

IOCE

The Project **EVALCOMP RO-MK**

"Partnership for strengthening of evaluation capacities
with regard to evaluators' certification of competences and networking"



Experience and benefits MCA-2000

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MCA-2000 Profile

- ☐ Established in May 2000 as NGO
- ☐ Membership – Individuals and Business consultancy
- ☐ Its main objective is to promote and ensure excellence in management consulting profession.
- ☐ Vision: Welcomed and recognized builder of management consulting profession, promoter of high professional and supporter of management consultants in R. Macedonia to deliver business success to their clients.
- ☐ 60 members (54 CMC) with different profiles, technical experts, engineers, ICT specialists, QMS experts, economists, lawyers, HR specialists and others. In academic terms it includes 7 PhD members and 20 MBA and M.Sc. members.
- ☐ Mission: Contribute to the National competitiveness of Macedonian economy through improving the skills and professionalism of MCA2000 members and by building capacity of MCA2000 clients.

MCA-2000 main accomplishments 2011-2014

1) REPUBLIC OF MACEDONIA

- ☐ Tripled number of members :
- ☐ Delivered services: 7 certification cycles for CMC (59 designated CMC members); 10 trainings organized on the topics related to consultants profession; Two projects implemented
- ☐ Partnerships:
 - National Council for competitiveness and entrepreneurship (2012);
 - Steering Committee in two donors projects for private sector growth (2012-2014)
 - 2013-2014 - Support to EBRD in implementation of Know How training programs for consultants
- ☐ Consultant market: a) Survey among clients about satisfaction from national consultants; b) Research among consultants about visibility of the profession and their needs for professional development
- ☐ 2013 - 11 MEMBERS established Macedonian evaluators network-MEN

MCA-2000 main accomplishments 2011-2014

2) REGIONALLY AND INTERNATIONALLY

- ☐ 2011- Full member of ICMCI
- ☐ 2011-2013 Participation in FEACO annual survey for EU consultant market
- ☐ 2011 - Knowledge transfer for CMC procedures to Kosovo consulting association and designation of 21 consultants
- ☐ 2012 - Best practice exchange to Albanian consulting network
- ☐ 2013 - Gabriel Al-Salem / EBRD award for the most dynamic association in South East Europe
- ☐ 2013 Membership in Western Balkan evaluators network
- ☐ 2014 – Two IOCE projects with WBEN (Policy evaluation methodology) and RoSE (Evaluator's competence framework)
- ☐ 2011-2014 Cooperation with management consultants association in the region: (Bulgaria, Croatia , Serbia, Romania, Slovenia, Albania, Kosovo)

MCA-2000 Organization

- ☐ General Assembly that includes all members of the association;
- ☐ Board of Directors with 5 members;
- ☐ Supervisory Board with 3 members;
- ☐ Committee for Ethics and Professional Issues with 3 members.
- ☐ CMC Board -15 members

Core Activities

A) PUBLIC AWARENESS for profession

- ☐ Organize the professional management consultants in R. Macedonia
- ☐ Represent the interest of MCA2000 members
- ☐ Lobbying activities to improve the overall visibility of MCA-2000
- ☐ Participation in the public Bodies and Projects' Steering Committees
- ☐ Promote the individual management consultants before the Government, Parliament and wider community

B) QUALITY OF THE MANAGEMENT CONSULTANTS' SERVICES

- ☐ Implement CMC procedures branded by the ICMCI
- ☐ Improve professional skills by capacity building of the members
- ☐ Participation in public bodies for standardization

Core Activities

C) INTERNATIONAL COOPERATION

- ☐ Cooperate with local and international Consulting associations
- ☐ Participation in ICMCI Breakthrough Strategy
- ☐ Promote CMC in the region

D) IMPROVEMENT OF MACEDONIAN ECONOMY COMPETITIVENESS

- ☐ Support the EU integration activities of the R. Macedonia
- ☐ Sharing information and knowledge transfer techniques among members and clients
- ☐ Matching demand and supply for consultants through web sites
- ☐ Monitoring on management consulting performance

Services

A) INFORMATION

- ☐ Sharing information for Calls and tenders among members by e-mail and web site
- ☐ Participation in national and regional conferences and events
- ☐ Participation in Steering committees of Donors Projects
- ☐ Provide information EU tenders and grants

B) CAPACITY BUILDING SERVICES

- ☐ Training for management consultant profession
- ☐ Training for Consulting process related to CMC
- ☐ Training for mentors and assessors for CMC
- ☐ Training for Organizational strengthening

Services

C) CMC designation

- ☐ Certification of CMC candidates
- ☐ Support of provisional members to certified their CMC candidates
- ☐ Support process of establishing professional association

D) PROJECTS

- ☐ Project Planning and implementation
- ☐ Mobilization of members for participation in the projects implemented by International donors

More information about services on www.mca-2000.org

Benefits from Professional association

1. Benefits for profession

- ☐ **RECOGNITION** National and regional recognition of the profession ,Forming community of management consultants
- ☐ **VISIBILITY** Increase of transparency, security and confidence for clients, Improvement of the profession's image

2. Benefits for clients

- **IMPROVED PERFORMANCES AND BETTER MARKET SUCCESS** (Consulting process: performance, experience and ethics)
- **ADDITIONAL RESOURCES** (Consultants: knowledgeable, skilful, competent, trustworthy)
 - facilitates the selection and evaluation of adequate consultants
 - Monitoring consulting performance and up-to-date knowledge

3. Benefits for consultants

- ✓ **HIGH PROFESSIONAL STANDARDS** Recognition of training, development and experience, Discipline of continued professional development
- ✓ **IMPROVED PRODUCTIVITY** Route for engagement with profession
- ✓ **MORE VALUES - PRICES** Contributes to attraction of clients

Operational CAPACITY

- ☐ **Administration**
 - Meetings MCA-2000 bodies(Board of directors 10-15 times per years ,General Assembly, others bodies , compulsory one per year
 - Mail and accounting
- ☐ **Communication with**
 - Members by e-mail and organizing network events, minimum one information per months
 - External institutions and public events , participation on every conferences related to economy issues (12-15 per year)
- ☐ **Organization of services delivery**
 - 3-5 seminars per year for consulting process
 - 10-15 CMC candidates per year
 - 1-2 Seminar for mentors and assessors

Operational CAPACITY

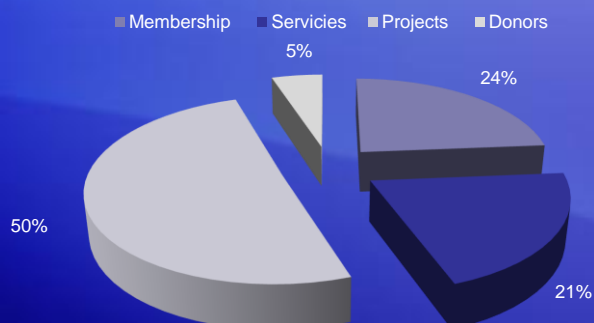
☐ Promotional activities

- Visit cards and Brochures
- Web site
- E-mail signatures
- LinkedIn group Macedonian certified consultants
- Newsletters
- Public speeches
- Presence in media
- Cooperation with chambers of commerce

Operational CAPACITY

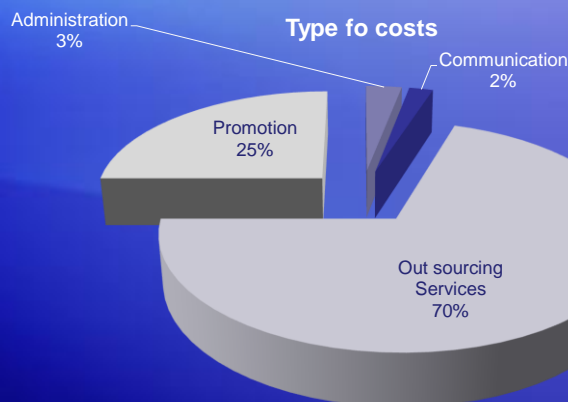
2. INCOME

Sources of Income



Operational CAPACITY

3. COSTS



MEN – Macedonian Evaluation Network profile

- ☐ Established in June 2013 as a segment/committee of MCA2000
- ☐ Membership – Individuals
- ☐ Its main objective is to promote and ensure excellence in monitoring and evaluation practices in Macedonia through promotion of best practices and standards in monitoring and evaluation, identification and linking interested parties, and exchanging experiences.
- ☐ 12 members with different profiles, technical experts, engineers, ICT specialists, QMS experts, economists, lawyers, HR specialists and others
- ☐ Mission: Contribute to the National competitiveness of Macedonian economy through strengthening the monitoring and evaluation skills of professionals

Expectations from project EVAL COMP ROM-MK

1. Organizational strengthening
2. Continuation with trend of stable growth - the membership and capacity for services delivery-evaluators' competences
3. Acquiring new consultant's skills – assessor and project evaluator
4. Bigger inclusion of consultants in association to 3 % (180 out of 600 existing professionals, now is only 1 %) with focus on evaluators
5. Action Plan for bigger recognition and visibility of the profession and new opportunities for members