



TERRA NOSTRA  
CONSULTING

project solutions

# HOW A SUCCESSFUL PROJECT IS CREATED?

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# 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!