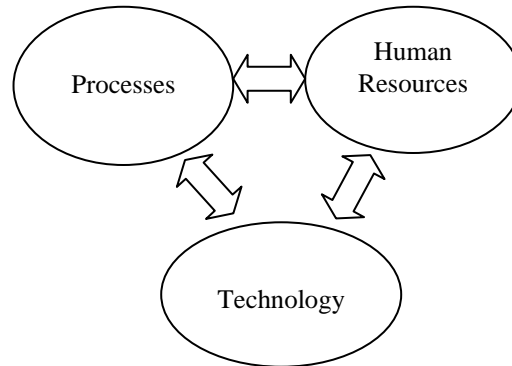


Corporate Restructuring

INTRACORP analyzes the performance of a company in terms of these basic elements: processes, human resources and technology.



The review of a company's critical processes enables us to evaluate the areas in which changes are needed in order to satisfy customer requirements while increasing productivity and profitability.

INTRACORP develops procedural manuals based on international standards, such as ISO and HACCP, among others.

The review of procedures will result in the integration of the three basic elements.

INTRACORP has established an outstanding record for providing training at the highest levels through courses and seminars tailored to fit the needs of each company or sector, resulting in improved performance and productivity of personnel.

In subjects dealing with Human Resources, the **INTRACORP** consulting team develops surveys that serve to evaluate customer satisfaction as well as corporate structure. Also, it determines qualification requirements that will satisfy clients' needs.

❑ **Diagnosis of Operations. Banco Delta. 2006**

Analysis of the operating methods used in the sales, collections and credit processing departments in order to adapt the human resources, technology and processes based on the needs of the clients

❑ **Seminar for Waiters. Asociación Panameña de Hoteles. 2006**

To enable a group of persons to provide quality services regarding menus, meal presentation

- ❑ **Inventory Customer Service Control Seminar. Asociación Panameña de Hoteles. 2006**

To offer inventory participants the tools necessary to facilitate its daily activities with the basic knowledge of inventory control

- ❑ **Evaluation of Car Loans Process. Grupo Financiero Delta. 2005**

Analysis and execution of redesigned processes for car loans, to guarantee the optimal relation between these, human resources and technology

- ❑ **Survey of Employee Satisfaction. Banco Delta. 2005**

Survey to measure and analyze employee satisfaction of this company.

- ❑ **Financial Accounting, its Interpretation and Use of Electronic Tools. Cámara de Comercio de Chiriquí. 2005**

To understand financial data, its meaning and the use of electronic tools for better analysis

- ❑ **The Sanitary Control of Food, Tradability, and HCCP. Cámara de Comercio de Chiriquí. 2005**

To achieve adequate food handling from receipt to preparation and handling of left- overs.

- ❑ **Handling Change and Promoting New Techniques of Supervision and Team Work to Increase Productivity. Cámara de Comercio de Chiriquí. 2005**

To develop team-work techniques and supervision and a plan that establishes objectives that help the organization

- ❑ **Evaluation of the Economic Environment and Company Risks. Cámara de Comercio de Chiriquí. 2005**

To provide mid-level and high level management the knowledge necessary to enable the evaluation of changes in the economic surroundings that affect their companies

- ❑ **Program for Corporate Up-dating. Durman Esquivel. 2002**

Development of a management and mid-level training program for modern business, financial management and marketing techniques

❑ **Tri-annual Evaluation of the Fondo de Fideicomiso Ecológico de Panamá (FIDECO). Fundación Natura. 2001**

Evaluation of the three fundamental elements of FIDECO (donors, fund administrator and beneficiaries) in order to ensure compliance of the goals of the trust fund from both environmental and financial perspectives

❑ **Corporate Profile. Grupo Fertica. 2000**

Preparation of a formal document describing the activities of the company, the economic environment in which it functions, the market it serves and its financial situation, as well the projections for the principal variables that govern its short term performance

❑ **Study of the Organizational Structure and Decision-Making Process. Grupo Fertica. 2000**

Analysis of the structure of management and board of directors, re-evaluating the decision-making process and organizational chart

❑ **Redesign of Processes and Documentation of quality for Taller Vargas Matamoros. 2000**

Study to increase productivity and profitability by improving three principal elements of the organization: processes, people and technology, in terms of market and client needs. Development of a quality control manual that will permit the company to be ISO certified

❑ **Corporate Profile. Data Com, S.A. 2000**

Preparation of a formal document describing the activities of the corporation, the economic environment in which it operates, the market it serves and its financial situation, as well as the projections of the principal variables that explain its mid-term performance

❑ **Annual Conference of Executives. (CADE-CHIRIQUÍ). 2000**

Advising on the methodology and organization of CADE CHIRIQUÍ 2000 Event “Organization: Key to Competitiveness of the Farming Sector”

❑ **Training for ONG’s. Centro Internacional para la Capacitación Ambiental (CICA). 2000**

Participation in the development of modules for Planning, Strategies, Organizational Structure and Administration, Budget and Financial Analysis, Project Development as part of a training program for NGO’s, in order to orient them in the effective development of each of these areas

❑ **Redesign of the Processes Utilized by Colabanco (Global Bank). 1998 – 1999**

Analysis and redesign of processes for guaranteeing optimum coordination between said processes, technology and human resources

❑ **Analysis and Development of Processes for Increasing the Profitability and Productivity of an Insurance Company. Aseguradora Mundial. 1998 – 1999**

Study for increasing the productivity and profitability, processes, human resources and technology of an insurance company, in terms of market and clients' needs

❑ **Survey of Satisfaction of Employees. 1999**

Measurement and analysis of the satisfaction of employees of this insurer by means of a survey

❑ **Study to Increase Productivity and Profitability for AIRCO. 1998**

Environmental analysis, taking into account the trends and new opportunities in the Panamanian economy as well as the specific perspectives of the market in which the company operates and the possibility of its relocation. Determination of the critical processes of the organization and developing a strategic plan for the company as well as the redesign of processes based on up-dated technology and human resources

❑ **Study of the Managerial and Development Structure of Human Resources for Colabanco-Global Bank. 1997 – 1998**

Study of the organization at all levels of COLABANCO, re-evaluating job descriptions, pay scales and hierarchical structure, for the development of career fields and recommendations for training plans

❑ **Consultant in the Development of a Voice System for Colabanco. (Global Bank). 1997**

Coordinated the development of a telephone banking system