

CURRICULUM VITAE

Proposed position:
Category:
Staff of:

1. Family name : **RUA BOIERO**
2. First names : Rodolfo Ruben
3. Date of birth : March 10, 1951
4. Passport Holder: Argentina / Italy
5. Residence: Argentina
6. **Education:**

Nr.	Institution (Date from - Date to)	Degree(s) or Diploma(s) obtained:
E-1	Faculty of Economics, National University of Buenos Aires, Argentina. 1968-1972	Bachelor of Economics
E-2	<i>Institut de Recherche Économique et Planification</i> (IREP), University of Social Sciences of Grenoble, France. 1975-1976	Diploma of Advanced Studies in Analysis and Planning of Industrial Development
E-3	<i>Institut de Recherche Économique et Planification</i> (IREP), University of Social Sciences of Grenoble, France. 1976-May 1978	Ph.D. in Economics. Thesis on « Industrialisation et Développement de l'Argentine au cours des années 1950-1970 », with Outstanding mention.
E-4	Academy Dante Alighieri, Parana, Argentina. 1958-1961	Diploma of Basic Studies of Italian Language
E-5	<i>Alliance Française</i> Buenos Aires, Argentina. 1962-1969	Diploma of Advanced Studies of French Language

7. **Language skills:** Indicate competence on a scale of 1 to 5 (1 - excellent; 5 - basic)

Nr.	Language	Reading	Speaking	Writing
L-1	Spanish	(Mother Tongue)		
L-2	English	1	1	1
L-3	French	1	1	1
L-4	Italian	1	2	3
L-5	Portuguese	1	3	3

8. **Membership of professional bodies:** Argentine Council of International Relations (CARI); American Chamber of Commerce of the Argentine Republic; Chamber of Commerce of the Argentine Republic; Coordination Committee of the Business Network for Hemispheric Integration (BNHI) (1997-2004); MERCOSUR-Europe Business Forum (MEBF)
9. **Other skills:** Excellent ability to work in teams and to lead working teams; Excellent oral and written communication skills; Excellent computer skills (Microsoft Office programs, Internet, and Video and Web conferencing)
10. **Present position:**
 - President – Center of Studies on Economic Integration and International Trade (INTEGRAL), a non for profit research, training and technical assistance organization, dedicated to fostering comprehension and sound public policies on international trade and economic and social development issues.
 - Independent International Consultant in International Development, Trade Policy, International Trade and International Trade Negotiations
11. **Years within the firm:** 20 years; 30 years
12. **Key qualifications:**

Skills/qualifications required	Skills and qualifications of the expert
Education at the level of Masters' Degree or above in a field related to international relations, economics or law or equivalent,	<ul style="list-style-type: none"> • Ph.D. in Economics

Skills/qualifications required	Skills and qualifications of the expert
with specialisation in international trade	
Preferably ten (10) years, with a minimum of seven (7) years, of post-graduate professional experience in International trade in the field of Economics and/or Econometrics	<ul style="list-style-type: none"> 35 years of experience working in international trade and trade policy issues, and as a private representative in Argentina international trade negotiations: GATT-WTO, Latin American Integration Association (LAIA), Argentina-Brazil, MERCOSUR, Free Trade Area of the Americas, MERCOSUR-European Union, and Argentina and MERCOSUR bilateral trade agreements with third parties. References: P-4, P-7, P-8, P-15 to P-17, P-19, P-20, P-25, P-27, P-28, P-30 to P-33, P-35 to P-41.
Preferably five (5) years, with a minimum of three (3) years, of experience in working with trade statistics	<ul style="list-style-type: none"> More than 20 years of experience working with trade statistics at sectorial, national, regional and international levels. Knowledge and expertise in statistical, sectorial and macroeconomic analysis as Director of Intelligence Trade Report consultancy firm. References: P-4, P-5, P-7, P-11, P-14, P-16, P-19, P-23, P-26, P-27, P-35.
Preferably five (5) years, with a minimum of three (3) years, of proven professional experience with Latin America related to import and export transactions	<ul style="list-style-type: none"> More than 20 years of proven professional experience advising Latinamerican companies and business chambers on exports and imports regulations and customs procedures, particularly as an international consultant at Intelligence Trade Report and as Trade Expert for the INTEGRAL assisting Hispanic entrepreneurs in the United States. Senior Research Associate at the Latin American and Caribbean Center (LACC) at the Florida International University (2002-2007). References: P-4, P-5, P-7, P-14, P-17, P-20, P-23, P-26, P-27, P-32, P-33.
Proficient in English and Spanish	<ul style="list-style-type: none"> Spanish mother tongue, worked on numerous projects where English was the contractual language. Particularly: 18 years of experience working in projects in the United States at the Center of Studies on Economic Integration and International Trade and in association with the Florida International University. References: P-4, P-5, P-11, P-21, P-25, P-28.

13. Specific country experience:

Nr.	Country	Date from - Date to
S-1	Argentina, Brazil, Paraguay, Uruguay	1993-2009; 2011 to date
S-2	Chile	2003
S-3	Colombia	2011-12
S-4	Dominican Republic	2002; 2004; 2008-11
S-5	El Salvador	2003
S-6	Italy	2003
S-7	Trinidad y Tobago	2002
S-8	United States	2000-to date
S-9	Bolivia	2003; 2004; 2005; 2009
S-10	Canada	1999
S-11	Costa Rica	1998
S-12	Ecuador	2006; 2007; 2008
S-13	Guatemala	2005
S-14	Peru	1995; 2007-2009; 2019
S-15	Mexico	1995-2002; 2003; 2014-16; 2019

14. **Professional experience:**

Nr.	Date from - Date to	Location	Company & reference person ¹ (name & contact details)	Position	Description
P-1	Set-Dec 2019		IBF International Consulting Donika Capi capi@ibf.be Senior Project Manager	Senior Expert in FTA Negotiations and Implementation	Responsible for the midterm evaluation of IP Keys project in Latin America region
P-2	Mar 2018	Ecuador	CORPEI Ecuador Eduardo Egas edegas@corpei.org.ec	Team Leader and Academic Coordinator	Team leader and academic coordination for the “Ricardo Estrada” program on International Negotiations Training – Market access and technical regulations in regional trade agreements
P-3	Oct-Nov 2017	Argentina	UCES Rafaela Javier Sandrone javier.sandrone@sandrone.com.ar	Professor	Professor for the MBA in International Business, Module of International Trade Negotiations. Design, conduction and teaching of the course program
P-4	2014-2016	Argentina - USA-Mexico	INTEGRAL – Ecorys Nederland BV Ernesto Fernandez efb@f-integral.com Achim Vogt Achim.Vogt@ecorys.com	Integral Team Leader	Evaluation of the implementation of the EU-Mexico FTA and an assessment of the possible modernization of this Agreement – DG Trade European Commission. Integral Team assignments encompass: <ul style="list-style-type: none"> - Analysis of the EU-Mexico FTA, the context in which it operates, its institutional framework, and its interaction with other instruments (including parallel FTAs) or other policies - Identification and comparative analysis of the FTAs signed by the EU - Identification of regulatory changes undertaken by Mexico as a result of and in order to implement the FTA - Statistical analysis of EU-Mexico trade in goods and services - Identification and analysis of non-tariff barriers, covering horizontal cross-sectoral measures and any additional sector-specific non-tariff barriers for all relevant sectors. - Identification of and conduction of interviews with relevant stakeholders in Mexico - Preparation, organization and participation in the Workshop “Evaluation of the impacts of the EU-Mexico Free Trade Agreement” (Mexico City, July 9th. 2015), to present the preliminary research outcomes of the study

¹ The Contracting Authority reserves the right to contact the reference persons. If you have any objection to this fact, kindly state so and provide a justification

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					and to gather opinions of Mexican administrators, civil society and other stakeholders
P-5	Jul 2013- Present	USA	INTEGRAL – PROSPERA (formerly Hispanic Business Initiative Fund - HBIF) Augusto Sanabria ASanabria@prosperausa.org Ernesto Fernandez efb@f-integral.com	Integral Team Leader and Senior Trade Expert	Technical Assistance to Hispanic Entrepreneurs on Market Access and Trade Regimes in the US and Latin American / Central American countries. Academy Program and Seminars on Export-Import, South Florida Office and North Carolina Design and conduction of the Technical Assistance Program on Trade Promotion for Small and Medium Enterprises and Hispanic Exporters from the US LATAM and Central American Countries exports and imports regulations and customs procedures and statistical analysis of trade flows between Latin American/Central American Countries and the United States. Intensive training on Trade Promotion, Exports – Imports for Small and Medium Business of the Hispanic Community in the State of Florida and North Carolina, US.
P-6	May-Jul 2013	USA	Sistema Universitario Ana G. Méndez (SUAGM) Alex Easdale alexandreasdale@gmail.com	Academic Coordinator and Professor	Training on Trade Promotion policies and mechanisms, and Exports and Imports. Workshop for MBA students.
P-7	Dec.2011- Feb.2012	Colombia	GFA/ European Commission (EC). Harald Landauer harald.landauer@gfa-group.de	Principal FTA Expert	Technical Assistance for the development of a dissemination booklet on Colombian FTAs with EU, Canada, EFTA & USA. The study consisted of a comparative analysis on all relevant chapters of each of these bilateral-plurilateral agreements, i.e.: Market access (market access concessions, preferences, preferences utilisation rates, origin regime and customs and origin procedures, technical barriers to trade); Services; Investment; Intellectual Property Rights (main provisions on legal regulations and conditions / commitments related to their enforcement); labour and environmental provisions; competition policy, government procurement and cooperation actions and commitments.
P-8	Feb, Oct & Nov 2011	Colombia	Equinoccio – GFA /EC. Isabel Chamarro isabelchamarro@equinoccio.biz	Principal FTA Expert	Programa de Asistencia Técnica al Comercio en Colombia (Asistencia Técnica No. DCI-ALA/2009/226-314). Technical Assistance for Trade Policy cross-cutting issues and training curricula development regarding:

Nr.	Date from - Date to	Location	Company& reference person ¹ (name & contact details)	Position	Description
					<ul style="list-style-type: none"> - Strategy definition and necessities and beneficiaries identification - Selection of institutions candidates to implement and dictate the program - Definition of training programs for Foreign Investment, Intellectual Property, Competition Policy, Government Procurement and Dispute Settlement - Program development with contents, methodology and schedule for the Universidad Externado de Colombia - Recommendations for Technical Assistance resources allocation - Reformulation of the component logical framework
P-9	Jul 2011-Mar 2012	Argentina, Brazil, Paraguay, Uruguay	Equinoccio/EC. Ana Gallo anagallo@equinoccio.biz	Senior EC-MERCOSUR Consultant	Impact Evaluation Study of EC-MERCOSUR cooperation actions on the MERCOSUR regional integration process for the period 2002-2011 (COM 2011-Lot 1). The study evaluated the impact of EC-MERCOSUR cooperation actions and programmes during this period, applying the EC evaluation methodology i.e., evaluation on the criteria of relevance, efficiency, effectiveness, impact, sustainability, complementarity and community added value.
P-10	Feb 2011	Dominican Republic	Eptisa Internacional/EC. Maria C. Fernandez Dominguez cfernandez@eptisa.com	Consultant and Professor	Institutional Support Program for the Regional Integration (ISPRI) (EuropaAid/124305/D/SER/DO) Academic coordinator and lecturer: Seminar on Unfair Trade Practices
P-11	2009-2015	Dominican Republic and United States of America	INTEGRAL – NewLink Group Ernesto Fernandez efb@f-integral.com Eduardo Gamarra gamarrae@fiu.edu	Project Director	Research and Public Policy Project on the Creation of Opportunities for Social Inclusion of Vulnerable Populations in developing countries (COIS), aimed to design and implement an institutional network of social protection for a specific segment of vulnerable populations in developing countries - children and youth sexual exploitation - through the generation of a program of education and technical training that would facilitate access to the labour market segment and their reintegration into the local area for the self-generation and replication of the program in developing countries. Working papers project-related (available at www.f-integral.org/documents): <ul style="list-style-type: none"> ▪ Children and Young Adolescents Commercial Sexual

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					<p>Exploitation in Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras and Nicaragua, By Liliana Otero PhD. and Rodolfo Rua Boiero PhD., INTEGRAL Working Paper, Buenos Aires, May 2013. CSEC Working Paper.</p> <ul style="list-style-type: none"> ▪ Infant Mortality Rates in US and Florida. A preview, By Lic. Victoria Vanetta (collaboration of Rodolfo Rua Boiero). INTEGRAL Working Paper, Miami, Florida, October 2012. ▪ Closing the Infant Mortality Rate Gap: An Analysis from the perspective of Ethnicity and Maternal Education, By Lic. Victoria Vanetta (collaboration of Elena di Vico). INTEGRAL Working Paper. Boca Raton, Florida, January 2015.
P-12	May-Jul 2010	Dominican Republic	Eptisa Internacional/EC. Maria C. Fernandez Dominguez cfernandez@eptisa.com	Team Leader and Professor	<p>Institutional Support Program for the Regional Integration (ISPRI) (EuropaAid/124305/D/SER/DO)</p> <ul style="list-style-type: none"> - Instituto Tecnológico de Santo Domingo – Universidad Dominicana and Escuela Diplomática y Consular: Post Graduate Diploma in Trade Policy Formulation and Policy Analysis. Responsible for the curricula and education methodology design, academic coordination and conduction of the course - Academic coordinator and lecturer: Seminar on Dispute Settlement in DR-CAFTA and EPA trade agreements
P-13	Mar 2010	Dominican Republic	Eptisa Internacional/ EC Maria C. Fernandez Dominguez cfernandez@eptisa.com	Professor	Seminar on Market Access Negotiations in DR-CAFTA and EPA trade agreements
P-14	2001 - 2009	Argentina, Italy	Italian Institute of Foreign Trade (ICE) E. Batmalle – e.batmalle@ice.it	Senior Trade Policy Expert – Team Leader	<p>Researches and Studies on:</p> <ul style="list-style-type: none"> - <i>“Guida Paese”</i>, a catalogue and analysis of trade policy legislation and trade promotion instruments in Argentina. - Analysis of Government Procurement and Investment legislation and regulations in Argentina - Analysis of Tax and Financial Promotion Instruments for Small and Medium Enterprises in Argentina. - Study of the Argentine Industry of Medical Devices: market study and statistical analysis of exports and

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					<p>imports.</p> <ul style="list-style-type: none"> - Study of the Argentine Electromechanical Industry: market study and statistical analysis of exports and imports; and presentation to the <i>Federazione Nazionale Imprese Elettrotecniche ed Elettroniche</i> (ANIE), Milan, Italy. - Study on Exports Consortia – facts, statistics, and legislation – in Argentina.
P-15	Set-Oct 2009	Bolivia	Altair Asesores / EC Itziar Alonso: i.alonso@altairasesores.es	Team Leader	<p>“Diversification and Increase of Exports Support Project Formulation Study” (Contract N° 2009/217443):</p> <ul style="list-style-type: none"> - Logical framework review and reformulation; - Project matrix development; - Action Sheet, Financial Agreement and technical and administrative provisions; - Transversal issues assessment and inclusion: environment, governance, human rights and gender equity
P-16	Feb 2007; Feb & Nov 2008-May 2009	Dominican Republic	Eptisa Internacional/ EC Maria C. Fernandez Dominguez cfernandez@eptisa.com	Senior Trade Consultant	<p>Institutional Support Program for the Regional Integration (ISPRI) (EuropaAid/124305/D/SER/DO)</p> <ul style="list-style-type: none"> - Project formulation and identification of activities. - Logical framework - Assessment of government and private sector and Civil Society organizations and their technical assistance and training needs for improving their institutional capacity vis à vis the EPA enforcement; - Design of a two-year training program and technical assistance activities, including the corresponding terms of reference and estimated budget <p>Institutional Development Plan for strengthening integration within Economic Partnership Agreement (EPA) and implementation of commitments:</p> <ul style="list-style-type: none"> - Setting-up of a Strategic Intelligence Unit (SIU) within the National Commission of International Negotiations (Ministry of Foreign Affairs. - Information and statistical analysis of trade partners and trade flows with third markets and trade regional blocks (Dominican Republic regional trade agreements). - Design of the SIU, its structure and procedures. Identification and staff selection.

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					- Training program design and implementation and performance monitoring once the SIU established.
P-17	2008	Ecuador	Equinoccio-GFA EC angelesgutierrez@equinoccio.biz	Senior Trade Consultant and Professor	Project Expoecuador ALA/2003/005-703 - Technical Assistance for trade policy formulation process assessment , training programs in Trade Negotiations and Trade Agreements Implementation for Small and Medium Enterprises, trade negotiations officers and Civil Society Representatives. - Studies and impact analyses of trade flows and trade negotiations for the Ministry's institutional strengthening, identification, and proposals for legal reforms to trade and investment promotion, facilitation and coordination mechanisms and dialogue with Civil Society; - Assessment of the Department of Trade and Integration institutional structure and proposals for the Diplomatic Academy Reform, including the formulation of a new <i>pensum</i> and its implementation
P-18	Nov-Dec 2007	Ecuador	Altair Asesores – CE David Ureña d.ureña@altairasesores.es	Senior Evaluation Consultant	Project Expoecuador ALA/2003/005-703 Midterm evaluation of Expoecuador Project – Component 4. - Assessment of International Trade areas and Training Programs - Cooperation Agreement technical and administrative provisions goals achievement within annual & global operative plans; - International Negotiations Governmental institutions strengthening and trade agreements implementation assessment; - Representative private organizations and Small and Medium Enterprises strengthening assessment
P-19	2007-2009	Peru and Uruguay	INTEGRAL-IIPS (Latin American and Caribbean Center at Florida International University) Eduardo Gamarra gamarrae@fiu.edu Ernesto Fernandez efb@f-integral.com	Team Leader and Professor	- Analysis of market access rules and regulations and statistical analysis of exports/imports within Peru and Uruguay multilateral and regional trade agreements - Design and conduction of Trade Negotiations Training Programs for government officers and private sector and civil society representatives on Market Access, Intellectual Property Rights, Investment, Government Procurement and Dispute Settlement. Coordination of the faculty team.

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					Responsible of final evaluation and reports
P-20	Jun 2007	Peru	Arca Consortium-EC Lidia Garcia lidia Garcia@arcaconsortium.net	Senior Trade Consultant	Proyecto de Cooperación UE-CAN – “Asistencia Técnica al proceso de valoración conjunta Unión Europea-Comunidad Andina” Market Access, EU Trade with Andean Community and Technical Barriers to Trade - European Union Trade Policy
P-21	2000-2007	USA	Florida International University INTEGRAL Eduardo Gamarra gamarrae@fiu.edu Ernesto Fernandez efb@f-integral.com	Team Leader, Academic Coordinator and Professor	Educational program on Trade Negotiation Skills (in charge of program design, faculty team leader, academic coordinator and professor): - Technical Barriers To Trade: Feb. & Oct. 2001; April & Nov. 2002; May & Oct. 2004; May 2005. - Market Access: October 2005); - Services Negotiation: May 2006; - Intellectual Property Rights: March 2007.
P-22	Apr-Aug 2006	Ecuador	Universidad del Azuay – Carlos Cordero cacorder@uazuay.edu.ec	Team Leader, Academic Coordinator and Professor	Superior Diploma on International Negotiations - Module: International Trade Negotiation Policy and Institutions. Program design, academic coordinator and lecturer
P-23	Dec 2003- Apr 2004 May 2004- Dec 2005	Bolivia	Chemonics International-USAID WALTER NUÑEZ RODRIGUEZ – wnunezr@hotmail.com	Team Leader and Academic Coordinator	Bolivia Trade and Business Competitiveness I and II - Program design for training of negotiators and insertion of the program within the Bolivian Educational and University System - Technical assistance and training programs on International Trade Negotiations (coordinator and lecturer): Market Access; Intellectual Property Rights, Building an administration unit for Regime of Origin, Services and Investment; Government Procurement; Dispute Settlement System, Trade promotion policy and institutions, Civil Society coordination and dialogue mechanisms Impact Study: - Opportunities and Threats of the Free Trade Area of the Americas for the Bolivian economy. - Statistical analysis and interpretation of trade flows; import and export assessment for the main sectors of the Bolivian economy; - Elaboration and interpretation of a survey among private sector small and medium enterprises, and civil society representatives; conclusions and recommendations for

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					policy makers
P-24	2003	Chile	INTEGRAL – CELARE Rodrigo Vega Alarcón rodrigo.vega@minagri.gob.cl Ernesto Fernandez efb@f-integral.com	Senior EU-LA Relations Consultant	<ul style="list-style-type: none"> - Academic Administration and Coordination; - Relations between Europe and Latin America Diploma Program design and development - Expert Panellist on the Seminar Latin America South Cone and European Union: Integration Perspectives and Sensitive Issues.
P-25	2003	United States of America; El Salvador; Costa Rica; Mexico; MERCOSUR	VIII American Business Forum Organizing Committee – Latin American and Caribbean Center – FIU Eduardo Gamarra gamarrae@fiu.edu Marco Vinicio Ruiz maviru@gmail.com	Team Leader - Coordination of the VIII ABF Technical Committee	<p>Technical preparation and coordination of the VIII American Business Forum (ABF).</p> <ul style="list-style-type: none"> - Guidelines and methodology for business organizations & Civil Society position papers and institutional participation; - Analysis and interpretation of the 3rd. draft of the FTAA agreement: Rules and regulations, and national legislation on Market Access, Technical Barriers to Trade, Competition Policy, Investment, Government Procurement, Intellectual Property Rights and Dispute Settlement; - Guidelines and methodology design and implementation for the workshops discussions; - Responsible for coordination and relationship building with business associations of FTAA countries participating in the VIII ABF; - Presentation before private and Civil Society organizations in other Latin American , Central American and Caribbean countries (among them: Costa Rica, Dominican Republic, El Salvador, Colombia and Mexico); - Design and teaching of training programs for rapporteurs, responsible of the VIII ABF workshops; - Workshops Coordination and overview of Business Representatives Final Recommendations to Trade Ministers (including the supervision of official translations English-Spanish-Portuguese).
P-26	2000-2017	Argentina, Brazil, Paraguay, Uruguay	Intelligence Trade Report and HE&S - Health, Environment and Safety L. Otero licinotero@gmail.com Jaime Jorge Garcia Arias jgarciaarias@aluar.com.ar Adelina Dalesio de Viola	Team Leader	<p>Support to Small and Medium Enterprises (SME) technological and productive development: Bacon SRL Laboratories, Argentina (radiopharmaceutical diagnostic products); Business Group Avezul (Colombia), constituted by 4 pharmaceutical companies; and Natufarma, Argentina (dietary supplements); among others.</p> <p>Macroeconomic environment and statistical sectorial</p>

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			aviola050@gmail.com Jorge L. Bardier jorge@bardier.biz Ronoldy Valencia ronyvalencia@yahoo.com		analysis and recommendations: Aluar Argentina (aluminium producer), Leopharma (multinational pharmaceutical company), San Luis Government (Argentine province, study on the restructuration of government provision of pharmaceutical products), Motociclo (Uruguay bikes manufacturing company).
P-27	1999-2003	MERCOSUR State Members	Social and Economic Advisory Forum of MERCOSUR Osvaldo D'Imperio - osvaldo.dimperio@fibertel.com.ar	Private Sector Representative	Vice President and head representative before the Latin American Industrial Association Member of Argentine Section of the Forum, and of the Commission for the Analysis and Monitoring of European Union-MERCOSUR trade flows and trade negotiations Head representative before the MERCOSUR Industrial Council
P-28	Jun-Dec 2002	USA – Trinidad & Tobago	Carana Corporation/IADB. L. LUCKE lewislucke@hotmail.com	Senior Trade Consultant	Trinidad and Tobago Trade Sector Assessment (<i>Contract N° EMD.2.151.00-F –</i>) Technical Assistance Program Formulation: Assessment of trade policy formulation process and institutions, and recommendations regarding inter-agency and government-private sector & civil society coordination methods and mechanisms, and trade and investment policy and institutions.
P-29	Mar; Aug-Set; Dec 2002	Dominican Republic	Chemonics International/USAID-Florida International University Eduardo Gamarra gamarrae@fiu.edu	Academic Coordinator and Professor	Training in International Trade Negotiations for government officers and representatives of private sectors and civil society: Technical Barriers to Trade, Market Access; Intellectual Property Rights; Government Procurement; Impact Analysis Methods.
P-30	1999-2002	MERCOSUR State Members	PNUD – Foreign Affairs Ministry Marcelo Lucco – mfl@mrecic.gov.ar	Team Leader	United Nations Development Program and Ministry of Foreign Relations of the Argentine Republic: Study and recommendations about Government Procurement, and Intellectual Property Rights legislations, technology transfer and innovation in MERCOSUR State Members. Follow-up and recommendations for the negotiations of harmonization of the legislation.
P-31	1994-1996	Argentina	Ministry of Economy Elena di Vico Edivico2@gmail.com	Senior Trade Expert	Analysis and recommendations on the drafting of the Argentine legislation to implement the GATT 1994 agreement (World Trade Organization), specifically on Antidumping, Subsidies and Countervailing Duties; Competition; Investment; and Procurement (Singapore issues).
P-32	1993; 1994-	Argentina	PNUD – Ministry of Economy	Senior Trade Consultant	Trade Promotion program. Profile of the capital goods

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	95		Carlos Kesman cvkesman@arnet.com.ar		industry and evaluation of the trade statistics system.
P-33	1993-1994	MERCOSUR State Members	IADB Marcelo Lucco mfl@mrecic.gov.ar	Senior Trade Consultant	Regulatory and Statistical Comparative Study of Special Customs Regimes in MERCOSUR , and Recommendations to the MERCOSUR Common Group about their harmonization.
P-34	1998 - present	Argentina – USA	Center of Studies on Economic Integration and International Trade (INTEGRAL). Ernesto Fernandez efb@f-integral.com	President and CEO – Capacity Building Projects Coordinator	<ul style="list-style-type: none"> - Direction and Coordination of INTEGRAL Policies and Cooperation Programs - In charge of the design and implementation of educational and training programs on Latin American and Central American socio-economic and trade issues
P-35	1992 - present	Argentina	Intelligence Trade Report Alberto Dalla Via alberto.dalla-via@pjn.gov.ar Elena Di Vico Edivico2@gmail.com	Director	Consultancy firm specialized in: Macroeconomic policy, Industrial development, international trade, planning strategies, trade promotion planning and strategies, trade and competitive intelligence, market analysis, technology transfer, unfair trade practices, government procurement, intellectual property, and international trade negotiations. Managed multiple projects on anti-dumping and countervailing duties on behalf of local and international firms, involving statistical analysis of exports and imports for submissions to the National Foreign Trade Commission of Argentina.
P-36	1992-1996	Argentina	Industrial Center of Pharmaceutical Laboratories (CILFA) Adriana Martínez Díaz adrianamartinezdiaz@hotmail.com	International Negotiations Manager	Head Representative before governments and international and regional business organizations for International Trade Negotiations (GATT-OMC, MERCOSUR, FTAA, MERCOSUR-Andean Community, MERCOSUR-European Union)
P-37	1984-1992	Argentina	Metallurgical Industry Association (ADIMRA) Alejandra Cerquetella alejandramcerquetella@hotmail.com	Technical Manager	Head Representative before governments and international and regional business organizations for International Trade Negotiations (GATT-OMC, MERCOSUR, FTAA, MERCOSUR-Andean Community, MERCOSUR-European Union). In charge of Government Procurement, Capital Goods, Innovation and Technology Transfer Committees. Head representative for the negotiation of the Argentina-Brazil Capital Goods Protocol (1989).
P-38	1983-1984	Argentina	Coordinator for Food and Beverage Industries (COPAL) Osvaldo D'Imperio - osvaldo.dimperio@fibertel.com.ar	Economic Manager	Responsible for Economic, Technology, International Negotiations, International Trade, and Small and Medium Enterprises areas and committees.
P-39	1999-2009	MERCOSUR, USA, EU	Argentine Chamber of Commerce Osvaldo A. Scasserra	Head Representative	Vice President of the International Negotiations Commission and Head Representative before: Foro Consultivo Económico

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			osv@mrecic.gov.ar		y Social del MERCOSUR; MERCOSUR-Europe Business Forum (MEBF); Business Network for Hemispheric Integration (BNHI) Coordinator Committee. Head Representative of the Private Sector in the FTAA negotiations 1999-2002.
P-40	1984-1999	Argentina, FTAA Countries	Argentine Industrial Union Osvaldo D'Imperio - osvaldo.dimperio@fibertel.com.ar	Head Representative	President of the International Negotiations Commission and Secretary of the MERCOSUR Department (Industrial Argentine Union). Representative before: FTAA Negotiation Groups;; Foro Consultivo Económico y Social del MERCOSUR; MERCOSUR Industrial Council; MERCOSUR Working Groups; Advisory Business Council (LAIA) President; Latin America Industry Association , Vice-president. Head Representative of the Private Sector in the FTAA negotiations 1995-1999.
P-41	1997; 1998-99; 2001	Brazil, Costa Rica, Canada Argentina	III, IV, V, VII and VIII Americas Business Forum Osvaldo D'Imperio - osvaldo.dimperio@fibertel.com.ar	Rapporteur and Technical Committee	Rapporteur: Private Sector Role, Government Procurement, Competition Policy, Investment, Dispute Settlement. Member of the Technical Committee for the ABF Recommendations to Trade Ministers.

15. **References²**

Nr.	Name	Position	Contact details
R-1	Donika Capi	Senior Project Manager	capi@ibf.be
R-2	Eduardo Egas	CORPEI Vice President	edegas@corpei.org.ec
R-3	Javier Sandrone	UCES Rafaela MBA Program Academic Coordinator	javier.sandrone@sandrone.com.ar
R-4	Ernesto Fernandez Batmalle Achim Vogt	INTEGRAL Treasurer Ecorys Project Manager	efb@f-integral.com achim.vogt@ecorys.com
R-5	Ernesto Fernandez Batmalle Augusto Sanabria	INTEGRAL Treasurer PROSPERA CEO	efb@f-integral.com asanabria@prosperausa.com
R-6	Alex Easdale	Former SUAGM MBA Director	alexandereasdale@gmail.com
R-7	Harald Landauer	GFA Project Manager	harald.landauer@gfa-group.de
R-8	Isabel Chamarro	Equinoccio Project Manager	isabelchamarro@equinoccio.biz
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16. **Other activities (publications, training, etc.):**

- Has two published books, on the integration process of the South Common Market: "MERCOSUR" – 1991; and "MERCOSUR: un camino sin retorno" – 1995, by Editorial "La Ley"; and is author of the Trade Negotiations Manual, edited as support for the training courses given by the Center of Studies on Economic Integration and International Trade together with the Florida International University. Author of several research papers regarding regional economic integration and trade policy formulation. Has written over 200 articles on international trade and trade negotiations and has been Director and Publisher of Intelligence Trade Report and AbIntra (About International Trade), monthly reports on international trade and trade policies.
- Has been columnist for the Economic-Fiscal Journal, Editorial La Ley (1991-2010).
- More than 36 years of teaching experience in graduate and postgraduate studies: University of Social Sciences of Grenoble (France); Catholic University, Buenos Aires University, Salvador University (Argentina); Catholic Santiago de Guayaquil University and Azuay University (Ecuador), among others.
- Scholarship from France (1975-1978) and the Netherlands Foreign Relations Ministry (1988).
- Ph.D. Thesis with outstanding distinction, University of Social Sciences of Grenoble, France (1978).
- Expert, Representative for the Argentine Republic, within the Protocol of Brasilia for Dispute Settlement (Article 30, Numeral 2) of the South Common Market. Assigned by the Foreign Relations Ministry, January 24th, 1994.
- Senior Research Associate, Latin American and Caribbean Center (LACC), Florida International University (2002-2007).
- **Distinguished by the Expoecuador Project (Technical Assistance Contract EuropeAid/119782/C/SV/EC) for "the high level of his contributions as expert in the design and lead of Component 4 activities (Technical Assistance on Trade and Investment)".**