JEDCO’s Management

Board of Directors
- Minister of Industry and Trade / Chairman
- Seven members from the public sector
- Eight members from the private sector

Executive System
- 89 employees within Jordan
- 16 employees outside Jordan
  (Gaza-Algeria-Ramallah-Sana’-Baghdad-Brussels-Washington)
JEDCO’s Financial Resources

- Services fees on imports and exports within the trade agreements
- Fees from the participation in JEDCO’s Varies activities
- Grants and donations
- Returns on investment
JEDCO’s Activities
Unlocking Opportunities

- Export Development: Technical Assistance
- Export Promotion
- IT Services
- International Cooperation
- Human Resources Development
- Research and Studies
Promotion of Jordanian Exports

- International Fairs & Specialized fairs
- Trade Missions
- Promotional Materials
- Arab Buyers-Sellers Meetings

- Jordanian Weeks
- External Trade Representation
  - Commercial Centers
  - Jordanian Embassies
  - The Private Sector

- Medpartenariat Europartenariat
<table>
<thead>
<tr>
<th>International Fairs</th>
<th>Specialized Exhibitions</th>
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<tbody>
<tr>
<td>• Damascus - Syria</td>
<td>• Cebit - Germany (IT)</td>
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<tr>
<td>• Islamic Trade Fair - Qatar</td>
<td>• Gitex - Dubai</td>
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<tr>
<td>• Algeria - Algeria</td>
<td>• Anuga - Germany (Food)</td>
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<tr>
<td>• Baghdad – Iraq</td>
<td>• Estetika - Belgium (Cosmetics)</td>
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<tr>
<td>• Arab Islamic – Oman</td>
<td>• Sial - France</td>
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<tr>
<td>• Khartom – Sudan</td>
<td>• Jordanian weeks (Gaza, Khaleel, Algeria, Iraq)</td>
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<tr>
<td>• Cairo – Egypt</td>
<td>• Trade missions (Yemen, Greece, Algeria, PA, Italy)</td>
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<tr>
<td>• Tarablus – Libya</td>
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<td>• Kuwait – Kuwait</td>
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<td>• Osaka - Japan</td>
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</tbody>
</table>
Promotional Tools

- Promotional Films
- Exporters Directory
- Virtual Exhibition
- Multimedia CD-ROM
- JEDCO’s Brochures
- Web Sites
Technical Assistance

Quality
Product, Process, Services

Price

Efficiency
Processes, Services, Supply Chain

Improve the competitiveness of the Jordanian SMEs

- ISO 9000,
- CE-Mark,
- HACCP,
- ISO 14000,
- FDA,
- BarCoding
- Packaging,
- Costing Systems,
- QMS,
- GMPs
### Technical Assistance

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<th>Direct Technical Assistance Projects</th>
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<td>Identify Obstacles</td>
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<td>Design Technical Assistance Projects</td>
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<th>Retired Experts Organizations</th>
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<td>NMCP: Netherlands</td>
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<tr>
<td>SES: Germany</td>
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<tr>
<td>ECTI: France</td>
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<tr>
<td>BESO: Britain</td>
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<td>ASI: Italy</td>
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<th>Specialized Services Centers</th>
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<tbody>
<tr>
<td>EAN Jordan</td>
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<tr>
<td>Institute of Packaging</td>
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<tr>
<td>Clothing Services Center</td>
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<th>Training (HRD)</th>
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</tbody>
</table>

### Sectors

- Clothing & Textiles
- Printing & Packaging
- Engineering
- Food
- Pharmaceutical
- Chemical
- Cosmetics
- Traditional Handicrafts
Future Programs - Technical Assistance

- CE-Mark grouping project
- ISO 14000 grouping project
- EU & WTO Agreement & Technical Requirements
- Clothing Services Center
- Packaging Unit (IOP)
- EAN Jordan EDI
- Training
- Clothing training project
Research and Studies

Export barriers

Comprehensive studies on external markets

Export opportunities for specific Jordanian products

- Scandinavian Countries (Sweden/ Norway)
- Eastern Europe (Bulgaria, Latvia)
- African (Nigeria, Senegal, South Africa)
- Arab (UAE, Libya, Algeria)
- Iran

1995-98: 50 Market Studies
IT Services

- Computerized agreements
- National Information Network
- E-Links with exporters
- E-Links with commercial centers
- Library Database
- Virtual Exhibition
International and Local Cooperation

**International Cooperation**
- Export Finance & Credit Guarantees
- Export and Import Promotion Corporations
- Specialized Technical Institutions

**Local Cooperation**
- Ministries and Governmental Corporations
- Training and Scientific Research Corporations and the Jordanian Universities
- Private Sector Corporations
International Cooperation

- China External Trade Development Council (CETRA)
- Japan External Trade Organization (JETRO)
- Hellenic Export Promotion Organization (HEPO)
- Egyptian Promotion Center (ECC-PC)
- The Inter-Arab Investment Guarantee Corp.
- The Islamic Development Bank (IDB)
- International Trade Center (ITC)
- UNDP
- UNCTAD
- GTZ - Protrade
Human Resources Development and Qualification

Development and qualification of human resources within the Jordanian services and Industrial companies

Development and qualification of JEDCO’s staff
THANK YOU!