

# educetrade

BEYOND COMMITMENT

CONSULTANCY  
TRAINING & INNOVATION

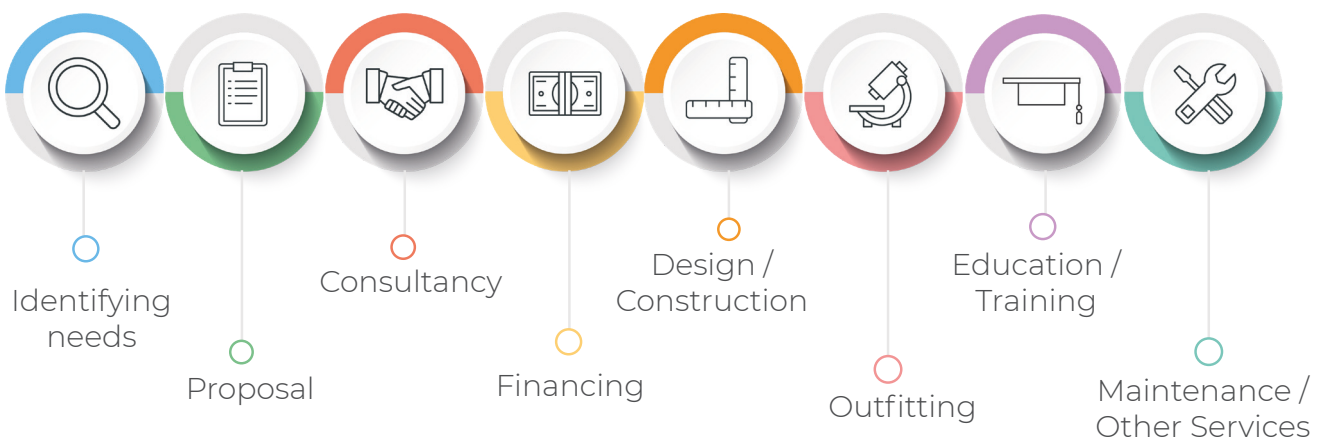


**Eductrade** is an integrating equipment and services company providing technical assistance and consultancy for the development and execution of projects in sectors with a markedly high social content, particularly in the fields of healthcare, education and training.

Eductrade has become, both at a national and international level, a leading company specialised in comprehensive contracts, providing services in the sectors where it works. Eductrade is able to offer the best technical and financial solutions tailor-made to its customers' needs.

## LINES OF --- BUSINESS

We implement advisory services, technical assistance and consultancy to governments and institutions in developing countries, which aim to support and strengthen their policies, strategies and provision of services.



# EDUCTRADE

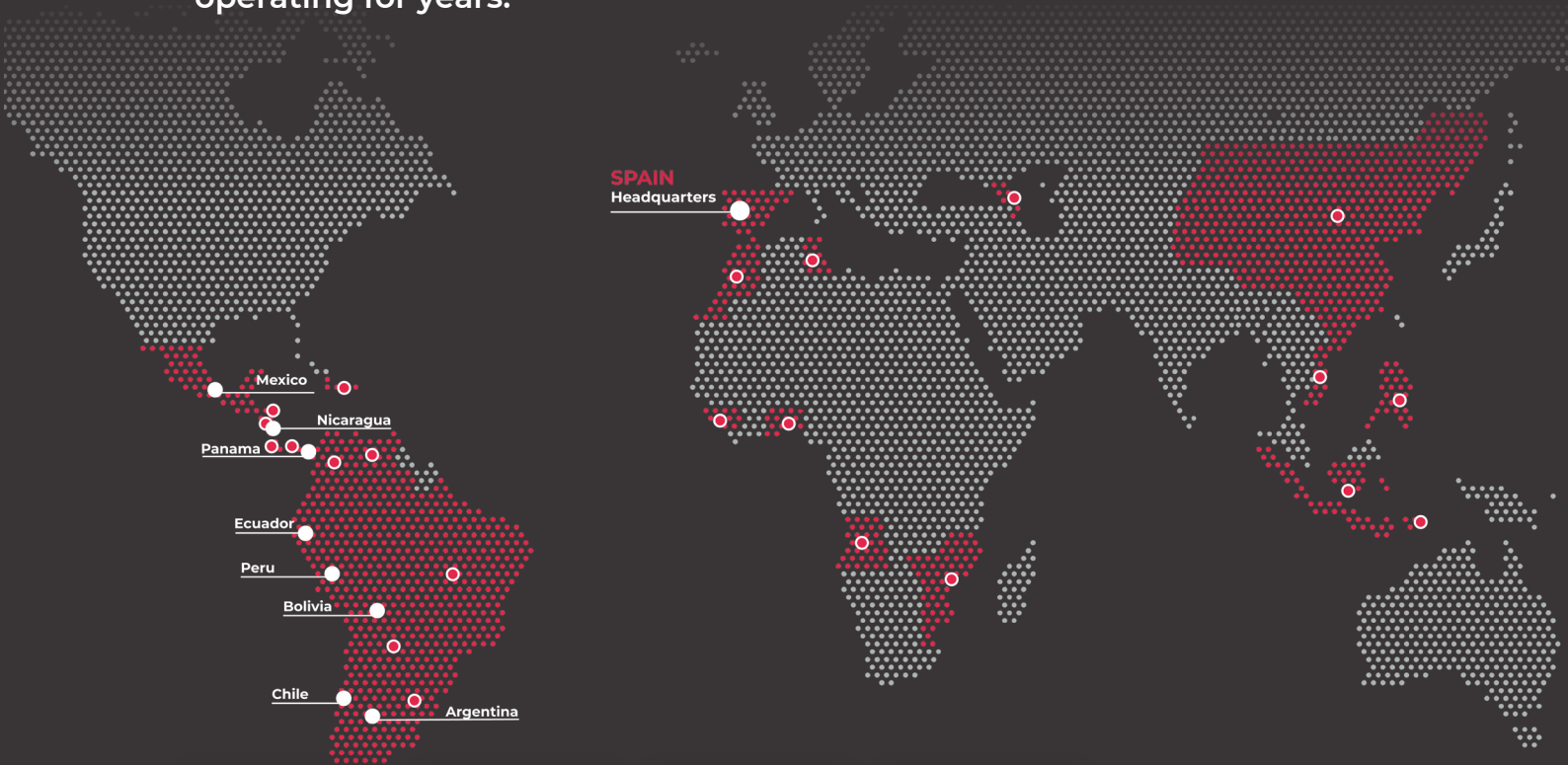
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# WORLDWIDE

**Eductrade** is a company with an international vocation, and permanent presence worldwide. This is one of its most representative features and has been an added value since its incorporation.

Its international business represents 80% of its revenue, shared among countries in Latin-America, Southeast Asia, Sub-Saharan Africa and the Middle East. Economic growth in these countries has promoted policies of public and private investment which, through the projects developed by Eductrade, have generated new social opportunities.

Many of the experiences that industrialised countries are already successfully applying to manage efficiently public service provision through private organizations with investment commitments, shall be replicable, in the medium term, in the developing countries where Eductrade has been operating for years.

**31**

Countries

**227**

Projects

**1.6**

Billion euros

**151**

Members of staff

● Permanent office

● Project office

# CONSULTANCY —

## TRAINING & INNOVATION

Eductrade implements technical, advisory and consultancy services for governments, institutions and entities in emerging and developing countries, which are intended to support and reinforce the improvement of the policies, strategies and services they provide for their citizens.

The Company conducts studies related to each phase of the project cycle (identification, preparation, planning, implementation and evaluation) and performs a comprehensive management of each in different areas.

| <b>HEALTHCARE</b>                           | <b>EDUCATION</b>  | <b>OTHER SECTORS</b>  |
|---|---|---|
| Primary healthcare.                         | Institutional reform of the Education System.                     | HR renovation.  |
| Hospital and specialized care.              | Linking the education system with the labour market.              | Improvement of professional training systems.                       |
| Healthcare staff training.                  | Design, organization and management of educational centres.       | Design of career actions plans.                                     |
| Healthcare Economics and systems financing. | Scientific technical upskilling of teachers.                      | Development of training materials adapted to professional profiles. |
| Healthcare Information Systems.             | Management and quality control systems.                           | Design of online courses.   |
| Technical and medical audits.               | Management of administrative concessions of educational programs. | Digitalisation of educational content.                              |

# KEY CONSULTANCY PROJECTS

## Spain Ministry of Education

That's English!



Policies



Skills improvement



Innovation

Long-term administrative concession for the management of public services of the Ministry of Education.

▷ 28 M EUR +

## Azerbaijan Ministry of Education

European Union support for  
Vocational Education and Training



Skills  
improvement



Financing



Employment



Institutional  
reinforcement



Audit

This project's general objective is to improve the levels of Vocational Education and Training (VET) to make the programme attractive and suitable for the labour market.

▷ 3.1 M EUR

## Morocco Ministry of Health

Technical Assistance for Healthcare  
Sector Program (Phase II)



Skills improvement



Financing



Policies

Strengthen the population's equal access to quality healthcare services, from a universal access perspective.

▷ 3.2 M EUR

# EDUCATION CONSULTANCY SERVICES

## Education System

- Institutional reform and strengthening of the Educational Systems and Vocational Training.
- Design, organisation and management of training centres.
- Scientific and technical teaching qualifications.
- Quality management systems in education centers.
- Research and development in training products.
- Definition of management standards in training institutions.
- Design of assessment strategies.
- Incorporation of innovation and technology transfer.
- Building, equipment and commissioning of educational centres.
- Design of training materials and media.

## Skills Training for Managers, Teachers and Trainers

- At all level of Education System.
- Face-to-face, online and blended learning
- Innovative teaching methodologies.
- Internship, exchange and research visit programs.

## Postgraduate Training (in partnership with Universities) in Education and Employment

## Skills Training for Employees and Employability

- Linking the education system with the labour market.
- Design of national professional qualification systems and skills accreditation and labour competence certification system.
- Prior learning qualification.
- Adaptation to a new professional profile.
- Retraining and upskilling.

## Specialised Technical Support in Technical Education and Vocational Training

- Development of Technical Education and Vocational Training Systems.
- Design of professional profiles, curricula and accreditation systems.
- Educational Technology Projects
- Training for employment programs.
- New methods and technologies for distance and e-learning.
- Management of educational cooperation networks.
- Social integration programs (guidance and training)
- Design and commissioning of technical education and vocational training centres in emerging sectors (facilities, equipment, curriculum, profiles, teacher training, new teaching methods, etc)



# HEALTHCARE CONSULTANCY SERVICES

## Primary Healthcare

- Territorial policy and strategic plans for organising primary healthcare networks.
- Financing and investment plans.
- Primary healthcare centre management.
- Comprehensive reform programs for primary healthcare. Relationship and reference models with other levels of healthcare.
- Creating home care services.

## Service Company Management (Public & Private)

## Healthcare Economics

## Hospital Information Systems: Management, hospital Information & Healthcare Statistics.

## Hospital Care and Specialised Care

- Hospital conversion programs. Introduction of business management tools.
- Outsourcing and subcontracting services.
- Medicine policy and financing.
- Planning demand, supply, production and resources.
- Equipment and infrastructure investment plans. Functional plans and master plans (architecture and engineering).
- Plans of commissioning hospitals.
- Programs for establishing multihospital systems.
- Creating specialised medical centres.
- Hospital management through patient care quality policies.



# EDUCATION REFERENCES

|             |   |                   |
|-------------|---|-------------------|
| 2025 - 2015 | Management of public services of the Ministry of Education to develop program for teaching English and German in the distance mode <b>28M EUR +</b>   | <b>Spain</b>      |
| 2020 - 2019 | Conceptual, organizational and proposal implementation of the labor training service for young people and pilot design  | <b>Peru</b>       |
| 2020 - 2019 | Elaboration of didactic material to adapt and expand the current contents of the That's English! program to level C1, according to the common european framework of reference for languages, of the English language, and in the blended learning mode by the General Subdirection of Guidance and Learning throughout Life | <b>Spain</b>      |
| 2020 - 2017 | EU support to vocational education and training (VET) in Azerbaijan   | <b>Azerbaijan</b> |
| 2018 - 2016 | Technological strengthening of the National University of agriculture for the development of qualifications of the agricultural sector configuring higher, inclusive and modern education (UNA/FOTESIM)   | <b>Honduras</b>   |
| 2017 - 2016 | Implementation of a dendroenergetic program with the strengthening of the analytical laboratories for the definition of qualifications linked to the research and transfer of technology (UNACIFOR)   | <b>Honduras</b>   |
| 2017 - 2016 | SWAP program education: set up training organisation for implementation of the second specialty (management with scholar educational leadership), included into national training of managers and deputies of public schools - Item 10  | <b>Peru</b>       |
| 2017 - 2016 | SWAP program education: set up training organisation for implementation of the second specialty (management with scholar educational leadership), included into national training of managers and deputies of public schools - Item 11  | <b>Peru</b>       |
| 2017 - 2015 | Technical and methodological strengthening of 7 Nicaragua agricultural and forest professional training centers   | <b>Nicaragua</b>  |
| 2017 - 2014 | Long-term technical assistance project to support training and professional integration in the Republic of Gabon  | <b>Gabon</b>      |
| 2016 - 2012 | Institutional strengthening of the Ministry of Health (MISAU): supporting the development of human resources in management and administration areas in the field of healthcare  | <b>Mozambique</b> |
| 2015 - 2014 | Implementation project of crafts workshop, production and treatment of coffee of 5 educational training centers in San Nicolás, Santa Bárbara   | <b>Honduras</b>   |



|             |  |                      |
|-------------|--|----------------------|
| 2015 - 2014 | Construction, equipment, technical assistance and training project of compulsory basic education centres of 9 grades and pre-school in communities of extreme poverty - Phase II   | Honduras             |
| 2015 - 2009 | Building, equipment and management of preschool, primary and secondary state-aided private school in the town of Arganda del Rey, Madrid   | Spain                |
| 2015 - 2007 | Building, equipment and management of preschool, primary, secondary education state-aided private high school in the town of Navalcarnero (Madrid)   | Spain                |
| 2014 - 2011 | Procurement of equipment for the technical training of human resources for the development of the fisheries sector in Nicaragua  | Nicaragua            |
| 2014 - 2011 | Strengthening of school life (PROEDUCA)  | El Salvador          |
| 2013 - 2012 | Procurement of equipment and training for specialties of welding, electricity, electronics and renewable energy. (lot I: welding)  | Nicaragua            |
| 2012 - 2011 | Training actions for unemployed workers of the autonomous Community of Madrid  | Spain                |
| 2011 - 2006 | Project to support primary education in Angola   | Angola               |
| 2011        | Consultancy services for the identification of standards of competence for professional qualifications in the civil protection sector  | Spain                |
| 2010 - 2011 | Online and on-site content creation of training modules addressed to counsellors, advisors and evaluators in relation to the skills accreditation procedures acquired through the work experience and non-formal training channels | Spain                |
| 2010 - 2003 | Improving the quality of private and popular education and community social communication <b>11M USD +</b>   | Ecuador              |
| 2010 - 2009 | Elaboration of guides and didactic materials for the formation of the certificate of professionalism of hotel receptionists.   | Spain                |
| 2010 - 2006 | Technical assistance for the local civil society initiatives programme (PRIL)  | República Dominicana |
| 2010        | Reinforcement program for innovation in the training and collaborative work processes of forem Castilla la Mancha trainers   | Spain                |
| 2009 - 2006 | Program of technical training and instructor training (project of industrial technical institutes of Honduras) <b>16M EUR +</b>  | Honduras             |
| 2009        | Identification of quality indicators for continuous training in the Balearic Islands   | Spain                |

# HEALTHCARE REFERENCES

|             |   |                  |
|-------------|---|------------------|
| 2020 - 2017 | Technical assistance to accompany the health sector reform support programme (Phase II).  | <b>Morocco</b>   |
| 2020 - 2016 | Hospital of Tingo Maria. Regional government of Huanuco – Peru  | <b>Peru</b>      |
| 2019 - 2016 | Regional Hospital of Moquegua. Regional government of Moquegua – Peru   | <b>Peru</b>      |
| 2019 - 2015 | Field mobile hospitals. Ministry of Health Peru   | <b>Peru</b>      |
| 2017 - 2014 | External technical audit of the program of family and community health improvement in highly vulnerable municipalities              | <b>Nicaragua</b> |
| 2017 - 2009 | Regional Hospital High-Tech in Ixtapaluca. Equipment and furniture purchase and installation  | <b>Mexico</b>    |
| 2016 - 2014 | External technical audit of the program of family and community health improvement  | <b>Nicaragua</b> |
| 2011 - 2009 | Health maps of the provinces of Bengo, Cabinda, North Kwanza, Malange and Zaire   | <b>Angola</b>    |
| 2011        | Study of the education systems of the PALOP (Portuguese-speaking African countries)   | <b>Angola</b>    |
| 2010 - 2009 | Technical assistance, construction, equipment and commissioning of the “Hospital del Este”, Tucuman province                        | <b>Argentina</b> |
| 2009 - 2008 | Technical assistance for the design and implementation of a subsystem of health regulation information (SIRS)                       | <b>Honduras</b>  |
| 2009 - 2004 | Technical assistance for health sector support program (PASS)   | <b>Angola</b>    |
| 2008 - 2003 | Technical assistance to support community health services in south Sumatra, Jambi and Papua   | <b>Indonesia</b> |
| 2008        | Training of healthcare staff and community health agents in the provinces of Bolivar, Cotopaxi and Chimborazo (Ecuador)             | <b>Ecuador</b>   |
| 2007 - 2002 | Strengthening of the education and health sectors in Honduras   | <b>Honduras</b>  |
| 2003        | Technical assistance to M.O.H. and Institute of Social Security, in order to develop complete proposal of investment sub projects I | <b>Honduras</b>  |

# SOCIAL FOOTPRINT

over the last 15 years



**13,000,000**

People have benefited from projects that de-centralize Healthcare Centres



**3,300,000**

Beneficiary students



**210**

Training modules and manuals have been designed



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