

VALUE
ACTUALLY
MATTERS





WE ARE

An international management consultancy firm with offices in Bratislava (Slovakia) and Prague (Czechia).

A boutique serving large public and private sector clients in Europe, North Africa, Turkey and the Caucasus, and Central Asia.

Bringing value to our clients through applied approach to consulting, agile delivery and international expertise.

MAKE THE CLIENT SUCCEED



regular bi-annual quality audits



GDPR-aligned data management policy



environmental impact mitigation policy



full professional liability insurance



United Nations Global Compact



International Organization for Standardization

ISO 9001:2015
ISO 20700:2017

THE COMPANY AT A GLANCE

Aspiro is a **compact and agile firm** committed to match and surpass **quality level** of any of the large global consultancy groups.

Our advantages lie in **fast adaptability**, practical **methodologies** and proven **networks** of highly **specialized** engineering and consulting **partners**.

The company adheres to highest environmental and social standards and implements leading talent cultivation policies.

OUR STORY

Since 2007 we have been evolving to respond to the turbulent global environment. We have remained a consulting firm ready to give a **fast and practical response to emerging challenges** on the market. We **guide our clients through transformations**, fluently adjusting to changes and keeping a **consistent vision** over **multi-year cooperation**.

Our **team is** small and **sharp**, and our **impact stays high**. Today, as ever, **we are driven by ideas, hard data and hands-on action**. We go beyond consulting, to **design product models, service methodologies** and a whole new reality for our clients' presence in the world.



3 m €
revenue in 2022



35
project countries



8
senior experts



70
client accounts



430
projects since 2007

6
analysts, specialists



OUR SERVICES



INFRASTRUCTURE FINANCING & PROCUREMENT

- development of infrastructure policies and concept notes
- due diligence and feasibility studies on project proposals
- identification and preparation of financing options
- public procurement and contract administration support
- project management and implementation assistance



DIGITAL TRANSFORMATION & CUSTOMER EXPERIENCE

- digital transformation strategy
- employee & customer experience
- digital maturity assessment
- enterprise IT architecture
- cybersecurity capacity building



ENERGY & CLIMATE TRANSITION

- decarbonization strategy & pathways
- renewable / energy / storage programs
- climate resilience of infrastructure
- energy efficiency programs and financing
- ESG policy optimization



ORGANIZATIONAL CHANGE & PROCESS IMPROVEMENT

- institutional strategy
- governance setup and improvements
- business design
- business process optimization
- corporate development programs



WHERE TO FIND US



Bratislava

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Prague

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Czech Republic
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Our main regions of activity
EUROPE
NORTH AFRICA
TÜRKIYE AND THE CAUCASUS
CENTRAL ASIA



8
languages



35
countries /
3 continents

EXPERIENCE
WITH DIVERSE
INDUSTRIES &
CULTURES

SENIOR TEAM



MIROSLAV KUČERA

**DIRECTOR
INFRASTRUCTURE AND
DEVELOPMENT FINANCING**



17 years of experience in government, academia, and consulting. Team leader in infrastructure financing, procurement, and institutional development assignments. Further experience in investment promotion, infrastructure policy and project development, city management and digital transformation. Track record in Central and Eastern Europe, Western Balkans, Türkiye, and the Caucasus, the Maghreb, Central and Southeastern Asia.

TOMÁŠ KADLÍČ

**DIRECTOR
OPERATIONS
AND ESG**



14 years in consulting, infrastructure project preparation and implementation, financial management and procurement. Digital transformation and e-government focus including electronic healthcare, digital cities, and e-procurement. Specializing in financial and operational performance improvement programs in public enterprises and corporate sector. Track record in Central and Eastern Europe, Western Balkans, Türkiye and Central Asia.

KADIR DENİZ

**MANAGER
PROGRAM MANAGEMENT
AND PROCUREMENT**



11 years of experience in delivering large-scale infrastructure and institutional development projects for public sector clients, with IFI financing and donor support components. Particular focus on procurement, corporate development and program management in urban infrastructure, buildings, and public transport sectors. Track record in Türkiye, Central and Eastern Europe, and Western Balkans.

THIERRY PICARD

**DIGITAL
TRANSFORMATION
ADVISOR**



20+ years of experience in major digital transformation projects in private and public sector. Broad knowledge of smart infrastructure, e-health, e-government and e-commerce. Speaker and published author on the topics of digital economy. Work experience in France, Czech Republic, and all over Europe.



JANA CAHAJLOVÁ

**SENIOR ADVISOR
FINANCE AND
CONTRACTS**

26 years of experience in contract management, accounting, bank product management, public sector project management and coordination. Supported budgeting and disbursement in multiple regional multi-party infrastructure and policy projects and initiatives. Worked with multiple borrowers and lenders in project implementation and financial management support. Track record in Central and Eastern Europe, Western Balkans, Middle East, the Maghreb, and Central Asia.

MIROSLAV KAČŮR

**MANAGER
INFRASTRUCTURE AND
ENERGY TRANSITION**



16 years of experience in banking, financial and economic analysis, renewable energy development, green hydrogen value chain and battery storage systems. Project integration focus underpinned with experience in project design, business modeling, financial analysis, legal and regulatory assessment, value chain assessment, EU financing and subsidy programs, and B2B project delivery management. Track record in Central Europe, Western Balkans, Caucasus, and the Maghreb.



EMIR ANIL ÖZEN

**MANAGER
INTERNATIONAL
FINANCIAL INSTITUTIONS**

13 years of experience in business development, project and contract management, consortium and bid management. Experience across diverse range of infrastructure and digital transformation assignments in corporate sector and public enterprises. Prepared multiple large-scale IFI-financed infrastructure initiatives as well as telecommunications and banking assignments in Central Europe, Türkiye and Western Balkans.



MARTIN KOBERA

**DIGITAL
TRANSFORMATION
ADVISOR**

25 years of experience in technology leadership and digital transformation. Experience in C-level corporate positions and multiple large-scale consulting assignments. Set up and scaled-up companies, launched products, established and managed IT departments. Significant exposure to software, fintech, e-commerce and energy sectors. Worked in multiple countries throughout Europe and Africa.



SELECTED CLIENTS



CURRENT CLIENT PORTFOLIO

- Banks and financial institutions - 25%
- Governments and public agencies - 20%
- Cities and municipal companies - 20%
- Energy and utility companies - 15%
- Telecommunication operators - 10%
- IT companies - 10%



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