Gauss Institute - Bitola

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WHO WE ARE

Gauss Institute is a Foundation for New Technologies, Innovations and Knowledge Transfer, established on 15 August 2006 in Bitola, Republic of Macedonia. Gauss Institute continues activities of previously active foundation Euro-regional Technology Center – Bitola, which was established by Faculty of Technical Sciences, University "St. Kliment Ohridski" – Bitola and Municipality Bitola with support of the GTZ-Technology Transfer project. Euro-regional Technology Center should stopped its operation because of legal restriction imposed by changes in the Law for Higher Education in Republic of Macedonia, which introduced integrated university and restricts faculties to be founders of separate legal entities.

The role of the establishment of the foundation is through development and application of new technologies, innovations and knowledge transfer to contribute toward establishment of knowledge-based society in the region.

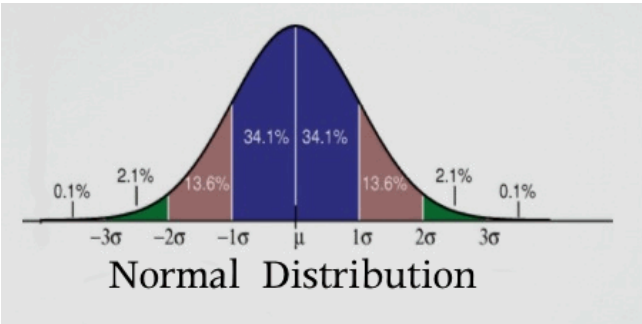
A knowledge-based society is an innovative and life-long learning society, which possesses a community of scholars, researchers, engineers, technicians, research networks, and firms engaged in research and in production of high-technology goods and service provision. It forms a national innovation-production system, which is integrated into international networks of knowledge production, diffusion, utilization, and protection. Its communication and information technological tools make vast amounts of human knowledge easily accessible. Knowledge is used to empower and enrich people culturally and materially, and to build an eco-friendly sustainable society.

MISSION AND VISION

Our mission: creation of knowledge-based society using science and technology that is eco-friendly and sustainable in the long-term.
Our vision: Gauss Institute grows into a regional centre of excellence in the field of sustainable and knowledge-based social development.

WHY GAUSS?

Because we sincerely believe that the prosperity of any society is possible only if the allocation of resources and knowledge is according Gaussian function, i.e. exists their normal distribution.



This means that the majority of the population should have enough knowledge and resources to organize their society in a sustainable way. The extreme cases (positive or negative) do not make society.

Normal distribution was discovered by Johann Carl Friedrich Gauss (1777 – 1855), so it is called Gaussian distribution. Gauss was a mathematician and scientist who contributed significantly to many fields, including number theory, statistics, analysis, differential geometry, geodesy, electrostatics, astronomy, and optics. Gauss was an ardent perfectionist and a hard worker. He was never a prolific writer, refusing to publish works which he did not consider complete and above criticism.

By giving Gauss prefix in the name of our foundation, we wanted to stress importance that only hard working and perfectionism, accompanied with personal devotion and belief in own work can initiate changes in behaviour and life style of our society. These changes will lead toward functioning of the society according Gaussian function.

We believe that knowledge is the primary component that is missing in our society (money will come if we have the quality to offer).

ACTIVITIES AND SERVICES

Gauss Institute mainly realises, but it is not limited on, following high quality activities and services:

- Promotion of new technologies and their usage in all components of society.
- Learning influence of new technologies on environment and social life.
- Organizing modern professional education and training.
- Organizing courses, seminars, workshops.
- Providing consultancy services.
- Providing services of technology and knowledge transfer.
- Providing technological information and access to innovations.
- Connecting researchers and innovators from the region with companies.
- Support for finding and obtaining donations to the researchers, innovators and companies from the region.

Gauss Institute is member of International Think Tank for Research and Development Think BETA – Evolution of Smart Cities! This Think Tank is lead by the German M2C Institute, University of Applied Sciences Bremen.

Gauss Institute is founding member of the umbrella organization URBAN ALLIANCE - Alliance for advancement of participatory democracy with seat in Bitola.

Gauss Institute have signed agreement for cooperation with Technical University – Sofia, Bulgaria (largest and most advanced technological higher education institution in Bulgaria) for joint realization of short term (six months to one year) and long term (two years) professional courses in Information and Communication Technologies.

Gauss Institute is registered at governmental Agency for Support of Entrepreneurship of the Republic of Macedonia as licensed organization for providing consultancy services to local companies from the areas:

- Management: Business planning, Assistance in company management.
- Marketing / export development: Preparation and design of website.
- Production: Optimization of production, Planning and production control.
- IT and MIS: Diagnosis of common systems for destruction.
- General counselling in the areas: Information Communication Technology, Innovation, Production, Technology, Quality.

MANAGEMENT

The foundation is managed by board of seven members and executive director - highly qualified professionals, which through engagement in the Gauss Institute want to support sustainable development of the region and share their expertise and knowledge.

Management Board:

- Prof. Igor Nedelkovski, PhD, President, Professor at St. Kliment Ohridski University – Bitola.
- Elena Kotevska, PhD, Vice-President, Assistant Professor at St. Kliment Ohridski University - Bitola.
- Violeta Nalevska, MSc, Advisor for Local Economic Development at Municipality Bitola
- Aneta Smit Guleva, MsC, President of CESOR– Skopje
- Petar Kotevski, Founder and director of KAMAj Media – Bitola
- Subija Izeiroski, PhD, Project manager of Ohrid summer festival- Ohrid
- Suzana Trajkovska-Kocankovska, MSc, Co-founder of BSC – Bitola

Executive Director:

- Beti Angelevska, PhD, Assistant Professor at St.Kliment Ohridski University - Bitola

STAFF

Highest asset of our foundation is its staff. The staffs are composed of full-time or part-time project managers (technical, administrative, financial...), as well as significant number of external experts from different areas. Local experts are mainly hired from academic staff as well as graduate students of the University “St. Kliment Ohridski” - Bitola. Established close cooperation with University ensures high potential of our foundation for realization of high quality projects from broad range of areas.

LOCATION AND PREMISES

Gauss Institute is located in modern premises near the centre of the city of Bitola. Premises consist of three offices and one training/ meeting room. Gauss Institute has on disposal necessary computer and presentation equipment for management and administration of the projects. Needed research equipment in some projects, we utilize from the University.

PROJECTS

Gauss Institute is research & development civil society organisation, which realises projects about implementation of new technologies in different areas of socio-economic developments, but in general our projects could be classified in following three areas:

- Environment, Energy Efficiency and Sustainability;
- Technology Transfer, Innovation and Local Economic Development;
- Knowledge Transfer, Professional Training and Human Resources Development.

Follows list of realised projects. We are always open for new partnerships and collaborations in projects, which have high standards of implementation and provide useful and practical outputs.

Environment, Energy Efficiency and Sustainability

- *Development of mobile application for outdoor activities/ Living History Living Nature II* (Project funded by: European Union, IPA Cross Border Programme Greece - The former Yugoslav Republic of Macedonia 2007-2013)

The main objective of the project is the realization of common interventions by the partners in order to jointly raise the awareness on the historical and natural resources of the cross border area and present them in a form that can reinforce local-driven sustainable development. This will be mainly achieved through the documentation and exploration of the connection between the historical monuments, and between the natural sites of each area and the revealing of their dynamics as valuable attraction sites. In this project GAUSS Institute develops mobile (for Android, iOS and Windows platforms) and web application which will enable immersive exploration (3D video) of the natural beauties in the region of Mariovo in Republic of Macedonia.

- *Urban Dialogue* (The project is co-funded by CIVICA Mobilitas)

The overall objective is the deepening of the democratic process in the Republic of Macedonia through fostering innovative approaches and cooperation than can empower participatory/participatory culture in the Macedonian society, with special focus on the urban planning The specific objective is to strengthen the civil activism in the field of urban democracy, through creating a network of CSOs with the task to stimulate a participatory culture and improve the process of adoption of Detailed Urban Plans. Results: Increased knowledge base and application of the participatory culture in the urban planning sector. Increased capacities for the democratization of the urban planning on local level in Macedonia. Networked civil society, which will initiate a participatory culture in the urban planning sector. Initiated changes in the regulation and practice for urban planning.

- *Fostering Urban Democracy through Participatory Urban Art* (The project is funded by Swedish Institute, Creative Force Programme)

Specific objective(s): Project objective is to contribute to deepening the democracy process in Republic of Macedonia through fostering innovative approaches that can empower participatory democracy with special focus on the urban art and city planning.
Partner(s): Kristianstad University Sweden; GAUSS Institute – Bitola, Macedonia
The project introduces methods for participative urban democracy in Republic of Macedonia; to encourage culture of participative democracy with focus on urban art and city planning. It also fosters civil activism and instigate more vibrant CSOs in area of urban democracy. Main activities: Development of web platform for participatory urban art and planning; Virtual creative artistic interventions; Workshop on Participatory Urban Art and Planning in Bitola.

- *The People's Smart Sculpture* (4D – Virtual Urban Art subproject – co-funded by European Union, Creative Europe Programme)

The People's Smart Sculpture" (PS2) fosters participative art and collaborative urban art&culture processes in Europe´s cross-cultural city spaces. It is constituted by 12 project partners in 11 sub- projects in 8 European countries with artists and creatives from 29 European countries. The approach works on two levels: the implementation of cultural participation projects by artists, creatives and researchers and the ongoing optimization of the art and participation aspects in these projects through reflection and evaluation in participation workshops-series in the 8 countries. We will integrate diverse groups of people into a practical dimension of re-design of the urban

environment through the workshops. The People's Smart Sculpture is about social art in European spaces.

Artists, citizens, creatives with a new user's perception and new skills more and more change cities into places of art, culture and science: into European spaces of a new public.

- *Agricultural Water Stewardship Initiative in Ohrid Lake Basin* (Project co-funded by Crtical Ecosystem Partnership Fund)

Overall objective is to contribute toward biodiversity conservation in the Ohrid Lake Basin through application of agricultural water stewardship.

Specific objectives are:

- To assess sustainable water use for agriculture in the Ohrid Lake basin.

- To build positive incentives to promote a change in behavior and practices of agricultural water use, management and governance.

- To propose policy measures for support of water stewardship practices at farm level.

- *Digital Exibition/ Living History Living Nature* (Project funded by: European Union, IPA Cross Border Programme Greece - The former Yugoslav Republic of Macedonia 2007-2013)

The main objective of the project is the realization of common interventions by the partners in order to jointly raise the awareness on the historical and natural resources of the cross border area and present them in a form that can reinforce local-driven sustainable development. This will be mainly achieved through the documentation and exploration of the connection between the historical monuments, and between the natural sites of each area and the revealing of their dynamics as valuable attraction sites.

The GAUSS Institute developed advanced web application which enabels exploration in very high resolution the paintings painted by prominent artist from Macedonia and Greece in the region of Mariovo in Republic of Macedonia.

- *Development of Methodology for Preparation of Natural Resources Inventory.* (Project Funded by Ministry of Environment and Physical Planning of the Republic of Macedonia)

Aim of the project is to improve sustainable management of natural resources through preparation of Natural Resources Inventory.

Specific objectives:

• to demonstrate methodology for preparation of Natural Resources Inventory

• to develop pilot Natrual Resources Inventory in the region Bitola/Resen

Target groups are local authorities from involved municipalities (Bitola and Resesn), non-governmental organizations, universities, business sector, as well as central authorities and institutions.

- *AITOLOS: Cross-border collaboration to fight illegal logging and timber trade* (Project partially funded under the IPA Cross-border programme between Greece – Republic of Macedonia)

AITOLOS aims to answer the need for integrated regional action on monitoring forests in order to minimize illegal logging and the cross-border trade in illegally logged timber, which is currently a major concern among many countries worldwide.

The AITOLOS project aims to foster cross-border collaboration and coordinate the activities of Greece and the Republic of Macedonia against illegal logging and timber trade. Specifically, AITOLOS contributions are towards the following directions:
(a) Assess current legal framework and define specific recommendations for enhancing legal and regulatory framework in order to fully address legal aspects of illegal logging/trade.
(b) Develop policy guidelines for addressing illegal logging, with a special focus on cross-border timber trade.
(c) Develop an operational plan across participating border regions for implementing policy/guidelines, including the technical specifications, stakeholders roles, monitoring mechanism, timetable and budget.
(d) Engage in communication and dissemination activities at regional,national and European level, presenting developed policy guidelines and regional operational plan.
(e) Conduct two implementation pilots, one per country, in order to assess project results in real-world situations. Pilots will run in forest offices of Goumenissa and Bitola.
GAUSS Institute was subcontractor who developed two key studies in the project for the side of Republic of Macedonia:
– Forest market and timber trade value chain analysis: Assessment of forest market dynamics and timber trade value chain in the Republic of Macedonia.
– Technical and operational plan for implementation pilot project for automatic detection of illegal logging: Development of technical specifications and operational plan development with regards to combating illegal logging. User requirement and specifications for the pilot installation in Republic of Macedonia. Review of technical characteristics of pilot elements, with special emphasis on RFID tags design and functionality, software tool, transfer checkpoints structure and functionality.
On the basis of the specifications in the Technical and operational plan, a pilot installation (based on RFID technology) was developed in village Skochivir (near Bitola) where timber transport checkpoint is located. The installation is fully functional and shows excellent performances in exploitation.

- *PEEBPE National Conference on Energy Efficiency in Buildings* (The project is partially funded by European Union, Greece – Republic of Macedonia IPA Cross-Border programme 2007-2013)

GAUSS Institute was subcontracted to organize the key event in Republic of Macedonia of the project Promotion of Energy Efficiency in Buildings and Protection of the Environment (PEEBPE): National Conference on Energy Efficiency in Buildings.
The objective of the PEEBPE project is to stimulate local societies and authorities on the great potential that public and corporate buildings have to decrease energy consumption. The goal is to propose all the possible interventions on selected public buildings from target regions (Region of Western Macedonia, Greece and Region of Pelagonia, Republic of Macedonia) in order to decrease their energy consumption and to cover a significant part of their consumption with environmentally-friendly or renewable energy technologies.

- *Know-how Transfer for District Heating Applications in Bitola and Novaci - TELETHERM* (Project partially funded by the IPA CBC Program between MK - GR)

District Heating (DH) is an efficient energy system for distributing heat generated in a central station to residential and commercial customers for heating buildings and hot water uses. In Bitola and Novaci (Republic of Macedonia) the idea has been around for some 30 years, since the time the Steam Electric Station was build, while in Amyntaio (Greece) a DH installation is in operation since 2004. Within the project framework the two regions will cooperate for know-how and good practices transferring as far as it concerns the respective technology application in the two municipalities in Republic of Macedonia.

TELETHERM is a multidimensional project and includes a variety of actions that can be divided into three categories, as follows:
- "Knowledge and Know-how improvement": The implementation of studies is anticipated, namely a Master plan, a Preliminary technical study for Novaci, a Technical Study for Bitola and a Cost-Benefit Analysis regarding the feasibility and sustainability of the project.
- "Know-how transfer": Two conferences plus five workshops are scheduled to take place, having topics "Project effective management", "Starting point; facts and perspectives", "District heating technology", "Deliberation on the studies' outcomes", "Energy Database operation".
- "Information & publicity": Extensive use of Internet is foreseen for the promotion the project context and achievements. In addition, informational material (posters, DVDs) will be produced and newsletters will be published to local and national newspapers.

- *Integrated Sustainable Environmental Management with Decision Support System Implementation* (Project funded by the IPA CBC Program between MK - ALB)

The aim of the project is to improve the Sustainable Natural Resources Management in cross border region between Macedonia and Albania using Decision Support System based on information and communication technology. Specific objectives: to increase public awareness of cross-border area for importance of Sustainable Natural Resources Management, to identify and present priority of Natural Resources problems in local and cross-border regional level with Decision Support System implementation.

- *Capacity Building for Banning and Phasing out Asbestos in West Balkan Countries* (Project partially funded by European Union, IPA programme)

The overall objective of this project was to strengthen capacity of Civil Society Organizations from West Balkan Countries to be able to deal with asbestos issue at these countries. Following activities are foreseen: Preparation of a study for the current situation with asbestos in the West Balkan Countries; Organization of Balkan conference about problems with asbestos; Development of partnership network among interested organizations from West Balkan countries, and with EU member countries; Campaign for increasing the public awareness about problem with asbestos; Development of Action plan for implementation of EU Directive about asbestos; Lobbying at relevant authorities for adoption and implementation of EU Asbestos Directive in national legislatives of West Balkan Countries; Training seminar for occupational health and safety specialists and inspectors in identifying asbestos risks, as well as organizing and carrying out works on asbestos-containing hazardous substances including asbestos-cement products; Preparation and publishing educational materials about asbestos and his hazardous influence on the humans' health, as well as about working with materials containing asbestos.

Technology Transfer, Innovation and Local Economic Development

- *Hive – from games to business* (Project partially funded by USAID)

GAUSS Institute in partnership with the Macedonian Game Development Association – MAGDA will initiate an acceleration program targeted at increasing youth employment in the IT creative industry (specifically the video game industry). The beneficiaries will be young adults aged 18-35, with or without higher education, from all areas of Macedonia.

The project funds will be used to train local development teams in project development and tracking, game development skills that the teams are lacking, bringing their finished project

to market via digital publishing platforms, set up a framework to receive payments from worldwide sales
This will be achieved through establishing an office space in Bitola where teams can gather and work in a focused manner, where they will be provided with mentorship through a network of industry professionals, and attend training sessions in various aspects of game development. At least 50 young developers will be trained (10 per training), 5 curricula with practical solutions will be developed, a manual for game development based on case study will be promoted.

The earned income from the projects accelerated by our program will be used as seed investment to help the team that created the project establish their own company, and use the skills learned in the program to continue developing games. This project will stimulate creation of new jobs by motivating young people to convert their passion for games into a generator of income

- *Win-Win-Win Technology Transfer Toolbox* (Project partially funded by USAID)

The new win-win-win approach was introduced as technology transfer mechanism between academia and SMEs. The core of this approach is that technology ideas come from businesses (technology based business plan competition), ideas are analysed, evaluated and developed by academia (designs of the needed technology are created by staff and students from university), developed designs by academia are produced by local companies. This process is iterative while satisfactory outputs are achieved. For example: 1) based on the business running experience a company gives ideas what kind of technology would help them (what they would like to have); 2) researches analyses idea and propose solutions what is feasible to be produced within available budget (process is iterative ideas from the company and academics are jointly evaluated in order to achieve satisfactory and feasible design); 3) local manufacturing companies evaluate proposed designs and analyse them from their perspective – feasibility for production and past experience in similar manufactures (process again is iterative while all three partners agrees that solution is optimal); 4) machines are produced and installed at the company which requested that technology, operation is monitored by users but also from researches and manufacturer (machine is tested in real conditions and eventual drawbacks are corrected on-the-fly). With this approach **wins** SMS that needed new technology: they will get new technology, **wins** University: their staff and students have opportunity for applied research, **wins** local manufacturing companies: they will mature new products. This process is currently supported with grants from USAID Business without Borders project, and designed, implemented and facilitated by Gauss Institute. With this approach two machines are already produced and are operational and few others are under development. Produced are: Mushroom dryer powered on agricultural biomass waste (trims from cutting apple trees) and Veneer vacuum press powered on sawdust.

- *Technology Transfer Projects for Local Companies from Bitola Region* (Project partially funded by GTZ)

This initiative enabled cooperation between Small and Medium Enterprises (SMEs) and researchers of Faculty of Technical Sciences, University "St. Kliment Ohridski" - Bitola. Projects were partially funded by GTZ-Technology Transfer. As results of these activities real machines/ procedures/ trainings were designed by researchers of Faculty of Technical Sciences, produced locally and installed/ implemented at beneficiaries. Role of Euro-regional

Technology Center (rebranded later in Gauss Institute) was facilitating and implementing technology transfer process. Following sub-projects were implemented:

- Quality Assurance of Home Appliances in DOOEL "Parnovod" - Bitola: The project resulted in the issuance of the European Certificate - CE for the quality of the stainless steel water-heating boilers produced by DOOEL "Parnovod" - Bitola, which great facilitates their entry into EU markets.
- Intensive Training Course for Modelling with CAD/CAE Tools: The project envisaged an intensive training course in 3D modelling with Solid Works™ software package in order to aid the modernization of production processes. The participants were 45 engineers from several enterprises and organizations in Bitola.
- Redesign of the Production Process in a Small-Scale Vegetable Oil Plant: The realization of the project helped the improvement of the vegetable oil production process (higher level of oil extraction and reduction of waste) in "Olidonia" DOOEL – Bitola through an upgrade of the existing equipment, and construction of new equipment items, namely a centrifugal separator and a gravity separator.
- Packaging Line for Moulded Semi-finished Article: The project resulted in the design, manufacture and installation of a packaging line for moulded semi-finished articles in "Algreta" AD – Resen, aimed to greatly help the rise of competitiveness of this company's products on the market.
- Development of Cultivator Production in the Pelagonian Region: The project resulted in the manufacture of a prototype of a special soil cultivator. The project was developed in cooperation with the "Factory for Equipment and Spare Parts" (FOD) – Bitola and the Agricultural Enterprise (ZK) "Pelagonija" – Bitola.

- *European Innovation Scoreboard in Republic of Macedonia* (Project partially funded by SPARK, Amsterdam)

Gauss Institute for the first time in Republic of Macedonia developed European Innovation Scoreboard as tool for assessment of national innovation performance. The European Innovation Scoreboard (EIS) is an instrument of the European Commission, developed under the Lisbon Strategy to provide a comparative assessment of the innovation performance of EU Member States. The EIS 2007 includes innovation indicators and trend analyses for the EU27 Member States as well as for Croatia, Serbia, Turkey, Iceland, Norway and Switzerland. A pilot version of the European Innovation Scoreboard was published in 2000. Full versions have been published every year since 2001. The latest report, the EIS 2009, was published March in 2010. Aim of this project is to elaborate, develop and implement European Innovation Scoreboard methodology in Republic of Macedonia. Assignments of the Gauss Institute were to: Elaborate Methodology for generating of European Innovation Scoreboard (EIS) in Republic of Macedonia; Analyse available statistical data need for generating of EIS; Define eventually missing statistical data needed for generation of EIS; On the basis of available data generate demonstration EIS study for Republic of Macedonia and compare it with official EIS published by European Commission.

- *The Challenges of the Untouched Nature* (Project partially funded by European Union, INTERRREG programme)

Development of multilingual (Macedonian, English) web tourist portal and database of tourist services for Municipality Demir Hisar. The objective of the web portal was to provide comprehensive "one-stop" data content together with relevant site linkages, a booking

engine, and a payment gateway, to enable travellers to make ground handling and accommodation arrangements. Specifically the portal is: - a fully maintained web site with text and images providing up-to-date information on the tourism infrastructure in the Demir Hisar region, with specific relevance to the two identified products/themes, hunting tourism and ecotourism based on natural and cultural heritage - a database-driven portal that interfaces with industry sites (hotels, tour operators, ground handlers, destination management companies, etc.) and has a secure payment gateway and processing facility.

- *Appraisal of the Urban Economy of the City of Bitola* (Project partially funded by GTZ – Private Sector promotion)

The objective of this research study was to make an analysis of the urban economic development as a tool for creation of economic opportunities in the City of Bitola. The study has been completed by using modern methods of research, analysis and synthesis of the official statistic data available in the literature and surveys, as well as discussions with all the stakeholders that are relevant for the economic development of the City of Bitola, such as the local self - government unit, managers of the private businesses, and other supporting institutions.

- *Development and Introduction of Food Safety System HACCP in MIK Sveti Nikole* (Project partially funded by SINTEF – Norway)

Provided a consultancy services for preparation, planning, training and the realization of a project for implementation of Food Safety systems according the requirements of the HACCP system in Meat Processing Industry - MIK Sveti Nikole.

- *Developing of Strategy for Establishing Integrated Information System of Municipality Bitola* (Project partially funded by SPARK, Amsterdam)

Aim of this project was to develop a strategy that will propose goods to be purchased (software and hardware) and services to be implemented in order to establish integrated information system at Municipality Bitola. Information system will have three main parts: Document Management System (DMS) – system for integrated distributing, sharing, recording, etc. of documents circulated in the Municipality; Web Content Management System (WCMS) – upgrading current web portal to web based system for giving on-line municipal services to the citizens; Document Repository System (DRS) – system for digital archiving of electronic and paper based documents.

- *DMS for Business Incubator* (Project funded by SPARK, Amsterdam)

Gauss Institute - Bitola was contracted by Business Startup Centre - Bitola for development for Document Management System (DMS) for the staff and tenants of the Business Incubator in Bitola.

Applied solution is based on OpenKM platform and it is focused on creating a Open Source Electronic Document Management System, that due to its characteristics can be as a useful tool in processing knowledge management, providing a more flexible and cost effective alternative to other proprietary applications. The use of a Knowledge Management System in the Incubator helps to manage, more efficiently, the intelligence of the available resources of this company; this implies an increase of productivity in the short term. Through these systems the information, as well as the knowledge generated within the organization, can be both globally accessed.

Knowledge Transfer, Professional Training and Human Resources Development.

- *WIN- WIN: Women Network for Innovation and Entrepreneurship (*Project funded by EU, programme for cross-border cooperation between Greece and Republic of Macedonia*)*

WIN- WIN: Women Network for Innovation and Entrepreneurship project was aimed to the growth of the development figures and ratios, through the increase of female employment and entrepreneurship. The intervention areas of this project were within the trans- border area of Greece and Republic of Macedonia, more specifically: Florina, Pella, Resen, Bitola, Krusevo and Demir Hisar.

In this project, women who are unemployed, workers, entrepreneurs, cooperative members, women who live in rural, semi- rural areas, or small towns and who face difficulties in the labor market, had the right to participate as beneficiaries.

The beneficiaries had access to information for career and subsidy opportunities and also they were able to participate in consulting, mentoring, training and networking meetings.

Gauss Institute was subcontracted for organizing six workshops in Republic of Macedonia. Objectives of the workshops were:

– Briefing the beneficiaries for employment opportunities, subsidies, legal services and business plans' drafting.

– Training of beneficiaries to improve their entrepreneurial skills, so that they are able to create effective business plans, leading to sustainable enterprises.

Project WIN-WIN was implemented in Republic of Macedonia by Municipality of Resen, Association of Craft Artists "Macedonian Handicrafts" – Bitola, and Civil Society Organization for Development of Alternative Tourism LJUBOJNO – v. Ljubojno; in Greece by Ergani Centre for the Support of Employment and Entrepreneurship of Women, and Region of Western Macedonia.

- *Development through Twining* (Project partially funded by European Union, Europe for Citizens programme)

The project general objective is: creation twinning network and transfer of experience from two rural municipalities from two Balkan EU-member countries (Greece and Bulgaria) and two rural municipalities from Balkan non EU-member countries (Macedonia and Albania). This will contribute towards sustainable development of these rural municipalities on the path of EU integration of their countries. Project activities are related to transfer of experience in municipal work and legislation from Bulgaria and Greece to Albania and Macedonia and creation of a Twinning Strategy for development of rural areas.

Role of Gauss Institute in this project was to develop software - decision support system (DSS) for strategic planning of municipal development. The problem of insufficient effectiveness and efficiency of decision making in implementing strategic planning of local sustainable development through local agenda 21 (LA21) process was also analysed. With implementation of this DSS main priority strategic problems and actions (in accordance with LA21) was determined and identified in Twining Strategy.

- *SOHO Based Employment on International Market of Outsourced Engineering Jobs* (Project partially funded by European Union, CARDS programme)

The overall project objective was to promote job creation by introducing innovative entrepreneurial actions on the international market of outsourced jobs. Unemployed engineers were trained in how to access and entrepreneur on the international market of outsourced jobs, through the realization of the course: Searching, contracting and managing outsourced job. They was also trained in one of today's most wanted engineering skills on the international market of outsourced jobs –CAD/CAE/CAM applications– through the realization of the course: Modelling with CAD tools (SolidWorks–Getting Started). At the end of these two training courses, the participants had practical exercises for finding and contracting engineering job.

- *Novel Approach to Raising Awareness for Education, Technology and Civil Rights among Roma Population* (Project partially funded by European Union, CARDS programme)

The project aims were: 1) raising awareness for education and technology among Roma ethnic community in the Municipality Bitola by providing them access to computers, internet and multimedia contents, and, 2) improving the quality of municipal administration services for the Roma ethnic community by establishing in their habitat a local branch office of the existing municipal Citizen Information Center.

- *Promoting the ratification and implementation of United Nations Convention on the Rights of Persons with Disabilities* (Project partially funded by European Union, EIDHR programme)

Overall objective of this project, realised in partnership with Association of the Persons with Physical Disabilities from Bitola, Demir Hisar and Resen, was to promote Macedonia's ratification and implementation of the UN Convention on the Rights of Persons with Disabilities. Specific objectives: Strengthening capacity of non-governmental organizations of the persons with disabilities, especially in the monitoring of implementation of the Convention; Raising knowledge and capacity of the national authorities about the Convention and about making proper decisions about its ratification and implementation; Establishment the Lobby Group for lobbying at national authorities for ratification of the Convention; Raising public awareness about persons with disabilities, their needs and the Convention.

- *Business Skills Training and Business Plan Development for IOM Beneficiaries* (Project partially funded by International Organization for Migration, Geneva)

Project consisted of following activities: Organization of training course (four days) on basics business skills and business management for a group of 20 selected by IOM beneficiaries as per the topics defined in Terms of Reference. Provide individual consultancy services to beneficiaries in regards to the establishment and running of a small enterprise upon beneficiaries request. Undertake assessment of the beneficiaries with the three months of the business start up to evaluate their strengths and weakness. Based on the assessment of the beneficiaries' business performance, assist the group of 20 beneficiaries to prepare and finalize business plans.

- *Study about Mapping Local Labour Market in Municipality Bitola* (Project partially funded by International Organization for Migration, Geneva)

The objective of this study was to make an analysis of the urban economic development as a tool for creation of opportunities for starting new businesses in the Municipality of Bitola. Activities for study preparation included: Development a research methodology for the Bitola market research comprised to contain desk review and field survey. Analyse the existing data and studies about local labour market. Identification of data, which should be updated. Prepare a questionnaire for the field research to examine the services that exist or are lacking in the municipality of Bitola. Conduct a field survey (field research) with two hundred interviewees. Enter the survey results and process them. Analyze the survey results and compare them with the existing data. Based on the desk review and field survey prepare a report with conclusions and practical recommendations for businesses that are over presented or deficit in the municipality of Bitola.

FOR FURTHER DETAILS AND COMPLETE LIST OF REALIZED PROJECTS PLEASE VISIT OUR WEBSITE!