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schumanassociates.com

**Brussels Office Since**

📅 1989

**Number of Public Affairs Consultants**

👥 28

**Key Specialisms**

- 🕒 Digital Services & Technology Hardware
- 🕒 Education
- 🕒 Energy
- 🕒 EU Funding
- 🕒 Healthcare
- 🕒 Telecoms
- 🕒 Governments
- 🕒 Association Management

**Key Clients**

AGRA, Amazon Web Services, Anti-Money Laundering Europe, Deutsche Telekom, Edwards, European Commission, European Energy, Irish Aviation Authority, Iron Mountain, Klett, Microsoft, Oxford PV, Philips, SAP, Skillnet Ireland, Sustainable Energy for All, Signify, The Adecco Group.

## About Schuman Associates

**Firm Description**

Established in Brussels in 1989, Schuman Associates is an EU business advisory firm focused on EU funding, communication and public affairs. Well known for our hands-on approach, we coach clients to formulate and implement business development strategies to capitalise on publicly funded leads. We provide key intelligence on upcoming policy and funding initiatives and support a broad range of clients, from governments and large global firms to SMEs and NGOs. We are experienced in developing and managing strategies, projects and associations around a wide range of policy areas.

**Ownership Structure**

Schuman Associates is independently owned.

**International Structure**

Headquartered in Brussels with a network of offices in Bulgaria, Czech Republic, France, Germany, Greece, Ireland, Italy, Poland, Romania, and Spain.

**Key Strengths**

Schuman Associates supports clients to:

- Understand and influence the EU policy and regulatory framework
- Leverage market opportunities created by EU, national and multilateral donor funding programmes
- Successfully bid for and implement publicly funded projects
- Design communication and advocacy strategies to engage with EU and national stakeholders.

With a combined focus on funding and policy, we capture the complete life cycle of an opportunity for our clients.

Our in-house teams dedicated to the EU's four critical focus areas for immediate and long-term investment – green transition, digital transformation, healthcare and pharma, and education and skills – make us uniquely well equipped to help our clients.

**Testimonials and why clients like to work with us**

"It is a great pleasure to work with the Schuman team. They are very professional, have good knowledge on the big picture and are hands-on in identifying, tracking and pursuing opportunities, ranging from stakeholder mapping to granular funding flows and individual programme initiatives. This enables our country teams to follow-up on business opportunities from these programmes, while contributing to green and digital recovery and growth of Europe."

Signify, VP Global Public and Government Affairs

"Schuman Associates has been a long-standing partner to help Philips understand the various EU funds, make realistic assumptions on where we can play, and win. Schuman is currently doing a great job helping us to develop our strategy on how to address the Recovery and Resilience Funds, HERA, EU4Health and others in the coming years. The great thing is that the closer you work with Schuman Associates, the more they become an integral part of your team, and the advice just gets better and better."

Philips, Vice President Government and Public Affairs



# SCHUMAN ASSOCIATES

Impact Policy • Unlock Funds • Win Business

*Your European partners in a global market  
since 1989*

Headquartered in Brussels  
With a network of offices in Bulgaria, the Czech Republic, France, Germany,  
Greece, Ireland, Italy, Poland, Portugal, Romania and Spain

"It is not enough to be an expert in EU policy;  
you also have to be an expert in your client."



EU & Public Sector Funding



Bid & Project Management



Public Affairs & Strategic  
Communication



Strategic Projects Advisory



Green Transition



Healthcare & Pharma



Digital Transformation



Education & Skills