal coherence: weak relationship between problems, specific objectives, results, activities
  - absence of Logical framework.
- **Success factors for projects design**
    - Fit within national policies
    - Transparency in resource allocation
    - Expected tangible results
    - Innovative of the proposal
    - Risk issues considered in project design.

## I . Success stories (5)

## L. Writing Style: focused and quantified rather than vague and narrative

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<sup>1</sup> Rossi M., 2004, *I progetti di sviluppo-Metodologie ed esperienze di progettazione partecipativa per obiettivi*, presentazione di Roberto Carpano, FrancoAngeli, Milano.

*rather than:*

- having three Russian and six EU experts exposed (over a period of 36 months) to the other organisations where they impart knowledge and gain awareness of each other;
- using the outcome of the entire programme to influence legislation and its implementation through judicial training and legal personnel

*try the following:*

- to organise a training session (3 weeks) [**duration**] for three Russian and six EU experts [**beneficiary**] from the IT associations in the North-East region [**where**] in order to develop the necessary skills and capacities according to the Terms of References indicated in the annex 1 [**result**];
- to carry out a training session in Ghent [**where**] (2 days) [**duration**] for policy-makers and representative of the local communities [**beneficiary**] on judicial and legal matter related to the IT domain by the second half of the project, in order to influence for new legislation on the issue of Intellectual Property Rights [**results**].

## Conclusions and questions

### The author

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