

Private Companies

Academia Internacional Boquete

Business Plan. 2009

Develop a Strategic Business Plan to determine the feasibility and operability of the opening of an international school in the Boquete District

Agrofértil

Strategic Planning. 1999

Analysis of the current situation and perspectives for the development of new business. Advisor on the establishment of vision, mission, objectives, strategies and tactics

Airco

Study to Increase Productivity and Profitability. 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 updated technology and human resources

Amble Resorts

Feasibility Study. 2009

Demonstrate the viability and profitability of a project in the Tourism Sector, "Development of Tourism, Real Estate and Amble Luxury Resorts Boutique Hotel", holistically, taking into account growth in relevant sectors of the Panamanian economy in the short and medium term

Ancon Expeditions of Panama

Feasibility Study for the Development of Ecotourism Projects. 1997

Evaluation and market projections of tourism and hotels in Panama, with a specific analysis of the Ecotourism segment

Aseguradora Mundial

Impact in the National Economy of the Facilities of Credit in the Payment of Premiums. 2002

Economic and financial analysis of the facilities of credit in insurances

Survey of Satisfaction of Employees. 1999

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

❑ **Strategic Planning. 1998 – 1999**

Analysis of the current situation and perspectives for developing new business. Advisor on the establishment of vision, mission, objectives, strategies and tactics

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

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

Asesores Estratégicos

❑ **Project for Measuring the Government's Participation in the Board of Directors of Government Entities. 2003-2004**

Study for analyzing the participation of Ministers of State and/or their representatives in meetings of board of directors and for evaluating their efficiency

❑ **Study of Exportable Product Identification with Good Expectations of Market and Yield. 2002**

It presents/displays the Pre-feasibility to produce and to export a variety of goods, mainly to the American market. Diverse products with high competitive advantage are analyzed, with emphasis in the farming sector

❑ **Study of the Alternatives to Poverty. 2001-2002**

Analysis and development of a program for presenting alternative solutions to poverty. Development of a strategic and operational plan

Astilleros Braswell

❑ **Economy Study for the Collective Negotiation. 2004**

Economic evaluation of the international and national market on the repair and maintenance of boats of the structure of costs of the Company, everything with relations to a process of collective negotiation with the union of workers

Auto Accesorios, S.A.

❑ **Strategic Planning. 2000**

Analysis of the current situation and perspectives for the development of new business. Advisor on the establishment of vision, mission, objectives, strategies and tactics

Autoridad del Canal de Panamá

❑ **Study of Rural-Urban Migration, towards the Metropolitan Region and Bordering Areas, as a Possible Effect of the Canal Expansion Project. 2006 – 2007**

Construct an Input-Output Model to determine the work force requirements based on the Canal Expansion and the overall growth of the economy. This will include the analysis of the possible impacts that the migration and the changes in the demographic structure (characteristic of the emigrant population), on the Metropolitan Region and bordering areas, as a result of the expansion project and development of the maritime cluster. This will be based on a unified model of Geographic Information System (GIS), which will reflect not only the projections from demographic studies and historical trends, but also the diverse reports and surveys that are needed to uniform the data. Also the quantitative and descriptive data will be integrated along with the physical data (existing and future routes and infrastructures), that are more evident visually as an additional layer of information of the GIS model

❑ **Study of the Economic Impact on the National Economy Caused by the Panama Canal. 2002 - 2006**

Evaluation of the economic impact of the Panama Canal based on its historic trends and expansion, projected to 25 years, beginning in 1950 and ending in 2025. The economic impact is measured in terms of macroeconomic variables, such as the GNP, the components of expenditures (consumption, investments, government expenses, exports and imports), also is considered the impact of Canal activity on fiscal income, balance of payment and employment. In addition, the results were quantified from an industry and regional perspective. Lastly, the quantification of all of these impacts was based on the existence and development of a *cluster* identified as “the Canal Economic System”. Consequently, aside from the direct impacts of the Canal itself, also evaluated were the indirect, induced and parallel impacts, surrounding the Canal activity. All of these impacts, including the multiplier effects, were measured by utilizing an econometric model and the construction of Input-Output tables

Banco Aliado

❑ **Strategic Planning. 1998**

Analysis of the current situation and perspectives for the development of new banking business

Banco Bilbao Vizcaya Argentaria (BBVA)

❑ **Feasibility Study. 2007**

Analysis of the current situation surrounding BBVA with special emphasis on the real estate market, making five-year projections based on different scenarios

Banco Internacional de Costa Rica, S.A.

❑ **Feasibility Study for the Establishment of a New Branch. 2007 – 2008**

Demonstrate the viability and productivity of establishing a new branch of Banco Internacional de Costa Rica in the Province of Colon

❑ **Feasibility study for the Opening of a New Branch. 2006**

To demonstrate to the viability and yield of the opening of a branch of Banco Internacional de Costa Rica S.A. (BICSA) in the border region of Panama with Costa Rica, including all the province of Chiriquí

Banco Delta

❑ **Strategic Planning. 2006 – 2007**

To review the strategic plans previous to develop Plan 2006, with a projection to three years. In the plan the methodology of the “Balanced Scorecard” will be used (BSC) and models for the simulation of scenes of the excellent market will be constructed, national and international economy

❑ **Operative Diagnosis. 2006**

Analysis of the used operative methods in the departments of sales, collections and process of credit, to adapt the human processes, technology and resources based on the necessities of the clients

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

Analysis and execution of redesign of processes of cars, to guarantee the optimal adjustment between these, the human technology and resources

❑ **Survey of Employee Satisfaction. 2005**

Measurement and analysis of employee satisfaction of this company by means of a survey

❑ **Strategic Planning for the Grupo Financiero Delta. 2005**

Analysis of the current situation and projections for the development of new business. Advice in the establishment of vision, mission, objectives, strategies and tactics

Banco Do Brazil

❑ **Potential of the Corporate Banking Sector with General Licenses in Panama. 1998**

Report on the current situation, perspectives and projections on the economy of Panama, identifying the high opportunity sectors and the business potential of corporate banks in view of legislative changes in the banking industry

Banco Santander

❑ **Study of the Banking Market for the Introduction of a New Bank. 1998**

Analysis of Panama’s banking sector to determine the possibility of establishing a new foreign bank within the country’s banking system

Banco Universal

❑ **Strategic Planning. 2000 y 2002**

Analysis of the current situation and business perspectives. Advisor on the establishment of the group's vision, mission, goals and strategies

❑ **Strategic Planning. 1998 – 1999**

Analysis of the current situation and perspectives for the development of new banking business. Advisor on the establishment of vision, mission, strategies and objectives

Banco Uno

❑ **Strategic Planning. 1999-2000**

Advisor on the development of key factors for strategies and success for each department

Boca Drago

❑ **Impact of Tourism and the Activities of Foreign Residents in Bocas del Toro. 2008**

Demonstrate the economic impact and the multiplier effect of tourism projects in the Province of Bocas del Toro. Presentation to the Panamanian Institute of Tourism on the importance of these development projects to the economy of the region

Bottega 50

❑ **Strategic Business Plan for a Gourmet Shop. 2005**

To elaborate a strategic business plan that allows establishing the parameters of viability, yield and operation of a Gourmet Shop

Carana

❑ **Study for the Development of Commercial Capacity of Panama. 2004-2005**

Study of the opportunities and difficulties facing Panama in order to develop and strengthen its commercial capacity in view of the Free Trade Agreement with the United States

Cemento Panamá

❑ **Economic Aspects of the Possible Acquisition of an Industrial Company in View of the Effects of Law No. 29. 2000**

Evaluation of the economic aspects of Law No.29 and its direct relationship with the determination of commercial concentration and the definition of the pertinent market as it specifically applies to the possible acquisition of a company

Cemex

❑ **Economic Evaluation Regarding the Regulation of an Investment Project by Cement Company. 2007**

Demonstrate both quantitatively and qualitatively the improvement in economic efficiency of a local clinker producer, combined with the production of cement, based on a scale economy and cost controls generated by fusion with another cement producer and protection against opportunistic actions

Cervecería Nacional, Subsidiary of SAB Miller PLC

❑ **Economic and Social Assessment on Tax System Applied to the Production of Beer. 2009**

Conduct a comparative analysis of the tax structure of the various products that pay special consumption tax *vis-à-vis* its profitability. Compare the tax regime of beers and spirits in Panama and abroad. Analyze the tax rates paid in relation to alcoholic beverage. Weighting the macroeconomic and social impact of Cervecería Nacional in the national economy

❑ **Econometric Estimation of the Demand for Beer and Carbonated Beverages. 2006 – 2007**

Study to measure and project the behavior of the market for beer and carbonated beverages over five years

Cielo Paraíso

❑ **Feasibility Study for a Tourism and Real Estate Project. 2003-2004**

Analysis of the current situation and tourism and real estate market projections at the national and international levels, in order to determine the feasibility of constructing a hotel with a golf course and clubhouse and an urban development project in the Boquete area of Chiriqui

Colabanco (Global Bank)

❑ **Redesign of the Processes. 1998 – 1999**

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

❑ **Strategic Planning. 1997-1999**

Advisor on the establishment of objectives, strategies, mission and vision for Colabanco

❑ **Study of the Managerial and Development Structure of Human Resources. 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

❑ **Analysis of the Economic Sectors of High Opportunity, the Factor Risk and the Performance. 1997**

Analysis of the economic sectors with greater opportunities of growth in the medium term, taking like departure point the recent performance of the national economy and the changes in the economic policy

❑ **Consultant in the Development of a Voice System. 1997**

Coordinated the development of a telephone banking system

Comerciales Otero

❑ **Market Study for the Establishment of Motels in David and Penonomé. 2003-2004**

Diagnosis of the national economy and areas related to this business area. Projections of demand and sector analysis for the location of the new installations

Compañía Inmobiliaria San Felipe, S.A.

❑ **Master Plan. 2006 – 2007**

To elaborate a Masterful Plan that dividing of the CISF surroundings and its present base of operations, allows planning the course strategically to follow, to guarantee its maintained growth maximizing the yield of the company

Compañía Internacional de Seguros

❑ **Evaluation of an Insurance Product for the Banking Market. 1998**

Market study that permits the analysis of the potential market and the possible demand for a new product in the insurance field, as well as providing an analysis of the economic situation and perspectives in Panama

Consultores de Transporte, S.A.

❑ **Five-year Operating and Marketing Plan for the Corredor Sur (toll highway). 2000**

Plan for the operation of a private toll highway

Corporación MEDCOM

❑ **Study of the Alternatives to Poverty. 2001-2002**

Analysis and development of a program for presenting alternative solutions to poverty. Development of a strategic and operational plan

Credicorp Bank

Strategic Planning. 1996 – 1997

Evaluation of CREDICORP's credit portfolio in terms of performance of the banking system, as well as the identification of the economic sectors with the greatest growth potential. Study of the organization and human resources, measurement of client satisfaction, redesign of processes, segmentation and evaluation of profitability

Dames & Moore (URS)

Plan for Urban Development of the Pacific and Atlantic Metropolitan Areas. Dames & Moore; Wallace, Roberts & Todd; HLM, Yachiyo Engineering Co. Ltd.; Price Waterhouse. 1996 – 1998

Direction and development of the economic and social area of a plan, that along with the regional plan and the general plan of use of the Autoridad de la Región Interoceánica, most of completes the study of the territory of the Metropolitan Region

Data Com, S.A.

Corporate Profile. 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

DE NOVO PANAMÁ

Business plan. 2008 – 2009

Develop a strategic business plan that will help in determining the feasibility and operation of a condo-hotel project

Dual Overseas-Desarrollos Hospitalarios S.A.

Feasibility Study. 2009

Demonstrate the viability and profitability of a private health sector. Evaluating the demographic characteristics of the total population of Panama, including Panama City, according to ages, levels and types of medical care and expenses incurred by cause

Durman Esquivel

Program for Corporate Up-dating. 2002

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

Elevadores Schindler, S.A. de CV

❑ **Study of Market of Elevators and Electrical Stairs in Panama. 2006 – 2007**

To show to the size of the potential market of products Schindler in Panama, making projections to future

EMEL, Chile

❑ **Macroeconomic and Market Projections for the Energy Industry in Panama. 1998**

Diagnosis of the national economy and development of macroeconomic and sector projections, emphasizing the market projection of the electrical energy market for different areas of the country, with a view towards providing information on the potential demand for energy through the year 2020

Empresas Hopsa

❑ **Strategic Planning. Grupo Hopsa - División de EPS. 2010 – The Present Time**

Review strategic plans based on expectations of the relevant market, the domestic and international economy and develop the Plan 2010, where he built models, to give guidelines to the team in this division. The plan will use the methodology of Balanced Scorecard (BSC)

❑ **Strategic Planning. Grupo Hopsa. 2008**

To review the previous strategic plans and to develop the 2008 Plan, with a three-year projection. In the plan, the methodology of the “Balanced Scorecard” will be used (BSC) and models for the simulation of scenarios of the pertinent market in the national and international economy will be constructed

❑ **Strategic Planning. Grupo Hopsa. 2007**

To review the previous strategic plans and to develop the 2007 Plan, with a three-year projection. In the plan, the methodology of the “Balanced Scorecard” will be used (BSC) and models for the simulation of scenarios of the pertinent market in the national and international economy will be constructed

❑ **Feasibility Study for the Establishment of a New Product for the Construction. 2006 - 2007**

Present situation analysis and projections of the sector of the construction to determine the dry mortar feasibility

❑ **Feasibility Study for the Establishment of a Factory for Construction Products. 1998**

Analysis of the current situation and market projections in the construction industry in order to determine the feasibility of establishing a factory for construction materials

❑ **Market Study for Acero Estructural. 1998**

Evaluation of the current market and the potential for structural steel, analyzing prices in the local market and the methods of promoting the product

❑ **The Elevator Market in Panama. 1997**

Evaluation of the potential market for elevators and escalators within the context of changes in the Panamanian economy

Ernest & Young

❑ **Financial Analysis and Economic Projections of a Toll Highway. 2001**

Evaluation of validity of accounts, comparison of the investment in the concession, income and real expenses versus projections accomplished. Projection of new growth scenarios

Fantasyland

❑ **Strategic Planning. 2001**

Analysis of the current situation and perspectives for the development of new business. Advisor on the establishment of vision, mission, objectives, strategies and tactics

Grupo Arango

❑ **Valuation of Assets. 2004-2005**

Valuation of the assets of the Grupo Arango, the majority of which is land, utilizing a model of hedonistic prices. Projection of income and determination of present value

Grupo Kam

❑ **Financial evaluation of a Society of Saving and Loan for its Later Sale. 1998**

Study of the market of the saving societies and loans to determine the position of this company within he himself and the real value of this one

❑ **Valuation of a Company of Insurances for its Later Sale. 1997 – 1998**

To consider the optimal value of sale of the Company of Insurances, taking in consideration its performance and the economic surroundings

Grupo Lee Chang

❑ **Strategic Planning. 1999-2000**

Analysis of the current situation and perspectives for the development of new business. Advisor on the establishment of vision, mission, objectives, strategies and tactic

Grupo Fertica

❑ **Strategic Planning. 2006**

To review the strategic plans previous to develop Plan 2006, with a projection to three years. In the plan the methodology of the “Balanced Scorecard” will be used (BSC) and models for the

simulation of scenes of the excellent market will be constructed, national and international economy

❑ **Financial Study and Development. Universidad Tecnológica Oteima. 2005**

To present a hotel and restaurant management program to the University of Panamá for its approval, developing a detailed Curricular Plan according to the requirements of the University of Panamá. Further more, to present a financial analysis about the initial investment, the income and the operative costs of the program

❑ **Strategic Planning. 1999, 2001 y 2003**

Analysis of the current situation and perspective for the development of new business. Advisor on the establishment of vision, mission, objectives, strategies and tactic

❑ **Corporate Profile. 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. 2000**

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

Grupo Melo

❑ **Feasibility Study for a Processing Plant for Poultry Products. 1999**

Analysis of the current situation and market projections for poultry at the national level and throughout Latin America, in order to determine the feasibility of establishing a plant for added value poultry products

❑ **Market Study for Solid Wooden Doors in Tampa, Florida, Puerto Rico and Panama. 1999**

Market analysis for solid wooden doors in Tampa and Puerto Rico, and a comparative analysis with the Panamanian market, for possible exports

❑ **Forest Concessions. 1999**

Economic and financial study for the handling of two forest concessions

❑ **Strategic Planning. 1999**

Analysis of the current situation and perspectives for the development of new business. Advisor on the establishment of vision, mission, objectives, strategies and tactics

❑ **Study about the Development of the Maritime Transportation in Panama. 1998**

Evaluation and projections in functions of the harbor development to extend the network

Grupo Sílabá

Market Study for Carbonated Beverages in Panama. 2000

Evaluation of the market for carbonated beverages in Panama, its products, demand and projections

Hacienda Buena Vista e Inversiones Bongo

Strategic Planning of the Familia Espinosa. 2006

Perspective present situation analysis and the development of a new businesses. Consultant's office in the vision establishment, mission, objectives, strategies and tactics. Definition of the functions of the Board of directors and the General Management

Hispania Corporation/The Marketing Solution, S.A.

Macroeconomic Study of the Province of Colon. 2001

A 6-year projection of the economic and social environment of the province of Colon

Hospital Chiriquí, S.A.

Strategic Planning. 2000

Analysis of the current situation and perspectives for the development of new business. Advisor on the establishment of vision, mission, objectives, strategies and tactics

Inmobiliaria Maaabu, S.A.

Feasibility Study for establishing a hotel in Panama City. 2008

Demonstrate the viability and productivity of a hotel in the Diablo area, taking into account the growth in the various relevant sectors of the Panamanian economy

KPMG

Real Estate Market Projections in Panama. 1997

Analysis of the availability in the current real estate market for the high value and commercial segments and the projection of potential demand of this market

Competitive Study of the Colon Free Zone in Terms of other Free Zones in the Hemisphere. 1996

Analysis of Colon Free Zone problems, compared with its principal competitors, in order to determine its competitiveness in view of the changing trends in world trade

Maracuyá

□ **Impact of Tourism and the Activities of Foreign Residents in Bocas del Toro. 2008**

Demonstrate the economic impact and the multiplier effect of tourism projects in the Province of Bocas del Toro. Presentation to the Panamanian Institute of Tourism on the importance of these development projects to the economy of the region

Metales, S.A.

□ **Study of a Safeguard Measure Requested by CLICAC. 1999**

Analysis and evaluations of a safeguard measure regarding the imports of deformed steel bars

□ **Market Analysis for Deformed Steel Bars in Panama. 1996**

Market analysis for deformed steel bars beginning with the growth of this industry under a protected tariff growth model. Evaluation of the market based on possible changes in regulations and tariffs, measuring the impact in the protected tariff and prices in the local market. Metales S.A.

Novey

□ **Strategic Planning. 2000**

Analysis of the current situation and perspectives for the development of new business. Advisor on the establishment of vision, mission, objectives, strategies and tactics

□ **Market Study for Establishing Branches. 1998**

Determination and projection of demand for the Novey Company, evaluating future rate of participation of the company in the market and the location of branches in the potential market

Panama Ports Company

□ **Macroeconomic Study of the Ports Activity in Panama. 2002-2005**

Econometric analysis and construction of an economic model in order to evaluate the impact of the ports activity in Panama. The study involved an ongoing litigation

□ **Study of the Fiscal Impact of the Harbor Activity in Panama. 2002**

Fiscal and economic analysis of the harbor activity in Panama

Panama Quality Living Inc.

□ **Business Plan. 2006**

Business Plan of Specialized Services for foreigners with the objective to cover the necessities that appear when changing themselves to a new country of culture different according to their form from life

Petroport S.A.

❑ **Financial and Economic Study for a Project for Liquid Fuel Storage in Telfers. 2005**

To demonstrate the viability and yield of project for liquid fuel storage en Telfers

Playa Pristina

❑ **Impact of Tourism and the Activities of Foreign Residents in Bocas del Toro. 2008**

Demonstrate the economic impact and the multiplier effect of tourism projects in the Province of Bocas del Toro. Presentation to the Panamanian Institute of Tourism on the importance of these development projects to the economy of the region

Prima Panamá

❑ **Analysis and Projections of the Impact of Residential Tourism on the National Economy. 2005**

Evaluation and projections of the demand for housing and residential infrastructure by the North American retired population residing in Panama. Projection of the economic impact of those expenditures and investments on macroeconomic variables such as the Gross National Product, employment, investment, public spending, taxis

Promotora Brickell Estates

❑ **Study of Market of Condominium of the City of Panama for a Project of Real Estate. 2006**

To carry out a market study that characterizes the supply of residential buildings, to measure the segments, to classify its qualities, and to make a comparative analysis between these to determine the marketshare

Rapi Préstamos

❑ **Strategic Planning. 2000**

Analysis of the current situation and business perspectives. Advisor on the establishment of vision, mission, goals and strategies for the group

Red Frog Beach

❑ **Feasibility Study. 2008**

Demonstrate the viability of the project by means of analysis of its current situation and projections in the tourism market as well as the national and international real estate market, thereby determining the feasibility of constructing two marinas, hotel, club house and an urban development project in the area of Isla Bastimentos, Province of Bocas del Toro

❑ **Impact of Tourism and the Activities of Foreign Residents in Bocas del Toro. 2008**

Demonstrate the economic impact and the multiplier effect of tourism projects in the Province of Bocas del Toro. Presentation to the Panamanian Institute of Tourism on the importance of these development projects to the economy of the region

Restaurante Bistro Boquete

❑ **Strategic Business Plan. 2004-2005**

To develop a Strategic Business Plan, that includes training and technical assistance in specific theme for the growth and good operation of Restaurante Bistro Boquete

Shook, Hardy & Bacon LLP

❑ **Lawsuit by the Panamanian State against Philip Morris. 2000**

Economic analysis of life styles (external influences and social costs)

Servicios de Inspección de Soldadura, Puerto Rico (SPIN)

❑ **Feasibility Study for a Center for Welding Training and Inspection. 2002**

Analysis of the current situation and perspectives of the welding and inspection market throughout Latin America in order to determine the feasibility of a training and inspection center

Taller Vargas Matamoros, S.A.

❑ **Redesign of Processes and Documentation of quality. 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

❑ **Market Study. 1999**

Diagnosis of the national economy and of the sectors related with this activity. Projection of demand and sector analysis for locating new branches

Tucán Holding E. Development, Corp.

❑ **Feasibility Study for a Tourism and Real Estate Project. 2004-2005**

To demonstrate the viability and yield of a project of turistic development and real estate in the adjacent area to the Canal de Panamá, including a golf course and recreational and hotel facilities

Videira e Hijos, S.A.

□ **Strategic Planning for the Suárez Family. 2004**

Analysis of the current situation and perspectives for the development of new business. Advisor on the establishment of vision, mission, objectives, strategies and tactics. Definition of responsibilities of the board of Directors and of the General Manager