global platform for action on sourcing from women vendors
Women business owners are poised to take advantage of increasing demand for their goods and services. More than 90% of Fortune 500 companies have a supplier diversity programme, and many are actively seeking to source from women. The sourcing is no longer local or national, presenting tremendous opportunities for women across the world, including in developing countries, to sell into global supply chains.

The Global Platform on Sourcing from Women Vendors aims to increase the share of corporate, government and institutional procurement secured by women vendors for the ultimate purpose of bringing greater economic benefit to women and their communities. The Women Vendors Exhibition and Forum (WVEF) is the inaugural event in the Global Platform’s 10-year strategy to link women vendors and corporate buyers, and to build the capacity of vendors to meet buyer requirements.

The initiative is led by the International Trade Centre (ITC) with the support of WEConnect International. Global Platform members include more than 300 companies – from small enterprises to the largest multinational corporations – and women’s organisations, with the direct benefit of linkages to women business owners across multiple sectors and countries.

Signatories to the Global Platform Commit to:

1. Create shared value by sourcing from women vendors that offer competitive products and services;  
2. Promote the benefits of sourcing from women vendors, educating multinational corporations on the business case and return on investment;  
3. Share knowledge on policies and practices to increase sourcing form women vendors;  
4. Support, initiate or improve efforts to integrate women vendors into value chains; and  
5. Report to the Platform for Action Steering Committee on activities and impact via an annual survey.

Apply to join the Global Platform at www.intracen.org/womenandtrade
ACKNOWLEDGEMENTS

The Women Vendors Exhibition and Forum is jointly organised by:

partners:

sponsors:

and supporters:

Chongqing Women Talents Institute 重庆女性人才研究会
Chongqing Women Entrepreneurs’ Association 重庆女企业家协会
Women Entrepreneurs’ Chamber of Commerce from Chongqing Industry and Commerce Federation 重庆工商联女企业家商会
British Chamber of Commerce Southwest China
Trade can play a powerful role in the economic empowerment of women. United Nations Secretary General Ban Ki-Moon notes that, ‘Investing in women and girls has a multiplier effect on productivity and sustained economic growth... Investing in women is not only the right thing to do it is the smart thing to do.’ Benefits accrue through economic and human development as women invest in their families and communities, contributing to sustainable development.

Yet investing in women’s capacity to produce ‘more’ is only valid where there is a market for those goods and services. ITC worked with public and private sector partners profiled in this catalogue to build the Global Platform for Action on Sourcing from Women Vendors to understand demand and help sellers meet buyers’ requirements. The aim of the Platform is to increase the share of corporate, government, and institutional procurement secured by women vendors for the ultimate purpose of bringing greater economic benefit to women and their communities. ITC’s focus is on helping women in developing and transition economies achieve export successes.

The Women Vendors Exhibition and Forum is making history as the first international meeting at which buyers from companies which actively seek to source from women are brought together with the business women themselves. This is part of a ten-year strategy under the Platform and we have a lot to leverage: corporate members have an annual procurement spend over USD700 billion; the sellers network has more than 30,000 members; and more trade support institutions are joining in order to build sellers’ capacity. Already, a product re-engineering has resulted in Accenture placing orders for stationery from the Self Employed Women’s Association in India. And Ethical Fashion Africa has become an accredited supplier to Walmart – an important step in leveraging Walmart’s commitment to double the amount it pays women-run suppliers overseas over the next five years.

Patricia Francis, Executive Director
WEConnect International is a proud co-founder of the Global Platform for Action on Sourcing from Women Vendors and a co-organiser of the first ever international meeting bringing together procurement officers from MNCs and women suppliers, the Women Vendors Exhibition and Forum (WVEF) in dynamic Chongqing, China.

WEConnect International is also a co-organiser of the senior executive roundtables on sourcing from women vendors under the Global Platform initiative. The roundtables aim to engage corporations, policy makers and institutions on the challenges and opportunities for sourcing from women vendors, and generate renewed commitment to the Global Platform.

WEConnect International is a non-profit organisation lead by corporations committed to global supplier diversity and inclusion.

Our network represents over US$700 billion in annual purchasing power including corporations such as Accenture, Boeing, Cummins, Dunn & Bradstreet, HP, IBM, Marriott International and Microsoft.

We envision a world where global value chains benefit from the full participation of women-owned businesses; where corporations, entrepreneurs, governments and NGOs collaborate to ensure inclusive and sustainable economic development.

WEConnect International facilitates sustainable economic growth by increasing opportunities for women-owned businesses to compete for contract opportunities. We offer certification and free self-registration to businesses that are at least 51% owned, managed and controlled by one or more women.

Elizabeth Vazquez, Chief Executive Officer and Co-Founder
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Since its founding in 1927, Marriott has valued the diversity and inclusion of all associates, guests, and business partners. This legacy is now a fundamental operating principle and business imperative.

Since 2003, the organisation’s board-level Committee for Excellence has identified and evaluated efforts to promote and leverage an increasingly diverse workforce, hotel ownership, customer, and supplier base.

Marriott’s Global and Regional Diversity and Inclusion Councils provide an inclusion lens to how programmes and services are designed and delivered across the Marriott portfolio of brands. In addition, they establish key performance metrics and success factors that are actionable and support the organization’s business goals through strategic partnerships, targeted recruitment campaigns, diversity communications, and other outreach efforts.

In 2005, the J. W. Marriott Diversity Excellence Award was created to recognise a business unit or department for its outstanding achievement in advancing the company’s diversity and inclusion strategy.

As Marriott grows and expands globally, the company continues to broaden how it thinks about global diversity and inclusion, reaching across cultural borders to embrace the unique gifts and talents of the communities where we live and work.

Some of the products and services frequently purchased or contracted include; construction, cleaning and maintenance services, food & beverages and waste removal.
We partner with thousands of suppliers in every merchandise category. Their ideas, products and energy have helped fuel our growth for almost 50 years and they are an important part of our future. To continue to deliver on our brand purpose, we need excellence in our supply chain. We need suppliers who can ensure that our product assortment and prices are relevant to our customer’s needs.

We launched our formal Supplier Diversity program in 1994 to ensure minority and women owned business become an integral part of our vast network of suppliers. The program began with the procurement of $2 million from Women and Minority Business Enterprise (WMBE) suppliers. Our programs focus on the development of minority and women owned businesses and contribute to the economic well-being of the communities we serve.

Our Spend with Diverse Suppliers in 2010 - $10.5 Billion

• $8.0 billion in direct spend
• $2.5 billion in second-tier spend

The Supplier Diversity program aims to expand and advance our current pool of more than 3,000 diverse suppliers through education and mentoring. Our goal is to support capacity building for minority and women owned businesses. We aspire to create prosperity through empowerment.
IBM’s supply chain diversity program is grounded in a mission to ensure that those groups who have been traditionally left out of the economic mainstream are given access to IBM’s procurement process if they have a product/service which adds value to our supply chain. Our program is global, and we work with businesses owned by diverse groups all over the world.

IBM recognises that a diverse supplier base is integral to company profitability and strategic objectives; solidifying the connection between customer satisfaction and winning in the marketplace.

IBM’s supplier diversity program expands purchasing opportunities for businesses owned and operated by minorities, women, gay and lesbian, veterans and service disabled veterans, and disabled persons. Purchasing opportunities are also expanded for our non-profit organizations that hire disabled persons and for HUBZone companies.

Building and maintaining a community of diverse suppliers increases IBM’s opportunity to hear new ideas, apply different approaches, and gain access to additional solutions that respond to customer needs. Such collaboration helps IBM deliver innovation, quality products, and world-class service to a growing global marketplace.

Women owned businesses are defined as being at least 51% owned and controlled by one or more women.
Mission
Founded by the Priddy family, Full Circle Exchange is a socially-conscious brand with a mission-to “Promote Justice and Cultivate Good” TM through the sale of ethically and responsibly sourced products (coffee, chocolate, tea and artisan products). Our passion and motivation is to empower farmers and artisans around the globe, while enriching the lives of those struggling in poverty. We are committed to creating sustainable economic opportunities that maximizes a market-based approach to achieving positive global social goals. Our ongoing mission is to reinvest a portion of profits back into critical social issues that help transform lives and communities around the globe that are both sustainable and dignified.

Empowering Women through Enterprise
The core of our mission is the empowerment of women through commerce, economic participation, and economic benefit. At Full Circle Exchange, we believe that when equipped with the proper economic tools and resources, women have the power to help whole families and entire communities escape poverty and create lasting change. By joining forces with a cross-section of global organizations, we are also able to help marginalized women and girls with access to education, health services and enterprise opportunities.
D.W. Morgan continues to increase spend on sourcing from women and minority business enterprises (WMBE) year after year. Areas WMBEs support us in include legal, professional services, uniforms, transportation, language translation, supplies, and IT hardware. Furthermore, Morgan introduces WMBEs to corporate customers for potential business relationships.

As a global business and National Minority Supplier Development Council (NMSDC) Corporate Plus TM member, Morgan has a vital interest in advancing the movement of international diversity.

Morgan has gone beyond seizing opportunities on its own behalf. As the company has grown, it has worked aggressively to benefit its partners, the diversity community and the regions in which it works; seeking diversity partners at home and abroad. Morgan is building its own diversity spend both in the U.S., where that spend is reportable, and internationally.

Morgan’s business philosophy has helped build deep relationships and trusted partners. Initiatives have contributed to growth and success, including three Cisco Systems “Supplier of the Year” awards; NCMSDC “Supplier of the Year” in 2005 and 2010; Minority Business Enterprises’ “Best of the Decade”/four-year running “MCEO”; and NMSDC’s 2011 Leadership Award.

Morgan works passionately and unrelentingly to make the world a better place.
In Ethiopia, women are responsible for 55% of homestead seedling production, 31% of land coffee tree management and 65% of coffee drying, yet comprise only 3% of coffee investors.
In 1994 Ms Numutako A. I. Kamarade set up Dallas Investments selling parchment coffee inside Rwanda and exporting to Uganda. The company later expanded to other sectors including commodities, real estate and petroleum.

When she established Dallas Investments, she saw a window to help others, setting up a women’s coffee cooperative. Ms. Kamarade has three key objectives for members of the women’s cooperative, Abaryoshakawa; sharing, learning together and earning an income.

The company has recently constructed two coffee washing stations and processes fully washed Arabica coffee, exporting green coffee to Europe, America and Asia.

Cherries are received from farmers, at the washing stations where the good beans are separated from the affected ones. The good beans are passed through a Pinhalense machine which removes the pulp or husk. The parchment coffee is left to ferment overnight and then cleaned. After sorting and drying under the sun, the dried parchment is taken to the dry mill to produce green coffee which is then bagged ready for export.

The whole process is overseen by a full time quality controller, whilst chemical analysis and taste testing is done by the Rwanda Coffee Authority. Dallas Investments continues to expand and is seeking partners to provide technical assistance and funding to support coffee farmers in its network as well as Abaryoshakawa.
With over 20 years international business experience, including setting up 70 cafes within 15 years in Hongkong, Shanghai and Dubai, Pacita Juan a marketing and branding specialist, and Regina S. Francisco a design and operations master, decided to focus their efforts on social entrepreneurship. They started by assisting women’s communities which needed help with design and market access.

Their company evolved into a processor of specialty coffees supplying to Kultura, a major handicraft and souvenir store with about 30 stores, and part of the largest retail conglomerate in the Philippines (SM Group). This led to, amongst other successful initiatives, the establishment of their own fair trade stores and cafes branded Le Bistro Cafe.

The exposure in KULTURA provided the momentum needed to help women coffee farmers. Today, as they connect to more women communities for crafts and coffee, they need a continuous pipeline of orders not only from domestic stores but from overseas buyers as well. Juan personally trains women farmers in value addition such as sorting and cleaning coffee beans, planting the correct variety, and in even branding their own local coffees. They work mostly with indigenous communities to ensure preservation of the culture of these women while giving them better value for their crop.

website: www.lebistro.ph
Café Helena is carefully planted, grown, harvested, dried, stored, classified, roasted, ground, and packed on a 300 hectare farm close to Dourado City in São Paulo State. It was founded by Maria Helena Monteiro who was the winner of Brazil’s National Women Entrepreneur Award 2005/2006 and was nominated one of the 20 most Influential Women in Brazil by The Forbes Magazine (Brazil) in 2007.

The team includes women along the entire production chain. The choice of production verticalisation, from planting to end packing, was made in order to maintain control of product quality. Soil and climate are part of what result in the intrinsic features of Café Helena, defining a superior drink standard.

To meet the quality requirements of a high end market, a constant and strict control regime is imposed. A combination of factors are applied including the choice of variety of Arabica coffee, with production potential for sweeter fruit; correct agronomic handling; pre-harvest, harvest and post-harvest procedures; and packing, within the concept of a micro-ecosystem.

Production is based upon a Declaration of Responsibilities, which summarises the commitment of the producers; a vision of making a better world, being aware of their contribution to the development of citizenship and quality of life within a Socially, Ecologically, Agronomically Correct (SEAC) proposal.
information technology and business process outsourcing

670 million women work in the Indian information technology-business process outsourcing industry, a 60% rise in two years
Information Systems Services PLC (ISS) is a company established with the aim of providing consultancy services in information systems technology. ISS is the pioneer Geographic Information System (GIS) services provider in Ethiopia.

Founded by two Ethiopian senior GIS experts in 1996, became the first private company in Ethiopia to provide GIS services under all categories. Ms. Aster Solomon and Mr. Yohannes Debebe own and manage ISS.

ISS leveraged its pioneer status to expand the usage of GIS tools across the nation. This meant recruiting and investing in new staff, partnering with the world’s best in GIS and educating the public about the benefits of GIS.

These efforts paid off with engagement in complex projects, training & software sales. ISS supports all its clients and maintains a long term relationship to meet their growing needs.

ISS is and has been the undisputed market leader in Ethiopia. We however strive to grow the market and continue to maintain the quality of our value added GIS services.
NNasia was established in July 2005 to support the project representing the Tecnomen Corporation, Finland (now Tecnotree); running all sales activities and performing maintenance services on the prepaid system of Total Access Communication Public Company Limited (DTAC), the second largest mobile operator in Thailand.

NNasia subsequently became a consultant to Seoul Commtech Co. Ltd. from Korea which is a subsidiary of the Samsung Group, eventually being appointed the representative of Seoul Commtech Co. Ltd in Thailand to promote its telecom value added service products.

In addition to many years of experience providing business consulting services, NNasia has diversified into several sectors, focusing on Small and Medium Enterprises. Key activities include counselling services for management, human resources, marketing as well as services and engineering.

The company also collaborates with SMEs to deliver products and services in various sectors including telecommunications products, hotel packages in Thailand, real estate such as a condominium in Pattaya and resort in Chiangmai, landscape design for international hotels and fun parks, organic agricultural produce, cosmetics, and various other products at www.setheenee.com.
Vision 2k Inc. is a provider of cutting-edge technologies and services for the healthcare industry. Our medical transcription, medical coding, medical billing, Electronic Medical Records (EMR), Paperless Office System implementation, and other back-office services assure maximum profit for practices as small as one doctor to as large as a hospital group with four hundred or more physicians.

Led by Chief Executive Officer Ms. Soudhamini Prodduturi and Chairman Dr. Vijay Kumar Prodduturi, Vision 2k has steadily grown over the past decade to serve over 2000 clients across the United States. Our employee base spread out over four locations consists of 750+ specialised staff and managers, most of who are based in India, dedicated to providing exceptional quality end-to-end back-office services to the healthcare industry.

Vision 2k Inc. has created its niche in the service of healthcare providers by proactively understanding the current needs of the healthcare industry and successfully fulfilling them by combining high-end technology with highly skilled professionals to make the documentation process simple. The company functions as an intelligent electronic platform between Government on the one side and healthcare providers on the other. We provide a complete technology backbone that delivers automated, compliant, transparent and secure processes to medical facilities.
Women owned businesses comprise 47% of registered companies on South Africa’s Construction Industry Development Board register of contractors.
Real estate and construction is the core activity of Gandirs Group. The most successful and fastest growing real estate development and construction company in Mongolia, our vision is to become the leading company in Mongolia headed by women.

Through our activities, we want to contribute to the development of our country’s economy and construction sector. The projects we implement must meet strict criteria, which include significant contribution to the development of the capital city Ulaanbaatar, as well as rural areas. Gandirs is the only construction company with operations in Ulaanbaatar and across Mongolia.


We also take social responsibility seriously and support our employees and the community with various health related, education and training, and personal welfare initiatives.
Building on more than twenty years of architectural & engineering experience in the region and internationally, Meisa Batayneh and her team of associates established maisam architects & engineers with the vision to utilise knowledge, innovation and design in the pursuit of architectural excellence. maisam’s expertise is in providing planning, architecture and design services to developers, corporations, governments and individuals.

Over the years maisam’s team has produced diverse landmark projects in the region, from sustainable master-planning for the east coast of the Dead Sea, to culturally vibrant and eco-friendly island developments in the Gulf region.

Other landmark projects include a master plan for a new city development project in Pakistan that will eventually accommodate two million people; several mixed use projects in the Abdali Urban Regeneration development; the largest resort development on the east coast of the dead sea; the embellishment of the Martyr’s memorial complete with its gardens of love, peace, tolerance, and forgiveness, which is a source of national pride in Jordan.

maisam’s portfolio also comprises diverse prestigious projects, such as: the new terminal building at Queen Alia International Airport and the Living Wall mixed use project, both done in collaboration with world renowned architects Fosters and Partners.
AMS is a major provider of scaffolding services operating & conducting its activities in various geographical areas around the world.

From our corporate office in Dubai, AMS has built a reputation over 30 years for providing innovative and cost effective access scaffolding solutions for the requirements of our clients, our success being measured on quality service and technical expertise.

In order for AMS to maintain this reputation we are continuously striving to improve our standard of operations, we have therefore established a growing network of branches, subsidiaries, associates and JV partnerships all of which are strategically located around the world to provide our specialist services.

Core services include contract scaffolding, installation and dismantling services; supply of certified and experienced scaffolding personnel; scaffold training providers; hire, lease and sale of quality scaffolding equipment, scaffolding safety and inspection services; specialist design & technical engineering services.

AMS prides itself on our ability to provide all our clients with a friendly, personal and professional service, our commitments to continue providing safe, quality and cost effective solutions remains to be one of our highest priorities.
Endula Infra LLP is an Infrastructure Company that constructs commercial and residential buildings, we also produce construction materials. The unique feature of our construction is that we use green technologies including high efficiency architectural designs, rain water harvesting and solar electricity.

Our latest venture is a natural granite stone extraction and export company. We have acquired 160 acres of natural granite-abundant lands in the state of Andhra Pradesh and are in the process of procuring another 20 acres of land. We currently have a capacity to produce 500 cubic metres per month and are beginning to venture into finished granite products such as polished slabs.

We have obtained contracts with the central government to supply construction aggregate & ballast, used in laying the slabs of buildings, and laying roads and railway lines respectively. We are currently producing 60,000 tonnes per month of construction aggregate and 30,000 cubic metres per month of ballast. We are interested in buying the latest machinery for construction aggregate and ballast specifically portable crushing plants.

We also produce 10,000 tonnes per month of Robo Sand, the newest green material used around the world as a substitute for river sand. It is used in concrete mixes used for laying slabs.

We are aggressively seeking buyers, suppliers and partners in China for all our products.

website: www.raagagrand.com/aboutus.html  •  e-mail: veena@raagagrand.com
With a vision to be the “The Reliable Heating People”, the flagship company, Thermopads Pvt. Ltd. was set up by Ms. Uma Ghurka and Mr. Nand Kishore Ghurka 32 years ago to manufacture heating mantles.

Thermopads was the first of the Thermo Group of companies. It manufactures heating cables, comfort heating and industrial heating products. The quality and design of these heaters have progressively evolved through continuous improvement. The range of heaters covers heat tracers for pipeline and storage tank heating, heating panels for process & storage tanks, heated hoses, floor heating cables and mats for under floor, under concrete, roof and gutter heating and heated gloves and insole heaters.

Mrs. Ghurka’s achievements were recognized by amongst others, the IBM Corporation, with the Best Technology Award in 1999 and in the same year, she was honoured as one of the 50 Leading Women Entrepreneurs of the world. In 1984, she was named one of India’s Women Entrepreneurs of the Year.

The company was awarded “Star Performance” award 2004-2005 for exports under the SME section by Engineering Export Promotion Council of India.

The company is certified to ISO 9001:2008 and all products have international certifications. Almost 95 percent of the flexible heaters manufactured are exported to customers in the United States, the European Union, New Zealand, Australia, the ASEAN and the Middle East.
clean & green automotive

The clean technology sector is rapidly growing, presenting a significant opportunity for women who are gradually permeating the sector. China for example, is currently investing $65 billion a year in clean technology.
Archana Bhatnagar, a first generation entrepreneur, has established 3 manufacturing businesses. Her group Haylide Chemicals produces professional green cleaning & sanitising products & other chemical formulations.

Haylide Chemicals follows the motto “Green Cleaning for All”. Basically a philosophy that endeavours to produce cost effective, high performance cleaning solutions that replace conventional products with minimum resistance, and in fact better the experience of cleaning both for the user as well as the inhabitants of the property being cleaned.

Haylide takes green cleaning to the next level by not only replacing basic surfactants with biodegradable alternatives but has also done a lot of work on adjuvant, chelating agents, thickeners, alkalies, acids & solvents. The aim is to replace every existing conventional non biodegradable ingredient with new age biodegradable raw materials most of which are of natural origin. This is reflected in our Eco Material Safety Data Sheets (MSDS) which gives details of the biodegradability of the ingredients, a first for MSDS’ across the world.

Our varied product range includes products for the food industry, hotels, sanitisation products and housekeeping & infection control. We count major hospitals, hotel chains, multinational corporations, food chains and pharmaceutical companies amongst our clients.
SVS Wires manufactures various products for the white goods sector.

The company operates a wire shelf manufacturing plant in Hyderabad with a production capacity that grew from 15,000 to 1,000,000 wire shelves per month between 1995 when it began, and 2011.

In 2003 SVS Wires established a wire shelf manufacturing plant at Ghaziabad, near New Delhi to cater to the Northern region. It is the largest wire shelf plant in north India with an installed capacity of 400,000 to 500,000 refrigerator wire shelves per month.

Another wire shelf plant near Pune was commissioned in 2004 with an installed capacity of 200,000 shelves per month, soon to be upgraded to 400,000 shelves per month. The Company has other group units in North and West India.

SVS Wires has the capacity to produce 150,000 condenser units per month and 1,800,000 filter driers per month.

Today SVS Wires, led by Madhu Tyagi, is a dominant player in the refrigerator parts industry in India, catering to almost 70% of the domestic market in all its product segments. The Company uses the latest technology and best equipment to manufacture superior quality refrigerator wire for domestic and export markets, and is staffed by a team of highly qualified and well-trained personnel.
Established in 2005, VRK Extrusions Pvt Ltd is acknowledged as a leading manufacturer in extrusion technologies of high performance engineering plastic products in India. The company has advanced extrusion facilities for rods, sheets, profiles and other engineering plastic products. Designers are looking to plastics as a substitute for design material such as phosphor bronze, gun metal, cast iron, copper, aluminium and the entire family of steels.

Our approach is to help our customers mould solutions for their businesses. We believe every company was created with a different mould so we take every care in conceptualising our clients’ ideas and bring a customised approach to each project to ensure we exceed expectations every time.

Our competitive advantages include our unique designs, quality, competitive pricing strategy, strict dispatch schedules, client-centric approach and a state of the art facility. Our production advantages include our modular structure and flexible manufacturing system. Our unmatched quality of components and services are widely acknowledged and have enabled us attain a long list of clients in India as well as overseas.

Our Philosophy is based on being socially responsible for our environment and community; while providing added value to our customers.

website: www.vrkextrusions.com • e-mail: vrkextrusions@gmail.com
Women are crucial to Bangladesh’s Ready Made Garment (RMG) sector, accounting for 80% of the workforce. Contributing US$12.75bn, the RMG sector accounts for 76% of the country’s export earnings.
Uguujshim LLC was established in Ulaanbaatar, Mongolia in 1999 as a supplier of raw and dehaired cashmere for the world market. The new processing factory was built in 2006 and high quality washing and dehairing equipment were installed. We have since successfully expanded our business and have become a trusted supplier of wool fibers and products in the textile market today.

Our major products are dehaired cashmere, cashmere yarn, and semi processed wool fibers. We process cashmere and camel wool and produce high quality semi finished products. Ecologically pure raw material of Mongolian goats’ 100 percent cashmere is used with the latest production technologies.

Our products are sold internationally. We are one of the biggest Mongolian dehaired cashmere exporters to England, Italy, India and other regions where global fashion labels use our materials for high end cashmere garment production.

Quality checks cover every aspect of the manufacturing process - from the procurement of superior quality raw materials and sorting, right through to production, packaging and distribution. We are proud that our company has kept quality and standards at the highest level, making high quality products and maintaining customer satisfaction.
Patwa Apparel is a four year-old company engaged in the designing, manufacturing, marketing and distribution of clothing. The focus is centred around casual wear with a unique concept of using the Jamaican language along with the English translation imprinted on items of clothing. We are also open to include other languages for translations in targeting other lucrative markets.

Since our entry into the market, we have supplied a number of boutique, hotel and clothing stores locally. Patwa Apparel is noted for its on-time delivery to customers. Our products are of exceptionally high quality and so we are in the process of making preparations to export other countries. We are customer-focused and driven by excellence.

Our customers mean the world to us.
Astab Export was established in 2002 incorporated under the pertinent articles of the Ethiopian commercial code of private companies and secured the relevant licenses to enable it continue to work in the areas of household furnishing products and traditional wears such as scarves, Ethiopian national dress, table mats, table runners, cushion and so on made out of organic cottons, silk, fiber, leather and grass mainly for the export market.

The company is located in the city of Addis Ababa in one of the modern buildings along the Bole road near the International Airport which is the gate way to the outer world.

The owner, Aster Abraham who is also the manager of the company is an experienced business woman in Ethiopia and also has business connections in the USA. She is a gifted and qualified designer to a wide range of products. She is a good marketer of the products as she also has exposure to end consumers' preferences and interests.

Aster has passion and a keen interest in the trade of interior design and house hold furnishing products as well as unique wears which have a traditional touch.
Women comprise 74.7% of the total agricultural labour force in China; research demonstrated that women farmers can be organised into effective groups to access technology and market linkages.
CHONGQING GANGES FRUIT GROUP
CHINA

website: www.gangesfruit.com  •  e-mail: chongqing@gangesfruit.com

CHONGQING GANGES FRUIT GROUP was established in 2002. It is the only leading company in the Chongqing High Quality Citrus Industrial Planning Project which develops and markets fresh citrus. GANGES is also the leading agricultural industrial company in Chongqing.

Our target is to build up the national and Asian specialised late-maturing citrus production enterprises in the Chongqing Three Gorges Reservoir Area within 10 years, promoting the development of the regional industry.

Chinese citrus production is 15 million tonnes per annum which ranks second in the world. The weather in Chongqing from February to June is suitable for late-maturing citrus, resulting in a high value product in the domestic market because of the low supply from other parts of China during this period. Furthermore, there is no citrus quarantine disease in Chongqing making production suitable for export to the European market.

We specialise in late-maturing mixed citrus species and have patent-protection. We import high-quality citrus seeds and in cooperation with China Citrus Research Institution, supervise the technology and train farmers.

In order to satisfy customers’ requirements for health and food safety, we have set up the EUROGAP Certification of orchard management, to monitor the use of fertilisers and pesticides and make sure our production is 100% natural and safe.
CHONGQING TANMEIZI JINZHANG TUJIA PRESERVED CHILI PROCESSING CO, LTD  
CHINA

CHONGQING TANMEIZI JINZHANG TUJIA PRESERVED CHILI PROCESSING CO, LTD was established in 2004, changing its name from SHIZHU SANHONG FOOD MANUFACTURER in 2008. The company mainly engaged in chilli acquisition, processing and sales, including pepper products production, sales, and import and export business. We employ 35 fulltime staff and 115 temporary staff. A new manufacturing facility is under construction, scheduled for completion in October 2011. It occupies more than 20 Square kilometers and will be located in Shizhu Industrial Zone Development Part.

The Sales revenue of TANMEIZI CO, LTD now reaches 23 million RMB. TANMEIZI has already registered its trademark and applied for a patent. Moreover, it has obtained food safety certification. In 2008, TANMEIZI was awarded “The Most Welcomed Prize” by the Chongqing Nan’an District General Chamber of Commerce, and the “National High Quality Agricultural Product” award by the National Supply and Marketing Cooperative. It was also evaluated as TOP county-level company. TANMEIZI Products are sold over several Chongqing agricultural markets and we are negotiating with supermarkets. Its products are welcomed by costumers, and have a bright market future.

Now TANMEIZI is developing markets in Guangzhou, Zhejiang Province and Fujian Province.
trade support institutions
UEPB is a Public Trade Promotion Organisation which operates under the Ministry of Trade, Industry and Co-operatives.

Uganda Export Promotion Board is implementing the National Export Strategy (NES) which was launched by HE Yoweri Kaguta Museveni, President of Uganda in 2008. The NES highlights 12 major sectors in line with the Government’s commitment to establishing an export-led economy.

A major accomplishment of UEPB was the engendering of the NES in 2009, as a catalyst for greater social and economic development. In so doing, our vision was to create a dynamic and competitive export-driven economy for national prosperity and development, with more participation of women.

Key elements include specific strategies for gender mainstreaming, education and empowerment of women, broadening women’s equitable participation at all levels of decision making and the establishment of priorities. The design and implementation of the Strategy recognises the specific challenges faced by women entrepreneurs in participating in the export sector.

Other notable initiatives include our partnership with the International Trade Centre on programmes to facilitate women’s informal cross border trade, support women in the coffee sector, and ethical fashion programme. We also run a programme linking commercial handicrafts women vendors to markets in Europe.
Nesy Concepts began in 2005 designing bespoke bags with a unique African touch. With the rapid growth of customers, the organisation branched out into large scale production, also establishing a capacity building initiative.

Objectives:
1. Promote modern Ghanaian traditional products and the export of non-traditional products
2. Create profitable income generation activities for unemployed young women and single mothers
3. Create an environment that encourages young and talented Ghanaians to remain in the country
4. Ensure equitably shared revenue, fair trade principles and better paid labour, and make social contributions to individuals in our value chain
5. Develop the communities where our producers live by integrating Nesy Concepts programmes there

Nesy Concepts comprises a dedicated group of skilled young Ghanaian women who have joined to avoid permanent unemployment. It began with 15 members, growing to 100 members by 2010. The organisation produces bags, footwear, authentic African beads, and tie and dye fabrics amongst other things, also providing skills training to young people.

Now registered in the USA as well, Nesy Concepts is seeking to establish an outlet there, acquire machines, equipment, and materials to increase production and meet demand. Five acres of land has been secured to build another workshop and resource centre at Tema in the Greater Accra Region.
Dubai Exports (DE), formerly Dubai Export Development Corporation, is an agency of the Government of Dubai’s Department of Economic Development (DED). As part of DED, its mandate is to facilitate trade from Dubai and establish itself as a world-class export development and promotion body by creating an enabling environment for Dubai’s exporters.

Dubai Exports has developed a range of value-added trade support services to exporters (with dedicated services for women owned businesses), for accelerated and profitable expansion of their businesses in foreign markets including trade information, branding advice, financial, legal and foreign trade representation and access to potential buyers.

DE provides support to the business women’s community based in the United Arab Emirates to participate in exhibitions, attend training courses and awareness seminars. DE will also undertake an advocacy role for exporters in their relations with government and other relevant agencies through the formation of long-term and mutually beneficial partnerships.

**Our Vision**: To be a world class export development agency through innovation.

**Our Mission**: To empower and diversify Dubai’s economic growth by offering pioneering export services to business.

**Our Values**: The values of the organization are the corner stone for the performance of its management and employees.
organisers, partners & sponsors
ITC is the joint agency of the World Trade Organization and the United Nations.

ITC’s mission is to enable small business export success in developing and transition-economy countries, by providing, with partners, sustainable and inclusive development solutions to the private sector, trade support institutions and policymakers.

International trade is an important engine of development and poverty reduction, contributing to economic growth, job creation and entrepreneurial opportunities. Reducing poverty by boosting trade, with a specific focus on the private sector, is a key principle of ITC trade-related technical assistance. It is also the desired impact of the Aid for Trade agenda, which responds to the capacity-building needs of developing countries. ITC concentrates on strengthening the ‘soft’ infrastructure related to international trade – this encompasses training and capacity building for institutions and firms on standards, rules of origin and customs, and trade information and identification of market opportunities. ITC engages in capacity building to support developing and transition countries in improving the use of trade as a tool for development.

Chongqing is a city of 32m people located on the upper reaches of the Yangtze River. Chongqing is southwest China’s biggest industrial and commercial centre, communication hub and inland port. Our rapid economic growth, enchanting landscapes, mysterious history, unique culture and hospitable citizens make the experience of Chongqing unforgettable. The economy of Chongqing is significant as evidenced by the scale of our trade. Chongqing’s total import and export value hit USD 4.06 billion and grew 72.4% year-on-year, as of the first quarter of 2011.

The percentage of women owned enterprises in Chongqing is 30%; 10% higher than the national average of 20%, demonstrating our support for women entrepreneurs. Chongqing is thus a natural place for companies seeking to source from women vendors.

Chongqing is the hub connecting China’s vast west and eastern coast as well as the rest of the world. It was China’s ancient regional trade centre and now the economic centre of the upper Yangtze. It was a town specialised in entrepot trade and now the largest industrial & commercial city of the region. It is a port city based in western China and now a municipality opened to the whole world.

Welcome to Chongqing, a vigorous and vibrant city, irresistibly attractive and charming!
The Chongqing Foreign Trade and Economic Relations Commission (COFTEC) is the functional department of Chongqing Municipal Government in its comprehensive management over the foreign trade and economic cooperation activities of the entire city.

COFTEC’s mission is to create a commercial environment with low cost and high efficiency, to make opportunities for international trade and investment, as well as economical and technology cooperation, to provide a valuable public service and to extend Chongqing’s influence in the international arena as a central city in the upper reach of the Yangtze River.

COFTEC is actively supporting women entrepreneurs. For example, as a result of the Second Senior Executive Round-table on Sourcing from Women Vendors jointly organised with the International Trade Centre and WEConnect in May 2011 as part of the Chongqing International Investment and Global Sourcing Fair, Walmart signed a contract to source coats from a prominent local women-owned enterprise.

WEConnect International is a non-profit organisation lead by corporations committed to global supplier diversity and inclusion. Our network represents over US$700 billion in annual purchasing power including corporations such as Accenture, Boeing, Cummins, Dunn & Bradstreet, HP, IBM, Marriott International and Microsoft.

WEConnect International facilitates sustainable economic growth by increasing opportunities for women-owned businesses to compete for contract opportunities. We offer certification and free self-registration to businesses that are at least 51% owned, managed and controlled by one or more women.

WEConnect also collaborates with a range of government agencies and global partners including The International Trade Centre, The World Bank, the U.S. State Department, USAID, BPW International, WBENC, Women Presidents’ Organization, Vital Voices La Pietra Coalition, Quantum Leaps, and numerous global and national business support organizations in Canada, China, India, Europe and Latin America.

www.WEConnectInternational.org
The International Federation of Business and Professional Women widely known as BPW International is one of the most influential international networks of business and professional women with affiliates in 96 countries and across five continents with over 30,000 members. It is a non-governmental organisation which has Consultative Status with the United Nations Economic and Social Council (ECOSOC) since 1947 and participatory status with the Council of Europe and the European Women’s Lobby.

BPW International was founded on August 26, 1930 in Geneva, Switzerland on the initiative of Dr. Lena Madesin Phillips. For eighty years, it has worked to bring forth a difference in women’s lives enhancing the careers of professional and business women by providing opportunities to network, share information, acquire skills and develop rewarding professional relationships.

BPW International’s members include a wide variety of influential women leaders, entrepreneurs, business owners, executives, professionals and young career women. It has the unique status of combining both the business and professional arenas in the organisation.

The International Women’s Coffee Alliance is a global peer network of women in coffee that advocates for women from seed to cup. Through the establishment of IWCA Country Chapters national organisations create the infrastructure needed to provide, networking, training, and sustainable livelihoods in the local coffee communities. We create opportunities to impact and expand the sphere of influence of women in coffee and to advance the United Nations 2000 Millennium Development Goals of promoting gender equality and empowering women.

Opening doors to international coffee markets, quality competitions, industry mentorship, and other helpful connections. IWCA Chapters improve the visibility of women in the industry; consequently, the consumer marketplace recognises the benefits that accrue to the global coffee community and will support products that are connected to such benefits. Such exposure offers a fundamental social change for life enhancement, leadership development and above all self confidence to trust their decision making process.

This is the road the IWCA aims to follow to achieve a sustainable standard of living for women in coffee.
SPINNA

SPINNA – The Women’s International Textile Alliance is a not for profit foundation made up of fashion and trade professionals globally. It is headquartered in The Netherlands. SPINNA hubs are being launched in Latin America and in Asia. Our core objective is to foster the economic empowerment of women in textiles and clothing by linking buyers and sellers and by building productive capacities. We are committed to Igniting inspiration, Empowering entrepreneurship and Furthering fashion.

We focus on
- Linking women suppliers from emerging countries, with buyers in international markets
- Building an international network and platform through our mentoring and membership programme: The Circle for women entrepreneurs and buyers
- Organising and facilitating Buyer Mentor Groups, which promote face-to-face dialogue between suppliers and buyers to establish sustainable relations in the sector
- Offering inputs and direction through an umbrella brand ‘FOR SPINNA’ for women owned labels that create commercially viable products while supporting traditional skills
- Showcase and feature women suppliers and their stories along with technical details in special editions of the ‘SPINNA Book’

We look forward to hearing from you at: info@spinna.org and thecircle@spinna.org

You can find us on Facebook: SPINNAwomen, Twitter: SPINNAwomen and LinkedIn groups: SPINNA

QUANTUM LEAPS

Quantum Leaps is a global accelerator for women’s entrepreneurship based in Washington DC. It works on six issues: research; entrepreneurial training; access to capital; market access; technology and innovation; and advocacy on behalf of women entrepreneurs.

Quantum Leaps strives to “move the needle” for women’s entrepreneurship by:
- Mapping resources and the women entrepreneurial ecosystem;
- Partnering with powerful players in women’s economic empowerment;
- Engaging women entrepreneurial experts from around the world who can assist in developing “Roadmaps to 2020” to fuel women’s enterprise development in their countries and regions;
- Shaping public policies;
- Catalysing strategic initiatives that can help build a global infrastructure for women’s enterprise development;
- And using technology, social media and face-to-face meetings to rapidly disseminate knowledge, tools, templates, methodologies and best practices globally, as well as metrics for measuring the ROI from investing in women’s entrepreneurship.
Founded in 1985, the Chinese Association of Women Entrepreneurs (CAWE) is a legally registered nationwide organization and a registered association of the Ministry of Civil Affairs. It obtained the consultative status of the Economic and Social Council, U.N.

CAWE promotes the lawful rights and interests of women entrepreneurs, placing great importance on their needs. CAWE also creates bridges between female entrepreneurs and the government and between women entrepreneurs and women from all walks of life. It serves as an institution to train women entrepreneurs and create a harmonious family of women entrepreneurs.

The Chinese Association of Women Entrepreneurs has 62 group members that have more than 30,000 individual members. All are successful women entrepreneurs, well known administrators, directors and managers.
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The International Trade Centre (ITC) is the joint agency of the World Trade Organization and the United Nations.

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