

Preville & Associates Consulting Group

Negotiators. Business, Management and Development Consultants.

Hewanorra House, Trou Garnier Financial Centre, Third Floor, Pointe Seraphine, Castries, St. Lucia
Tel: 1-758-719-5230 Email: negotiators@claudiuspreville.com Website: www.claudiuspreville.com

July 4, 2012

PRESS RELEASE

COMMENCEMENT OF OPERATIONS - FOR IMMEDIATE RELEASE

Preville and Associates Consulting Group, a Saint Lucia registered firm, officially opened its offices for business today July 4, 2012, at the Trou Garnier Financial Centre, Hewanorra House, Pointe Seraphine, in Castries. The firm is offering services as negotiators, business, management and development consultants to the private and public sectors.

The firm's managing director is Dr. Claudius Preville, a highly experienced economist who has practiced within the fields of international trade, project management and multilateral diplomacy for more than ten years. He has worked for several regional and international bodies, including the Organization of Eastern Caribbean States (OECS), the Caribbean Regional Negotiating Machinery (CRNM) now Office of Trade Negotiations (OTN) of the Caribbean Community and the Pacific Islands Forum Secretariat (PIFS). As part of his international consultancy experience he has worked on several European Union (EU)-financed projects as team leader and in the capacity of trade policy advisor, negotiator and project manager in Africa, the Indian Ocean and the Pacific regions.

Some of the specific services being offered by the firm are:

- Provision of services as negotiator for a government to either renegotiate an existing supply or services contract, or to switch the source of supply of services or imports, or for the introduction of new services or product lines into trade
- Provision of services as negotiator for specific firms to either renegotiate an existing supply contract, or to switch the source of supply of imports, or for the introduction of new product lines into trade
- Explanation, with concrete examples, of how the private firm can take advantage of various trade agreements to improve upon its business turnover and profitability
- Study and/or assessment of any macroeconomic problem confronting a country using econometric analysis and other modeling techniques
- Preparation of business plans, as well as assistance with their presentation to financiers and negotiation of the best possible terms, including interest rates
- Preparation of Terms of Reference for the conduct of specific studies or assignments

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- Preparation of high level project designs to be used for accessing funds from donor agencies, notably using the EU's European Development Fund (EDF) procedures
- Preparation of policy briefs on a subject matter in preparation for negotiations in the WTO, CARICOM-Canada Trade and Development Agreement and other FTAs
- Implementation of programme estimates and managing the tender procedures for procurements under the EU's EDF
- Studies/assessments of specific problems in the agriculture and tourism sectors and provision of recommendations how to address them

The preceding listing of services offered by our firm is not exhaustive. We are capable of offering a related tailor-made service to any government, private firm or other entity. We look forward to the opportunity of rendering service to the government, the private sector and people of Saint Lucia and the wider region.

Yours sincerely,

Dr. Claudius Preville
Managing Director, Chief Consultant and Negotiator