

ERASMUS+ PARTNER IDENTIFICATION FORM (PIF)

A. PARTNER ORGANISATION	
PIC	868003725
OID	E10411822
Full legal name (National Language)	Друштво за услуги трговија и производство БЕСТ СОЛУШНС ДООЕЛ Скопје
Full legal name (Latin characters)	Trade and production service company BEST SOLUTIONS DOOEL Skopje
Acronym	BEST SOLUTIONS DOOEL Skopje
National ID (if applicable)	
Department (if applicable)	/
Address (Street and number)	Ul. Franklin Ruzvelt 9/1-1
Country	Republic of North Macedonia
Region	Skopje
P.O. Box	n/a
Post Code	1000
CEDEX	n/a
City	Skopje
Website	www.bestsolutions.mk
Email	emilija.tripunovska@outlook.com
Telephone 1	+389 70 492 174
Telephone 2	+389 70 231 332
Fax	n/a
B. PROFILE	
Type of Organisation	DOOEL
Is the partner organisation a public body?	No
Is the partner organisation a non-profit?	No
C. ACCREDITATION	
Has the organisation received anytype of accreditation before submitting this application?	NO
Has the organisation received/applied for any EU grants?	YES
D. BACKGROUND AND EXPERIENCE	
Please briefly present the partner organisation.	Background & Mission Our company specializes in empowering leaders, organizations, and communities to build future-ready skills and sustainable growth models. Our mission is to facilitate successful adaptation to change, foster innovation, and drive long-term positive social and environmental impact. We envision an ecosystem of resilient organizations and empowered communities capable of supporting a more inclusive and sustainable society. Core Areas of Expertise We provide capacity-building programs, consultancy, and non-formal education focused on three strategic pillars: 1.The Twin Transition (Green & Digital): We develop strategies that bridge the gap between digital transformation and environmental responsibility. Our programs foster digital skills while promoting nature conservation and sustainable business models. 2.Inclusion & Women's Empowerment: We actively promote female entrepreneurship by providing mentoring, digital upskilling, and financial literacy training. Our goal is to enable women to establish environmentally

	sustainable micro-businesses and achieve economic independence. 3.Leadership & Soft Skills: We believe that resilience starts with people. Our educational activities for both youth and adults focus on essential soft skills—communication, teamwork, problem-solving, and emotional intelligence. Organizational Goals & Activities: To achieve our mission, we focus on the following operational objectives: ● Leadership Development: Delivering advanced workshops on change management, organizational resilience, and sustainable growth strategies. ● Green Capacity Building: Supporting companies in adopting green practices and building environmentally conscious team environments. ● Digital Optimization: Providing tools, techniques, and digital solutions that optimize personal productivity and organizational efficiency. ● Entrepreneurial Support: Implementing comprehensive programs for aspiring female entrepreneurs, covering everything from business planning to financial literacy. ● Soft Skills & Well-being: Organizing creative workshops that strengthen team spirit, alongside training focused on mental health awareness and physical well-being.
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What are the activities and experience of the organisation in the areas relevant for this application?	With 6 years of expertise in implementing development projects, BEST SOLUTIONS has built a strong track record of success. We are proud of the impact delivered in previous years, which has not only driven tangible growth for our client companies but also fostered a significant shift in managerial mindsets. Moving forward, we remain committed to innovation and the development of new, forward-thinking solutions. Major Projects – Period 2020-2026 2026 -Workshop on the program “Unlocking Change Mindset for Growth” for Management of A1Macedonija. 2026-The 6-Day Transformation workshop with Wabtec Corporation -Wabtec MZT Skopje 2025-Workshop on the program “Unlocking Change Mindset for Growth” for Management and Executive Team of Okta Skopje. 2025-Workshop on the program “Unlocking Change Mindset for Growth” for Management Team of Alkaloid Skopje. 2025- Kick-off workshop on “Triple Your Personal Efficiency” business growth program for Executive Team of Wabtec MZT. 2025-Workshop on program “Unlocking Change Mindset for Growth“ for leaders and managers of Sparkasse Bank AD Skopej. 2025-Workshop on the program “Unlocking Change Mindset for Growth” for the Executive and Management Team of NICKS Macedonia. 2025-Workshops on program “Unlocking Change Mindset for Growth“ for Executive Board and Management Team of UNIBanka AD Skopje. 2025- Workshop on program “Unlocking Change Mindset for Growth” for Executive Team of Evroins Osiguruvane AD. 2024- Workshop on program “Unlocking Change Mindset for Growth” for Management Team of Wabtec MZT AD Skopje. 2024-Workshop for Management Team on program “Unlocking Change Mindset for Growth” with Iprotex GmbH&Co.KG. 2024- Workshop on program “Unlocking Change Mindset for Growth” for Management Team of Kromberg & Schubert Macedonia. 2024-Workshop on program „Unlocking Change Mindset for Growth” for Managements and Leaders for business sectors in Macedonia of AHK Nordmazedonien. 2023-Workshop on program “Unlocking Change Management Mindset for Growth” for executive team for Kiel Seating Solution Macedonia. 2023-Workshop on program “Unlocking Change Management Mindset for Growth” for Executive Team of Te-To Power Plant Macedonia. 2023- Become a member of the organization Sellsidegroup located in US like a CEO for buy or sell a business in the professional services industry. 2022-Was a guest at CWIEME Berlin for a panel discussion on Change Management and how to make transformative changes in the economy, society and industry. 2020-Funded international project by EBRD for implementation and development of a growth program for the company Makprogres. 2020-2023 Creation and delivery Academy for manager EBRD international project.
	Key Staff: Mr. Sasho Tripunovski – CEO & Founder
What are the skills of the key staff/persons involved in this application?	Change Management • Executive Coaching • Business Consulting • Management Consulting • Leadership Development • Team Building • Training The CEO brings over 20 years of international executive and consulting experience in corporate development, project management, organizational restructuring, and corporate governance. His core expertise lies in strategic human resources management, focusing on building high-performing teams and implementing Genos International emotional intelligence methodologies. He specializes in leading multi-generational workforces (Gen X, Y, Z), enhancing employee retention, and designing mentoring systems that drive career

development. Furthermore, he utilizes the DISC Flow methodology to improve communication, leadership styles and team dynamics. Beyond consulting, he delivers advanced training on organizational change, conflict management, and vision-driven transformation. His extensive background directly supports the company's mission to develop resilient leaders and foster sustainable, future-ready growth models.

Mrs. Emilija Tripunovska - Project Manager and facilitator of creative workshops focused on mental health development, empowerment, and building self-confidence.

Emilija is a dedicated professional focused on mental health development, empowerment, and building self-confidence. With over 15 years of experience in logistics, planning, and organizational management, she brings exceptional structure and coordination skills to educational and community-based projects.

As a socially engaged facilitator, she designs and delivers interactive workshops for both youth and adults. Her work is deeply rooted in sustainability and environmental awareness, including active involvement in Eco-tourism projects that promote the preservation of natural resources.

Fluent in English, Bulgarian, Serbian, and Croatian, Emilija will be responsible for coordinating and implementing creative activities that support personal development, environmental stewardship, and active community engagement.

Miss. Suzana Zelovska - Consultant and lecturer for financial

Suzana brings extensive experience in financial operations, accounting, and payment management, which forms the core of her financial literacy training programs. She specializes in empowering women entrepreneurs to strengthen their financial capabilities, focusing on financial reporting, cost analysis, and sustainable cash flow planning. Beyond basic accounting, she provides strategic guidance on identifying and securing grants and funding opportunities. She supports participants in developing robust financial strategies for budgeting, savings, and responsible business scaling. Her practical approach enables women to build stable, independent, and financially sustainable micro-businesses. Fluent in English, Serbian, and Croatian, Suzana will serve as a key expert delivering the financial literacy modules.

Miss. Tamara Blazevska - Social Media Specialist & Graphic Designer

Tamara leads the development of digital content and designs, managing a diverse array of projects including social media posts, promotional materials, brochures, posters, banners, web pages, and more. Her role extends to overseeing the dissemination and public relations efforts for all the activities of the organization, ensuring a comprehensive and visually compelling representation of its initiatives.

E. LEGAL REPRESENTATIVE	
Title	Mr.
Gender	Male
First Name	Sasho
Family Name	Tripunovski
Department	/
Position	President
Email	sasho.tripunovski@gamil.com
Telephone 1	+389 70 231 332
Address	Ul. Vic 18/4
Country	Republic of North Macedonia
Region	Skopje
P.O. Box	/
Post Code	1000
CEDEX	n/a
City	Skopje

Project Manager	
Title	Mrs.
Gender	Female
First Name	Emilija
Family Name	Tripunovska
Department	/
Position	Project Manager
Email	emilija.tripunovska@outloo.com
Telephone 1	+389 70 492 174
Address	Ul. Franklin Ruzvelt 9/1-2
Country	Republic of North Macedonia
Region	Skopje
P.O. Box	/
Post Code	1000
CEDEX	n/a
City	Skopje

The person responsible for the projects: Mrs. Emilija Tripunovska

emilija.tripunovska@outloo.com/ tripunovskaemilija@gmail.com

+38970492174