

**Etcetera Consultores** is a Spanish business consulting firm founded in 2017. From its beginnings, it was defined by an international vocation and a comprehensive service approach in the different areas of business and industrial development. The founding team has extensive experience in international trade and sustainable development, having worked on SME support projects and institutional development before creating the company. Over time, the company has expanded its presence in countries such as Guatemala, Costa Rica, Ecuador, the Dominican Republic, Peru, and Mexico. Throughout his career, he has collaborated with international organizations, governments and private companies, participating in high-impact projects that have consolidated his reputation in the field of business consulting and international development.

**Etcetera Consultores** offers a wide range of consulting services aimed at both the private sector and the public sector, focusing on the promotion of the sustainable development of small and medium-sized enterprises (SMEs), supporting the strategic planning of their businesses, their insertion in local and international markets (export processes, entry into new markets) and the improvement of the quality of their products and services. In this sense, the firm trains and advises on the creation of Shared Value strategies, identifying opportunities where the company can grow while contributing to the development of the community or the care of the environment. The company also supports public administrations and organizations in the design, implementation and evaluation of public policies and institutional strategies for economic and social development.

**Etcetera Consultores** firmly believes that competitiveness and sustainability go hand in hand and therefore integrates quality standards with sustainable development goals in its strategies.

**Etcetera Consultores** has a multidisciplinary network that includes specialists in market access, energy efficiency, quality management, value chains, gender approach, agroecology, as well as in project formulation, management and evaluation. Thanks to this, the company can assemble work teams tailored to each consultancy, guaranteeing local knowledge in the countries where it operates.

**Etcetera Consultores** is positioned as a boutique firm with international reach, specializing in business development with social impact. Its differential value proposition lies in the comprehensiveness of its services and its philosophy of shared value.

**Etcetera Consultores** ensures that each project incorporates quality and sustainability considerations, combining economic return with social and environmental progress.

**Etcetera Consultores** has developed a remarkable portfolio of projects and clients, participating in high-impact initiatives in different countries. Some success stories and featured clients include:

Project	Client	Description
<p>Implementation of the "MSMES IN MARKETS" PROGRAM IN CENTRAL AMERICA AND THE DOMINICAN REPUBLIC</p> <p><a href="https://www.cenpromype.org/programas-de-impacto/">https://www.cenpromype.org/programas-de-impacto/</a></p>	CENPROMYPE / AACID	<p>Identification and implementation of a regional value chain in the tropical fruit sector oriented to the market of the Community of Andalusia. The work carried out consists of a mapping of actors in the different links of the value chain at the national level, the construction and validation of chains at the national level, the construction and validation of the regional chain, a qualitative market study to identify possible importers as well as the mandatory and voluntary requirements that the products to be exported must meet. the definition of an action plan and a governance structure for the strengthening of the regional chain and in the realization of a direct and reverse trade mission for the realization of sales.</p>
<p>Design of a "Sustainable MSMEs" financing program focused on the criteria (ESG) CENTRAL AMERICA AND DOMINICAN REPUBLIC</p>	KFW / BCIE	<p>Development of a "Sustainable MSMEs Financial Program" focused on environmental, social and corporate governance (ESG) criteria; This consultancy includes the preparation of a preliminary diagnosis taking into consideration the approach in terms of gender, diversity, equity and inclusion, the development of a conceptual and methodological framework and operational scheme for the financing program that responds to the initial diagnosis. In addition, a market study was carried out of the Financial Institutions (IFIS) in the region that are CABEL clients with potential and interest in implementing the program, including their capacity for the follow-up, monitoring and reporting of indicators of the portfolio placed.</p>
<p>Final evaluation of the Project "Big Data: Modernization of sustainable agri-food systems based on agroecology" PERU</p>	CESAL / AECID	<p>Proproject: AECID 2020/C05.20.093.PE. Final evaluation of a project aimed at promoting innovation and modernization of the agri-food systems of 1200 rural families, organized in cooperatives and associations of organic avocado and quinoa producers in the Apurimac region, in the provinces of Abancay, Andahuaylas and Aymaraes, in the southern highlands of Peru.</p>
<p>Creation of the Regional MSME Observatory. CENTRAL AMERICA AND THE DOMINICAN REPUBLIC</p> <p><a href="https://observa.cenpromype.org">https://observa.cenpromype.org</a></p>	AENOR / CENPROMYPE	<p>Preparation of studies and "knowledge products" for the Regional Observatory of Competitiveness and Productive and Sustainable Innovation of MSMEs in SICA countries. The work consisted of analyzing performance indicators of Central American SMEs, identifying gaps in innovation, entrepreneurship and ease of business in the region. Specific indices were generated such as the MSME Situation, the Women's Entrepreneurship or the Barometer of Chain Export Activity. The report "Scenarios and evolution of MSMEs in the SICA region" was also prepared, which examines five years of trends and provides public policy recommendations to empower micro, small and medium-sized enterprises.</p>
<p>Mid-term evaluation and adjustments of the institutional strategic plan 2020 – 2023.</p>		<p>Mid-term evaluation of the ISP determining the relevance, coherence, effectiveness, efficiency, impact achieved during the period and analysis of the contribution of the</p>

CENTRAL AMERICA AND THE DOMINICAN REPUBLIC	CENPROMYPE	results to the strategic objectives of the institution. Based on these results, adjustment of the Institutional Strategic Plan, Operational Plan and Monitoring and Evaluation System
Training on the European Green Deal and Regulation on deforestation. CENTRAL AMERICA AND THE DOMINICAN REPUBLIC	PROPANAMA, UTC, CELIEM, AENOR	Awareness-raising and training courses linking trade and sustainability, with emphasis on Title VIII of the EU-CA Association Agreement and compliance with international conventions on environmental and labour matters. Workshops on the Green Deal and its implications for International Trade. Module on "Social Responsibility and Shared Value for MSMEs"
Mapping of economic opportunities Esmeraldas. ECUADOR	GFA / UE	Development of a diagnosis of the productive and economic vocation of the municipality of Muisne, highlighting the sectors with the best prospects for sustainable, inclusive development and increase of the value chain, systematizing the main strengths and opportunities. Identification and prioritization of the most relevant business initiatives in the area and identifying specific support measures for each project. Development of a proposal for institutional organizations to attract investment, support and supervision of business projects.
Implementation of the Export Acceleration Program "EKO BOOTCAMP 2.0". CENTRAL AMERICA <a href="https://www.sieca.int/producto/eko-bootcamp-2-0/">https://www.sieca.int/producto/eko-bootcamp-2-0/</a>	SIECA / Agora Consulting	Direction of the Technical Assistance team to support 120 Central American companies, through business competitiveness diagnosis actions, coaching, training and trade missions to the European Union to improve their level of exports. EU-funded initiative under the INTEC Project, implemented by SIECA.
Design and implementation of workshops for the implementation of international agreements on sustainable development. CENTRAL AMERICA	SIECA / AENOR	Identification of European best practices in tourism, agri-food sector and chemical industry. Identification of the best public and private practices in each Central American country. Design and implementation of training modules on Green Deal, Farm to Fork, Sustainable Trade, EU-CA Partnership Agreement). Coordination with SIECA focal points in each country to identify target audience and agree on topics for each workshop. Organization and moderation of 7 (virtual) workshops of two mornings.
Project implementation Training of business development service providers for MSMEs. DOMINICAN REPUBLIC	AESA / AENOR / MICM	<b>Technical Assistance in charge of carrying out the contract</b> within the framework of the MICM strategy to strengthen the MSME Centers and other business service providers of the Dominican Republic in skills related to Cleaner Production and the Circular Economy, Business Intelligence and Associativity. Promoting quality management systems as key elements of improving the competitiveness of companies.
Study on economic reactivation measures in border areas. ECUADOR	GFA / UE	Diagnosis and preparation of proposals for medium- and long-term public policy measures for the productive reactivation of border areas heavily affected by competitiveness problems. Formulation of guidelines for the development of policies, plans and projects focused on promoting competitiveness and development of the private sector with high added value at the territorial level within the framework of the Change in the Productive Matrix promoted by the Government of the Republic of Ecuador

## MANAGEMENT TEAM

### **Gabriel Fernández**

Bachelor's degree in Economic Sciences and Master's degree in Foreign Trade Management. He has 30 years of professional experience and more than 20 years in the field of design, administration and management of projects financed by bilateral and multilateral development cooperation organizations and agencies, combining work as a team leader and management in engineering and consulting companies with work as an individual consultant for the public and private sectors supporting productive development dynamics. business, social and environmental from a focus on quality management, sustainable development and principles of corporate social responsibility and shared value.

In-depth knowledge of tools, methodologies and procedures applied in the management of the project cycle (Planning, Execution, Monitoring and Evaluation), having designed and implemented Monitoring and evaluation systems and participated in numerous Results-Oriented Monitoring (ROM) missions and intermediate and final evaluations (impact). He also has good knowledge and experience in handling research tools, data collection and processing.

Excellent communication skills and demonstrated ability to write documents and technical reports aimed at the transfer of skills and knowledge. Dynamic and negotiating attitude in multicultural contexts and complex institutional environments.

### **Rogelio Garrido**

Agricultural Engineer from the Higher Technical School of Agricultural Engineers of the Polytechnic University of Madrid with specific training in Public Management, Organizational Development, Legal Metrology and Food Safety. He is also ENAC's Auditor for the Accreditation of Notified Bodies in Modules B, D and F and in statistical analysis of inventory reconciliation. IRCA Auditor of Quality Management Systems based on ISO 9001

More than 30 years of professional experience and more than 20 years working on issues related to Quality Infrastructure, having worked on numerous projects of this nature with EU funding. Solid teaching experience in the field of Standardization, Technical Regulations, Accreditation, Metrology, Environment, Product Control and Industrial Safety and has specific experience in fuel quality control (Hydrocarbons)

Member of the Board of Directors of the UNE, of the Technical Standardisation Committees of AENOR, of the Technical Committee on Consumer Safety of the Community of Madrid, of the industrial safety coordination group of the Ministry of Industry, Tourism and Trade and of the Legal Metrology Commission of the Ministry of Industry, Tourism and Trade

Spain's Representative in Working Group 5" of WELMEC, the European Cooperation Institution in Legal Metrology

*Main Partners / Clients*



**AENOR**  
Confía



**cenpromype**  
Centro Regional de Promoción de la MIPYME



**cooperación  
española**



**KFW**



**SIECA**  
SECRETARÍA DE INTEGRACIÓN  
ECONÓMICA CENTROAMERICANA



**giz** | **IS**  
International Services



**OCA**  
GLOBAL



**OIKO**  
sustainable development  
on our finite planet