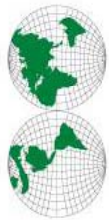




TERRA NOSTRA CONSULTING
project solutions

HOW A SUCCESSFUL PROJECT IS CREATED?

Constantin LEONTE, PhD
General Manager



THE SUCCESS FACTORS

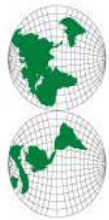
MAIN ACTORS

KNOW-HOW

FINANCING

“THE GOOD-LUCK”

“THE TRAP”



MAIN ACTORS

THE FINANCING AUTHORITY

THE INVESTOR

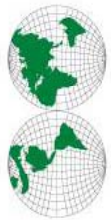
THE CONSULTANT

THE SUPPLIERS

THE ISSUING BODIES FOR AUTHORITIES

THE TECHNICAL DESIGNER (if the case)

THE BANK (if the case)

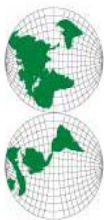


KNOW-HOW (1)

THE CONSULTANT – coordinator/integrator

Watch out of the consultants:

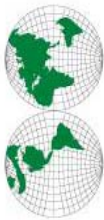
- “We are doing all, you will just sign”
- “We know somebody, we win for sure”
- “It costs more, but we have to give also”



KNOW-HOW (2)

The “pragmatical” success factors of the project

- Fundament for technology and technic issues
- Fundament for economic and financial/real and foreseen prices (inputs and outputs)
- Fundament for viability and economic and financial sustainability (indicators)
- Fundament for financing/sources, volume, safety, periodicity
- Fundament for implementing and monitoring phases



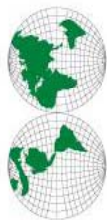
FINANCING

The Bank – involved from the stage business idea

The duo consultant-bank: an enhancer of the project success

The Consultant - responsible for choosing the most advantageous financing solution

The Bank - interested by the sustainability of the project on medium and long term



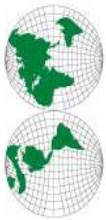
“THE GOOD-LUCK”

The “conjunctural” success factors of the project

The “pragmatical” factors are necessary, but not sufficient for a successful project

The “conjunctural” factors:

- selection criterias / scores
- number of submitted projects
- eligible value of the submitted projects

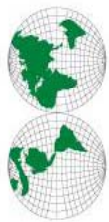


“THE TRAP” Monitoring Period

Attention to “substantiale modification”:

- Scope
- Location
- Changing the ownership status

“**special status**”: changing the associates/shareholders must be approved in advance!



CONCLUSION

Making the project is the easy phase.
The implementation is very hard.

Keeping the same conditions until the end of
the monitoring period is even harder!