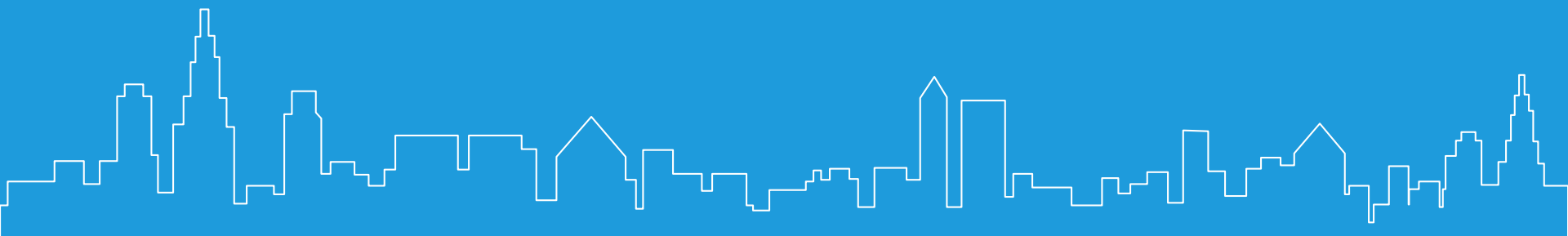




PYTHAGORAS TPM Sibiu- Romania  
April 27th-28th, 2022  
EVM Corporate Presentation

# 01. ABOUT EVM

---



## Who we are



EVM defines itself as an entity with a **"spirit of change"**, which designs and executes its projects from the commitment to **provide value and generate impact on the welfare of people**, making this premise the basis of their relationships.

Since its inception in **2008**, EVM did not want to be a common company. The majority of the work team that began this journey was formed by people with experience in public administration who decided to bet for a **change of the public from the private**.

The figure of the "company" not only allowed a greater degree of **flexibility** in a context of economic crisis but, more importantly, facilitated the **capitalization of knowledge** of the team and allocate part of the business benefit to generate **real social innovation**.



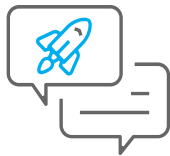
## Our Philosophy



EVM's philosophy is based on a series of **principles and values** that guide our way of being and doing. We are passionate about delivering **results, not reports**. Our commitment to the customer goes beyond the CV of each EVM member, to ethical and human quality standards in everything we do.

Honesty and openness to talk clearly about the issues that concern us with our clients and between us. We seek **practicality**, but without losing **imagination and creativity in the design of our solutions**, challenging and pushing our clients to question everything pre-established to obtain results that generate real **impact** on their organizations and their own clients.





### Consultancy

We combine our skills and experience to design strategies that anticipate the future of society and business.



### Data

We accompany our clients in their transformation and conversion processes into data-driven entities.



### Digital

We merge technologies to design digital experiences that allow our clients to increase the value they offer to their users.

**What is important at EVM are the people, always the people. Areas of expertise are created around our professionals in a diverse and non-hierarchical way. They are totally free to challenge and incorporate new opportunities to develop unique solutions for our clients.**



## 01.02.01. Consultancy

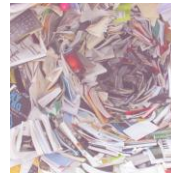


## Consultancy

We combine our skills and experience to design strategies that anticipate the future of society and business.


**Strategic Consulting**

We tackle the most complex challenges of organizations and territories by applying cutting-edge strategic foresight techniques and tools.


**Educational Consulting**

We accompany institutions in processes of educational renewal and methodological updating. We design and develop educational programs to respond to existing needs, without losing sight of the future.


**Communication Consulting**

We design and implement our own strategies and methodologies to improve the communication of all types of public and private organizations.


**European Programmes**

We cover all the stages that a project may go through, seeking funding for its execution through the European framework programme in force at any given time.

01.02.02. Data



Data

We accompany our clients in their transformation and conversion processes into data-driven entities.



**Data Consulting**

We are helping institutions to design and develop their strategies to become data-driven organizations.



**Data Technology**

Teach how to get the most out of your data through the use of tools for storage, integration, processing and visualization.



## 01.02.03. Digital



## Digital

We merge technologies to design digital experiences that allow our clients to increase the value they offer to their users.


**Digital Academy**

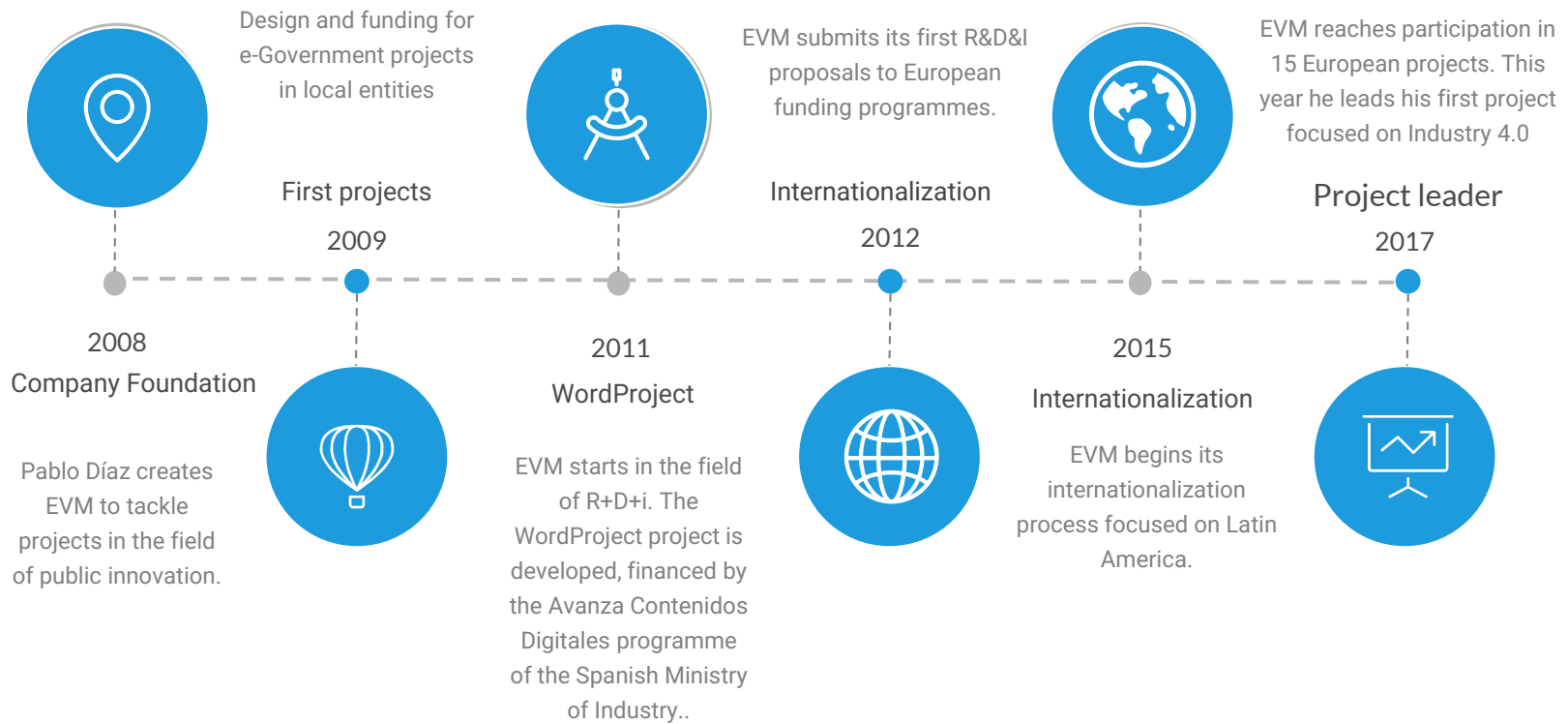
Being effective in digital environments requires mastery of a new skill set. Through our training programs you will be able to develop knowledge, mentalities and fundamental skills to continue offering impact and measurable value in this environment.

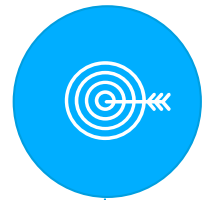

**Digital Factory**

We develop solutions where the user experience becomes the fundamental element.









2018

**European management**

EVM wins its second Bid for the Coordination and Management of European Funds

First LATAM project "Educabot" Argentina. EVM consolidates its achievements in big data and education

**LATAM Project**

2020



2021

**Project Leader**

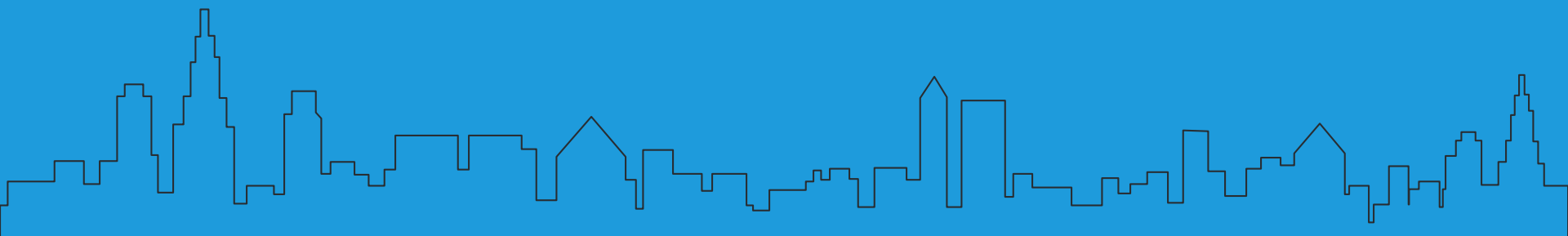
EVM wins AGME project for an educational transition, to a new online teaching model. EVM becomes the first SME to be project leader within this topic



# 02 EUROPEAN FUNDING

---

- 02.01. 2014-2020 European and Local Programmes
- 02.02. Networking
- 02.02. Timeline in EUROPE



## 02.01 2014-2020 EUROPEAN PROGRAMMES

### European Union Funding Programmes

Access to funding through European Union funds and programs is a very valuable source of opportunities for any organization as it facilitates the development of innovative projects and actions of great impact and impact on the organization itself and on society in general.

The wide variety of programs, projects and funds hinders access to them, reducing opportunities. There is also a great competition among entities for the collection of these funds, which is why it is essential to implement an access, management and optimization strategy that makes it possible to take advantage of the full potential.



**Horizon Europe:** This is the program that funds research, development and innovation projects in various thematic areas in the European context, with almost 80,000M euros for the 2014-2020 period. Researchers, companies, technology centers and public entities have a place in this program.



**Erasmus +:** It is part of the Europe 2020 strategy, the Education and Training 2020 strategy and the Rethinking Education strategy and encompasses all education, training, youth and sport initiatives. In education it covers all levels: school, vocational training, higher education and adult education.



**LIFE:** It is the only financial instrument of the European Union dedicated, exclusively, to the environment. Its overall objective for the period 2004-2020 is to contribute to sustainable development and the achievement of the objectives and targets of the Europe 2020 Strategy and of the relevant strategies and plans of the Union in the field of environment and climate.



**COSME:** it is the EU program for the Competitiveness of Companies and SMEs that helps entrepreneurs and small and medium enterprises to start operating, access financing and internationalize, as well as supporting the authorities to improve the business environment and facilitate economic growth.



**Creative Europe:** EU Program for the period 2014-2020 aimed at promoting the cultural and creative sectors, with a global budget of 1,460 million euros. The challenges it faces include market fragmentation resulting from cultural and linguistic diversity, globalization and the digital transition, as well as its great difficulties when it comes to accessing commercial loans from adults



**EaSI:** The EU Program for Employment and Social Innovation (EaSI) is a financial instrument at EU level, whose purpose is to promote a high level of quality and sustainable employment, which provides a correct social protection, combat the social exclusion and poverty and improve working conditions.

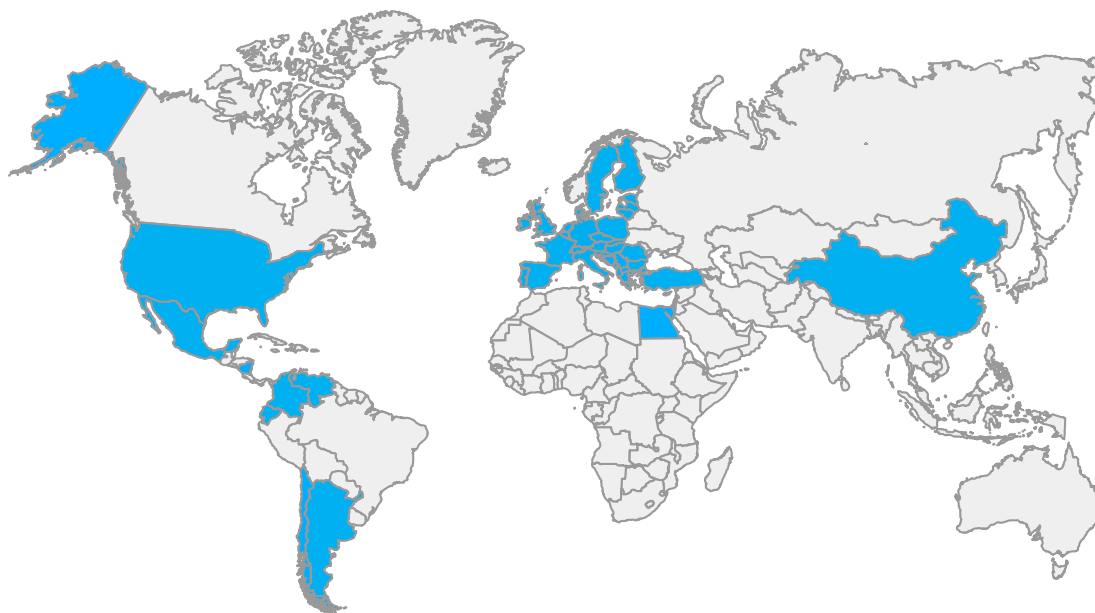


## 02.02 NETWORKING

### The importance of having a network of trusted and experienced partners.

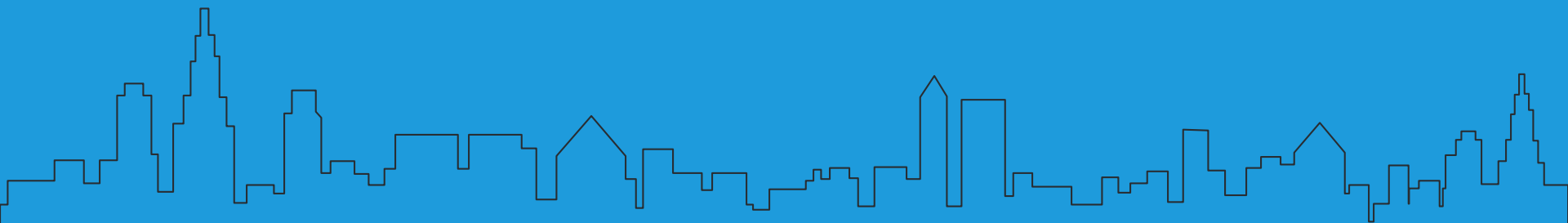
In most cases, projects linked to European funding must be implemented by actors from at least a few countries in Europe or the rest of the world. EVM has a network of **more than 400 partners**, including more than 87 Universities and Research Centres, 30 public entities, 33 third sector entities and 70 private companies from **more than 32 countries**. Below is the map with the distribution of the partners who have participated with EVM in European Projects.

COUNTRY	PARTNERS
ALBANIA	02
GERMANY	15
ARGENTINA	04
AUSTRIA	07
BELGIUM	03
BULGARY	06
CAPE VERDE	01
CZECH REPUBLIC	06
CHILE	03
CHINA	02
CYPRUS	06
COLOMBIA	04
CROATIA	03
DENMARK	01
ECUADOR	03
EGYPT	08
ESLOVAKIA	01
SLOVENIA	05
SPAIN	52
ESTONIA	04
FINLAND	03
FRANCE	12
GREECE	21
IRELAND	03
ISRAEL	06
ITALIA	37
KOSOVO	02
LATVIA	04
LITHUANIA	02
LUXEMBURG	01
NORTH MACEDONIA	01
MALTA	03
NICARAGUA	01
MEXICO	06
MONTENEGRO	01
NETHERLANDS	01
POLAND	11
PORTUGAL	27
UNITED KINGDOM	16
ROMANIA	09
SERBIA	02
SWEDEN	05
SUIZERLAND	02
TURKEY	04
VENEZUELA	01



# 03. CASE STUDIES

---



# ITEM - INNOVATIVE TEACHING EDUCATION IN MATHEMATICS

Date	Client	Service
2018-2021	Hellenic Mediterranean University (HMU)	Consultoría de Proyectos Europeos

## BACKGROUND:

EVM is commissioned by the Hellenic University of the Mediterranean, as coordinator of the international collaborative project iTEM, to carry out the entire external evaluation of the project. Before this, EVM has been working and collaborating with most of ITEM partners in different Erasmus+ projects.

Thus, EVM is responsible for managing and coordinating the Quality Assurance and Evaluation actions of the iTEM project, whose duration is three years. It also provides expert advice on Quality to all partners involved in iTEM.

## DESCRIPTION

iTEM is a Higher Education Capacity Building project funded by the Erasmus Plus program, whose main objective is to improve the teaching, learning and understanding of first year mathematics among engineers in Europe, Israel, Kosovo and Uzbekistan.

The main tools to be employed are: a) assisted computation tools; b) innovative teaching methods; and c) real-life problems that can be addressed using fundamental mathematics taught in Calculus I and Linear Algebra I.

The iTEM consortium consists of 16 academic institutions as partners, in which its efforts are supported by the participation of 15 associate partners. The consortium has received €1,000,000 to carry out its objectives by December 2021.



# CRETE - Critical Skills for Electronic Engineers of 2020



Co-funded by the  
Erasmus+ Programme  
of the European Union



## Background

Globalization and technological innovation (4th Industrial Revolution) bring long term changes in the world economy that are alternating the structure and the future of the labour market. The decision makers should realize that in the near future the job vacancies will not be reduced due to technological advances but the nature of these vacancies will change. These new vacancies will shift rapidly in favour of employees that are skilled and educated people in the fields of nanotechnology, robotics, machine learning, artificial intelligence, Internet of Things, programming, automations, data science. Moreover the market needs request employees that have the ability to solve problems, to take the initiative, to be innovative, to have management & entrepreneurial skills in order to survive & be employable under open market globalization conditions.

Funded by the Erasmus + Programme, Ref Number 2018-1-EL01-KA203-047794

## Description

CRETE projects proposes a flexible curriculum of modules & training activities that addresses all the aforementioned priorities. CRETE project that will offer innovative, high quality training in all the new and interlinked emerging technologies the 4th Industrial Revolution brings and will demand an electronic engineers to know.

The proposed modules in nanoelectronics, nanophotonics, artificial intelligence, robotics, data science, neural networks, machine learning, management, innovation & entrepreneurship will complete the existing conventional course curricula of the consortium Universities. The project is not envisioned to cancel the existing curricula but to make them more competitive and tuned to the forthcoming changes.

## Results

1. A complete Moodle platform with all the educational material uploaded
2. A teaching guide how to teach the Problem Based Learning and Project Based Learning techniques during a science oriented lecture - module
3. A teaching guide how to apply blended learning schemes along the teaching of a module or within a course curriculum
4. A teaching guide how to teach the soft skills to our students during a module lecture or during specific devoted seminar courses
5. A report how the produced material will be exploited, as compulsory or optional modules, along the undergraduate or postgraduate courses of the partner Universities.

## Date

2017-2020

## Client / Partner

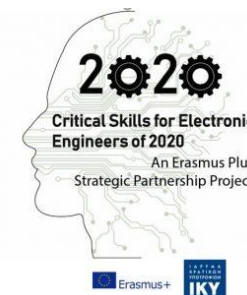
Hellenic Mediterranean University



## Capacities / Service

CONSULTANCY

European Programmes





## CC&IOT - DEVELOPMENT OF INNOVATIVE LEARNING AND PRACTICING MODULES, IMPLEMENTED IN CLOUD COMPUTING AND IOT IN DIGITAL INDUSTRY



Co-funded by the  
Erasmus+ Programme  
of the European Union



### Background

Today's workforce is destined to have the qualifications required by the fourth industrial revolution, making the necessary changes in education with various training programs. The establishment of a skilled workforce and technological infrastructure is of great importance in all EU countries. In accordance with recent protocols, the Ministry of Education and the Ministry of Science have recognized the need to train the workforce needed by industry, including the development of cooperation between education and business, the preparation of training programs and teaching materials.

### Description

The Society Action Plan 2018 states that infrastructure elements such as software, data mining, Internet and cloud computing in the context of the fourth industrial revolution need to be updated in vocational education training. A similar situation has been mentioned in the Digital Agenda for the EU and the European 2020 Strategy, which states that in order to compete internationally, member states must modernize education and pool national efforts in the field of ICT. For these reasons, this Strategic Partnership proposes the integration of work-based learning processes, involving knowledge of practical opportunities and real-world experience, as well as the development of partnerships to create and apply new learning content. These educational materials include practical vocational training modules in cloud computing and Internet of Things (IOT) learning to improve the quality and capacity of ICT departments in vocational training by developing relevant and high quality skills and competencies.

### Results

Ongoing

### Date

2019-2021

### Client / Partner

Zonguldak Ticaret ve  
Sanayi Odasi



### Capacities / Service

CONSULTANCY

European Programmes



# I4EU - KEY COMPETENCES FOR AN EUROPEAN MODEL OF INDUSTRY 4.0



Co-funded by the  
Erasmus+ Programme  
of the European Union



## Background

The "Industry 4.0" paradigm has created new opportunities and new challenges for companies. To increase their competitiveness and efficiency, companies have to face the digital transformation of production chains and logistics (smart manufacturing). Products are also changing, becoming increasingly interactive (smart objects). The fourth industrial revolution has also triggered a huge educational challenge. Just 10 years ago, none of the 4.0 technologies were included in training programs. It is estimated that Industry 4.0 can deliver manufacturing efficiency gains of between 6% and 8% in high quality.

## Description

The I4EU project arises to support the digital transformation of the EU industrial sector and to support the recognition of competences in this sector. In line with national and European policies, the main objective is the qualification of new professionals able to support the digital transformation of European companies in the industrial sector, according to the Industry 4.0 paradigm.

Raising awareness among European companies of the economic growth and innovation potential of Industry 4.0 research practices is crucial for the resulting partnership. The consortium will link initial research and Industry 4.0 policies in the partner countries with the training needs of existing users, thus laying the groundwork for an exchange of innovative practices through training courses. Professionals will improve their digital skills, while companies will adopt innovative organizational structures, actively encouraging internal human resources training.

## Results

Ongoing

## Date

2019-2022

## Client / Partner

UNIVERSITÉ DE BORDEAUX



## Capacities / Service

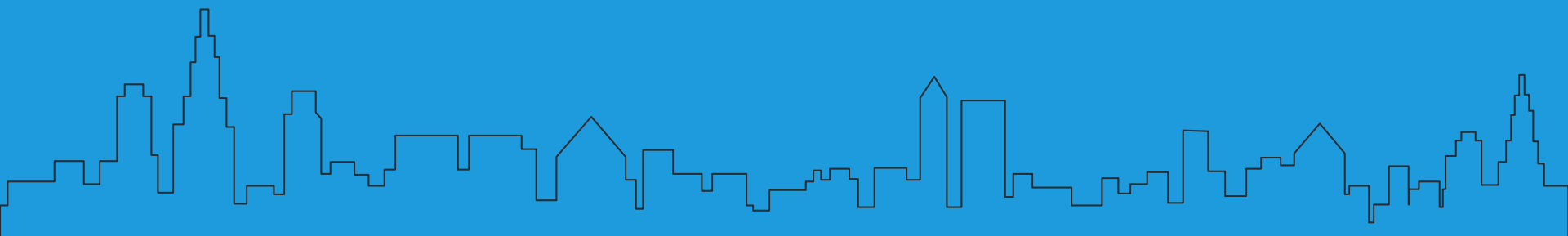
Consultancy

European programmes



# 03. OUR TEAM

---





**PABLO DÍAZ**  
Founder & CEO  
Strategic Consultancy



**RICARDO TAVÍO**  
Managing Partner  
European Programmes



**CHEMA ESTÉVEZ**  
Associate Consultant  
Strategic Consultancy



**LAUREN VAN DER MEER**  
Consultant  
Educational Consultancy



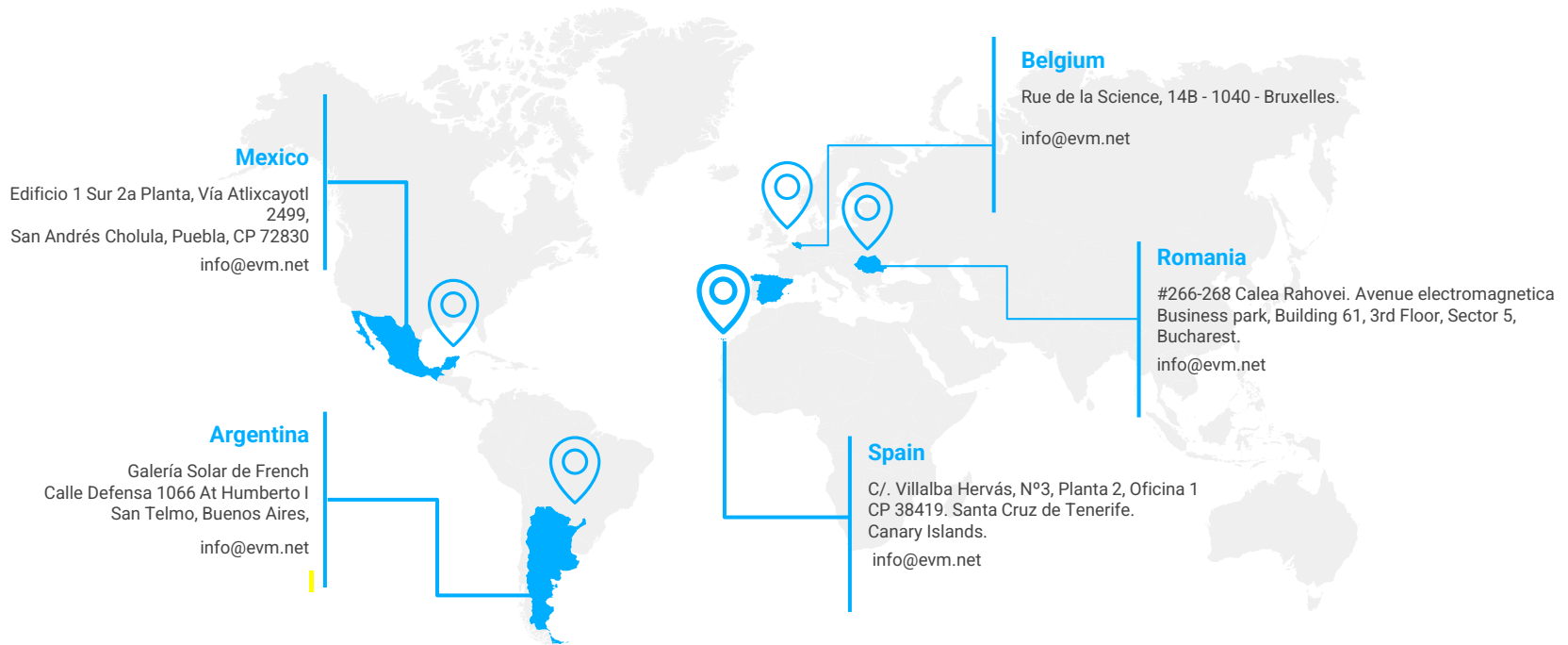
**YOLANDA FERNÁNDEZ**  
Consultant  
European Programmes



**Clementina Pinzon**  
Consultant  
Strategic Consultancy



**Mario Martin**  
Consultant  
Educational and European  
Programmes



THANK YOU

