



Professional consultancy by senior volunteers



What is our mission?

- To assist the development of small and medium sized enterprises (SME's) in poor countries
- To utilize the expertise and of retired professionals
- With the aim to help eradicate poverty



Who are we?

- CESES is a not-for-profit international association based in Brussels
- CESES is a Federation of European SES (Senior Expert Service) organisations
- These national SES Organisations have around 25.000 senior volunteers, who are also available for EU missions



CESES Member Organisations



Austria

ASEP



Belgium

BSC



Denmark

DLS, SWB



Finland

NESTOR



France

AGIR, ECTI, EGEE, OTECI



Germany

ASB, SES



Greece

HHSA



Ireland

VSOIE

.../...



CESES Member Organisations



Italy

ISES, SENIORES, VSP



Luxembourg

LSC



The Netherlands

PUM



Poland

KOS



Portugal

APCS



Spain

SECOT



Sweden

SSW



United Kingdom

VSO International



Who are the 25.000 volunteers in CESES?

- Recently retired
- Professionals, from management and specialist positions in industry, commerce and administration
- With international & multicultural experience
- Independant, without commercial obligations
- Motivated to help in developing countries



Experts competencies

CESES can mobilize volunteers from a pool of about 25,000 experts in disciplines as different as...

- Industrial Production
- Agriculture & Food Production
- Tourism
- Information Technology
- Marketing
- Health
- Strategy development
- Human Resources
- Finance
- Quality control
- etc



CESES history

25 European Senior Service Organisations joined forces in May 2000 in order to:

1. Dialogue with the European Union
2. Participate in EU development programmes
3. Transfer expertise and experience
4. For private sector development
5. And contribute to international cooperation



How do we work?

- CESES participates in EU programs for economic development in the poorest countries
- On request we select qualified volunteers from our member-associations
- These expert volunteers offer assistance on site
- They do this on a voluntary basis with no compensation
- On completion of the mission a detailed report shows recommendations and results.



How is CESES financed?

CESES do not receive any public subsidy and draws its financial resources from:

- the membership fees paid by its Member Organisations
- the operational revenues from EU programs
- Donations



How much cost a CESES mission?

CESES operates on the basis of no-profit, cost coverage scheme. This means that the experts are not remunerated, but that the costs related to the management and execution of the missions have to be covered:

- visa, insurances, travel etc.
- lodging, meals, local travel etc.
- Administrative cost of CESES and its Member Associations

Example: 3 weeks assistance to an agro-cooperation in Guatamala:

- Travel etc: €1000
- Local travel, board & lodging: 21 x €70 = €1470
- Administration: selection, preparations, documentation: €1000
- **Together: less than 50% of a commercial consultant!**



CESES Contracts & Projects

- **Around 1000 missions in relation to PHARE programmes for European Union “Enlargement” (total budget ca. €10m)**
- **evaluation of proposals concerning the implementation of European Union programmes for EuropeAid**
- **framework contract for 15 projects, covering advice and training for SMEs in Latin America for EuropeAid (budget €200k)**
- **Service contract for covering 50 projects in Latin America supporting the AI-Invest III consortium and EU Delegations (budget €500k)**
- **Current contract as partner of Eurochambers for 200 missions supporting LaAm SME’s (budget up to €1m)**
- **MoU with China (SAFEA) for exchanges to strenghten the relations between China and Europe**

Why senior experts can help developing economies by supporting their SME's..

- “Small” is **crucial** for economic development
 - *SME's create employment*
 - *pay taxes*
 - *innovation*
- “Small” entrepreneurs are **hard** to help
 - *they are occupied, busy*
 - *suspicious*
- Senior experts: **accepted** as credible sparring partners
 - *know the clients business*
 - *independent, high quality at low costs*

EU & Senior Volunteers

- **Increasing number of seniors in EU**
- **Useful expertise & Experience**
- **Motivated to help**
- **High quality, low cost**
- **No development without a vital economy**
- **Senior experts are well respected guides**
- **EU: use them!**

CESES Code of ethics

- No personal remuneration for the experts
- Not competing with local staff.
- Only short- term missions (2-4 weeks)
- Acting in a professional way
- Respecting firm's patents rights and confidential know-how
- Respecting local employment rules
- Offer access to European networks