



The New Management from A to Z

Covering EU Funds management from A to Z

12-16 September 2022
5-9 December 2022

Paris

By Franck SOTTOU
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- Learning objective
 - Building your individual and collective capacities to manage projects and programmes integrating all financial, administrative and technical aspects in the perspective of the new 2021-2027 perspectives
- Learning points
 - Integrating fully the new aspects of the 2021-2027 generation with a specific focus on output-result-based approach & Simplified Costs Options
 - Presenting EU Strategies and policies in line with the new core and common indicators
 - Getting key alerts about errors, irregularities and fraud
 - Looking to the key methods for management verification, certification and audits
 - Introducing tools and procedures (checklist, sampling & risks management)
 - Insisting on specific issues such as Public procurement, State aid and Enabling conditionalities
 - Focusing on new the Territorial Instruments
 - Focusing on specifications for funds (ERDF, ESF+, ETC, BMVI/ISF, Horizon...)
- Special points
 - Ex-ante and ex-post tests (making you a more qualified officer)
 - Certificate of attendance and qualification
 - Lunches every day
 - One cohesion dinner



Franck Sottou

Senior International Management and Control Expert

- Key international Expert
 - Management and control systems
 - Indicators and performance measurement (data collection)
 - Simplification and economical, social and environmental strategies
- Former Head of TA Team
 - Programming, negotiations with EC, management & control systems
- Trainer and Consultant for European Institutions, Managing and Certifying Authorities, IB and Implementing Agencies
- Currently working for Member States for technical assistance
 - Design of logframes and selection of indicators
 - Calculation and implementation of SCOs
 - Recommendations about simplification and efficiency of systems



Ivaila Ilieva

Key International expert at evaluation, monitoring and reporting

- Result Oriented Monitoring
- Preparation of Analytical report and tailor-made monitoring system for each participating ministry under Contract REFORM/SC2022/ with DG REFORM
- Result Data Collection and Result Reporting -assessing performance of ongoing projects and feasibility of annual results reporting according to the result data collection methodology and EU Reference indicators
- Experience in programming, implementation, monitoring and evaluation of EU-funded projects under EU Structural Funds and pre-accession instruments:
 - Programming of EU Structural Funds for Bulgaria for the period 2007-2013 - OP "Development of the Competitiveness of the Bulgarian Economy 2007-2013";
- Background in policy development and public administration:
 - Reimbursable Advisory Services (RAS) agreement "Support to Territorial Decarbonisation, Republic of Bulgaria" (World Bank);
 - Framework Contract Common Support Services for Dissemination, Exploitation and valorisation of Research and Innovation Results (CSSDEVIR)
- Expert on economic development and innovation policies with focus on new economic possibilities, SMEs support, sound business environment and improving access to finance, including financial instruments.



Goran ZAKANJI

Audit Authority – Head for ESF, FEAD and ERASMUS+

- Trainer on audit, internal controls and sampling
- International Expert:
 - Support to development of an effective internal control and audit environment in public sector in Moldova
 - Further development and strengthening of the organizational, administrative and technical capacities of the Audit Authority of Macedonia
 - Implementation of a modern Financial Management and Control System and Public Financial Inspection in Albania
 - Support to the capacity building of the Audit Authority, Serbia
 - Technical Assistance and Information Exchange instrument of the European Commission (TAIEX) expert
 - Strengthening of Audit Authority of Montenegro
 - TAIEX expert
- Member of the EC working group «Increasing efficiency of audit activities by making best use of management verifications»



Teja Florjančič

Certified Internal State Auditor

Currently:

- Leader of Audit of operations for Cohesion Fund, ERDF and ESF
- Leader of System Audits
- Specialised in:
 - Financial Instruments
 - Public Procurement
 - Indicators
 - Simplified Cost Options

Formerly:

- Implementation of ESF projects
- Management verifications
- IT System administration

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DAY 1 : making correct definitions and projects

Morning session
9.00am to 12.30pm

Step 1: Kicking off the seminar **Feed back on initial knowledge and key learning objectives**

- Lessons learnt from 2014-2020
- The new aspects for 2021-2027
- Better accountability at programme & project level
- Key alerts about EU Funds (most common errors and risks)

Lunch from 12.30pm to 2.00pm

Afternoon session
2:00pm to 4.30pm

Step 2: Understanding Key Regulations and Definitions

- Programme, Operation, outputs and results : what's new?
- Key players (beneficiaries, recipients, partners, suppliers and target groups)
- Key functions (programming & planning, preparation & submission, contracting, verification & payments, closure, certification and audit)
- Full understanding of the "new" intervention logic (theory of change)
- Example of "good" projects & operations

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DAY 2 : linking programming, monitoring and reporting

Morning session

9.00am to 12.30pm

Step 3: Giving an Overview of New EU strategies and programmes

- The new targets and instruments including green deal
- EU Strategies and policy objectives : online data
- The specific recommendations for States and Regions
- The New Operational Programmes: TO, specific objectives and indicators
- The Baselines and Targets of priorities and the Performance Framework
- Data to be collected and content of annual reports
- The concrete vision of Operational Programmes (case studies)

Lunch from 12.30pm to 2.00pm

Afternoon session

2:00pm to 4.30pm

Step 4: Making better monitoring and evaluation of interventions

- The new Common and Core indicators
- Specific balance between Common and specific Indicators
- Indicators and goals of Sustainable Development
- Selection of Project, contract, action or group of projects, operation
- Better on-going monitoring and evaluation of impact of intervention
- Case studies & Exercise on specific 2021-2027 OPs / Action Documents

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DAY 3 : ensuring better verification

Morning session
9.00am to 12.30pm

Step 5: Tackling new management verification work

- Real and simplified costs options
- Success conditions for Simplified Costs Options and data collection
- Payment conditions and adjustment procedures
- Better on-going verification of the deliverables and results
- Specific attention paid to Community rules (State Aid, Public Procurement, gender, non-discrimination, environment, durability...)

Lunch from 12.30pm to 2.00pm

Afternoon session
2:00pm to 4.30pm

Step 6: Looking for reasonable assurance **Reinforcing sampling at expenditures and operation levels**

- Distinction between errors, irregularities and fraud
- Better identification of errors and related risks
- Sampling methodologies (risks criteria scoring and weighting)
- Better on-the spot verifications and sampling of expenditure items
- Exercises on errors, irregularities and fraud: consequences for sampling

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DAY 4 : closing operations and programmes

Morning session 9.00am to 12.30pm	Step 7: Focusing on the Management Declaration of Assurance (MDA) <ul style="list-style-type: none">• Managing the Error Rate at programme and funds level• Better prevention, detection and correction of errors• Individual and Systemic errors• How to come up with a reliable MDA ?
<i>Lunch from 12.30pm to 2.00pm</i>	
Afternoon session 2:00pm to 4.30pm	Step 8: Taking into account the Audit dimension <ul style="list-style-type: none">• System audit• Audit of annual accounts and audit of operations• Solving irregularities together: improving the AA opinion and pending cases
Evening session 7 pm	Step 9: Sharing experiences and building capacities Dinner in the centre of Paris with all participants and ETCP team

DAY 5 : getting certification and clear vision

Morning session 9.00am to 12.30pm	Step 10: Wrapping up the seminar and final evaluation <ul style="list-style-type: none">• General correction of all questions of the test• Focus on some key point to remember/to improve• Specific assessment of the effect of the seminar and future needs• Certificate ceremony
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Prices

Days	Total net amount €	Discounts	Including
Face-to-face			
2-day	1109,00	15% early registration (up to 2 months before the event) ; 10% for 2 or more participants from the same institution	Training material; breaks, lunches and 1 dinner for the 4 and 5-day Seminars, full access to ETCP platform and quizzes, certificate of qualification
3-day	1305,00		
4-day	1405,00		
5-day	1480,00		

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