



Design of the Processes for Servicing a Bad Bank

Country: Germany

INTERPROJECTS led a team of seven experts to support the creation of a “Bad Bank” following the financial sector crisis in Germany. The task was to develop all processes for servicing the newly created organisation to which the non-strategic and failing parts of the portfolio were transferred. This involved workshops with staff from all areas to prepare and design the processes, regular consultations to ensure operational readiness starting October 1st, 2010, and coaching of several key managers.

Design of a new Process Landscape

Country: Germany

The goal of this intervention was to support a leading Northern German bank to redesign its process landscape. A series of workshops was held and moderated, bringing together participants from the main business and support areas of the bank. Different approaches were tested and the results compiled into a new handbook. The previous landscape was simplified and rationalized.

Process optimization and Cost reduction in a large southern German Volksbank

Country: Germany

INTERPROJECTS led a project to redesign processes in four key areas (Corporate Credit, Construction finance, Private Customers and Retail banking), and support cost reductions of 15% of the working budget. We also developed concepts for change management and held several workshops to support senior management during the restructuring process. The process optimization work generated potential savings of some 18%, higher than expected.

Risk Performance Management at a private water provider

Country: Germany

The client has a major investment in a clarification plant in Zagreb, Croatia. INTERPROJECTS was requested to support them in identifying the major risks after construction of the plant, and incorporating appropriate risk and performance management measures into the company strategy heading into the future.

Risk Performance Management at a private bank

Country: Ukraine

The bank is restructuring its operations and is in a period of strong growth. It therefore requested INTERPROJECTS to support the reorganization with particular focus on risk management. INTERPROJECTS assessed the operations of the Risk, Controlling and Internal Audit Departments, established clear mandates and function descriptions for each of the departments and proposed process and internal policy modifications to help the bank move forward.

Operational and Credit Risk Management at a public bank

Country: Ukraine

The bank has recently set up a retail department and developed a strategy to obtain a strong market



share over the next five years. INTERPROJECTS supported the reorganization of the bank, the introduction of scoring methods for retail clients, the strengthening of the risk management function, both for credit and operational risks, and developed manuals and policies suited to the new operations.

Strengthening of Risk Management System of a private bank

Country: Ukraine

INTERPROJECTS provided support to the bank by carrying out assessment of the initial draft of an implementation plan for risk management, developed by the bank. The risk management expert analyzed the implementation plan and gave recommendations in the area of corporate governance, credit risk management and treasury risk management, etc.

Workshop on Basel II and management of operational risks for employees of NBU

Country: Ukraine

INTERPROJECTS was commissioned by the National Bank of Ukraine to create and hold a workshop on regulatory issues connected with Basel II and supervision of the banks in operational management. The workshop was held for representatives of the Department for Banking Regulation and Supervision and the Department for Methodology and Organizing of Banking Supervision. In addition to specific training on the interpretation, implementation and implications of BASEL II, experience of German banks in managing operational risks was presented.

Support to the Banking Sector – Strengthening of the National Bank of the Kyrgyz Republic

Country: Kyrgyz Republic

The project aimed at elaborating a strategic plan of the Central bank with special focus on the financial plan for the operating activity corresponding to the strategic plan. This was accomplished by establishing and supporting strategic working groups in the areas of budgeting, treasury, bank supervision, payment systems and HR. Advice was also provided in operational areas such as internal audit, risk management, financial markets.

Elaboration of a financial sector study for KfW

Country: Kyrgyz Republic

INTERPROJECTS has elaborated a feasibility study for the German Kreditanstalt für Wiederaufbau (KfW). This study comprised collecting relevant information about the Kyrgyz financial sector including SME financing, Housing, Leasing and Communal financing and making recommendations for the future activities of the KfW in the Kyrgyz Republic.

Development of IT System and EDP Architecture at the NBY

Country: Serbia

The objective of this project was to design a consistent overall concept for an IT infrastructure of the Central Bank. The work included a detailed assessment of the existing IT architecture, developing an overall concept for the future IT architecture, preparing a proposal for the organisational structure of the IT management and the design of an implementation plan.



Assessment of the Serbian Banking System

Country: Serbia

On behalf of the Central Bank in Serbia an international team of 11 senior banking experts assessed the effectiveness of the Serbian banking system, specifically, identifying the strengths and weaknesses of both private sector and state owned commercial banks. In addition the study analysed the overall framework of the system as well as the monetary policy of the Central Bank.

Support to SMEs in the Rural Sector

Country: Ukraine

The specific objectives of the project were to assist the Ukrainian authorities in consolidating agrarian reform through an adapted and consequently diversified credit system able to address rural SMEs' needs in terms of both credit volume and structure; to build-up an effective cooperative credit system for rural SME's, based on the existing network of savings and credit unions; to develop, and help the project partners to implement, the tools and institutions currently lacking but necessary for the establishment of cooperative finance mechanisms for agriculture and rural development.

Reengineering of the Credit Department of the major Hungarian Co-operative Bank

Country: Hungary

The aim of the project was the rapid revitalization of the bank credit department, reducing risks and improving productivity. An overall strategy and business plan were prepared, within which departmental strategies were developed. A complete end-to-end "generic" credit process was worked out. The bank was also restructured, with new divisions of responsibilities between credit and corporate departments.

Major Western European Bank Agricultural / Agroindustrial Credit

Country: Turkmenistan

Support to preparation and implementation of a credit line to the agro- and agro-industrial sector.

Establishment of an Agricultural Credit Bank St. Petersburg

Country: Russian Federation

The project had two phases: Project feasibility and technical appraisal and establishment of agricultural credit capabilities of the bank.

Feasibility Study and Establishment of an Agricultural Co-operative Bank of Armenia

Country: Armenia

Assessment of various concepts for the establishment of ACBA. Definition of objectives, structure and legal framework of the Bank. Assessment of basic preconditions. Establishment of a strategic plan. Recommendations on management, staffing, organisation and operations. Definition of policies and procedures. Identification of communication and IT requirements. Introduction of international accounting principles and techniques. Identification of training requirements. Introduction of a control and management information system.



Establishment of Mortgage Market Rules and Legislation

Country: Ukraine

The overall aim of this project was to support the development of the mortgage sector in Ukraine through developing Ukrainian mortgage model together with market participants, assisting in market mortgage services available all over Ukraine, development and implementation of training programmes on mortgage related topics and institutional development of Ukrainian National Mortgage Association.

Twin Management for the implementation of the Restructuring Strategic Plan of the leading Savings Bank

Country: Romania

The project supported the top and middle management of Romania's biggest bank (Romanian Savings Bank) in carrying out and implementing the Restructuring Strategic Plan (RSP) in five major departments: Treasury, Accounting, Information Technology, Cards and Organisation /Network. The Restructuring Strategic plan helped to support the Bank's Mission of "developing into a retail bank with a large branch network offering banking services to individuals, SME's and to local and central administration, on a profitable basis".

Restructuring of a Mid-sized Polish Bank

Country: Poland

The overall aim of the project was to improve the competitiveness of the Polish bank in the market, leading to an increase in its market share. The project also aimed at strengthening the Bank's internal systems to complete the transition from a start-up bank to a successful mid-sized bank. Activities ranged from process optimization to restructuring the bank.

Development of a market entry strategy for a Western European Bank in Croatia

Country: Croatia

The overall project objective was to support the bank in its expansion strategy to Eastern Europe and to develop a market entry strategy for Croatia.

Strategy for Effective Relationship Management – Establishment of Customer Handling Units for Mid-market Customers

Country: Hungary

The project involved the conceptual work for setting up a new world-wide system of customer handling units for mid-market customers for a major Western European Bank and support for the pilot project in a Hungarian bank.

Preparation and support for the rehabilitation and enlargement of industrial estates

Country: Afghanistan

In the first phase, the requirements for industrial estates were assessed, concepts were developed and guidance provided for the creation of industrial estates in the area of Kabul. The second phase provided support, facilitation and coordination for the extension and rehabilitation of the Pulicharkhy Industrial Estate in order to strengthen industrial activities in Afghanistan.



Development of a Sectoral Strategy and Investment Programme for the Poultry Production and Processing Sector

Country: Russian Federation

The main objectives of the project were to assist selected regions in improving the skills of financial, marketing, agricultural finance, and rural credit staff in their poultry enterprises, enabling them to increase efficiency; and to provide the Russian Poultry Union, the Federal Ministry of Agriculture and selected Oblast Administrations with a Sectoral Strategy and Investment Programme for the market oriented restructuring of the poultry industry.

Support to the Development of Agricultural Machinery Service at the Oblast Level

Country: Russian Federation

The main objective of the project was to create an effective agricultural machinery service system, operating within the existing Machinery and Technology Stations (MTS) structure.

Development of a Sectoral Strategy and Investment Programme for Vegetable Oil Production and Processing

Country: Russian Federation

The main objective of the project was to provide the Federal Ministry of Agriculture and Food with a Sectoral Programme for the market oriented restructuring of the vegetable oil sector.

Reorienting the Business Direction of an agri-industrial company

Country: Ukraine

The company - subsidiary of a large German agro-industry group - was suffering severe losses and needed a completely new turn around concept. The project aim was to develop this concept and a plan to make the company profitable again. An analysis of the company was carried out and its books and sites were examined. A new strategy was then planned and a selection of new sites was made. Recommendations were made to improve processes and structure. Two years later the company reached the profit zone again.