



Projectos Globais

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COMPANY PRESENTATION





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Summary

1. Projectos Globais
2. Motivation and Methodological Approach
3. Services Provision – Methods
4. Areas of Expertise
5. Objectives and Intended Outcomes
6. Deadlines and Project Teams
7. Case Studies





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1. Projectos Globais

Projectos Globais is a company of renowned experience, which aims to provide customized and integrated services according to the specific needs of each Client, giving effective responses and sustaining its activity with the best international practices.

With strong partnerships and a professional path that portrays the development of several projects of different proportions, Projectos Globais incessantly seeks to achieve a level of knowledge and an ability to be continuously adaptable, allowing the company to maintain a position of excellence becoming, alongside its Customers, a strategic partner that focuses on the success and objectives of each Institution it works with, boosting their results.

It's Projectos Globais trademark to provide different approaches for each Institution, according to their specificities, which are carried out by a thorough analysis of their reality which encompasses unique objectives, needs, strengths and weaknesses.





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2. Motivation and Methodological Approach

- Organization;
- Functionality;
- Competitiveness;
- Control;
- Assistance;
- Reporting;
- Effective goals and objectives;
- Growth and success.



- Integrated and holistic;
- Customized to every need;
- Specific approaches;
- Focused on the Institution's needs;
- Proactive, accurate and flexible;
- Specialized team;
- Confidential and complied to professional secrecy.

Each Project requires a Transversal Approach

In order to establish long-term partnerships with the Customer



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2. Motivation and Methodological Approach

To Projectos Globais, a project presupposes:

- A profound and customized knowledge of the Institution;
- An analysis of the project's needs and specifications;
- The identification of an integrated solution;
- The application and development of such solution;
- The monitoring and supervision of the solution's applicability;
- Auditing the work itself.

To Projectos Globais, a project stands for:

- The necessity to meet all the required needs in any given area of activity;
- The involvement of different types of service;
- The perfectly adequate compliance to institutional goals and plans.

Stage 1

- Identifying the Problem/Need

Stage 2

- Analysis and Research

Stage 3

- Defining a Solution

Stage 4

- Implementing the Solution

Stage 5

- Monitoring



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3. Services Provision – Methods

Services Provision – Methods

Consultancy

- Solution formulation and analysis;
- Identification and thorough research;
- Training services;
- Wide scope of all business areas.

Technical Assistance

- Supporting the development of different activities;
- Resolution of sporadic and specific problems;
- Continuous availability;
- Monitor and control all occurrences.

Inspection


- Periodic inspections;
- Verifying what has been done and the current state of events;
- Identifying and predicting future problems;
- Comparing previous projects with upcoming ones.

Auditing

- Due diligence;
- General or thematic inspection;
- Gathering information, studying and evaluating any area of expertise.

Development

- Carry out projects and activities.

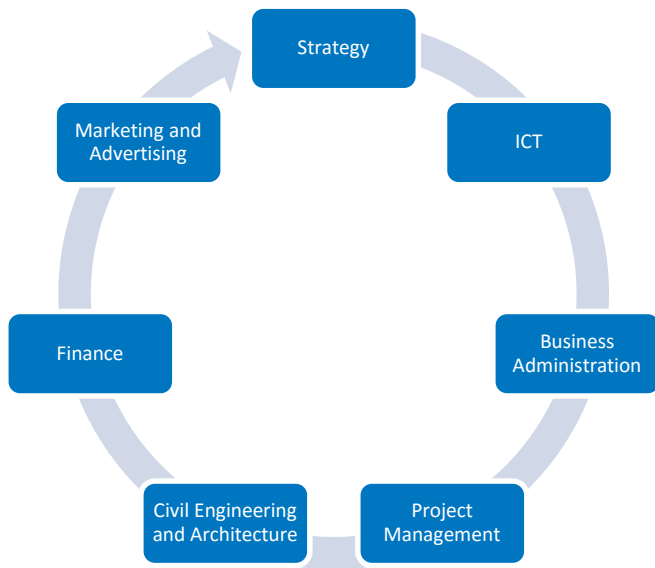
These Methods of Services Provision are Transversal to the Different Areas of Expertise 



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4. Areas of Expertise



Projectos Globais provides engineering, consulting and management services, which are transversal to areas of expertise such as Strategy, Finance, Business Administration, Marketing and Advertising, Information and Communications Technology (ICT), Civil Engineering and Architecture and Project Management.

The provision of all these services is ensured by experienced and trained professionals, whose focus on achieving the Client's objectives according to the best international practices.

The company's precision, efficiency, adaptability, creativity, flexibility, impartiality and confidentiality, along with the commitment to the objectives it set out to achieve, have proven to be undeniably advantageous for the activities Projectos Globais is committed to and that allowed the company to bring success to the Institutions it works with.

The importance of Projectos Globais's experience derives from:

- Its renowned national and international work;
- Participating in several projects which are known for their high technical difficulty;
- Its direct and exclusive assistance to public and private entities;
- Human resources with specific training and international background.





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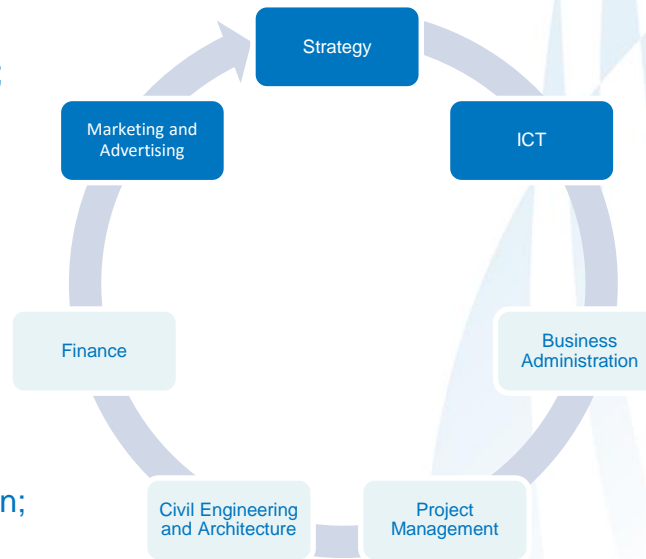
4. Areas of Expertise

Strategy includes the following services:

- Strategic planning;
- A Responsibility Assignment Matrix;
- Conceptual planning;
- Administrative planning;
- Thematic survey and case studies.

The **Marketing and Advertising** area includes the following services:

- A Marketing and Advertising plan;
- Normalization and standardization of the Institution's reputation and of its associates;
- E-communication.



The **ICT area** includes the following services:

- Implementation of digital archiving systems;
- Implementation of anti-malware systems;
- Web Engineering services;
- Secure electronic communication systems and information security;
- Electronic communication solutions;
- Multimedia consultancy.



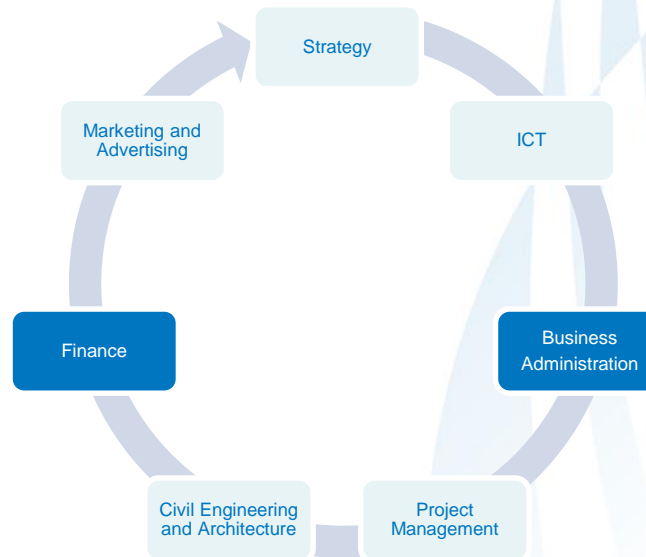
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4. Areas of Expertise

The **Financial sector** includes the following services:

- Budget management with different funding sources;
- Planning and Budgeting;
- Internal and external audits;
- Internal control;
- Reporting;
- Control and analysis of the Institution's accounts;
- Research, analysis and valid opinions on the matter.



The **Business Administrative** area includes the following services:

- Conducting and presenting the Institution's development perspectives and its operational evolution;
- Structuring an archive for the Institution;
- Analysing institutional procedures;
- Human Resources Management (HRM);
- Defining a workflow.



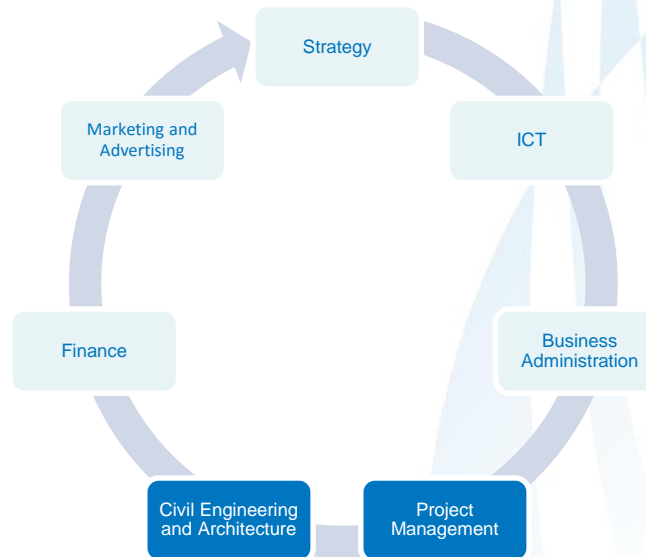
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4. Areas of Expertise

Civil Engineering and Architecture include the following services:

- Turnkey Projects;
- Project Application;
- Solution Integration;
- Building Constructions and Draft Controlling;
- Interior Design;
- Architectural Projects;
- Draft Specialities.



Project Management includes the following services:

- Research and establishment of different methodologies;
- Development of support tools;
- Organization and Assistance;
- Professional training;
- Management and monitoring.



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5. Deadlines and Intended Outcomes

In any area of expertise, the **objectives and the intended outcomes** are:

- To communicate effectively;
- To assist the Institution in all its activities;
- To control and provide reporting services of all necessary deliverables;
- To provide the necessary ICT tools;
- To solve problems effectively;
- Fluidity, functionality and organization;
- To guarantee the Institution's success and optimize its results;
- To predict and identify possible contingencies;
- Interoperability of all institutional areas;
- Compliance with all the rules, legal procedures, legal obligations and other legal requirements.





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6. Deadlines and Project Teams

Deadlines:

- Developing a work plan;
- Establishing deadlines according to what's been defined by the Institution;
- Identify and meet all deadlines;
- Hierarchize all priorities.

Project Teams:

- Flexible and adaptable to the needs of each project;
- Rely on the Institution's human resources;
- Assign competences;
- Establish a hierarchized line of the work;
- Have limited access to classified information.

The Project's Implementation Stage:





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7. Case Studies

Strategic Plan of Action to Continuously Improve the Institution and its Services



Taking Customer needs into account, a wide strategy was developed which covers several important areas, such as:

- Strategic Management;
- Normalization and standardization of the Institution's corporate image;
- Information Technologies;
- Human Resources;
- Infrastructures;
- Media and Press Consultancy;
- Political and Technical Consultancy;
- Engineering and architecture.

Project Objectives:

Administrative modernization and improvement of the Institution's corporate image

To increase Customer satisfaction and service quality

Reorganize the Institution's internal processes



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7. Case Studies

Strategic Plan of Action to Create Productive Training Centers



According to the Client's needs a broad and strategic plan of action was developed which covers several business areas.

In terms of establishing projects and in terms of the relation between public and private entities, the project had a strong analysis component which relied on the best international practices.

A model of work, adapted to the Angolan market, was defined. The project invested on its target audience, which resulted in a substantial improvement of their conditions.

Project Objectives:



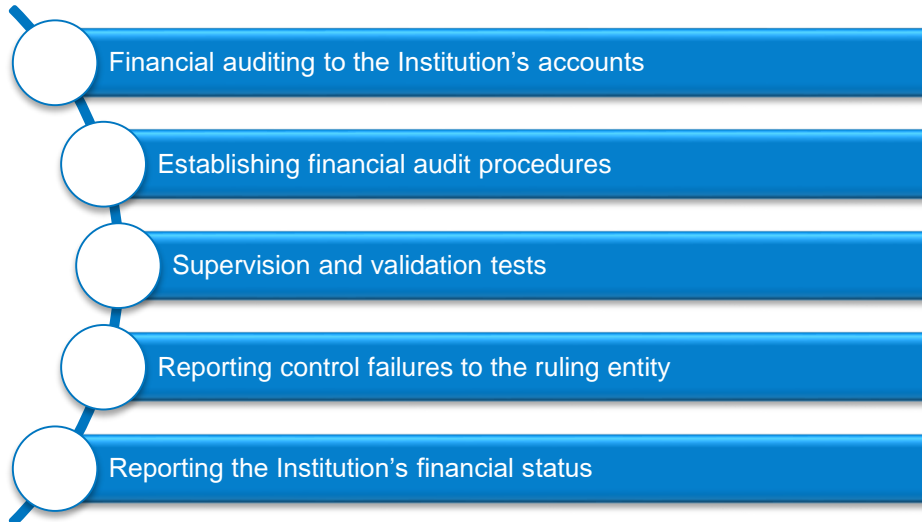


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7. Case Studies

External Financial Audit



Given that the ruling entity's manager changed, an external financial audit was developed to validate all transactions and accounting records. An audit report regarding the accounts was also issued.

This course of action also featured a validation of all the Institution's internal control procedures, namely reception control and document validation, process and settlement costs, human resources management and asset management.

All accounting rules and standards were verified.

Project Objectives:

Evaluating the Institution's financial status

Verifying all accounting rules and procedures

Detecting internal control constraints

Give an opinion on financial results and subsidiary activities



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7. Case Studies

Financial Advisory Services to Public Entities



An analysis based on Customer needs led to the development of the Institution's annual budget.

After budget and fund approval, its execution is conducted with the assistance of tasks such as the development of control maps, programming disbursements and confrontations regarding the project's technical execution.

Settlement procedures were revised and optimized.

Project Objectives:

Analyse financial needs

Optimize internal procedures

Provide financial reports which are legally mandatory

Budget control and monitoring



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7. Case Studies

Administrative and Financial Manual of Procedures



Given the need to fulfill all legal requirements and to optimize the Institution's internal procedures, a set of processes was developed and implemented in the following areas:

- Business Administration;
- Finance.

Special attention was given to the reception, scanning, shipping and both physical and digital archiving of all types of documents (letters, faxes, invoices, etc.), as well as to accounting procedures and determining which are the payable taxes and settlement costs.

Project Objectives:





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Control and Monitoring Production Centres



In what concerns the productive unit's enterprises, an integrated control system was developed to evaluate and give permanent feedback on the project's status.

Essential aspects such as financial outputs and training indicators were evaluated in order to identify the verified deviations.

A structure of periodic reports was established in order to provide continuous information.

Project Objectives:

Analyse all the identified and carried out deviations

Evaluate all activity indicators

Identify all detected constraints

Elaborate practical recommendations for future implementation

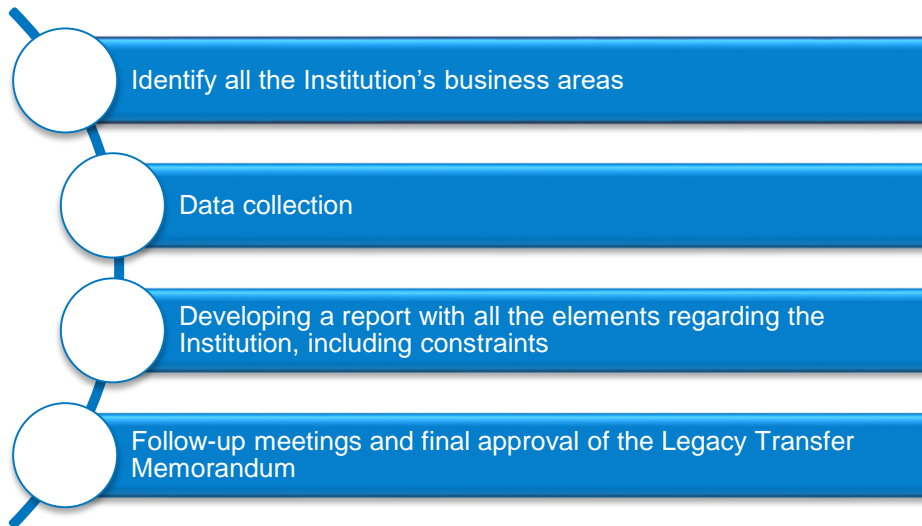


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Legacy Transfer Memorandum



Given that the Institution's manager changed and in order to comply not only with the legal standards, but to expose and present the progress made until said change, a Legacy Transfer Memorandum has been developed.

This document presented a list of all the Institution's responsibilities as well as a list of all the constraints verified throughout the ongoing activities that, by the time the Legacy Transfer Memorandum was finally elaborated, remained unsolved.

Project Objectives:



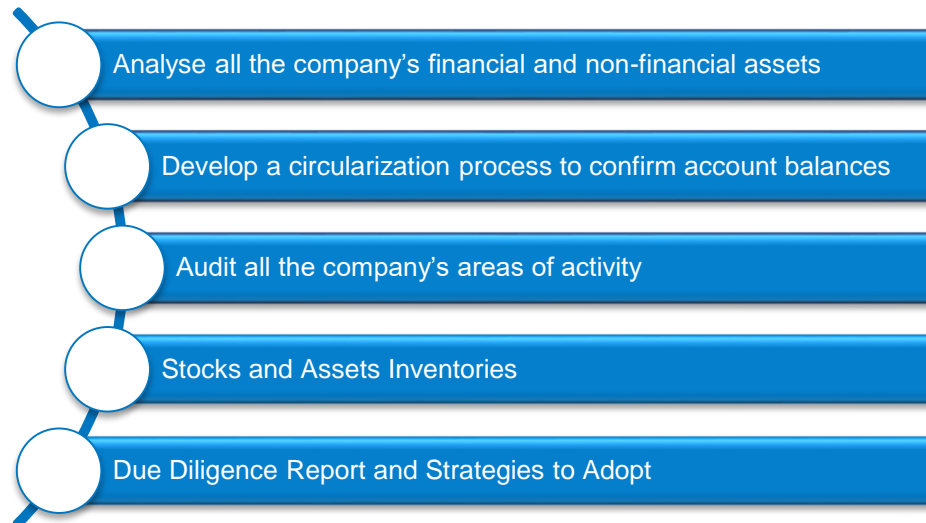


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7. Case Studies

Due Diligence and Company Recovery



Project Objectives:

Evaluate the company's current state of business

Characterize the organizational and operational structure

Analyse strategic recovery scenarios

Establish, control and monitor the company's strategic recovery

Due to the disorganization, the lack of profitability and the fact that the board had no desire to revitalize the company, a due diligence was defined to analyse the company's state of business and to define a new business strategy.

In order to define the company's new business strategy, a scenario analysis was developed, each scenario containing an economic and financial evaluation.

The final strategy was established and the operational activity was verified through specific control and monitoring.

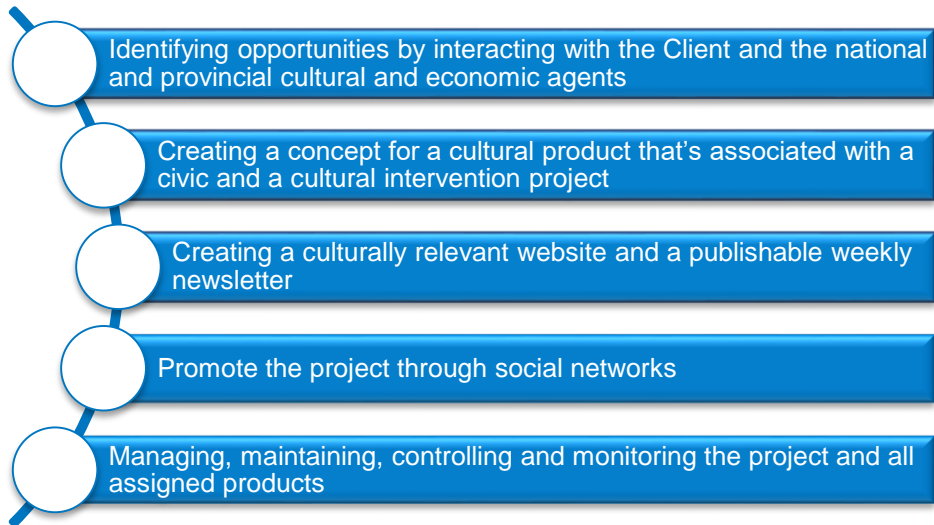


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7. Case Studies

Launching a Cultural Product in a Specific Province



Project Objectives:

Promote the cultural panorama of a province

Interact with cultural agents with a certain proximity

To bring provincial dynamism awareness to the population

Establish, manage, maintain, control and monitor the cultural dissemination strategy

From a high potential scenario, a cultural and social intervention concept was created with the help of infrastructures, which are a result of the following products of cultural dissemination: a website and a newsletter.

A special focus was given to the interaction with local and provincial cultural agents, cultural traditions and to the literary and sporting panorama of each municipality in the province.

The strategic expansion of the products is a part of the project's growth and of the increasing notoriety among users and both economic and cultural agents.

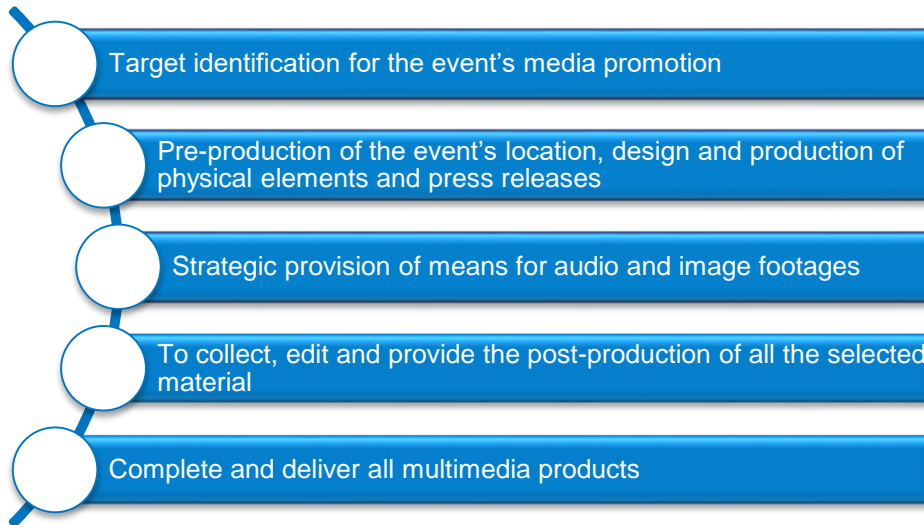


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7. Case Studies

Covering and Promoting an Event



Project Objectives:

Ensure extensive coverage and promotion of the event

Create a scenario that will be remembered for future references

Ensure great dynamic multimedia quality

Ensure proper content perception and apprehension by the target audience

By interacting with the Client, we were able to identify the main objectives for the event's promotion. The subsequent work strategy sought to maximize the impact on the target audience and the quality of the material developed so far by selecting audiovisual media products which were provided in the meeting.

The project allowed the promotion of the ideas that helped launch of the event, having received great acceptance from the audience.

All the media content collected from the event had post-production. A video of the event and a corporate brochure were also delivered.

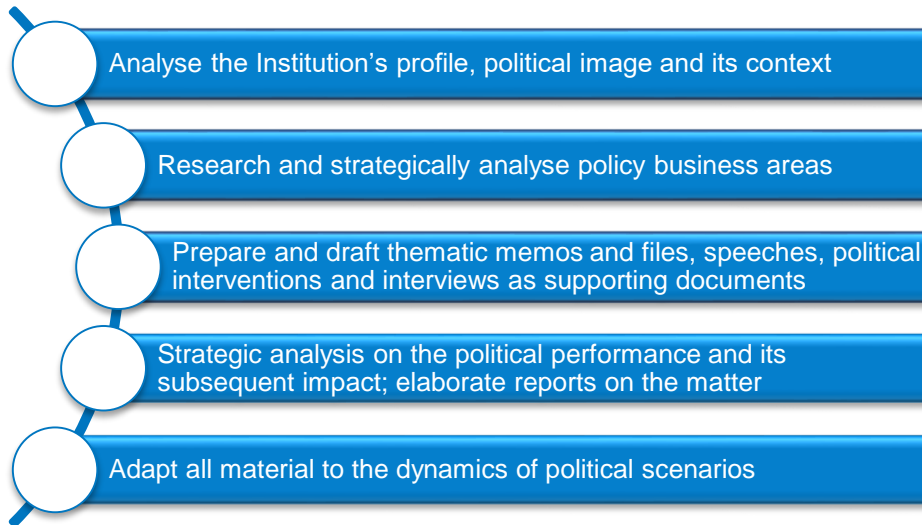


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7. Case Studies

Political Advisory Services for the Institution and its Tutelary



The need to politically advise the Institution and its tutelary was identified and several specific studies were conducted for each case.

A contextualization of all subject matters was made, sometimes with the assistance of supporting documents and strategic communication memos, and subsequent speeches were written, along with press releases, to ensure the proper media promotion.

The Institution's image was continuously evaluated, aligning the strategy in order to improve the communication effectiveness.

Project Objectives:

Publicly intervene on a specific political issue

Prepare the political agent for a sustainable approach of the topic

Anticipate the scenarios and consequences of the public's intervention

Ensure a positive impact on the political image



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7. Case Studies

Institutional Press Consultancy – Multiannual Draft

- Identify which are the most relevant national and international media networks for the country
- Exhaustive collection of all the published news regarding the Institution and selected publications for the Institution's website
- Quantitative news analysis based on thematic objective criteria
- Qualitative and strategic analysis of the impact of news on the Institution's reputation
- To produce clipping reports and media analysis, weekly, monthly, quarterly and annually
- To produce press releases: forecasts and news casts

Project Objectives:

Assist the Institution in its relation with the media

Analyse all media feedback on the Institution's actions

Provide inputs for the Institution's reputational management

Make contributions for "good press" releases

The institutional press consultancy project analysed and selected all news related with the Institution. In order keep the Institution's communication department updated the following products were developed:

- Production of internal and public content;
- Publication of public content on an institutional website;
- Media and clipping reports;
- Press releases.

The project was developed with an a continuity overview input on the evolution and dynamics of its reputation.



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7. Case Studies

Implementing an Integrated Solution: Hardware, Software and Training of Human Resources



A specific need allowed the creation of an integrated hardware and software solution that compliments the current infrastructures, dimension and human resources.

Special attention was given to human resources training, which was essential for the solution's proper functioning and to achieve excellent productivity levels.

Tracking the Institution and its interaction with the solution was a key factor for its success, which ensured an important relationship built on trust, that maximized the increasing quality service.

Project Objectives:

Implement a solution that meets the Client's needs

Prepare the Institution for future changes

Ensure the solution's functionality

Track users, and update and improve the solution



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7. Case Studies

Development of an Integrated Turnkey Project



In the context of a public construction project, the need for an integrated solution, capable of ensuring the accuracy and overall functionality, was felt.

Design studies, architecture and specialities projects, interior design were prepared, and measurements were ensured.

Throughout the construction projects, project management and supervision ensured the proper execution within the pre-established deadlines and without financial overruns.

Project Objectives:

Implement a solution that matches the Client's requirements

Combine technical expertise with global functionality

Ensure accurate measurements

Supervise and manage the ongoing project



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END OF PRESENTATION
Acknowledgements