



PARAGON
EUROPE

REALISING EXCELLENCE

TENDERS
CREDENTIALS REPORT

Contents:

Company Profile.....	4
Areas of Expertise.....	6
Our Capacity to Deliver.....	10
Paragon Europe Tenders and Projects Team.....	15
Tenders and Projects Testimonials.....	18
APPENDIX.....	20



Introduction to Paragon Europe

Paragon Europe is an innovative, international EU affairs, advisory and compliance company with head offices in Malta and Brussels. From its inception, Paragon Europe has striven to realise excellence by competing with cutting edge peers in the ultra-competitive market of EU funding.

With over twelve years of operational experience, our multilingual, multicultural and multidisciplinary team has developed the right expertise to carry out tender and project activities to the highest standards. With an average annual participation in over 350 EU projects and with a success rate comparable to the topmost European Universities, Paragon Europe has established itself with global and European credentials in the field of research and innovation projects.

Paragon Europe works with both private and public organisations, NGOs, universities, educational institutes and agencies offering various services related to European funded programmes such as Horizon 2020, Erasmus+, Youth Workers, COSME, PON/POR and more. We assist these organisations with the sourcing and implementation of EU funded projects and tailor our services to each individual requirement ensuring positive results every time. Besides advising public and private organisations on EU funding, Paragon staff also assist good organisations to become great through business and financial advice.



REALISING EXCELLENCE

Unique Approach to Realising Excellence

Paragon Europe aims to realise excellence for its clients in matters linked to social development, education, training and economic development through social and cultural activities, services and products. The unique approach Paragon employs means that it brings added value to participation in initiatives directed towards curriculum development, community development, capacity building and social and economic development in territories, regions and communities. This project participation is the result of excellent networks built over twelve years in which Paragon Europe participates regularly and has the honour to occasionally lead and lends itself to participation in tenders.

Paragon Europe has a unique strategy intimately linked to its corporate social responsibility which strives to optimise investment opportunities available to prospective public and private clients. Moreover, Paragon aims to assist its clientele in transforming these funding opportunities into concrete realities whilst simultaneously ensuring that these funds translate into benefits for the community in which our clients operate.

Through its leading role in EU affairs, Paragon Europe fulfils the corporate social responsibility aspect of its fundamental mission by ensuring that extensive stakeholder engagement in the community is realised through these funding opportunities, thus improving the communities we and our clients operate in.

Our Philosophy

Our service philosophy is based on assisting our clients to become better organisations through our range of services and products.

This is achieved through various activities including, but not limited to, provision of direct advice at the territorial or regional level, provision of individual and group training, capacity building, coaching and mentoring. Our various 'READINESS PACKAGES' aim to give added value to the services we offer thus allowing our philosophy to become a reality.

Our Past and Future Ambitions

Founded in 2004 by Anton and Nadia Theuma with the vision of assisting local and regional authorities in sourcing EU funding opportunities and in the implementation of EU funded projects, Paragon Europe has grown consistently and today employs more than 50 specialised personnel in ensuring that excellence is realised on behalf of all our clients.

Paragon Europe and /or its affiliates have also participated in tenders in the educational, social and economic fields. The company's ambition is to contribute, both in Malta and Europe, to the objectives of the EU Social Agenda and the "headline targets" of the Europe 2020 Strategy. The projects implemented by Paragon Europe are focused on the following areas:

- Education and Training
- Sustainable Development and Environment (energy, transport, water etc.)
- Cultural Heritage and Tourism
- Social Inclusion
- ICT - Information and Communication Technologies
- Innovation and Entrepreneurship

In 2015, the company embarked on an expansion programme aimed at opening 10 offices in the EU and beyond by the year 2020.

AREAS OF EXPERTISE



Paragon Europe has a robust team of in-house and external experts that have years of experience in conducting research. The team of experts is composed of people with multidisciplinary backgrounds as follows: social analysis, socio-economic impacts, financial analysis and market research. The research team is led by two social science experts, each with more than 15 years of experience in the field of conducting research.

Paragon Europe aims to optimise the Research and Innovation potential of its clients, whether public or private. This potential is optimised through the quality expertise Paragon brings to the collaboration process as it closely works with its clients to understand their Research and Innovation strategies and match these to relevant current and prospective funding opportunities.

Our research work can be grouped under seven separate areas as highlighted below.

Environment and Transport

Increasingly, our physical environment is becoming more and more fragile. At Paragon, we are conscious of this since we live in such extreme conditions, especially water shortage and overuse of the natural environment. These conditions have made us sensitive to the needs of our physical environment as we have developed in-house expertise in this area.

Our approach involves a systems approach whereby we study the environment as part of a whole system, with special attention to the interplay between humans, the natural environment and the built environment.

Transport and its management is another important field that we look into especially since transport is a major player and it impacts our environment. Its effective management will bring about a better managed natural environment leading us to develop expertise in this area.

Our Experience includes:

- Preparation of Sustainable Energy Action Plans
- Alternative use of energy
- Water Management techniques
- Mobility and Transport



Institutional Strengthening, Governance and Civil Society

Our focus and expertise on innovation and growth has enabled us to assist organisations in becoming better at what they do – in summary we help good organisation become great.

Due to our experience in this field, we have been asked to assist entities both of a private nature such as SMEs, as well as territories to develop holistically in their approach. Using Smart Specialisation methodology whereby we harness the potential of the territory and the expertise that lies within, we have helped territories to maximize their potential, absorb better EU funds and develop their potential to attract foreign direct investment.

Furthermore, we have also been instrumental in assisting local government and public organisations become more EU ready by training their personnel.

In our practice, we spend time to get to know the organisation, understand the needs and plan the work accordingly. Our unique approach is based on developing the organisation through the process by means of coaching and mentoring.

Our Experience includes:

- Smart Specialisation Strategy development and implementation for territories
- Training and capacity building of various public entity staff to manage EU Funds
- Formation of Clusters
- Initiatives to promote public private partnerships
- Equality and Inclusion



Education and Training

Paragon Europe is committed to the lifelong learning philosophy. Through its Training Academy, Paragon Europe has developed training programmes at vocational, academic and professional levels. We provide support in planning and programme development and management within various sectors as well as delivery of training using our wide network of experts. We approach human resource development from a holistic point of view and this is reflected in our programmes.

Our Experience includes:

- Soft Skills Training
- Post Secondary and Higher Education
- Professional Development
- Vocational Educational Training (VET)
- Training Needs Analysis
- Curriculum Development
- Education sector analysis, reform and management



Tourism, Culture and Cultural Heritage

Through more than twenty years of experience in the field of tourism and culture, we have developed internal know how on the development of sustainable tourism activities, tangible and intangible cultural heritage management and the preservation of cultures.

Tourism is an economic driving force. It employs millions of people and if well managed, can generate development of regions. Tourism is a pillar of economic development in Malta, thus we are ideally placed to conduct projects in this field. We have successfully designed and developed community tourism projects leading to the regeneration of economically deprived areas and waterfronts. Our experience also includes projects on the preservation of cultural heritage in particular World Heritage Sites.

Our Experience includes:

- Development of Agro tourism initiatives
- Rural Tourism Projects
- Preparation of Heritage Management plans
- Assessing impacts on World Heritage Sites using Limits of Acceptable Change
- Appreciation and Management of Intangible Heritage
- Work on Creative Industries in particular Crafts
- Regeneration of Waterfront through the Development of Cultural Heritage
- Carrying Capacity Assessments
- Sustainable Tourism Indicators
- Branding of Regions
- Visitor Management Plans
- Quality Assurance of Cultural Sites



Evaluation and Monitoring

Evaluating and monitoring situations requires attention to detail and in-depth knowledge of specific situations. Thanks to our multidisciplinary experience, Paragon Europe has participated in a number of studies requiring various forms of evaluation techniques.

Members of our team have also been asked to act as evaluators for EU Funded projects under FP7 and H2020.

Our Experience includes:

- Project Evaluations
- Preparation of Monitoring criteria for Heritage Sites
- Quality Assurance of Heritage Sites
- Quality Assurance of Tourism Attractions
- Financial Monitoring of SMEs
- Assistance in Auditing of Project Results



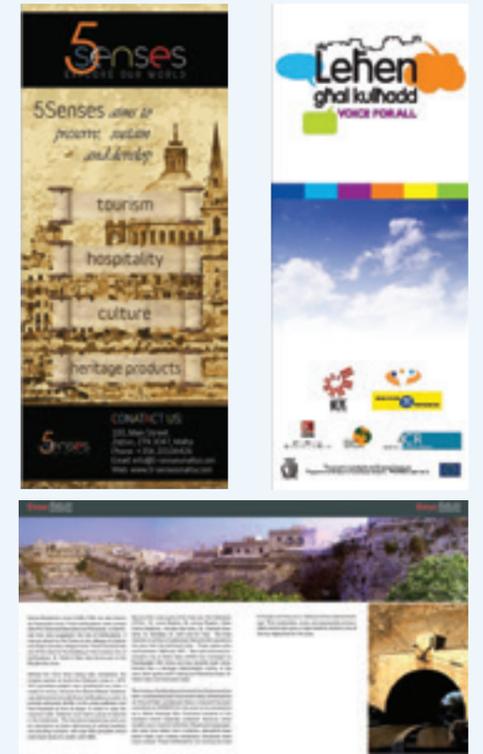
Communication and Dissemination

Communication is central to all the work we do, it is a means through which we communicate our results and achievements and the impacts that our work leaves on the communities and organisations we work with.

Moreover, communication is a vehicle through which we reach out to others to pass on the messages that are developed through our projects, thus the printed and visual media are an additional means of how we extend our rapport with the communities and networks that we work with.

Our Experience includes:

- Building of interactive platforms
- Creating visibility strategies for projects
- Institutional communication
- Organisation of events such as international conferences and workshops
- Website development
- Design and production of print and audiovisual materials including videos and short films



Entrepreneurship and Finance

Paragon Europe is a leading company in the area of entrepreneurship. Through its Business Advisory services, Paragon Europe assists clients to develop their business needs through the formulation of business plans, market research, financial planning and so on. Through its international network with more than 300 regions in the world, Paragon Europe can assist clients to develop and grow their businesses in new markets.

In EU Advisory mode, Paragon Europe assist clients by identifying appropriate opportunities in EU funding programmes, accessing quality partners for project collaboration and giving excellent input at all stages of the project cycle.

Since 2009, Paragon has been working on identifying opportunities for complementing public funding with private funding through Investor Advisory services. To this effect, Paragon Europe has developed excellent links with the international community of public and private investors including World Bank, European Investment Bank, European Venture Capital Association, European Business Angels Association, private and public banks and institutional funds.

Our Experience includes:

- Innovation Management Techniques for the development of the enterprise
- Export and Import planning
- Match Funding
- Investor Training
- Organisation of Brokerage Events



OUR CAPACITY TO DELIVER

Through these projects, Paragon Europe and its affiliates have conducted various research activities including studies utilising state of the art methodologies such as:

Beneficiary Surveys

Paragon Europe has designed and conducted beneficiary surveys for a number of its projects. These include, amongst others, studies on training and mobility evaluation as part of the EI4VET, TAPT and MOBGAE projects (projects funded through LLL programme and ERASMUS+). Paragon Europe continually conducts CRM with its 5000-base internship host institutions and its 3200 university and higher institution links who benefit from Paragon Europe's internship programme.

Currently Paragon Europe is conducting an analysis on Maltese SMEs (including agritourism, ICT, energy, retail) and their involvement with EU funding between 2007-2013. The results of this study will be submitted to a scientific journal: Innovation & Entrepreneurship Impact on Maltese MTA & ME ERDF funded SMEs - Public Administration Perspectives & Creativity Perspectives (Innovation Journal; Journal of Creativity & Innovation Management).

Case Studies

Case Study methodology is continuously used to assess and illustrate situations in preparation for various projects. Case study methodology, which is often composed of a number of methodologies, has been used in: analysing businesses and their development both in Malta and the South of Italy; determining training requirements in the cultural heritage environment as part of the Futourism Project.

Cost Benefit Analysis

Paragon has conducted the following CBAs:

Paragon Europe was chosen by the Malta Tourism Authority to conduct cost benefit analysis for two (2) projects involving the creation of artificial sandy beaches on its behalf. These two Cost Benefit Analysis studies were presented for ERDF funding which was successful. The value of the two projects assessed for which Paragon Europe had to prepare the CBAs, were of a total value of Euro 8 million.

Paragon Europe was appointed by the Ministry for Tourism to conduct a cost benefit analysis for innovative interpretation using ICT at the Sacra Infermeria in Valletta. The project will be funded through ERDF and the total value of this project is of Euro 4.5million.

Five (5) energy projects as part of the Isle Pact project (including the setting up of PV cells for a Maltese community, the introduction of electric buses in Gozo, the setting up of sustainable housing, using the

introduction of ferry boats working with biofuel and the introduction of electric charging stations in the harbour cities). The projects were analysed also for their socio-economic impact and return on investment value. These projects were conducted under the project IslePact which was a tender funded through DG TREN.

Feasibility Studies

Paragon Europe was engaged by a leading conservation and environmental organisation in Malta to conduct feasibility studies on two nature reserves in the North of the Maltese Islands. The feasibility studies entailed a detailed geographical study of the areas, assessment of current use and proposed sustainable activities for better management of these sites.

Paragon Europe was engaged by one of the Local Councils on the Island of Gozo to conduct a feasibility study for the development of a nature park in its area. This nature park is today fully developed and is used as recreation park for and by the community.

Cost Effectiveness Analysis

Since 2009, Paragon Europe has been working on projects that require both public and private funding sources. With the backdrop of the international economic recession, funding is becoming increasingly challenging and access to finance and an optimal understanding of the economic situation have become more important to the decision-making process of companies. Furthermore, Paragon Europe believes that successful business and commercialisation depends on a combination of criteria that include an effective business model with clear healthy profit margins, a useful product range that allows growth in revenues and a productive and motivated workforce.

Paragon Europe has internal expertise to perform a holistic economic impact analysis that goes beyond the usual financial and economic criteria (both locally and internationally) and that also includes social and environmental considerations. Moreover Paragon Europe has provided assistance to ICT companies who intend to launch new product ideas on the market by providing them with detailed analysis on the economic impact of their product. Paragon Europe has conducted impact assessments in: clean technology companies and ICT companies.

Delphi Survey

Paragon Europe has conducted Delphi research on the development of Tourism zones in the North of Malta and is currently participating in a pan European Study on development requirements in socially and economically deprived areas.

Expert Panels

Paragon Europe has led and conducted work involving experts in preparation for various policy areas including, amongst others, S3 Strategy, ICT, Horizon 2020 and SME Instrument. The two key researchers are also engaged by the European Commission as experts on S3 for South East Europe (Dr. Anton Theuma) and Sustainable Tourism Indicators (Dr. Nadia Theuma).

Moreover, the Chairman and Dr. Anton Theuma are both involved in the policy committee of ecoDa.



Focus Groups

During the past 12 years, Paragon has designed and conducted focus group research for the following areas:

- SME uptake of EU funds (Paragon - own research)
- Vocational Teachers and Emotional Intelligence (Emotional Intelligence – TOI project)
- Use of Heritage Sites by disabled persons (Tender on Limits of Acceptable Change by Heritage Malta)
- Stakeholder use of Heritage Site (Tender on Limits of Acceptable Change – Heritage Malta)
- Rural Tourism Stakeholders for the development of rural tourism policy for Gozo (Tender on ICER project)
- Development of agro-tourism businesses in Malta, Sardinia and Cyprus (as part of TRIM project, funded under the LEADER + programme)
- Policy development for harbour and Freeport activity (DevelopMed project)
- Gozo Business Stakeholders (Gozo Business Chamber)
- Content Marketing
- Mobility and Youth Workers
- Training needs for teachers and carers for autistic children (JoTRaDI – TOI project)
- Training needs on Health and Safety in the Construction Industry (Innovative eGuide - TOI Project)

Impact Evaluation

Paragon Europe has been actively involved with Malta Council for Science and Technology in exercises in foresight development for the areas of research and innovation in the period (2007-2013) and in foresight exercises for the Horizon 2020 and Smart Specialisation development for Malta in the areas of tourism, ICT, e-business.

Paragon Europe was commissioned by Heritage Malta to conduct a study on Limits of Acceptable Change on two World Heritage Sites (a Neolithic temple and catacombs of early Christian era). Paragon Europe led a team of 6 researchers and impacts studies were assessed from archaeological, environmental, risk, socio-cultural and market perspective.



Interviews

Extensive research has been conducted using this methodology by Paragon Europe and its staff in various areas for policy development. Face to face semi-structured interviews are designed by the in-house team of experts or in collaboration with external experts. Interview methodology has been used in research involving:

- Agro tourism
- Tourism
- Health
- ICT
- Entrepreneurship

Observation Techniques

Building on the experience of one of our lead researchers in ethnography, we use the tool of participant observation in our studies. This enables us to better understand the environments we are studying and looking into. This technique provides us with depth and breadth on all the subjects we look into and is very useful when assessing situations when we are asked to provide new ways for generating effectiveness within organisations.

Our Experience Includes:

- Studies of communities
- Organisational Studies
- Proposals for Change Management

Paragon Europe staff have also acted as project evaluators.

SWOT Analysis

SWOT analysis technique has been used by Paragon Europe in the following studies:

- Crafts Sector in Malta
- Innovation in Business
- Paragon Europe was also commissioned by the Gozo Business Chamber to provide a proposal on the competitiveness status of the Gozitan enterprise

Our International Experience and Network

Since 2004 Paragon Europe and its affiliates and on behalf of its clients have participated in more than 25 different funding programmes, under three different funding periods (2004 -2006); (2007-2013) and (2014-2020), participating in over 350 EU projects annually.



Expertise in Grant Management

Paragon Europe has managed complicated grants under various programming periods, both for Paragon itself and on behalf of its clients. Paragon Europe was also instrumental in assisting Local Councils in Malta to obtain the use of government support to cover co-financing elements. This was instrumental in enabling Local Councils to fully participate in EU projects.



Experts Database

Experience. Expertise. Excellence.

Paragon Europe is proud to truly be a company by experts for experts providing exceptional quality and professionalism in all services provided. Paragon is a centre of excellence founded by two individuals with doctorate degrees in social sciences, each bringing over 15 years of sound knowledge to the company.

Today, Paragon Europe is a centre for excellence and expertise not only comprising of a multidisciplinary internal team of experts specialising in an array of areas but also relying on a comprehensive and well-structured database of more than 250 external highly qualified experts in all geographic areas of the world, covering all fields and languages. Thus, we are able to provide leadership, best practices, research, support and training in all areas of expertise.



With such a database, Paragon Europe is able to commit to a promise of speed in identifying suitable experts, which in turn is a substantial benefit when competing on tenders. Other benefits of this diverse database include the broad spectrum of expertise to which Paragon has unique access to encompassing various sectors and regions, both within Europe and beyond.

Working with Paragon Europe means that businesses have access to the experience, expertise and excellence of an international EU affairs company that performs challenging, complex work with the responsiveness and reputation of a trusted local business partner.

Paragon Europe prides itself in having a multidisciplinary, international and multilingual team of project personnel who are experts in their fields and who together work to achieve the best project results for Paragon Europe, its affiliates and their clients. The main pillars of the team are:



Mr. Edwin Ward, Chairman has 35 years of experience in the successful creation and implementation of major corporate brands as well as in the utilisation of innovation as an enabler for strengthening brands and business performance. He is a serving CEO and Chairman within the Ogilvy Group. He has considerable experience in the corporate governance of boards and serves on the Policy Committee of ecoDa in Brussels and as Communications Director at the Institute of Directors. He has collaborated with Paragon for more than 10 years and is currently overseeing Paragon's expansion programme 2015-2020.



Dr. Anthony Theuma, CEO and Director is the leading expert in innovation and smart specialisation. He has a Doctorate Degree in Knowledge Economy and participated and managed various EU co-funded projects. He has also provided assistance to clients seeking business advice, EU funding and investor funding. Dr. Theuma advises public and private organisations on Innovation and Entrepreneurship and is involved at an EU level on Innovation and Entrepreneurship and Smart Specialisation. He is an appointed Smart Specialisation Expert by DG Regio and was also instrumental in the setting up of the SME Instrument programme.



Dr. Nadia Theuma, Executive Director is a leading expert in project management at Paragon and has been personally overseeing Paragon's growing portfolio of internal and client projects. She possesses a Doctorate in the development, marketing and management of cultural and sustainable tourism. Dr. Theuma has consolidated experience in project management especially linked to regional branding and development. She is an international speaker in these subjects as well as an established author in the field. She has served as board member on government boards and within international academic and research networks. She is increasingly in demand by various European regions and Commonwealth countries with the aim to offer assistance in the aforementioned areas. She is also an expert with DG Growth on sustainable tourism.



Ing. Maurice Rizzo has a professional track record of over 30 years managing international industrial and educational projects. His qualifications include a degree in Engineering and an MBA. Mr. Rizzo currently works as a consultant and non-executive director with various SMEs. He has been associated with Paragon since 2015, supporting the development of the organisation's management structure, advising on business development and overseeing infrastructural developments.



Mr. Darryl Grima is the General Manager at Paragon Europe and has over 20 years of experience in marketing and branding and managing organisations. His background is in the achievement of profitable business growth through the creation and execution of successful strategies. He is responsible for the overall activities of the company, motivating and training staff and for fostering new business relations in Malta.



Ms. Suzannah Zrinzo holds an Honours Degree in Marketing and works as Communications and Marketing Manager at Paragon Europe. Ms. Zrinzo has over 10 years of experience in market research, branding, integrated marketing communications and public relations and has been instrumental in assisting clients achieve significant growth through the introduction of new products and services and improved revenues through competitor analysis.



Dr. Sara McGuire is the Project Manager at Paragon Head Office and coordinates the activities on EU funded projects and tenders in Malta and Brussels. Sara has significant experience working with projects and also specialises in negotiations between public and private stakeholders. Her legal background proves useful in her everyday work especially in assisting clients in understanding contractual obligations they enter into when undertaking project finance.



Mr. Oronzo Daloiso graduated with Honours in European Studies at King's College London, Sciences Po Paris and London School of Economics. Oronzo is EU Account Manager at Paragon Brussels Office, where he is responsible for coordinating institutional relations and business development efforts related to key EU policy areas such as smart specialisation, circular economy, water, digital agenda, smart cities and infrastructures. Oronzo is your contact person for EU tenders and EU Advisory Services. He speaks English, French, German, Italian and Spanish.

TENDERS AND PROJECTS TESTIMONIALS



“They are able to work very fast and SMART...”

We have established cooperation with Paragon Europe in March 2014. Since that time we have submitted 2 projects which were prepared with their help. From the beginning Paragon Europe and its staff were very helpful. People working there enthusiastically approached and engaged in every of our ideas. Their help was significant for the proposals submitted.

We continue our cooperation and stay in good relations, as Paragon Europe is a company consisting of highly skilled professionals, who are always ready to help and do their best! What's more important – they are able to work very fast and SMART! What gives incredible results at the end! So, we can recommend cooperating with Paragon Europe to every one! It's the best you can do, when you need assistance in submitting your proposals.

JAKUB K. WEGLARZ
International Project Specialist at Association B-4
Rzeszow, Poland

“A valuable asset in all the projects we cooperated into...”

The long lasting and fruitful cooperation with Paragon Europe is very important for us. Friendly relationships with their highly skilled staff are a valuable asset in all the projects we cooperated into and constitute solid bases for further joined successful initiatives. Excellent!

GIACOMO MARTIRANO
Project Coordinator at Epsilon-Italia

“Paragon Europe is a professional organisation...”

Paragon Europe is a professional organisation and our cooperation with them is very good. We work with Paragon Europe on a European Commission co-financed project under the Lifelong Learning Programme. The organisation fulfils its tasks and meets deadlines. Paragon Europe is actively involved in working on the project and is open to the opinions of others.

KAROLINA SIKORSKA
Project Coordinator at Nowoczesna Firma Spółka
Akcyjna, Poland

“A Most valid contributor in EU funded projects...”

Paragon Europe is a most valid contributor in EU funded projects. The European Business Angels Network has had the opportunity to work together with Paragon on the project ICT Finance Marketplace under the FP7 programme. We are very happy to renew our collaboration with Paragon Europe on new projects and other initiatives including an Investor Forum Event which will take place in Brussels in April 2015, where together with Paragon Europe we will be coaching SMEs working in the area of Future Internet to prepare their business proposals for pitching to early seed funding investors.

**PABLO GARRIDO
EBAN**

“Very kind, positive attitude, it has been a pleasure...”

We have been working with FOPSIM (Part of Paragon Group) from 2014, in both elaborating proposals/tenders and carrying out project activities.

We have found them very collaborative and accurate in their work.

The last project we worked together has been a research – commissioned by the European Institute for Gender Equality (EIGE) – about policy documents on gender equality at national level.

FOPSIM's work has been remarkable and precise. The team is very kind and has a positive attitude. It has been a pleasure to work with them.

MILENA LOMBARDI
Researcher and Consultant, EIGE tender

“Paragon Europe pays close attention to every detail...”

The Agenzia per l'Occupazione e lo Sviluppo dell'Area Nord Barese Ofantina is a 100% in-house public company promoted by the EU to generate local development and stimulate employment. Its initiatives are characterized by a bottom-up approach, whereby proposals come from the territory. The Agency has gained expertise in Tourism, Internationalisation of SMEs, Environment, Social Inclusion and Training. In the last years the Agency has wished to reinforce its internal competences so as to maximise the output of its activity especially in the light of the new EU programming period 2014-2020.

After having collaborated in training projects, we chose Paragon as partner to help us grasp at local level the different EU opportunities that are available. We opted for the EU Readiness Package to strengthen the bridge between us and the EU.

During Phase I, our Agency has undergone an organisational change based upon a redefinition of our mission due to the new current challenges. In Phase II, the Agency will receive ad-hoc training and finally, in Phase III, the Agency will be exposed to concrete participation in the network where Paragon has a long-standing experience.

We highly recommend the EU Services unit of Paragon, because thanks to their expertise they can identify possibilities and opportunities while spotting where the challenges lie in order to mitigate them and reach the final goal. The training has been instrumental not only to enhance our knowledge and competence, but also and most importantly to identify further EU project opportunities. Choosing Paragon is a positive experience that we highly recommend.

ORONZO CILLI
Institutional Relations Manager,
Agenzia per l'Occupazione e lo Sviluppo dell'Area
Nord Barese Ofantina

APPENDIX 1

References for EU Institutions Tenders

Environment, Bio-Economy and Agriculture

Project Title	Value	Client	Date
Data Driven Dairy Decisions for Farmers	EUR 2,105,796	EC – DG RTD	2016-2019
Rural Development Education and Awareness Raising (DEAR) Agenda – EYD 2015	EUR 1,886,000	EC – DG DEVCO	2015-2017
Free and Open Source Software for Water Resource Management	EUR 1,411,162	EC – DG RTD	2015-2017
Water Efficiency in European Urban Areas	EUR 2,491,440	EC – DG RTD	2013-2016
Demonstrating Managed Aquifer Recharge as a Solution to Water Scarcity and Drought	EUR 8,019,482	EC – DG RTD	2013-2016
Improving Implementation Capacities of Cities and Regions		EC – DG ENV	2013-2016
Innovative Financial Instruments and Mechanisms to Support Public and Private Sector in Water Innovation		EC – DG ENV	2013-2016
Industrial Water Re-use and Recycling		EC – DG ENV	2013-2016
Managed Aquifer Recharge Strategies and Actions		EC – DG ENV	2013-2016

Energy and Transport

Project Title	Value	Client	Date
Bike2Work - Smart Choice for Commuters	EUR 1,842,066	EC – DG ENER	2014-2017
Traffic Snake Game Network	EUR 1,695,718	EC – DG ENER	2014-2017
Clean Last Mile Transport and Logistics Management for Smart and Efficient local Governments in Europe	EUR 2,417,321	EC – DG ENER	2011-2013
Sustainable Energy Action Plans in Support of the Islands Pact	EUR 3,999,118	EC – DG ENER	2010-2012
Common Development Strategy for improving Competitiveness of the Mediterranean Maritime System developing the Connections between the main Regional Ports and the Trans-European Network of Transport (TEN-T)	EUR 1,540,000	MED Managing Authority	2009-2011

Information and Communications Technology

Project Title	Value	Client	Date
Content Marketing Expert	EUR 362,688	EC – DG EAC	2013-2015
A European Community of SMEs built on Environmental Digital Content and Languages	EUR 1,979,328	EC – DG CNECT	2012-2014
New Media Literacy for Media Professionals	EUR 73,500	EC – DG EAC	2012-2014
Smart Web Services for Mediterranean Islands	EUR 1,590,001	EC – DG CNECT	2011-2014
Innovative Solutions for Enabling Efficient Interactions between SMEs in ICT projects and innovation investors	EUR 482,360	EC – DG RTD	2010-2012
Mediterranean Islands SDI and 3D Aerial Web-Navigation	EUR 1,700,000	EC – DG CNECT	2008-2010

Tourism, Culture and Cultural Heritage

Project Title	Value	Client	Date
Tasty Cheese Tour	EUR 238,777	EC – EASME	2016-2018
Genius Loci	EUR 331,992	EC – EASME	2016-2018
The Heritage of Olive Tree for Sustainable Tourism	EUR 239,990	EC – EASME	2015-2017
European Medieval Sports & Street Games Network	EUR 225,000	EC – DG EAC	2014-2015
Holy Grail Route	EUR 199,841	EC – DG EASME	2014-2016
The Living Heritage	EUR 163,500	EC – DG EAC	2013-2015
Educating Entrepreneurs in Traditional Crafts and Arts	EUR 151,500	EC – DG EAC	2013-2015
Limits of Acceptable Change & Visitor Surveys - Tarxien Temples & St. Paul's Catacombs	EUR 49,750	Heritage Malta	2009-2010
Promotion of Rural Tourism in Inland Areas of Mediterranean Islands	EUR 400,000	EC – DG AGRI	2008

Education, Training and Employment

Project Title	Value	Client	Date
International Benchmarking on Continuing Education and Training (CVET)	EUR 296,862	EC – DG EAC	2016-2018
On the Move	EUR 578,215	EC – DG EAC	2016-2018
European Outdoor Experience Network	EUR 449,440	EC – DG EAC	2015-2016
Sport, Partnership, Inclusion and Network	EUR 441,600	EC – DG EAC	2015-2016
Developing the Innovative Methodology of Teaching Business Informatics	EUR 88,985	EC – DG EAC	2015-2016
A European University-Business Alliance aiming to foster young Scientists Entrepreneurial Spirit	EUR 991,778	EC – DG EAC	2015-2018
Transferring Competencies through Self Narration and the Mentoring Process	EUR 132,000	EC – DG EAC	2014-2016
Innovative e-Guide in Construction Workplace Health and Safety	EUR 329,369	EC – DG EAC	2013-2015
Mobility as a source of personal and professional Growth, Autonomy and Employability	EUR 400,000	EC – DG EAC	2013-2015
Transfer of Administrative and Pedagogical Tools Useful to Manage Mobility Projects	EUR 203,875	EC – DG EAC	2012-2014
Using Emotional Literacy to Improve VET Teaching in the 21st Century	EUR 384,952	EC – DG EAC	2010-2012

Social Inclusion and Civil Society

Project Title	Value	Client	Date
Stop Labour Discrimination of Roma in Europe	EUR 284,315	EC – DG JUST	2016-2018
All Special Kids - Parents	EUR 143,641	EC – DG EAC	2016-2018
Integration of People with Disabilities through Learning	EUR 125,762	EC – DG EAC	2014-2016
Job Trainers for People with Intellectual Disability and Autism Spectrum Disorders	EUR 290,505	EC – DG EAC	2013-2015
Learning Managers, Learning Organizations within the Context of Managing Social Exclusion and Poverty	EUR 144,500	EC – DG EAC	2012-2014
Development of Social and Youth Workers Culture Competence, Applied Emotional Literacy and Social Inclusion	EUR 66,000	EC – DG EAC	2009-2011
Voice for All	EUR 308,160	EC – DG JUST	2008-2009



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