

# Consultancy for development and international cooperation

## Consortium and Network

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Consultati SA and SEREC Sarl wants to join their competences and abilities in order to act in the field of development and international cooperation.

### Consultati SA

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The consultancy firm Consultati SA was founded in 2003 by Marcello Martinoni. The firm supports the public sector and social institutions to implement projects and events with a social benefit.

In 2008 started a collaboration with Claudio Naiaretti, who entered stably in the team of Consultati in 2012 and brought experiences and skills specifically developed in the field of international cooperation during the past 20 years.

Consultati works in collaboration with other consultants specialized in complementary fields, building a network able to find crosswise solutions for our clients.

### SEREC Sarl

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SEREC Sarl - Economy and territory - was created in 1982 to assist municipalities, communities, regions and private institutions in their development.

It works in Switzerland, where it has contact with many communities in all Cantons, and abroad in the field of international cooperation.

SEREC Sarl is active from territorial diagnostic to project implementation and works in close partnership with stakeholders.

SEREC Sarl has offices in the three main Swiss language regions: Bern, Château-d'Oex, Lausanne, Taverne and Vissoie (Head Office).

## Network

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Our collaborations counts with firms, organizations and persons, in particular we outline:

- Federazione delle ONG della Svizzera italiana (FOSIT) – Dorothy Prezza -- [www.fosit.ch](http://www.fosit.ch)
- Fondazione Educazione e Sviluppo – Oliviero Ratti – [www.globaleducation.ch](http://www.globaleducation.ch)
- Alliance Sud (sede della Svizzera italiana) – Lavinia Sommaruga – [www.alliancesud.ch](http://www.alliancesud.ch)
- Accademia di architettura – Università della Svizzera italiana (USI)
  - Institute for contemporary urban project (Icup) – Enrico Sassi - [www.arc.usi.ch/icup](http://www.arc.usi.ch/icup)
  - Progetto workshop international social housing (WISH) – Martino Pedrozzi - [wish.arch.unisi.ch/](http://wish.arch.unisi.ch/)
- Facoltà di scienze della comunicazione - Università della Svizzera italiana (USI)
  - Istituto di Tecnologie della Comunicazione e New Media in Education Laboratory - Lorenzo Cantoni - [www.newmine.org](http://www.newmine.org)
- Graduate Institute of International and Development Studies (Geneva) - Daniel Fino – [www.graduateinstitute.ch](http://www.graduateinstitute.ch)
- Swiss Universities of Applied Sciences - Development and Cooperation Office - Claudio Valsangiacomo (also member of Swiss Humanitarian Aid Unit - [www.kfh.ch/dc](http://www.kfh.ch/dc))
- Associazione Seed – expertise for development – Luca Botturi - [www.seedlearn.ch](http://www.seedlearn.ch)
- Urbanisti associati SA – Fabio Giacomazzi – [www.urbass.ch](http://www.urbass.ch)
- advocacy ag - communication and consulting (Basel) - Dominik Büchel – [www.advocacy.ch](http://www.advocacy.ch)
- Communauté d'études pour l'aménagement du territoire (CEAT) – Laurent Thévoz – [www.epfl.ch](http://www.epfl.ch)
- Hochschule Luzern - Institut für Soziokulturelle Entwicklung – Colette Peter – [www.hslu.ch](http://www.hslu.ch)

## Competences

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Our experiences allow us to intervene in many fields and sector. Abilities applicable in several sector and domain according to specific mandate.

## Skills

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A thirty-year experience in international cooperation allows to say that Consultati and SEREC can offer expertise and professionalism in the field of formulation, management and evaluation of development projects. An intense activity has also been made in the training of NGO managers and local leaders.

### **Project management (identification-formulation-realization phase)**

- Analysis of the situation (historical, geographical, cultural – weakness and strength)
- Participation: focus group, key stakeholder interviews
- Animation
- Training, support and institutional strengthening

### **Project evaluation**

- Qualitative and quantitative approaches (monitoring and evaluation)
- Survey
- Internal audits or external evaluations

### **Communication and education**

- Events management and promotion
- School and citizens campaign
- Media and communication management

## Fields

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### **Topics**

- Rural and urban development
- Sustainable development
- Institutional development
- Health promotion and health literacy
- Energy planning
- Employment and Economic integration
- Social inclusion and Moderation of participatory processes, backstopping
- Migration and mobility
- Education
- Learning and Networking
- Methodology and knowledge Management

### **Regions**

- German, French and Italian speaking Switzerland
- South America and the Caribbean
- West Africa
- Eastern, Western and Central Africa
- Maghreb and Mediterranean countries
- Central and Eastern Europe, CIS

## References

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- Federazione delle ONG della Svizzera Italiana : member of the Technical Commission; former member of committee; former general secretary, [www.fosit.ch](http://www.fosit.ch)
- Swiss Catholic Lenten Fund: member of the Experts' Commission, [www.fastenopfer.ch](http://www.fastenopfer.ch)
- SDC, Helvetas, Intercooperation: program planning and evaluation
- Team member of regiosuisse, Swiss network unit for regional development (SECO), [www.regiosuisse.ch](http://www.regiosuisse.ch)
- Coordination of inter-departmental Group for Sustainable Development – Ticino, [www.ti.ch/sviluppo-sostenibile](http://www.ti.ch/sviluppo-sostenibile)
- Swiss French secretariat of Association Suisse Energie, [www.suisseenergie.ch](http://www.suisseenergie.ch)
- Capitalization of ten years of experience of the Swiss Cooperation in Koutiala (Mali): writing, design and publication of a brochure and a flyer <http://fr.slideshare.net/parvex/koutiala-le-sursaut-local>
- Accompanying local projects: Albania: Micro-manufacturing community, Cambodia: Recovery and insertion vulnerable populations, Colombia: Micro-credit and vocational training. Bolivia: Strengthening of identity in ethnic communities. Ecuador: Ethnic Communities, Migrants and insertion in micro-economic development activities (several NGO of FOSIT), Tourism: Central Europe and Central Asia, Governance and decentralization/deconcentration: Western Africa, Central Asia, Vietnam, Central Europe, ex-Yugoslavia
- Research-coordinator of “Urbaging-public space for an ageing society” focusing on social and architectural needs of elderly – Accademia di architettura ([www.urbaging.ch](http://www.urbaging.ch))
- Promotion of public events related to the North-South issues: North-South Media Festival - Bioggio 2002; Trasguardi - Lugano, Bellinzona, Bioggio 2003-2008

## Contacts

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[www.serec.ch](http://www.serec.ch)

# Claudio Naiaretti

## Architect ETHZ (1989)

Via Aprica 26 CH – 6900 Lugano  
Tel. 079 463 66 86  
Mail: [c.naiaretti@bluewin.ch](mailto:c.naiaretti@bluewin.ch)

17th October 1964  
Married, 3 children  
Swiss



### **2004 -2010 Expert SDC c/o USI – Lugano - Institute of Mediterranean Studies**

Methodological Adviser in creating a platform for inter-institutional dialogue in the Mediterranean. Creation and reinforcement of the dialogue between the academy and the institutional actors at local, national and international.

### **1999 - 2004 Secretary General FOSIT (NGO Federation of Italian-speaking Switzerland)**

Coordination, formation and training with 60 NGOs actives in Asia, Africa, Latin America and Eastern Europe.

Accompanying local projects:

- Albania: Micro-manufacturing community.
- Cambodia: Recovery and insertion vulnerable populations.
- Romania: Reform of the management system of orphanages.
- Senegal: Rural development (health, food and agriculture).
- Colombia: Micro-credit and vocational training.
- Bolivia: Strengthening of identity in ethnic communities.
- Ecuador: Ethnic Communities, Migrants and insertion in micro-economic development activities.

Promotion of public events related to the North-South issues: (South of No North - Bellinzona 2001, National Volunteer Day - Bellinzona 2001, North-South Media Festival - Bioggio 2002; Trasguardi - Lugano, Bellinzona, Bioggio 2003-2008)

### **1992 - 1996 Colombia - Active as the coordinator of development project**

Collaboration in planning, implementing and managing projects in vocational training and micro-credit in sub-urban areas. Support in the strengthening of local institutions.

Construction, management and evaluation of micro-credit projects supported by UNDP (UN), for the prevention of drug use in younger age groups.

### **Executor of specific mandates related to the world of international cooperation**

2004-2008 Department of Institutions Canton Ticino

Project "Por una Vida Digna " in Ecuador for the repatriation of illegal Ecuadorians in the Italian part of Switzerland in collaboration with the Swiss and Ecuadorian Government.

2004-2008 Expert of the Technical Commission of Fosit

public funding of NGOs in the Italian-speaking Switzerland Technical consultant for Foundations that finance development projects.

MIC (Master in Comunicazione Interculturale), Facoltà di Scienze della Comunicazione, USI, Lugano: seminari su "La comunicazione interculturale nella cooperazione allo sviluppo" (dal 2003).

ISPFP (Istituto Svizzero di Pedagogia per la Formazione Professionale): partecipazione a seminari di formazione sulla tematica dell'interculturalità (2006).

Formatore per ONG e attori istituzionali in Colombia (2004-2008), Ecuador (2005 – 2008) e Bolivia (2003).

### **Member of Foundation and organization financing and sustain project of cooperation**

Fondazione Del Don, Fondazione Margherita and Associazione Seed (President)

<b>Italian:</b>	Native Speaker
<b>Spanish:</b>	Fluent (read/write)
<b>French:</b>	Competent (read/write)
<b>German:</b>	Competent (read/write)
<b>English:</b>	Conversant / basic

### **Publications**

Naiaretti Claudio, Sagramoso Alessandra e Solaro del Borgo M.Alessandra, "Strumenti operativi per progetti di cooperazione allo sviluppo" Lugano, Fosit, 2006

Naiaretti Claudio, Sagramoso Alessandra e Solaro del Borgo M.Alessandra, "Outils de gestion pour projets de coopération au développement" Lugano, Fosit, 2010

# Marcello Martinoni

## Geographer and anthropologist (1999)

Via Bicentenario 3 CH – 6807 Taverner  
Tel. 091 825 38 85  
Mail: [martinoni@consultati.ch](mailto:martinoni@consultati.ch)

29th November 1974  
Married, 3 children  
Swiss



### **2002 -2012      Coordinator of inter-departmental group for sustainable development - Ticino**

Promotion of sustainable development in the public administration of Canton Ticino, towards municipalities and enterprise (communication campaign, methodological support, project management).

Mains field: education, public procurement, fair trade, evaluation of sustainability, decision support tools, monitoring, tourism, urban sustainable development, ...) - [www.ti.ch/sviluppo-sostenibile](http://www.ti.ch/sviluppo-sostenibile).

### **2008 - 2010      Researcher and coordinator of “Urbaging-public space for an ageing society” – Accademia di architettura / National Fund for research**

Research-coordinator of Urbaging, conducted with the support of the National Program for research “NRP 54 – Sustainable development of built environment”, focusing on social and architectural needs of elderly. Development of a decision support tools for professionals “Urbaging” - [www.urbaging.ch](http://www.urbaging.ch).

### **2011              New-urban quality – communication events in Ticino for the NPR 65 – advocacy AG Basel**

Logistical organization, media campaign and promotion of the public event of presentation of the national research program “New Urban Quality” that focus on developing concepts and strategies for new urban quality - [www.nfp65.ch](http://www.nfp65.ch).

### **2004 - 2011      Scientific assistant – Institute of Contemporary Urban Project – (USI – Accademia di architettura)**

Researcher and didactic assistant at the Accademia di architettura of the USI (Università della Svizzera italiana) with Professors Josep Acebillo and Gian Paolo Torricelli and Arch. Enrico Sassi – [www.arch.usi.ch/icup](http://www.arch.usi.ch/icup).

### **2005 - 2010      Evaluation and project management in Health promotion fields**

Advise and conduction of evaluation of health promotion project. Main fields: access for migrants and specific target population to health care, impact of non-smokers campaign, evaluation of educational projects – [www.gesundheitsfoerderung.ch](http://www.gesundheitsfoerderung.ch) / [www.ti.ch/promozionesalute](http://www.ti.ch/promozionesalute) / [www.progettogenitori.ch](http://www.progettogenitori.ch).

### **1998              Scientific assistant - CER-DET (Tarija – Bolivia) and APG (Asamblea Pueblo Guaranies)**

Field research for the master-degree dissertation in cooperation with local NGO and local indigenous institutions: “Apropiación territorial de tres comunidades guaraníes del Itika Guasu (Dept. Tarija, Prov. O'Connor) - Percepción social de los límites de las OTB's y de los propietarios legítimos del territorio. Conocimiento y utilizzo de los recursos naturales”.

### **Memberships and volunteer activities**

- 2003 - 2011      Executive committee member of FOSIT (NGO Federation of Italian-speaking Switzerland – [www.fosit.ch](http://www.fosit.ch)).
- 2003 - 2012      Executive committee member of GSGB (Gruppo di sostegno ai Guarani della Bolivia – [www.gsgb.ch](http://www.gsgb.ch)).
- 2005 - 2012      Founder and promoter of the association TraLeGenti – viaggiare e incontrare, focusing in the promotion of responsible tourism and organization of travel in developing countries - [www.tralegenti.ch](http://www.tralegenti.ch).

**Italian:**              Native Speaker  
**French:**              Fluent (read/write)  
**Spanish:**            Competent (read/write)  
**German:**            Competent (read/write)  
**English:**            Competent (read/write)

# François Parvex

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**Civil Eng. EPFL (1981), Agriculture Eng. ETHZ (1987), Postgrad. IMD Lausanne**

Via Bicentenario 3 CH – 6807 Tavernne  
Tel. 078 654 48 62  
Mail: parvex@serec.ch

25th March 1958  
Married, 1 children  
Swiss



**from 2000 SEREC (Service for Regions and Communes)**

Interventions as evaluator, planner and backstopper in development cooperation projects in Central and Eastern Europe, Central Asia, Vietnam and Africa for SDC, Helvetas, Intercooperation and the Swiss Catholic Lenten Fund.

**1995 - 2000 SEREC / CH-REGIO: Swiss Center for Exchange and Training in Regional Development, Project Manager.**

Planning and implementation of a pilot knowledge management centre in the field of territorial development in the Swiss mountain areas for the Swiss Secretariat for Economic Affairs (SECO).

**1987- 1995 Intercomunal Association for the Development of Economic Activities in the Vallée de Joux, ADAEV, Regional Manager.**

Responsible for the planning and implementation of the Regional Development Program as well as for the Regional Marketing.

**1981 - 1982 Sulzer SA. Work as Energy Engineer in Lausanne, Sion, Winterthur and Geneva.**

## **Memberships and volunteer activities**

from 2011 Assistance to the rain forest protection project Selvaviva in Ahuano, Napo, Equator (Amazonia) - [www.selvaviva.ec](http://www.selvaviva.ec).

2002 - 2012 Swiss Catholic Lenten Fund: member of the development cooperation commission - [www.fastenopfer.ch](http://www.fastenopfer.ch).

from 2011 NGOs Federation of Italian Switzerland (FOSIT): member of the technical commission - [www.fosit.ch](http://www.fosit.ch).

from 2009 President of the inter-municipal trash management consortium Alto e Medio Malcantone (Ticino, CH).

**French:** Native speaker  
**Italian:** Competent  
**German:** Fluent  
**English:** Fluent  
**Spanish:** Conversant / basic