



Company Profile

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Company Background

Founded in 1983, Agmin Italy has more than a quarter century of experience in the provision of technical assistance, procurement, trading services and related works for projects and programmes administered by many of the world's most well known international development organisations. The company operates exclusively in the field of international development in projects financed by grants and loans from bilateral and multilateral international development organisations including the United Nations (UN), the European Commission (EC), and the Italian Ministry of Foreign Affairs' Directorate General for Development Cooperation (MAE-DGCS).

Agmin executives and staff are highly competent, multilingual industry veterans with demonstrable experience in the management of the complex technical, financial and logistical aspects of international development projects. The company has a global presence and draws on resources from the company headquarters in Verona (Italy) and offices in Buenos Aires (Argentina), and Casablanca (Morocco). Further expertise is provided by a network of qualified international consultants, experts and strategic partnerships with local service providers in Africa, Asia, Central and Eastern Europe, and Central and South America, allowing the company to assign the most appropriate and practical expertise to project teams to ensure full compliance with donor and beneficiary requirements.

Services

Agmin has extensive experience across a comprehensive range of project types, delivering a wide assortment of goods, services, and support to donors and beneficiaries worldwide.

Areas of Expertise

- Agriculture
- Cultural Patrimony
- Democratization
- Governance
- Crisis Management
- Education
- Elections
- Energy & Environmental
- Food Aid
- Food Security
- Health & Medical
- Humanitarian Aid
- Human Rights
- Information Technology
- Public Finance
- Rural Development
- Social Development



1. Technical Assistance

Highly-skilled staff, decades of international experience and a global network of qualified experts enables Agmin to deliver high quality technical assistance to projects that is scalable, flexible and tailored to the different demands of each client:

- **Administrative & Logistical Support:** Complete logistical and administrative support services;
- **Information & Analysis:** Identification and appraisal of international donor-funded projects including feasibility studies, information-gathering missions, preparatory research and needs analysis;
- **Alliance-building:** Creation, participation in and management of international consortia;
- **Personnel:** Identification and contracting of local and international experts for use in project teams, often at short notice;
- **Project Implementation:** Development of flexible, innovative methodologies which reflect current policy and best practice, and offer sustainable solutions;
- **Monitoring & Project Management:** Implementation and active monitoring of projects in compliance with applicable norms and standards;
- **Quality Control:** Quality control and compliance with internal and donor reporting requirements.

Please see the “References” section for a list of clients and projects.

2. Procurement

Agmin has a lengthy track record as a procurement agent for international donors, managing all aspects of procurement in a cost-effective, timely and transparent manner.

- **Due Diligence:** Identification and evaluation of procurement needs and supply sources in terms of:
 - price, quality and quantity;
 - pre- and post-shipment inspection;
 - transportation and insurance;
 - local import procedures;
 - delivery, installation, testing and commissioning;
- **Specification:** Drafting of technical specifications in conjunction with local beneficiaries;
- **Tenders:** Drafting and publication of tender documentation;
- **Bid Evaluation:** Evaluation of bids on a technical and financial basis;
- **Contracts & Documentation:** Drafting of procurement contracts and related documentation;
- **Financial Management & Accounts:** Management of invoices and payments related to the procurement of supplies and support services; joint management and control of bank accounts established for the implementation of procurement programmes;
- **Logistics:** Monitoring of inspections, packing and delivery, installation, commissioning and training, and handover to the end user.

Please see the “References” section for a list of clients and projects.

3. Trading

Agmin has more than 25 years of trading experience in nearly 100 countries worldwide. Continuous research and extensive commercial relationships enable the company to identify the most qualified and competitive suppliers for international and institutional clients.

- **Educational and training materials**
- **Food, agricultural equipment and goods**
- **Health equipment**
- **Information technology**
- **Prefabricated buildings fitted with appliances**
- **Protection of cultural patrimony**
- **Renewable energy and environmental equipment**
- **Scientific and laboratory equipment**
- **Vehicles**
- **Water treatment and environmental technologies**

All necessary works related to the above projects, including installation, commissioning, training and after sale service, are provided by Agmin Italy.

Please see the “References” section for a list of clients and projects.

References

Agmin is known for its responsiveness, efficiency, and high quality work, and has developed a reputation as a trusted partner for many of the world's largest and most respected aid organisations, their partners and suppliers.

Below is a partial summary of organisations and companies with whom Agmin has worked:

- **The United Nations system (UN)**
- **The European Commission (EC)**
- **The Italian Ministry of Foreign Affairs' Directorate General for Development Cooperation (MAE-DGCS)**

Following is a partial summary of contracts, projects, and programmes in which Agmin is or has been involved:

Technical Assistance References

- **EC Framework Contract (2009 – 2013):** Local short-term recruitment of personnel to provide operational services for the exclusive benefit of countries receiving external Community aid (Africa, Asia, the Balkans, Eastern Europe, New Independent States, Mediterranean, Caribbean, Latin America, Pacific etc...). Agmin Italy is Leader of Consortium in Lot 9 (Culture, Education, Employment and Social). Agmin moreover has been awarded and will execute as a partner the following elements of the contract: Lot 7 (Governance and Home Affairs); Lot 8 (Health); Lot 10 (Trade, Standards and Private Sector); Lot 11 (Macro Economy, Public Finances and Regulatory Aspects). Ref.: EuropeAid/127054/C/SER/Multi.
- **EC Framework Contract (2005 – 2009):** Agmin Italy as partner was awarded and implemented the following lots: Lot 7 (Culture, Governance and Home Affairs); Lot 8 (Health); Lot 9 (Education, Employment and Social); Lot 11 (Macro Economy, Public Finances and Regulatory Aspects); Lot 13 (Humanitarian Aid, Crisis Management & Post-Crisis Assistance). Ref.: EuropeAid/119860/C/SER/Multi.
- **EC Framework Contract AMS/451 (2000 – 2005):** Agmin Italy as partner was awarded Lots 1 (Rural Development) and 8 (Education). Ref. No IB/AMS/451.

- **ETF Framework Contract (2010 – 2014):** “Provision of expertise to support ETF initiatives for human capital development”. Agmin has been awarded in October 2009 of this Framework contract that is intended to cover contracting of specific high quality expertise services to support ETF initiatives in the partner countries covered by its work programme, in different fields relating to human capital development. Ref.: CFT/09/ETF/0023

- **ETF Framework Contract (2008 – 2009):** Execution of multiple cascading framework contracts for provision of specific expertise services to support ETF initiatives in the partner countries covered by its work programme, in fields relating to human resource development. Ref.: CFT/07/ETF/0018.

- **ETF Framework Contract (2004 – 2008):** Provision of specific expertise and services to support ETF initiatives in the partner countries covered by its work programme, in fields relating to human resource development, education, and training for the Department for Enlargement and South Eastern Europe. Ref.: CON/04/ETF/0001

Procurement References

- **Location:** Tunisia
Project: Tunisia Commodity aid programme
Contract Period: 2004 – 2009
Contract Value: €46.480.000 (MAE-DGCS)
Managed the supply of basic and capital goods for the execution of programmes targeting economic and social development in the framework of the “Xème Plan de Développement Economique et Social de la Tunisie (2002 – 2006).”

- **Location:** Zimbabwe
Project: Zimbabwe Commodity aid
Contract Period: 1998 – suspended due to political situation
Contract Value: €23.000.000 (MAE-DGCS)
Managed the supply of basic and capital goods, including those necessary for the rehabilitation of existing plants (related to agriculture, health, energy and transportation), for benefit of both public and private sectors.

- **Location:** Honduras
Project: Programme for the rehabilitation and improvement of the water and sewage system for the city of Tegucigalpa
Contract Period: 2002 – 2004
Contract Value: €19.370.000 (MAE-DGCS)
The Government of the Republic of Honduras received a soft loan co-financed by the Italian Co-operation and the InterAmerican Development Bank (IADB), for the rehabilitation and improvement of the potable water and sewage system for the city of Tegucigalpa. Agmin Italy was selected as the procurement company and was responsible for the acquisition of all equipment and construction materials necessary for project implementation.

- **Location:** Mozambique
Project: Mozambique Commodity aid programme
Contract Period: 2002 – 2010
Contract Value: €19.000.000 (MAE-DGCS)
The Government of the Republic of Mozambique selected Agmin Italy to act as procurement agent for the procurement of goods and related services to benefit the public sector and eventually to support the development of small and medium private enterprises in the public sectors related to agriculture, industry, commerce and health.

- **Location:** Romania
Project: Phare VET reform programme
Contract Period: 1996 – 1999
Contract Value: €18.000.000 (EC)
Supply of educational supplies, office equipment and learning materials as well as the provision of technical assistance to 75 schools throughout Romania.

- **Location:** Kenya
Project: Commodity aid
Contract Period: 1997 – 2000
Contract Value: €5.000.000 (MAE-DGCS)
Managed the supply of raw materials, machinery, equipment for the agricultural sector, goods and equipment for the development of small infrastructures and utilities for NGOs.

- **Location:** Romania
Project: Child protection support project
Contract Period: 1999 – 2000
Contract Value: €4.500.000 (EC)
Agmin Italy was awarded the contract as procurement agent to respond to an urgent situation by procuring an emergency supply of basic food commodities. Given the nature of the project, Agmin was required to have the supplies procured and delivered in just three months time.

- **Location:** Guyana
Project: Guyana Commodity aid Mahaica-Mahaicony-Abary (MMA) irrigation and flood control project
Contract Period: 2002 – 2008
Contract Value: €3.300.000 (MAE-DGCS)
The National Drainage and Irrigation Board selected Agmin Italy to provide procurement and related services for the rehabilitation, maintenance and construction of drainage and irrigation facilities in the MMA area, financed through a loan from the Italian government.

- **Location:** Lithuania and Estonia
Project: Supplies for border services in the Baltic states
Contract Period: 1999 – 2000
Contract Value: €3.220.000 (EC)
The Border Control Programme was sub-divided into four different projects: thermal imaging equipment for the Lithuanian Border Guard; UV equipment for the Estonian Border Guard; databases for the Estonian Border Guard; and databases for the Estonian Citizenship and Migration Board.

- **Location:** Latvia
Project: Technical assistance and procurement to support the institutional development of the Latvian state labour Inspectorate in a pre-accession context
Contract Period: 1998 – 1999
Contract Value: €275.000 (EC)
Improvement of workers' safety and health through the procurement of essential equipment and materials for labour inspectors.

- **Location:** Albania
Project: Procurement of office equipment
Contract Period: 1996 – 1997
Contract Value: €220.000 (EC)
Procurement of office supplies and equipment, and supervision of the project through to final acceptance of goods. Technical assistance was provided for personnel and maintenance staff.

Trading References

- **Location:** Mozambique
Goods Provided: Educational supplies
Contract Period: 2008
Contract Value: €1.000.000 (EC)
Supply and installation of furniture and equipment for schools and student hostels adjacent to them. Contract was part of the restructuring project for secondary scholastic institutions in Mozambique, promoted by the country's Ministry of Education.

- **Location:** Algeria, Angola, Bolivia, Bulgaria, Burundi, Congo, North Korea, Egypt, El Salvador, Eritrea, Ethiopia, Ghana, Jordan, Guatemala, Honduras, Iran, Italy (indigent), Laos, Madagascar, Mali, Mauritania, Mongolia, Montenegro, Nicaragua, Peru, Somalia, Swaziland, Tajikistan, Uzbekistan and Zambia.
Goods Provided: Food, agricultural equipment and goods
Contract Period: 1999 – present
Contract Value: €35.000.000 (MAE-DGCS)
Since 1999 Agmin has supplied €35 million worth of food aid donated by the Italian government (Italian Ministry of Foreign Affairs) to poor people in numerous countries. The food aid consists largely of basic staples such as sugar, corn, wheat, flour, rice, beans, meal, sorghum, oil, canned products, and powdered milk.

- **Location:** Jamaica
Goods Provided: Food, agricultural equipment and goods
Contract Period: 2006
Contract Value: €1.407.231 (EC)
Supply of fungicides, fertilisers, nematicide, herbicide, polythene sleeves, and surfactant for banana support programme to the Ministry of Agriculture and Lands, in a project funded by the European Commission. Ref.: European Community External Actions no. EUBSP/JAM/SFA2004/Agriculturalinputs01.

- **Location:** Iraq
Goods Provided: Health equipment (mobile surgery unit)
Contract Period: 2007
Contract Value: €2.352.871 (MAE-DGCS)
Supply of a Mobile Surgery Unit for the Nassiriya Hospital in Iraq as part of the programme developed by the USR of Dhi Qar Financing Agency with a gift from the Italian Ministry of Foreign Affairs Italian Iraq Task Force. The mobile surgery unit is mounted on a tractor trailer with an expandable trailer divided into an operating theatre, preparation and recovery area, sterilising area, changing rooms, and supply area. The mobile unit was well equipped with all necessary installations and equipment, and the doctors were provided with technical training related to the use of instruments, systems, equipment, and maintenance.

- **Location:** Vietnam

Goods Provided: Health equipment (medical equipment)

Contract Period: 2008 – 2009

Contract Value: €5.331.036 (MAE-DGCS)

Supplied facilities and medical equipment to four hospitals in Phu Tho, Ninh Binh, Da Nang, and Can Tho provinces in a project financed by a soft loan from the Italian Oda Project. Ref.: Project code 1720/QD-BYT).

- **Location:** Eritrea, Republic of Congo, Republic of Seychelles, Kingdom of Swaziland, Union of the Comoros

Goods Provided: Information technology

Contract Period: 2007

Contract Value: €1.616.878 (EC)

Delivery, installation, commissioning, maintenance, and after sales service of computer equipment for the customs administrations of five COMESA member countries and the COMESA Secretariat in Lusaka, Zambia. Ref.: Europeaid/124506/D/SUP/REG.

- **Location:** Morocco

Goods Provided: Information technology

Contract Period: 2010

Contract Value: €3.303.536 (EC)

Supply of IT equipment, air conditioning system, access control, and fire fighting equipment for the IT department of 42 law courts all over the country. Civil, mechanical and electrical works aimed to update the existing infrastructure are also part of this European Commission project.

- **Location:** Algeria, Egypt, Israel, Jordan, Lebanon, Morocco, Palestine, Syria, Tunisia

Goods Provided: Information technology (MEDSTAT countries)

Contract Period: 2006 - 2008

Contract Value: €7.074.000 (EC)

Delivery and installation of IT equipment to more than 100 sites as part of a European Commission project aimed at strengthening the national statistical systems of the nine Mediterranean beneficiary countries to facilitate harmonization and integration with EUROSTAT. Primary project outcome was the enhancement of the information technology infrastructure of National Statistical Institutes as well as the improvement of interconnectivity with external data providers. Ref.: Regional Program of Statistics in the Mediterranean Region Phase II/ Equipment.

- **Location:** Various countries in Asia, Africa and South America

Goods Provided: Prefabricated buildings with fitted appliances

Contract Period: 2007 – 2010

Contract Value: €118.650.000 (UN)

Supply of single, 3 and 6 module prefabricated buildings for use as offices and accommodations by United Nations Mission personnel and troops located in Asia, Africa and Latin America with the following missions: MINURSO, MINUSTAH, MONUC, ONUB, UNMIS, UNAMSIL, UNDOF, UNFICYP, UNIFIL, UNMEE, UNMIK, UNMIL, UNOMIG, UNOCI, UNLB, UNMOGIP, UNTSO, BONUCA, CMP, CNMC, PRSG, UNAMA, UNAMI, UNOWA, UNIIC, UNOGBIS, UNPOS, UNSCO, UNTOP, UNIOSIL, UNOSEEK, UNOTIL, UNDOF. The buildings are supplied unassembled with all prefabricated components making up a building packed together into standard 20 foot shipping containers. Ref.: U.N. System Contract no. PD/C0038/07.

- **Location:** China

Goods Provided: Protection of cultural patrimony

Contract Period: 2008 – 2009

Contract Value: €4.648.112 (MAE-DGCS)

Supply of goods for the creation of the Tang Dynasty Mural Painting Exhibition Hall and the China Training and Research Centre for Mural Painting Conservation. Financed with a soft loan from the Italian Ministry of Foreign Affairs/Directorate General for Development Cooperation (DGCS), this contract was part of the overall “Strengthening of the Shaanxi History Museum” project.

- **Location:** Ecuador, Honduras, and Nicaragua

Goods Provided: Renewable energy and environmental equipment

Contract Period: 2009

Contract Value: €5.810.416 (EC)

Delivery, installation, and commissioning of photovoltaic kits for electricity generation, IT equipment and other ancillary equipment to 201 rural communities located in remote areas in Ecuador (91 locations), Honduras (68 locations) and Nicaragua (42 locations). The European Commission project is aimed at providing communities with access to the rest of the world via the internet, facilitating the creation of new commercial relations, and improving their economic situation.

- **Location:** Nepal

Goods Provided: Renewable energy and environmental equipment

Contract Period: 2010

Contract Value: €2.237.807 (EC)

Supply of photovoltaic system to 116 rural communities in Nepal as part of a European Commission project aimed at supplying and installing DC Grind Milling by photovoltaic system and solar pumping system. Civil, mechanical and electrical works are also part of this project.

- **Location:** Georgia, Kazakhstan, Moldova, Russian Federation, Turkmenistan, and Ukraine
Goods Provided: Scientific and laboratory equipment
Contract Period: 2007
Contract Value: €1.357.854 (EC)
Supply of laboratory equipment to support technical assistance projects for the Black Sea and Caspian Sea Environment Program. This provision was part of a project aimed at creating a common structure enabling regular monitoring of water pollution in the Black Sea and Caspian Sea. Ref.: Europeaid 122682/C/SUP/Multi.

- **Location:** Russia
Goods Provided: Scientific and laboratory equipment
Contract Period: 2007 - 2009
Contract Value: €1.199.013 (EC)
Supply of laboratory equipment for the Russian State Centre for Quality and Standardisation of Veterinary Drugs and Feed; the Central Scientific Methodology Veterinary Laboratory; and the Federal Centre for Animal Health. This provision was part of a project to harmonise food quality standards of Russia and the European Union. Ref.: Europeaid 125307/C/SUP/RU.

- **Location:** Zambia
Goods Provided: Water treatment
Contract Period: 2009 - 2010
Contract Value: €593.529 (World Bank)
Supply of installation of SCADA System (Lot 1) to Lusaka Water and Sewerage Company in Lusaka. The project is for the supply, installation and commissioning of 47 remote telemetry units that transmit water relevant data via GSM from the boreholes to the central master station. Civil, mechanical and electrical works are also part of this project.