



Consulting Agency Paavo Paloheimo

Self-employed person. Own office established and registered in 1989. The firm will give Consultancy services in five fields:

- In the field of managing, concentrating on the traditions, both internal and external, between the companies and countries. Participating as a professional member in the Board of Directors and taking part in the decisions in legal and financial issues.
- Giving managing assistance in quality assurance programs, especially according to the ISO 9000 standard.
- Strengthening the client companies by creating alliances with other suitable companies, assorting the possibilities and drawing up contractual forms.
- Making International Business Transactions and the legal contracts between parties.
- Forming of European Economic Interest Groupings EEIG.

Areas of Specialization

Euro strategy by using the EURO-BUNT concept (Business Development by Using New Technologies, EU Project RA340 Ter).

ISO 9000 standards and Quality Programs. International Law of Contracts, EU-Competition Law.

Educational Background

- Masters of Laws (LL.M.), Helsinki University; Trained on the Bench, Vaasa Court of Appeal.
- EURO-BUNT Programme (SME Foundation), certified.
- GUIDELINE Programme (Helsinki University of Technology), certified.
- Tutor competence (The University of Turku).
- ISO 9000 programme (Atlas Consulting), certified
- ISO 9000 Certified Auditor of Quality Management Systems Technology and Acquisition Support Division, Finnish Defense Forces.
- International financing training courses in London and Luxembourg.
- Partner Meetings (DG XXIII and DG XVI) in Nice, Paris, Dublin, Aarhus, Bilbao, Lisbon, Dortmund, Jerusalem, Gdansk, Frankfurt, Harstad, Venice, Chicago, Dallas, Riga and Singapore.

Professional Experience

Postipankki

- Bank lawyer, Rovaniemi 1977-80
- Debuty Branch Manager, Kuopio 1980-82
- Branch Manager, Mikkeli 1982-84
- Branch Manager, Helsinki 1984-86

PSP-Finance Oy

- Deputy Managing Director, Helsinki 1987-89

Mec-Rastor Group, Mecra -Consulting Oy

- Managing Director 1989-90

Own office (MBO)

- Since the beginning of the year 1990.

Projects Carried Out

- ECP-2005-PSI-038081 ePSIPlus: towards the 2008 review of the Directive on PSI re-use. Partner, EU Commission.
- MEPSIR; Measuring European Public Sector Information; Resources, Exploitation of public sector information; benchmarking of EU framework conditions. Partner, EU Commission.
- IPR Product and production cooperation agreement in Peru, Finnfund/Finnpartners.
- New product protection, licensing and retail seller network in France.
- Evaluation of real estate holding company's business in Belgium.
- Evaluation of a trust's daughter company in Germany.
- Drawing up an industrial franchisee concept to the Germany and British markets.
- Feasibility study from the point of view of SME's in Hungary.
- Analyzing the problems of a Swedish-Estonian Joint-Venture company. Participant in multinational Quality Programme in Estonia.

- Evaluation of the University level training programme in Holland.
- Estimation of business opportunities in Belarus.
- Financial feasibility study for a meat processing plant in Estonia.
- Large study for the Ministry of Trade and Industry of the cost benefits of tourism.
- Several Quality Assurance programmes in large companies, private and municipal and in SME's.
- A survey of alliances between SME's in Finland for the DG XXIII.

Publications

- Guidebook to the European Economic Interest Grouping (ISBN 951-54-1282-5), Technology Development Centre, Tekes.
- Report of the Application of Article 169 of the EC Treaty to EU Research Projects, (ISBN 951-739-831-X), Ministry of Trade and Industry.

Membership of Professional Bodies

(Ongoing or past)

- Ingrated Consultancy Services ICS, EEIG, partner, UK. (Past)
- European Federation of Technology and Innovation Consultants EFTIC, France. TAM Team Senior Advisor in EBDR, UK. (Past)
- Monitoring Consultant for EU Comission, DG XII.
- Member of The Consultants Register of the SME foundation, Finland.
- Member in register of Consultants of Board of Directors in KERA SME Development and Financing Corporation in Finland.
- Member in Quality Assurance System Consultants registered in the Ministry of Trade and Industry, Finland.

Military degree: Captain

Contact details

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