

when **expertise** matters





Governments and public organizations all around the world are aiming to ensure economic growth, social security, and improvement of living standards. Today's rapidly changing environment and global economic trends make the governments face even more complex tasks while achieving their goals. This is when the extensive experience of qualified experts stands as a compass for them.

Ameria has been founded in 1998 and now is one of the leading consulting companies in Armenia and the CIS region actively supporting reforms and improvements in public administration, public financial management, civil service, social protection and labor systems. Particularly, Ameria provides services in strategy development and operational planning, institutional development and business process optimization, quality assurance systems, etc.

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## OUR MISSION IS TO IMPROVE THE QUALITY OF LIFE BY:

- providing **WORLD-CLASS** financial services and business solutions to our customers,
- implementing business and social projects significantly impacting the **WELL-BEING** of the society,
- creating unique corporate culture and development model of an international company, uniting the efforts of **SUCCESSFUL PEOPLE**,
- consistently **INCREASING** our **SHAREHOLDER VALUE**.

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- We focus our technical assistance on the public sector in emerging and developing markets
  - We support our partners and clients by rendering tailor-made sustainable advisory solutions
  - We value quality and respect high standards
  - We facilitate presence of international companies locally by ensuring reliable backstopping services

## PARTNERSHIP

Gradual enhancement of the scope, coverage and level of professionalism of operations over the last two decades has earned Ameria the status of a recognized international actor. Specifically, the Company is a consortium member of EU Framework contracts under LOT 7. Ameria has developed productive relationships with major state, private and international organizations and companies in Armenia including the Government of Armenia, the World Bank, EU, USAID, MCC, EBRD, UNDP, IFC, KFW, USDA, ADB, GIZ, AFD, as well as a number of large local and international companies. All these memberships and partnerships give us exceptional opportunity to act and operate on global scale, with special focus on CIS and emerging markets.

**175+** institutional projects implemented in Armenia and CIS countries

## AREAS OF EXPERTISE

As a local leader in the market of Public Consulting, Ameria has developed specific areas of expertise that cover a wide range of needs and requests in the public sector. We have a solid pool of more than 500 professional experts with proven experience that cover all the below mentioned sectors in Armenia and abroad, as well as we member the International Consulting Alliance that allows attracting best expertise from all over the world.

## OUR PROJECTS



## ECONOMIC, AGRICULTURAL, RURAL AND ENVIRONMENT DEVELOPMENT

In many developing countries, food security, economic and rural development are ongoing challenges. Ameria CJSC develops solutions for sustainable economic and rural development, working with multidisciplinary team of experts that answer in-depth agronomical and environmental issues and manage the specific socio-economical context of developing countries.

### ECONOMIC DEVELOPMENT

- Monetary analysis
- Risk management
- Business Development
- Income Distribution
- Economic Systems / Planning
- Microeconomics
- Public-Private Partnership
- Restructuring (sector / industry)
- Small & Medium-Sized Enterprises (SMEs) / Start-ups
- Investment promotion
- Market Analysis / Market Surveillance
- Audit / Accountancy / Due Diligence / Inventory
- Banking system
- Corporate finance
- Financial Institutions
- Reporting / Finance Management

### AGRICULTURE AND RURAL DEVELOPMENT

- Solutions for sustainable rural development
- Agro-industry / Food / Nutrition
- Biotechnology / organic agriculture / greenhouse agriculture
- Credit / Insurance
- Finance
- Cultivation / Harvesting / Crop
- Drying / Processing / Scarifying / Pelletizing
- Farm / Co-operatives / Associations / Community Centres / Community Participation
- Forestry
- Fruits & Vegetables
- Horticulture
- Quality Control
- Water / Drainage / Irrigation / Flood / Well / Hydrology / Water Sanitation

### ENVIRONMENT

- Environmental Engineering / Science & Technology
- Protected Areas / Parks / Reserves
- Forestry





## ENERGY, TRANSPORT AND INFRASTRUCTURE DEVELOPMENT

We tailor our advice to our clients' needs which are focused on financial modeling of energy generation systems, business planning and support in access to finance through strategic consulting, communications and litigation support. Ameria has conducted various surveys and feasibility studies regarding the current challenges of renewable energy, also reviewed the problems of access for lower and middle income households for connection to pipe water, water sewage, electricity, etc. Ameria has a significant input in assessment of the potential for medium and long term housing, energy efficiency investments and loans. Throughout professional carrier Ameria accumulated knowledge and experience in provision of management advisory services to our clients in the field of energy and water and our expertise and advice may bring added value to our partner organizations through supporting strategic decisions of our clients.



### TRANSPORT AND INFRASTRUCTURE

- Public transport, including urban transport
- Environmentally sustainable solutions
- Policy advise
- Institutional and human resource capacity building
- Logistics
- Policy & Planning / Models
- Regulation & Pricing
- Road / Public transportation
- Drinking water and sewerage

### ENERGY & ENVIRONMENT

- Conservation / Saving / Recovery / Renewable
- Electric
- Financials / Pricing / Tariffs
- Geothermal / Solar / Bio-Mass / Wind
- Hydroelectric
- Mining
- Planning / Policy
- Policy & Strategy (incl. Sustainability)
- Procurement
- Surveys / Impact Assessment
- Urban Environment
- Waste
- Clean Technologies





## PUBLIC ADMINISTRATION AND GOVERNANCE

Our expertise covers revision and implementation of Business processes of the Government and impacting the growth of the public administration quality. Ameria covers a broad range of public sector development interventions in all levels of government, from planning, design and implementation, to evaluation. Involvement of consulting companies in judiciary reforms brings added value to the process. Ameria is one of the leading consulting companies actively supporting implementation of reforms in judiciary. We are a consortium member of EU Framework Contract Beneficiaries 2013 project (FWC) under LOT 7 that covers the sectors of home affairs and governance.

Low unemployment rate, diversified and educated workforce, life-long education and training, demand-driven workforce supply are some of the indicators describing healthy and sustainable employment and labor system of a country. Relevant state administration bodies are directed at achievement of those outstanding national relevance goals. Ameria actively contributes in realization of these goals through implementation of specific researches and analyses, elaboration of tailored and targeted recommendations, provision of strategic advisory services, peer review, etc.

## INSTITUTIONAL DEVELOPMENT

- Administrative Agencies
- Planning / Policy / Systems
- Public utilities
- Reform / Institutional strengthening, including civil service life-long education and training
- Manpower / Recruitment / HR / Grading
- Regional / Municipal / Local Authorities / Decentralization
- Regional Country Co-operation / European Integration
- State Enterprises
- Twinning

## PUBLIC FINANCE

- Budget / Budget Support / Public Investment / Finances / Debt
- Macroeconomics / Crisis
- Public Procurement
- Budgets / Public Finance
- Policy / Planning / Systems
- Foreign Direct Investments
- Regulations / Crisis





## JUDICIAL LAW AND REFORM

- Justice and Home Affairs
- Legal review and reform

## SOCIAL SECTOR

- Review and reform of social sector laws and regulations
- Risk assessment and analysis
- Financial modelling for social services
- Employment / Labour
- Pensions

## EDUCATION

- Strategy development for private education institutions
- Business planning for private education institutions
- Distance Education / e-Learning / Education

## TECHNOLOGY

- Policy / Planning
- Technical / Industrial / Vocational
- Organization of conferences, seminars, workshops, events



## RESEARCH

Research and analytical work is one of key services which are demanded by business community and the Government. Ameria offers tailored researches based on specific Client request and is also periodically publishing unsolicited researches on the country economic sectors and development issues in following areas:

- Macroeconomic analysis of various industries of economy
- Econometrics / Statistics
- Market research and demand assessment
- Customer experience (preferences, satisfaction...)
- Brand recognition
- Impact Assessment
- Feasibility studies



OUR PUBLICATIONS





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## PROJECT CYCLE MANAGEMENT

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Project cycle management is an important instrument, as well as capacity, to ensure delivery of high quality product in due time as envisaged in each project design. It involves multi-stakeholder activity at various stages of the project cycle. The Company provides full package of PCM services.

- Identification / Needs Analysis / Formulation / Feasibility Study
- Management Systems & Techniques
- Monitoring & Evaluation & Assessment / (impact) Studies / Project Audit / Survey
- Project Cycle Management / Project implementation
- Total Quality Management (TQM) / Quality Control
- Training

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## EVENT ORGANIZATION

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Ameria closely cooperates with national and donor organizations in delivering trainings and workshops, organizing conferences, seminars, and other educational events. In doing so the Company provides services that include: logistics, hosting and accommodation, catering, facilitation, translation and interpretation, event facilitation, visa arrangements, transportation, etc.

- Conferences
- Workshops
- Trainings
- Receptions
- Hosting international missions to Armenia
- Arranging international missions from Armenia







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