



**PAN-AMERICAN FEDERATION OF
CONSULTANCY**

“FEPAC – ACEC MEETING”

Brief Description of FEPAC

Washington DC – U.S.A.

March, 2011



PAN-AMERICAN FEDERATION OF CONSULTANCY

The Pan-American Federation of Consultancy (FEPAC), founded in 1971 as American Association of Consultancy (FELAC), became itself as Pan-American in 1993 with the incorporation of the US and Canada.

It is an International, non-profit association and it is located in Lima, Peru.



PAN-AMERICAN FEDERATION OF CONSULTANCY

Currently it gathers the following thirteen (13) associations from countries represented by their flags.





PAN-AMERICAN FEDERATION OF CONSULTANCY







FLAG	COUNTRY	NAME	ABREVIATION	Nº OF CONSULTANT COMPANIES AFFILIATED	EMPLOYEES ENGINEERS AND TECHNICIANS OF THE TOTAL OF COMPANIES
	ARGENTINA	CÁMARA ARGENTINA DE CONSULTORAS DE INGENIERÍA	CACI	37	2,000
	BOLIVIA	CÁMARA NACIONAL DE CONSULTORÍA	CANEC	12	1000 e
	BRASIL	ASSOCIAÇÃO BRASILEIRA DE CONSULTORES DE ENGENHARIA	ABCE	127	37,734
	COLOMBIA	CÁMARA COLOMBIANA DE LA INFRAESTRUCTURA	CCI	119	1,224
	CHILE	ASOCIACIÓN DE EMPRESAS CONSULTORAS DE INGENIERÍA DE CHILE	AIC	78	8,380
	ECUADOR	CÁMARA ECUATORIANA DE CONSULTORES	CEC	30	1800 e
	EL SALVADOR	ASOCIACIÓN DE CONSULTORES DE EL SALVADOR	ACODES	12	2000 (1)

e = Estimativo

(1) = Información proporcionada en año 2009



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FLAG	COUNTRY	NAME	ABREVIATION	Nº OF CONSULTANT COMPANIES AFFILIATED	EMPLOYEES ENGINEERS AND TECHNICIANS OF THE TOTAL OF COMPANIES
	ESPAÑA	ASOCIACIÓN ESPAÑOLA DE EMPRESAS DE INGENIERÍA, CONSULTORÍA Y SERVICIOS TECNOLÓGICOS	TECNIBERIA	308	45775 (1)
	HONDURAS	CÁMARA HONDUREÑA DE EMPRESAS DE CONSULTORÍA	CHEC	12	1.000 e
	MÉXICO	CÁMARA NACIONAL DE EMPRESAS DE CONSULTORÍA	CNEC	422	6330 (1)
	PARAGUAY	CÁMARA PARAGUAYA DE CONSULTORES	CPC	30	285
	PERÚ	ASOCIACIÓN PERUANA DE CONSULTORÍA	APC	18	2,300
	VENEZUELA	CÁMARA VENEZOLANA DE EMPRESAS CONSULTORAS	CAVECON	45	2500 (1)
TOTAL FEPAC			13	1,250	51,923

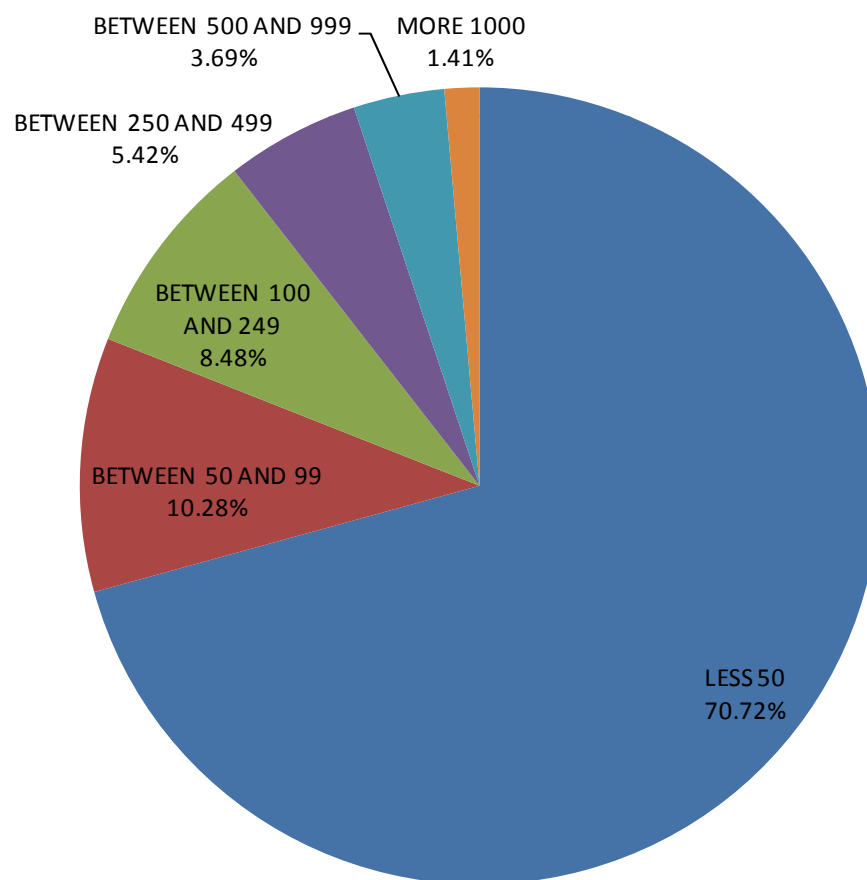
e = Estimativo

(1) = Información proporcionada en año 2009



PAN-AMERICAN FEDERATION OF CONSULTANCY

PORCENTAGE OF FIRMS ACCORDING TO THEIR SIZE

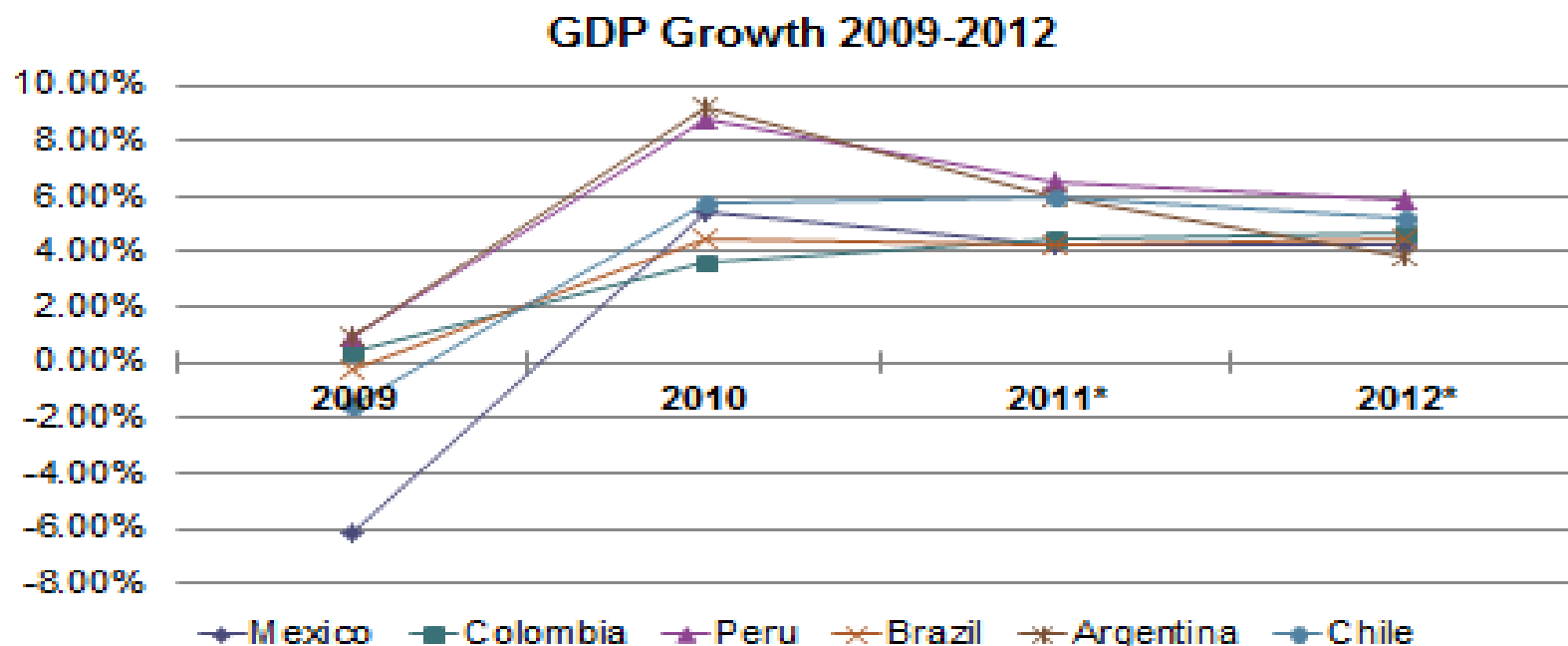




PAN-AMERICAN FEDERATION OF CONSULTANCY

Selected Countries

Comparing between Countries

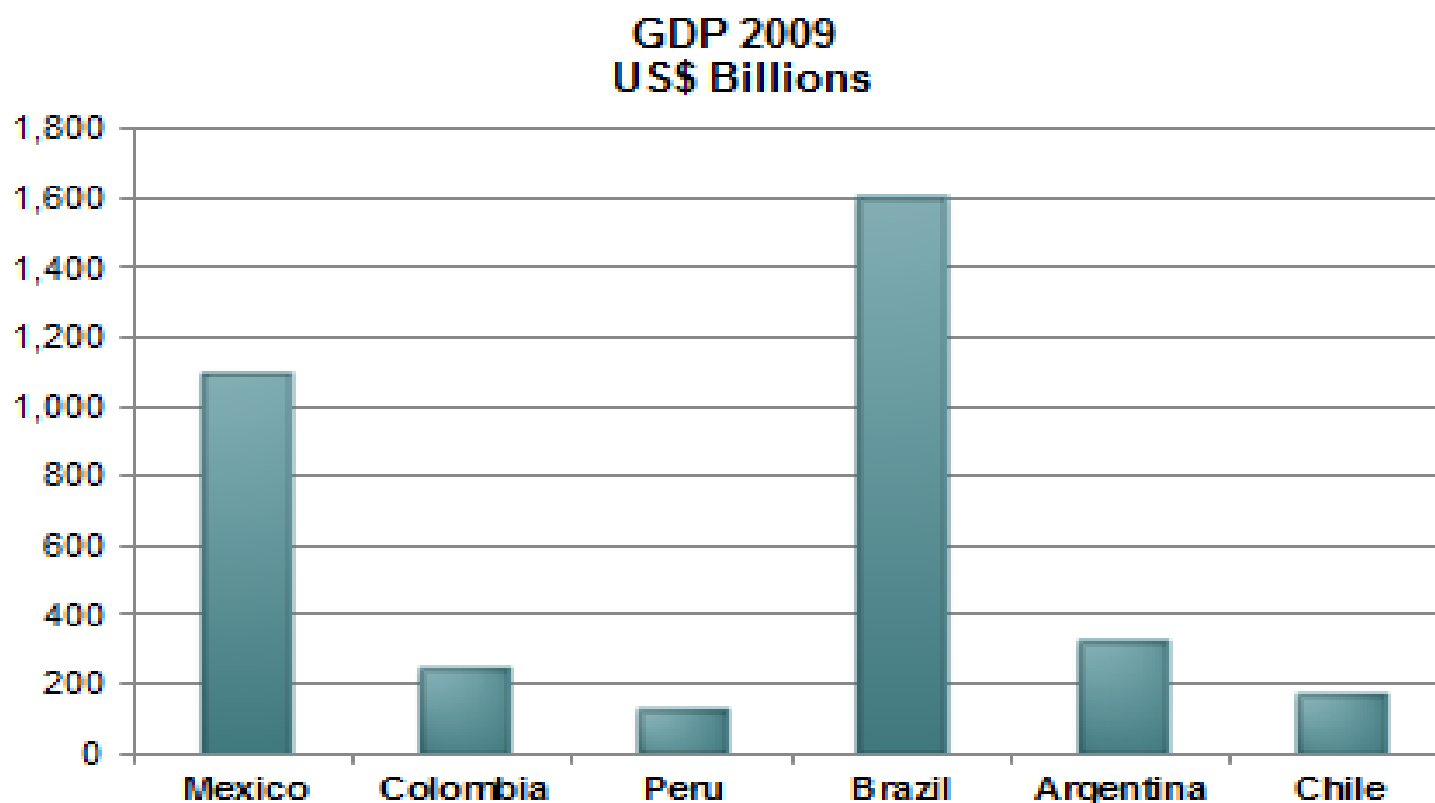


Source: FOA Consulting with data taken from the IDB. "Latin American and Caribbean Macro Watch Data Tool". The forecast for 2011 and 2012 was taken from the specialized magazine "The Economist"



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Selected Countries



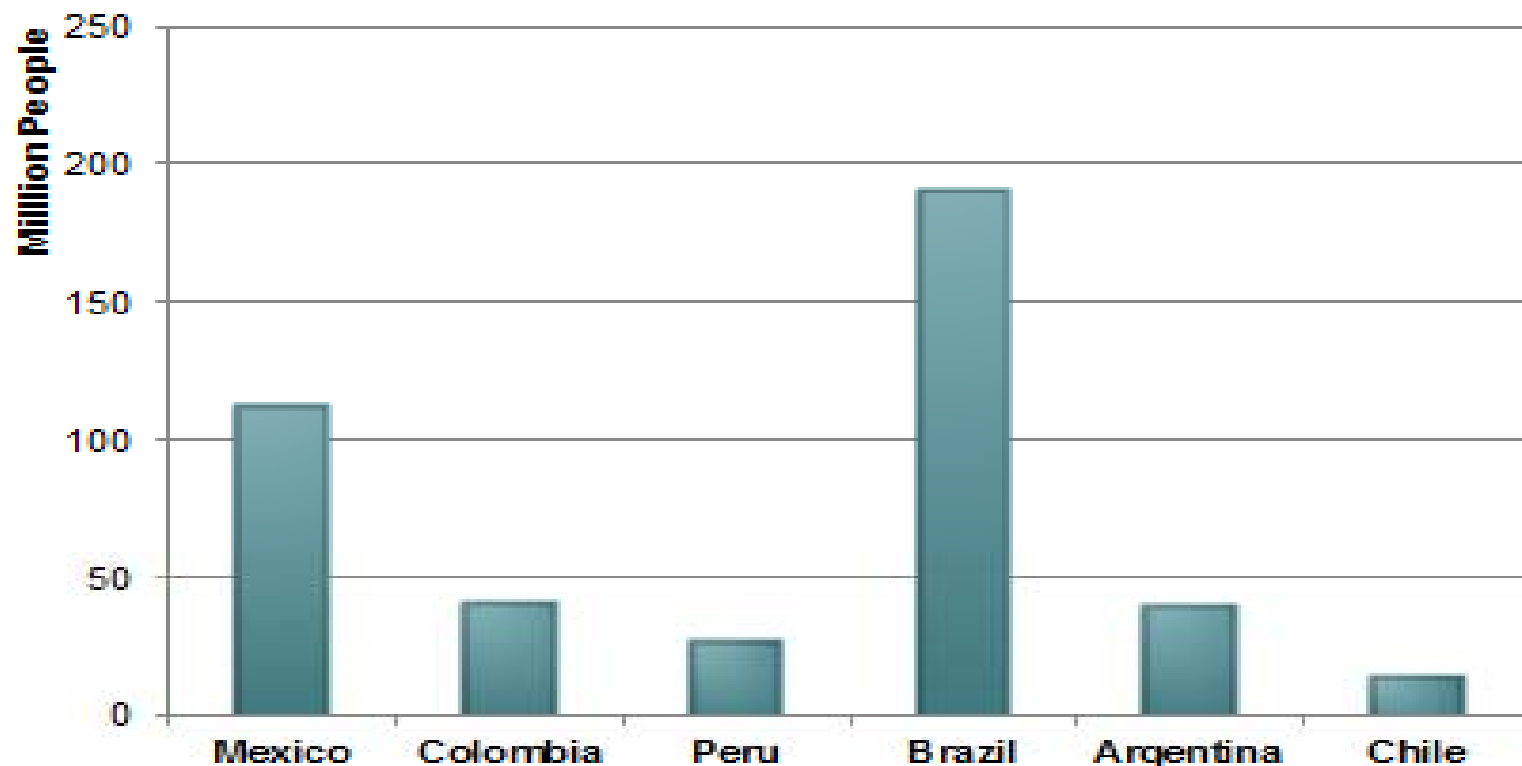
Source: FOA Consulting with data taken from the IDB. "Latin American and Caribbean Macro Watch Data Tool"



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Selected Countries

Population 2010

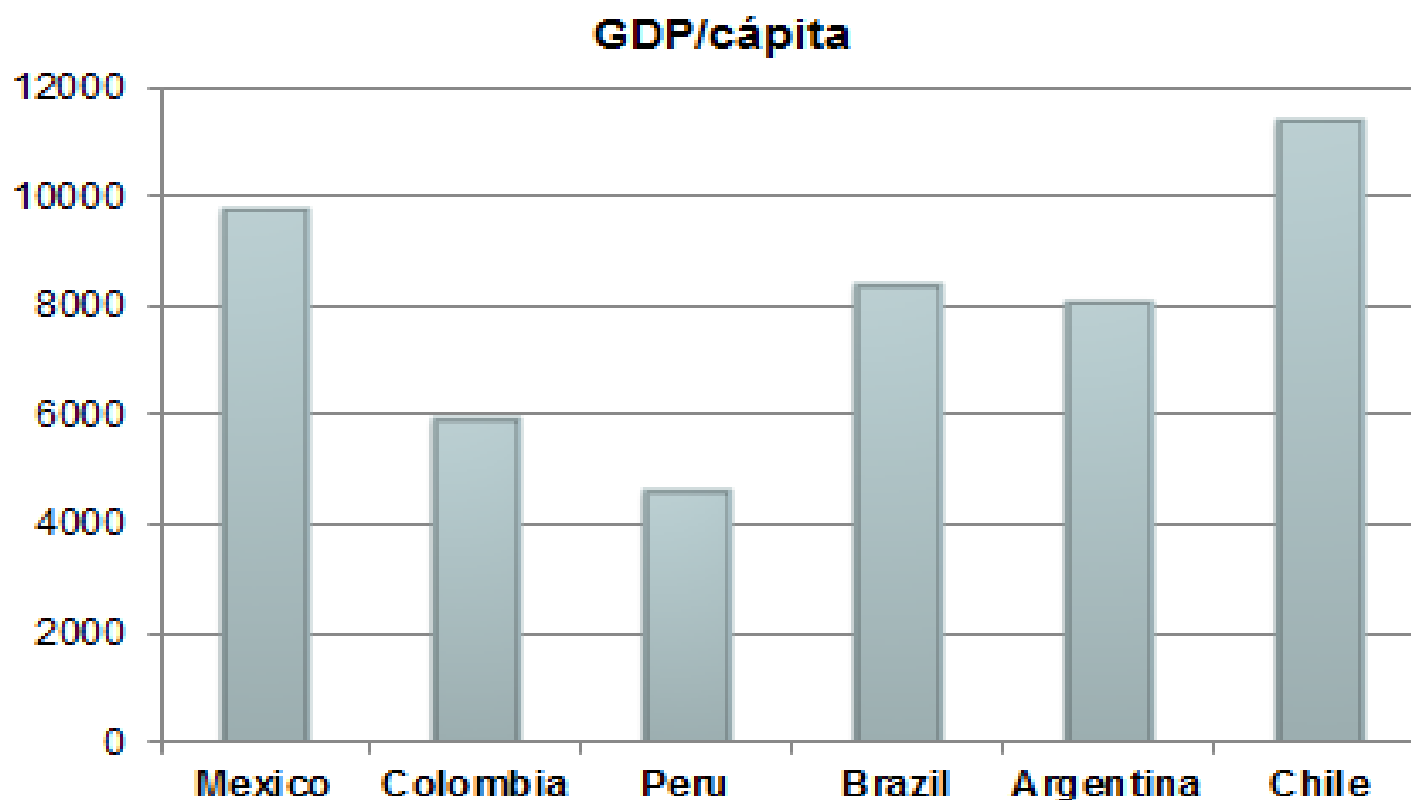


Source: FOA Consulting with data taken from the UN Stats: Demographic and Social Statistics. "Population and Vital Statistics Report: Series A"



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Selected Countries



Source: FOA Consulting with data taken from the UN Stats: Demographic and Social Statistics. "Population and Vital Statistics Report: Series A" and the IDB. "Latin American and Caribbean Macro Watch Data Tool"



PAN-AMERICAN FEDERATION OF CONSULTANCY

Each association or chamber designates a titular representative and an alternate representative at FEPAC.

FEPAC is lead by:

- an Executive Committee (EC) made up by a Chairman,
- a Vice-Chairman
- and nine (9) directors, all of them elected at a General Assembly which is hold once a year.
- Also the Past President participates of the EC. Each member of the EC works up to two years in their charges.

The EC meets three times a year in different cities which are offered as venues by local associations.

The FEPAC incomes are composed mainly of membership fees paid by affiliated associations.



PAN-AMERICAN FEDERATION OF CONSULTANCY

EXECUTIVE COMMITTEE (2010-2012)

Presidente/President

ING. RENÉ URETA QUINTANA *Chile*

Vicepresidente/Vice-President

DR. REYES JUÁREZ DEL ÁNGEL *México*

Presidente anterior/Past President

ING. ANGELO VIAN *Brasil*

Vicepresidente adjunto/Deputy Vicepresidente

ING. LUÍS VILLARROYA A. *España*



PAN-AMERICAN FEDERATION OF CONSULTANCY

DIRECTORS

FLAG	COUNTRY	DIRECTORS	NAME
	ARGENTINA	ING. ÁNGEL FERRIGNO	CÁMARA ARGENTINA DE CONSULTORAS DE INGENIERÍA CACI
	BRASIL	ING. HENRIQUE DE ARAGÃO	ASSOCIAÇÃO BRASILEIRA DE CONSULTORES DE ENGENHARIA (ABCE)
	COLOMBIA	ING. HENRY SÁNCHEZ ARENAS	CÁMARA COLOMBIANA DE LA INFRAESTRUCTURA CCI
	ECUADOR	ING. FERNANDO AGUILAR GARCÍA	CÁMARA ECUATORIANA DE CONSULTORES CEC
	EL SALVADOR	ING. GERARDO RIVAS DURAN	ASOCIACIÓN DE CONSULTORES DE EL SALVADOR ACODES
	ESPAÑA	ING. LUÍS VILLARROYA ALONSO	ASOCIACIÓN ESPAÑOLA DE EMPRESAS DE INGENIERÍA, CONSULTORÍA Y SERVICIOS TECNOLÓGICOS TECNIBERIA
	HONDURAS	ING. SERGIO ARTURO CANALES M.	CÁMARA HONDUREÑA DE EMPRESAS DE CONSULTORÍA CHEC
	PERÚ	ING. LINDBERGH MEZA CÁRDENAS	ASOCIACIÓN PERUANA DE CONSULTORÍA APC
	VENEZUELA	ING. OMAR FERRER	CÁMARA VENEZOLANA DE EMPRESAS CONSULTORAS CAVECON



PAN-AMERICAN FEDERATION OF CONSULTANCY ACTION PLAN

- Review and actualization of the statutes and operation regulations
- Executive secretariat
- Increase of membership
- Support of the FEPAC chambers

REVIEW AND UPDATE OF THE STATUTES AND RULES OF OPERATION

The statutes are dated several years ago and it has been considered necessary to review them according to the new realities of FEPAC. Between the main aspects that it is wished to review, actualize or incorporate, the following can be signalled out as for now:

- Formation of Executive Committee
- Consultative Committee
- Meetings of the EC, assemblies, congresses, etc.
- Formalities of each meeting, elections, transfer of command, etc.
- Executive secretariat
- Geographic area of influence
- Participation of Spain and Portugal in FEPAC



PAN-AMERICAN FEDERATION OF CONSULTANCY

EXECUTIVE SECRETARY

This period shall be divided into 2 stages:

- June to November 2 secretaries
- 2010 onwards the secretariat will be in Santiago, Chile

In every activity that the ES accomplishes she will have the direct supervision and assistance of the president. Between the main activities that she will have to accomplish in the first term the following can be signalled:

- Review of the statutes
- Organization of the ES
- Definition and control of the new budget
- New sources of income to finance the deficit of the new budget
- Development of the new website of FEPAC
- Contact and support to member chambers
- Organization of the next meetings



PAN-AMERICAN FEDERATION OF CONSULTANCY

INCREASE OF MEMBERSHIP

Increase by a minimum of 5 partnerships, of which the return U.S. and Canada, and affiliate to Portugal

Incorporating other countries in Central America



PAN-AMERICAN FEDERATION OF CONSULTANCY

SUPPORT TO FEPAC CHAMBERS

The different chambers have manifested that they need a bigger support from FEPAC. In order to revert the perception of isolation that can be seen in their opinions, it is pretended to develop the following activities:

- Implement a new interactive web site with updated information.
- Keep permanent contact to know the problems that they are facing and required collaboration.
- To issue periodical reports to the chambers with different news of interest for them and their associates.
- Instant reports with updated news that affect or benefit consulting such as bids, studies of the different international financing banks etc.
- Collaboration in the conversation with authorities to confront the problems of consulting in their respective countries.
- Proposition of qualification courses with local resources, of other chambers of FEPAC or FIDIC as it corresponds.
- Promotion of the support between firms that are members of the chambers that integrate FEPAC
- Improvement of the possibilities to participate in the markets of all the FEPAC area.

All these works was reviewed in the past 2011 General Assembly (Bogota, March 28) in order to make the necessary changes to be implemented in the second year of the term.



FEDERACIÓN PANAMERICANA DE CONSULTORES

Criteria to fix fees

Base: Annual Budget of Organization

Moneda: USD – Dólares americanos

Escala			
Presupuesto		Cuota	Salto Presupuesto
\$ 20,000.00	\$	1,000.00	
\$ 40,000.00	\$	2,000.00	20,000.00
\$ 75,000.00	\$	3,000.00	35,000.00
\$ 110,000.00	\$	4,000.00	35,000.00
\$ 145,000.00	\$	5,000.00	35,000.00
\$ 180,000.00	\$	6,000.00	35,000.00
\$ 230,000.00	\$	7,000.00	50,000.00
\$ 280,000.00	\$	8,000.00	50,000.00
\$ 330,000.00	\$	9,000.00	50,000.00
\$ 380,000.00	\$	10,000.00	50,000.00
\$ 430,000.00	\$	11,000.00	50,000.00
\$ 500,000.00	\$	12,000.00	70,000.00



PAN-AMERICAN FEDERATION OF CONSULTANCY

OPPORTUNITIES FOR THE UNITED STATES AND CANADA TO RETURN TO FEPAC

- ✓ **Market with high economic growth in the coming years**
- ✓ **industry growing consultancy in the region**
- ✓ **low share current firms American and Canadian**
- ✓ **Opportunities to transfer technology and best practices**
- ✓ **Consolidate engineering in the region, with support of United States and Canada against other global blocks**