

We support

We develop

We strengthen

We create

Make yourself heard.



EU Affairs and Event Management

WHO WE ARE

Our organisation is focused on developing new and interesting approaches to influencing decisions made by legislators and officials. We harness our special expertise and networks to bring creative options to the table. We enjoy the challenge presented by the European arena and deliver profile-raising events to support our clientele. Our Managing Director is Filippo Marino, an experienced European Union (EU) Advisor and lawyer.

OUR SERVICES

Influencing decisions that are made by EU legislators and officials is of the utmost importance. Staying one step ahead means having the ability to anticipate and identify developments in political and governmental decision-making processes. FM Consultants will actively harness special expertise to offer our clientele new and interesting ideas. FM Consultants understand how important it is that our clientele hear about new opportunities that may impact their business.

We do this by:

- Monitoring EU decision-makers' activities: Commission, EP and Council of Ministers and other relevant institutional actors
- Monitoring non-governmental information sources to gather intelligence, infer signals and anticipate trends and events related to matters of interest to our clientele (civil society, key associations, think tanks and other important stakeholders)

In-depth investigation & analysis

In order to effectively influence decision-makers, it is necessary to analyse all pieces of legislation and other policy initiatives from EU institutions, and assess their impact on our client's field of interest.

We do this by:

- Analysis of legislative acts
- Analysis of political and other institutional issues
- Mapping EU decision-makers' profiles and interests
- Investigating the different views and positions of involved decision-makers
- Drawing up possible scenarios

Relationship building & creation of interest sharing communities

Another key aspect of our activities is to build relationships within the institutional, political and societal decision-makers, such as NGOs, industries and media. It is important that these relationships are both effective and consistent with the needs of our clientele.

Lobbying activities

We formulate direct and indirect lobbying strategies intended to represent the interests of our clientele with the relevant decision-makers at local, national or EU level. We aim to influence the decision-making process through personal meetings with key decision-makers, tailored communication and legislative lobbying.

We do this by:

- Direct lobbying
- Indirect lobbying and third-party intervention
- Grassroots lobbying
- Agenda setting: writing of papers and dossiers

Profile raising activities

Building support for any lobbying or advocacy campaign is a crucial element of success. At FM Consultants we believe that influencing key decision-makers and building support in the EU arena can be achieved through the delivery of profile-raising events. These events are delivered in accordance with the lobbying and communication objectives and strategies selected by our clientele.



AREAS OF EXPERTISE

Transport

Transport is one of the Community's foremost common policies. The transport sector generates 10% of EU wealth in terms of gross domestic product (GDP) and provides more than ten million jobs. Therefore, EU measures and initiatives in the transport field have both direct and indirect impact on the lives of EU citizens and businesses. FM consultants have the expertise and knowledge to tackle all the issues stemming from decisions taken at EU level that affect business and civil society alike. Filippo Marino has worked in the Transport and automotive sector for more than six years.

Internal Market

The internal market is the "raison d'être" of the EU and is made up of the four freedoms of movement: goods, services, capital and people. Since it was created in 1993, the single market has stimulated competition. This has resulted in improved services at competitive prices for consumers, created jobs and enabled businesses and citizens to benefit from a wide choice of goods and services. The EU is constantly working towards

Automotive

Similar to the transport policy field, all EU initiatives in the automotive area impact on manufacturers, distributors and consumers alike. FM consultants have extensive expertise in the automotive sector. Filippo Marino has managed two associations active in the automotive sectors, dealing with issues such as type approval, emission limits, noise, motor vehicle block exemption regulation, at EU and UN ECE level for almost six years.

further simplification of regulations, to deliver even more benefits to its citizens and businesses. At FM consultants our expertise covers the free movement of goods, harmonisation measures (new approach), company law, intellectual property and consumer-related issues.

Energy

Energy makes Europe move and develop. It is central to our lives – we rely on it for transport, heating and cooling our homes, running our factories, offices and farms. However, science reminds us that fossil fuel is not an endless resource and is a major contributory factor in global warming. Making the European economy a low carbon one is at the top of the EU and Member States agenda. We expect a new energy efficiency action plan in 2011. This will have a tremendous impact on business and on our daily lives.

FM consultants have the expertise and experience to support your efforts to make your voice heard within the EU Energy arena.

Event Management

At FM consultants we have a proficiency in event organisation, design and management. Since 2003 Filippo Marino has been creating, organising and managing a wide variety of events for trade associations, businesses, regional representations and other political actors such as MEPs and political groups. In addition, Filippo is well known for his successful social and networking events around Brussels.

Environment

Protecting our environment is vital. We must treat it with respect given its importance to our health and survival. Since the early 1970s, Europe has been firmly committed to the environment: protection of air and water quality, conservation of resources, protection of biodiversity, waste management and control of activities which have an adverse environmental impact are some of the areas in which the EU is active.

Protecting the environment has a cost that must be borne by our entire society: consumers and businesses alike. Our expertise ranges from climate change, to waste management, packaging, noise and air pollution – especially in the field of transport.



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