

## CURRICULUM VITAE

1. **Family name:** Van den Beukel
2. **First names:** Hendrik Willem (Henk)
3. **Date of birth:** 15 - 01 - 1942
4. **Nationality:** Dutch
5. **Civil Status:** Married
6. **Education:**

Institution from - to	Degrees and Diplomas obtained
Vrije Universiteit, Amsterdam 1959 – 1967	Master degree in business economics, majors in civil & trade law and internal organization

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

Language	Reading	Speaking	Writing
Dutch	Mother tongue		
English	1	1	1
German	1	2	3
French	2	3	4

8. **Membership of professional bodies:**

- None

9. **Other skills:** Computer literacy

10. **Present position:** sr consultant, owner G. Lugtigheid & Co bv / associate partner Nehem Int'l bv

11. **Years within the firm:** 11 resp. 33

12. **Key qualifications:**

**Expertise in:**

- private sector devt & institutional devt in public-private approaches incl. government (national & regional), business interest organisations, sector associations, development agencies
- privatisation assistance & restructuring
- SME development
- strategy development
- Trade & Investment Promotion, cross border business co-operation
- HRM development
- strategic alliances, partner search
- benchmarking
- venture capital

**Extensive experience as project director:**

- institutional development
- sectoral restructuring, cluster and chain approaches for industrial development
- regional development

## 13. Specific experience in the region:

Country	Date from – Date to
Indonesia	1986 – 1991 Design and implementation of the Business Development/ Investment Promotion programme: co-operation among Dutch-Indonesian companies in the agro/ food/ horticulture and related sectors
Egypt	Mar. 1996 – 2004 - Review of the Private Sector Development Programme PSDP - Assistance to IMC in launching the Institutional Support programme for Bus. Repr. Organisations - Institutional study set-up Industrial Modernisation Centre in the Industrial Modernisation Programme - T.A. to elaborate Strategic Action Plan ABA2002 Alexandria Bus. Ass'n (internal organisation, international business devt., HRM devt, ABA-Net )
Slovenia	Jan. 1995 – 2004 - Industrial Clusters and Cluster Policy (incl Project Cycle Management) - T.A. to new Trade & Investment Promotion Agency plus Matching Programme - Promotion of Investment & Trade in conjunction with privatisation
Lebanon	Jul. – Oct. 2002 - T.A. to institutional development of employers association ALI (m.t. strategy & action plan development)
Poland	October 1990 – 2002 - Technical Assistance to the Industrial Development Agency - Organisation of seminars on Privatisation by Liquidation, and on Sectoral and Group Approaches - Benchmarking, Sectoral Development Strategies, and Company Export Development Plans (plastic products / medical instruments)
Czech Rep, Ostrava Region	Dec. 1993 – 1999 - Establishment and management of the Regionální Podnikatelský Fond (RPF), Ostrava providing venture capital in the region of N. Moravia and Upper Silesia - PMU for bilateral PSO Regional Devt Progr. (1996/99)
Russian Federation	Oct 1997 – 1999 T.A. to new Nizhny Novgorod Regional Development Agency
Morocco	2006 Diagnostic study on Monitoring & Evaluation system for statistics on impact of Moroccan ICT sector on economic development (WB)
Ukraine	1999 – 2004 Establishing biogas fired Combined Heat Power installation in yeast company in L'viv, Ukraine in conjunction with anaerobe water treatment (PSO)
Romania	2003 – 2005 Establishing anaerobe waste water treatment installation and renovation of aerobe waste water treatment installation at yeast company in Seini, Maramures (PSO)

Moldova	2000 – 2001 Improved energy economy (establishing CHP + own steam production) in a yeast company Chisinaiu, Moldova (PSO)
Croatia	Mar – Apr. 1999 Train the trainer programme SME advisers

#### 14. Professional experience

Date from – Date to	Location	Company	Position	Description
2006	Morocco	Lugtigheid	Team member institutional devt aspects	Diagnostic study on Monitoring & Evaluation system for statistics on impact of Moroccan ICT sector on economic development (WB)
2003 - 2004	Egypt	Lugtigheid	Project leader	TA to IMC in launching the Institutional Support Programme to Business Representative Organisations BRO's within the Industrial Modernisation Programme in Egypt (MEDA)
2003 - 2005	Romania	Nehem Int'l	Project leader	Establishing anaerobe waste water treatment installation and renovation of aerobe waste water treatment installation at yeast company in Seini, Maramures (PSO)
2004 – 2005	Slovenia	Nehem Int'l	Project leader	E-CoRE project aimed at reduction of administrative burden for enterprises of data collection by public administration (B2G and G2G data flows) (PSO)
2002	Lebanon	Lugtigheid	Project leader	Policy and performance assessment and advice on M.t. Strategy and Action Plan for Association of Lebanese Manufacturers (MEDA)
2001 - 2002	Slovenia	Nehem Int'l	Project leader	Industrial Clusters and Cluster Policy to assist the Slovenian Min of Economy with introduction of cluster policy in conjunction with establishing 2 pilot clusters (Automotive and Transport & Logistics) (PSO). The project included a workshop on Project Cycle Management.
2001	Egypt	Nehem Int'l	Project leader	Review Egyptian Private Sector Development Programme at conclusion of the programme (PSDP)
2000	Egypt	Nehem Int'l	Project leader	Business planning assignment Egyptian home textile company and also the implementation assignment for partner search and promotional strategy (PSDP)
2000	Poland	Nehem Int'l	Project leader	Socio-economic study Malopolska region in framework of restructuring Polish Coal & Steel sector (Polish SME Foundation)
2001 - 2002	Egypt	Nehem Int'l	Project leader	Institutional study on organization and procedures of Industrial Modernisation Centre for the Egyptian Industrial Modernisation Programme IMP (MEDA)
2000 - 2001	Egypt	Nehem Int'l	Project leader	Establishing EU-Egyptian Strategic Alliances 5 companies electronics sector (PSDP)

1999	Croatia	Nehem Int'l	Project leader	Train the Trainers Programme for regional SME advisors
2000 - 2001	Moldova	Nehem Int'l	Project leader	Improved energy economy (establishing CHP + own steam production) in a yeast company Chisinau, Moldova (PSO)
1999 - 2004	Ukraine	Nehem Int'l	Project leader	Establishing biogas fired Combined Heat Power installation in yeast company in L'viv, Ukraine in conjunction with anaerobe water treatment (PSO)
1997 - 1998	Poland	Nehem Int'l	Project leader	Sectoral Benchmarking, Export Devt Strategies, and Company Export Devt Plans (Polish SME's plastic products + medical instruments sectors), EXPROM II programme for Polish SME Foundation
1998	Egypt	Nehem Int'l	Project leader	Technical Assistance institutional development to Alexandria Business Association, Egypt (internal organisation, international business devt, HRM devt, ABA-Net) (PSDP)
1996 - 1997	Egypt	Nehem Int'l	Project leader	Labour Adjustment study Misr Milk & Food Company, Egypt (EU-SFD)
1996 - 1998	Egypt	Nehem Int'l	sub-contractor in consortium with TCC	Labour Adjustment studies in the Textile Sector in Egypt (SOE's): business plans, HRD plans and redeployment plans (EU-SFD)
1993 - 1996	Czech Rep	Nehem Int'l	Project leader	Regionální Podnikatelský Fond, Ostrava, CzR in consortium with ING-FACS, and also the Netherlands SME Institute (IMK) and 5 Dutch Regional Devt Cies. Establishment of the regional venture capital company and provision of interim management. In due course of its operationalisation 14 investment deals were closed and new shareholders were attracted for the future privatised structure (PHARE).
1995	Czech Rep	Nehem Int'l	Project leader	CzR-NL Business Promotion Event, Ostrava region in consortium with Chambers of Commerce, consultant and Netherlands Council for Trade Promotion; individual visiting programmes 25 Dutch companies (RPF)
1996	Slovenia	Nehem Int'l	Project leader	Promotion of Investment & Trade in conjunction with Privatisation. This includes T.A. to establish Business Consultancy Unit within Trade & investment Promotion Agency and a consultancy programme for companies with the Privatisation Agency (PSO)
1994 - 1995	Slovenia	Nehem Int'l	sub-contractor in consortium with Netherlands Council for Trade Promotion NCH	Technical Assistance to Trade & Investment Agency, Slovenia (PSO)
1995 - 1996	Slovakia	Nehem Int'l	sub-contractor in consortium with NCH	for Matching Programme SME's - NL and Slovak companies (PSO)
1997 - 1998	Russian Federation	Nehem Int'l	Team member	Technical Assistance to new Regional Devt Agency Nizhny Novgorod (PSO)

1996 - 1997	Czech Rep	Nehem Int'l	Project leader	Preparation of ToR's for bilateral Assistance Programme to Ostrava Region (PSO)
1991	The Netherlands	NEHEM	Project leader	Study analysis current Western assistance as compared to Marshall Plan approach.
1992 - 1993	Poland	NEHEM	Project leader	Technical Assistance to Polish Industrial Development Agency financed by Netherlands PSO Programme and EC-PHARE.
1986-1991	Indonesia	NEHEM	Project Manager	Responsible for design and implementation of the Business Development / Investment Promotion programme in Indonesia on behalf of the Netherlands Ministry of Development Co-operation. This concerned a range of industrial development projects. Indonesian-Dutch business co-operation in agro and agro-related sectors (vegetable growing, vegetable seed industry, frozen french fries/vegetables, agro-logistics/fruit, fruit processing, ornamental flowers/plants, rehabilitation private plantations, horticulture supplies division, fishery, shrimps aquaculture, machinery for food processing/packaging, post harvest mechanisation, essential oils/oleoresin, wooden products), (Dutch Min of Development Cooperation)
1991			Team member	- Project formulation mission agricultural machinery (Dutch Min of Development Cooperation)
1975-1987	The Netherlands	NEHEM (National Restructuring Agency)	Head of the group Trade, Crafts and Services sectors and SMEs, member of the management team	Overall responsibility for project identification, project formulation and project execution for longer term sectoral restructuring, sector studies, strategic reorientation and industrial development projects a.o.: <ul style="list-style-type: none"> <li>- shoe industry (incl. re-establishing sectoral VET and HRM program)</li> <li>- tanning industry</li> <li>- furniture industry</li> <li>- confectionary sector</li> <li>- export co-operation international trading companies and SME's</li> <li>- electrical installation sector</li> <li>- stevedoring companies</li> <li>- software houses</li> </ul>
1969 – 1973	The Netherlands	Bakkenist Spits & Co. Management Consultants	consultant	Several assignments on company strategy, marketing, internal organisation and administrative automation in Ministry of Defence, publishing company, transport and stevedoring company, health insurance organisation, bank, employers organisation.

15. **Other relevant information:** (e.g. Publications)

- traineeship US Shoe corp., Cincinnati, USA, 1963
- courses in programming, consulting, communication, Quality Mgt and financial mgt