

## JANEZ FURLAN

Mr. Janez Furlan (1973) is a freelance **business consultant to the SMEs in international trade and competitiveness issues**. He is dealing with the quality/compliance of products and their facilitation/access to international markets for the last 23 years. He holds a BSc engineering degree in measurement systems, inclusive of wood, electromechanical products, textiles, some foodstuffs and cosmetics. He has a unique experience from private sector from both large (Goodyear, Knauf) and small companies (Abena Trade, Mercator) as well as from supporting sector (head of laboratory in Slovenian Institute of Quality).

As a quality expert, he took part in EU regulatory "acquis communautaire" in his homeland of Slovenia, and participated in numerous development and trade projects in over 15 developing countries including Indonesia, the Philippines, VietNam, Mongolia, Uganda, Ghana,... supporting various stakeholders, from private sectors to public sector. Most notably, he worked in several relevant assignments such as "Trade support programme II" in Indonesia, "Trade related technical assistance 3" in the Philippines, "Boosting safety and credibility of supply chains" in Uganda, "Supporting business and sustainable trade" in Ghana, "CEFTA/Regiotrade" in Western Balkans and "Strengthening quality infrastructure and competitiveness in Georgia's key sectors".

He also delivers business consultancies to the individual SMEs and start-ups, in particular in international trade procedures, shipping considerations and customs clearances. With the partners from Surehub Institute, they support businesses in addressing competitiveness issues, target market product customization, conformity assessment and market access.

May, 2026



