

PERSONAL INFORMATION

Lorenzo Palego

WORK EXPERIENCE

January 2016 – to date

Expert and partner of t33 since December 2018t33 Srl – Ancona (IT) www.t33.it

Considerable expertise in capacity building in EU policies and programmes. Experienced in technical assistance to Public Administrations and in evaluation of European programmes at national and cross-border level.

From 07/2016 to 11/2018, Key expert for Capacity building in the horizontal advisory services for the use of European Structural and Investment Funds (ESIF) Financial Instruments in the 2014-2020 Programming Period (fi-compass project - Client: European Investment Bank).

In charge of capacity building contracts with the European Commission – DG REGIO, on the topics of Capacity Building, evaluation, and administrative simplification since 2018.

See the list of all the projects and publications in the Additional information section

Business or sector Consultancy company

2017 - 2019

LecturerUniversità degli Studi di Macerata (IT) www.unimc.it

Annual lectures on 'Introduction to EU funds' (academic year 2017-2018) and on 'EU direct management programmes' (academic year 2018-2019), in the scope of the Master 'Administrative science and Innovation in the Public Administration'

Business or sector Higher Education

September 2013 - May 2016

Executive Education Coordinator and trainerISTAO Business School – Ancona (IT) www.istao.it

- Design, implementation and management of training courses, seminars and workshops for improving capacities of company managers, entrepreneurs, representatives of public administration, start-ups and bankers covering HR, organisation, innovation, marketing&sales and operations.
- In charge of the post-graduate Master's course in 'International Business Management'
- Design, implementation and management of this higher education course for post-graduate international students.
- Trainer (in English) in market research methodologies.
- Management of international relations for this course with Cracow University of Economics (PL), Mazarykova Univerzita (CZ), Aston University (UK), Ohio College of Business (USA), Florida Gulf Coast University (USA)
- Trainer (in English) in business planning and market research methodologies, in ESF funded post-graduate courses: 'Doing business with paper', Fabriano (IT) 2013;

'StartAP21', Ascoli Piceno (IT) 2014; 'eCapital culture', Ancona (IT) 2015

Business or sector Higher Education

May 2009 - August 2013 **Senior Expert and trainer**

ISTAO Business School – Ancona (IT) www.istao.it

- Business check-up of local manufacturing SMEs (woodworking machinery, wine, fashion, windows) aimed at improving management capacities
- Applied market research for Società per gli studi di settore - working for the Italian tax authority.
- Design, implementation and management of post-graduate Masters courses in 'Business Strategy and Management', 'HR Management' and 'International Business Management'.
- Responsible for the Global Consulting Programme, a joint programme for undergraduate students by ISTAO, Ohio University (USA) and Università degli studi di Ancona (IT).
- Trainer (in English) in market research methodologies.

Business or sector Higher Education

September 2009 - April 2013
(not continuously) **Market analyst**

CSIL Milano - Ancona (IT) www.csilmilano.it

- Market research and analysis, especially for SMEs in international markets: Germany, France, Spain, Hungary and Slovakia.
- Research and analysis tools included surveys, interviews, on site research, case-studies, basic statistical analysis.

Business or sector Market research

January 2006 - September 2008 **Import/Export Consultant**

Linea Italia - Villarbasse (IT)

- Consultancy for SMEs on commercial relations with international clients. Preparation of draft contracts, company presentations in different countries (Austria, Egypt, Republic of Guinea) and to different potential clients (private and public). Working in English and French.

Business or sector Import-export consultancy

October 2003 - September 2008 **Project Manager in social services**

Virtus Italia NGO – Rome (IT) www.virtusitalia.it

- Project-manager in work insertion programmes for immigrated teenagers from EU and non EU countries.
- Projects were financed by the office for Social & Health Care of the Rome Municipality and the European Social Fund (ESF).

Business or sector NGO – Social services

EDUCATION AND TRAINING

From Nov 2008 to May 2009

Post-graduate Masters in Business Management and Strategy

ISTAO Business School – Ancona (IT)

- Macro and micro-economics / Business Strategy and organisation / Accounting and cost control / Project Management tools / Marketing & sales techniques.
- Two in-company projects (1 month each) at QS Group and Frittelli Marittimo, both on marketing.

2002 -2003

Post-graduate Masters in International Cooperation MIM: mediazione inter-mediterranea, investimenti e integrazione (inter Mediterranean arbitration, investment and integration)

Università Ca' Foscari, Venice (IT) - Université Paul Valéry, Montpellier (FR)

- International cooperation policies (EU and extra EU)
- Cultural mediation around the Mediterranean
- 4-months course in Montpellier, with final internship at t 'Tramontane'

From Aug 1996 to Nov 2001

Master's degree in modern history (Faculty of Literature)

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Università degli Studi di Macerata (IT). Including 1 year at Universität Paris-Lodron, Salzburg (AT)

PERSONAL SKILLS

Mother tongue(s) Italian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C2	C2	C1	C1
German	B2	B2	C1	B2	B2
Zertifikat Deutsch fuer den Beruf, B2, Goethe Institut 2012					
French	B2	C1	B2	B2	B2
Spanish	C1	C1	C1	B2	B2

Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2 Proficient user

[Common European Framework of Reference for Languages](#)

Digital competence

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient	Proficient	Independent	Independent	Independent

Levels: Basic - Independent - Proficient

[Digital competence - Self-assessment grid](#)

- Very good command of Office suite (word processor, spread sheet and presentation software)

ADDITIONAL INFORMATION

Experience in fields related to strengthening administrative capacity of public and private institutions

- Study "Co-design of a support scheme for administrative capacity building". Client: European Commission, Directorate-General for Regional and Urban Policy (08/2021 – ongoing) Role: Coordinator
- Animation and Development of REGIO P2P Communities — a Peer Learning Tool for Building Capacity of National and Regional Authorities to Implement Cohesion Policy. Client: European Commission, Directorate-General for Regional and Urban Policy (05/2021 – ongoing) Role: Coordinator
- Study: "SMEs' needs analysis in Public Procurement". Client: DG GROW - DG for Internal Market, Industry, Entrepreneurship and SMEs (12/2019 – 01/2021)
- Ongoing evaluation of the Operational Capacity Administrative Programme 2018-2019 - Lot 1 - Financial Assistance within Specific Objective 1.1 and Specific Objective 1.2. Client: Ministry of Regional Development and Public administration – Romania (09/2019 – 03/2021)
- Capacity building for the ex-ante evaluation of investment projects. Technical support to the Maltese authorities to develop capacity to prepare ex-ante evaluation of investment projects to be funded by Union Funds and/or ESIF. Client: European Commission – Structural Reforms Support Service (04/2018 – 04/2019)
- Horizontal Advisory Services for the use of European Structural and Investment Funds (ESIF) Financial Instruments in the 2014-2020 Programming Period. (*fi-compass* project) Client: European Investment Bank – Key Expert for capacity building from July 2016 (01/ 2016 – 11/2018)

Project of at least 1 year related to capacity building

- Capacity building for the ex-ante evaluation of investment projects. Technical support to the Maltese authorities to develop capacity to prepare ex-ante evaluation of investment projects to be funded by Union Funds and/or ESIF. Client: European Commission – Structural Reforms Support Service (04/2018 – 04/2019)
- Horizontal Advisory Services for the use of European Structural and Investment Funds (ESIF) Financial Instruments in the 2014-2020 Programming Period. (*fi-compass* project) Client: European Investment Bank – Key Expert for capacity building from July 2016 (01/ 2016 – 11/2018)

Other projects:

- Technical and scientific support to the Management Authority for the drafting of the Interreg Italy-Austria cooperation Programme 2021 - 2027 . Client: Autonomous Province of Bolzano, Italy (03/2020 – ongoing). Role: Coordinator
- Impact evaluation of the Alcotra Programme. Client: Conseil régional Auvergne Rhône Alpes (07/2019 – 03/2021)
- Programme performance evaluation of the 2 Seas 2014-2020 Monitoring & Evaluation system – Step 2. Client: Client: GEIE Gecotti (01/2019 – 01/2020).
- Evaluation of the Interreg V A – Italy - Austria 2014-2020. Client: Autonomous Province of Bozen (05/2018 – ongoing)
- Impact evaluation of Interreg VA, Investment Priority 4 - Health and social care. Client: Special EU Programmes Body (08/2017 – ongoing)
- Evaluation of Implementation and Impact of the France (Channel) England programme. Client: Norfolk County Council (07/2017 – ongoing)
- Evaluation of the impacts of the projects financed by the Interreg Europe Programme 2014 - 2020 on regional and local policies. Client: Regione Umbria - Italy (12/2018 – ongoing)

- Transnational technical assistance for Phase II and III of the IFISE project (Innovative Financial Instruments in support of the Social Economy). Client: Generalitat Valenciana, Dirección General de Fondos Europeos, Conselleria de Hacienda y Modelo Económico (12/2018 – 04/2019)
- Training service on state aid applied to financial instruments with social impact, as part of the European project IFISE (Innovative Financial Instruments in Support to the Social Economy) (2018)
- Study: "New assessment of administrative costs and burdens in the European Structural and Investment (ESI) Funds", commissioned by the European Commission – Directorate General for Regional and Urban Policy (08/2017 – 10/2018)
- Study on "Integrated use of ESI Funds to address social challenges", commissioned by the European Parliament (10/2016 – 06/2017)

Publications

- iGuzzini and the challenge of LEDs in the global market, Lorenzo Palego, Sara Paoletti and Stefano Grugnetti, EMERALD PUBLISHING, 2012
- The Fileni industry case-study, Valeriano Balloni, Lorenzo Palego and Sara Paoletti, QUADERNI DI ECONOMIA MARCHE, 2012