

RESOURCE SELECTION CRITERIA

The resources selected for each mission takes into account the following:

- The TECHNICAL REQUIREMENTS of the project.
- The COMPETENCE/PREVIOUS EXPERIENCE of the partner in implementing those requirements.
- The PROPOSED COST of implementation.
- The TIME FRAMEWORK of the project.
- The LOCATION of the company.



PARAMETERS DEFINING THE COSTS

- TIME AND RESOURCES needed by the service provider as listed/ negotiated.
- BILL OF MATERIALS needed for the tasks.
- LOGISTICS.
- FAU SERVICES.



OUR MANAGING AUTHORITY

The Industrial Research Institute (IRI), through ELCIM, the Euro Lebanese Centre for Industrial Modernization.



FAU

THE FOOD ADVISORY UNIT



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WE ARE A TECHNICAL SUPPORT UNIT

The FAU is a Technical Service provider for the Agro-food industry that covers both manufacturing and food service aspects. We help Agro-food SMEs improve and diversify their products and processes, to gain the competitive edge on the regional level and increase their export potential. Our specialized technical services include:

► PRODUCT AND PROCESS DEVELOPMENT

Improving an existing product, package or process or developing a brand new product from scratch, package and process at the operation site, in our laboratories or pilot plants."

► FOOD INSPECTION ANALYSIS

Providing an array of testing and analysis of food products to assure food safety, quality compliance or for nutrient composition purposes.

► FOOD SAFETY MANAGEMENT AND PRODUCT CERTIFICATION

The implementation, auditing and certification of GMP, HACCP, ISO22000, FSSCC22000, and compliance with GFSI requirements."

► FOOD LABELING AND COMPLIANCE WITH EXPORT REGULATORY REQUIREMENTS

Reviewing and adjusting food labels to become compliant with export country regulations.

► IMPROVEMENT OF PRODUCT FOOD PACKAGING AND COMPLIANCE WITH INTERNATIONAL NORMS

Testing and evaluating food packaging for compliance with market standards and regulations.

► TRAINING: EXTERNAL OR IN HOUSE

Organizing public training sessions on various food related topics or conducting in-house training for food operators.

► IMPLEMENTATION OF PROJECTS CUSTOMIZED TO THE COMPANY NEEDS

Understanding company requirements and formulating solutions through a project proposal.

WHO ARE OUR RESOURCES

► The ELCIM team at the industrial Research institute

With a long experience in identifying and formulating SME needs in the form of technical specifications, and communicating those needs to the relevant academic resources or development partners. The team is composed of full time experts and advisors in addition to part time consultants.

► The Industrial Research Institute facilities and staff

The FAU is also in direct collaboration with Academic and professional partners capable of supplying their services to FAU clients. Those are:

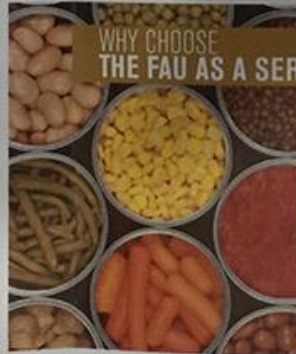
► Food departments at local Universities

such as the St Joseph university (USJ), The American university of Beirut (AUB), Holy Spirit University of Kaslik (USEK), The Lebanese University, Notre Dame University-Louaize (NDU), The Lebanese American University (LAU).

► Pilot plants of the Chambers of Commerce, Industry and Agriculture

of Saida, Tripoli and Zahle and the Chamber of Commerce Industry and Agriculture of Beirut and Mount Lebanon.

WHY CHOOSE THE FAU AS A SERVICE PROVIDER



► With the FAU, food companies gain exposure to a large number of Class A universities, pilot plants and Research Institutes, in addition to a pool of independent and academic consultants and experts.

► Considering that the majority of the institutions are non-profit, a high Quality/ Cost ratio of the services is guaranteed.

► The selection criteria utilized by the FAU while choosing resources, allow food companies to benefit from the constructive competition between such resources.



- Companies have access to the latest technologies available at universities.
- Companies can benefit from a close collaboration between different technical entities thanks to the umbrella of the FAU.
- High speed access to International expertise.
- Possibility of accessing finance.

HOW DO WE OPERATE

- 1 Initiate first a **COMPANY REQUEST**. (You can download our SME request form at our web address...)
- 2 Organize a **TECHNICAL MEETING** with SME representatives to discuss request in detail.
- 3 Prepare **TECHNICAL SPECIFICATIONS** based on discussions and needs assessment to be approved by concerned party.
- 4 **OUTSOURCE EXPERTISE** and prepare a final proposal which includes optimized budget cost and an implementation schedule.
- 5 Establish a **CONTRACTUAL AGREEMENT** between beneficiary and Expertise which includes payment schedule.
- 6 **IMPLEMENT THE TASKS** as per technical specs.
- 7 **MONITORING** and **COORDINATION**.
- 8 Final **DELIVERY** and **PAYMENT**.

