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# REPORT TO THE CONSULTATIVE COMMITTEE OF THE ITC TRUST FUND

(FOR THE PERIOD 1 JANUARY – 31 DECEMBER 2012)

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**ITC mission:**

ITC enables small business export success in developing and transition countries by providing, with partners, sustainable and inclusive trade development solutions to the private sector, trade support institutions and policymakers.

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This document has not been formally edited by the International Trade Centre.

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# REPORT TO THE CONSULTATIVE COMMITTEE OF THE ITC TRUST FUND

For the period 1 January – 31 December 2012



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## ABBREVIATIONS

A4T	Aid for Trade
AAACP	All Africa Caribbean Pacific Agricultural Commodities Programme
ACCESS!	ACCESS! for African Businesswomen in International Trade
ACP	African, Caribbean and Pacific States
AFD	Agence Française de Développement
CBI	Centre for the Promotion of Imports from developing countries
CEMAC/CAEMC	Central African Economic and Monetary Community
CMS	Content Management System
COMESA	Common Market for Eastern and Southern Africa
EC	European Commission
ECCAS	Economic Community of Central African States
ECOWAS	Economic Community of West African States
EIF	Enhanced Integrated Framework
EnACT	Enhancing Arab Capacity for Trade
EPRP	Export-led Poverty Reduction Programme
ERP	Enterprise Resource Planning
EU	European Union
FAO	Food and Agriculture Organization of the United Nations
GTF	Global Trust Fund
IF	Integrated Framework
IPSAS	International Public Sector Accounting Standards
ISO	International Organization for Standardization
ITC	International Trade Centre
ITF	International Trade Centre Trust Fund
JAG	Joint Advisory Group
LDCs	Least developed countries
LLDCs	Landlocked developing countries
MDGs	Millennium Development Goals
MLS-SCM	Modular Learning System in Supply Chain Management
MNS	Market News Service
NES	National Export Strategy
NTF	Netherlands Trust Fund
NTMs	Non-tariff measures
OECD	Organisation for Economic Co-operation and Development
PACER	Pacific Agreement on Closer Economic Relations
PACT	Programme for building African Capacity for Trade
PSC	Programme support costs
RB	Regular budget from United Nations and WTO
RBM	Results-based management
SADC	Southern African Development Community
SCLP	Supply Chain and Logistics Programme
SIDS	Small Island developing States
SMEs	Small and medium-sized enterprises
SPS	Sanitary and phytosanitary measures
SSA	Sub-Saharan Africa
T4SD	Trade for sustainable development
TPO	Trade promotion organization
TPRP	Tourism-led Poverty Reduction Programme
TSI	Trade support institution
UEMOA/WAEMU	West African Economic and Monetary Union
UNCTAD	United Nations Conference on Trade and Development
UNDP	United Nations Development Programme
UNIDO	United Nations Industrial Development Organization
W1	Window I
W2	Window II
WEDF	World Export Development Forum
WTO	World Trade Organization
XB	Extrabudgetary resources





## I. INTRODUCTION

The ITC is pleased to submit to the CCITF the following report of activities. This report provides critical information, principally in the form of self-explanatory tables which give an overview of the organization's activities.

The present report covers the period between 1 January and 31 December 2012. It focuses on the analysis of ITC's extrabudgetary resources, providing a detailed description of the source of funds, their status, and use. It also provides an update on programme support and regular budget resources. Finally, the report describes the project outputs and outcomes as at 31 December 2012.

In 2012 ITC made substantial progress in embedding the coherent results framework that links project results to corporate objectives. The organization's investment in the development of an RBM data entry tool and dashboard has facilitated streamlined reporting at corporate level. Page 9 of this report presents ITC's consolidated results against corporate outcome and output targets. The report also includes a more detailed description of the outcomes and outputs achieved for each project in Annex I.

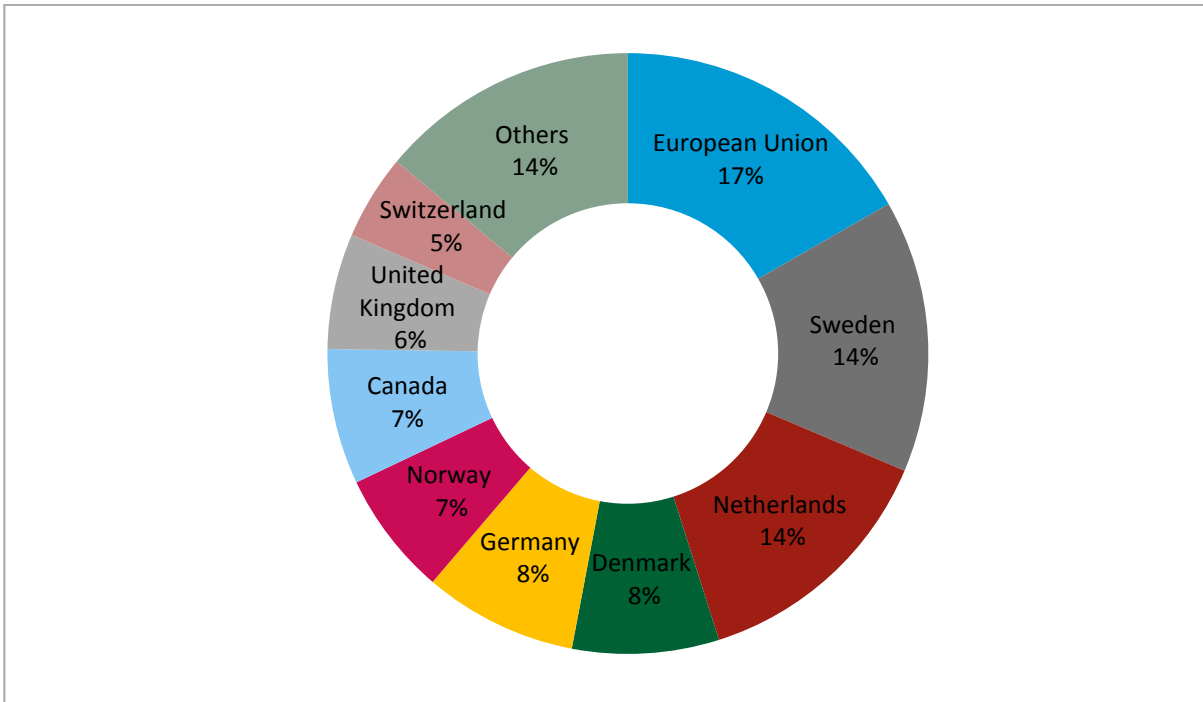
## II. SOURCE OF ITC FUNDS

Voluntary contributions received for TRTA projects as at 31 December 2012 <sup>1</sup>

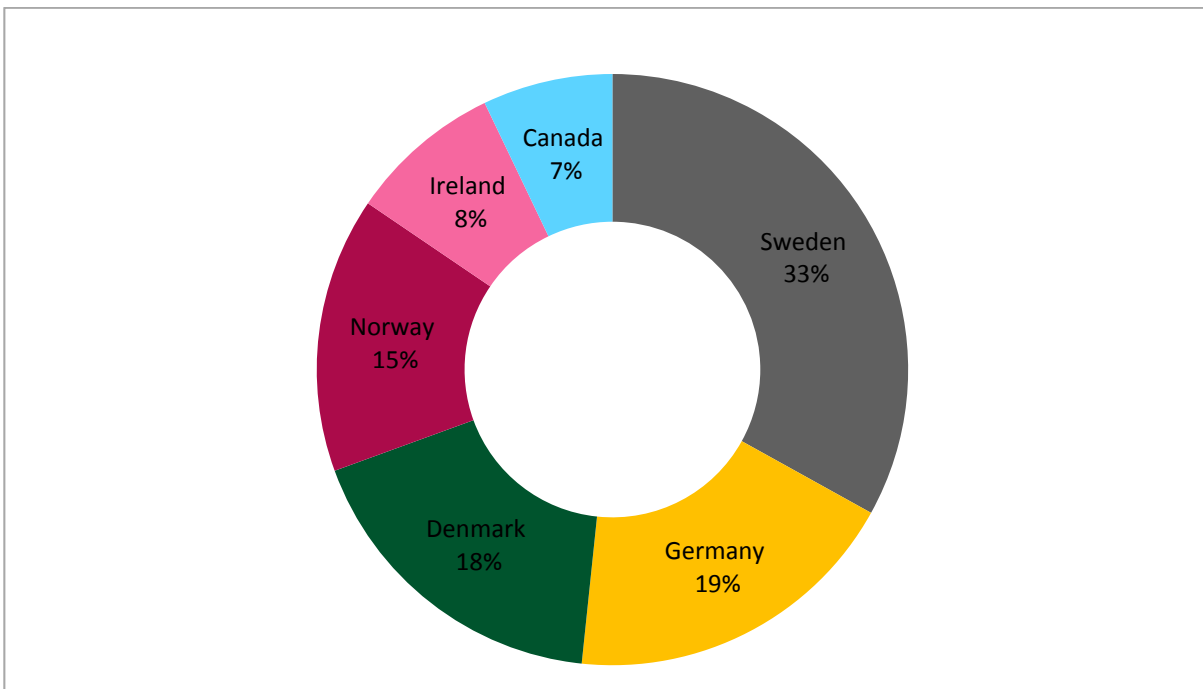
Donors	2011 (US\$)			2012 (US\$)		
	W1	W2	Total	W1	W2	Total
African Management Services Coy (ATMS/AMSCO)			-	-	200,080	200,080
Associate experts – Finland				-	160,505	160,505
Associate experts – France		210,124	210,124	-	89,071	89,071
Associate experts - Germany		498,845	498,845	-	321,509	321,509
Belgium				-	245,098	245,098
Canada	963,694	7,005,037	7,968,731	949,235	1,244,683	2,193,918
China		100,000	100,000	-	326,600	326,600
Denmark	2,459,420		2,459,420	2,373,851	-	2,373,851
Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH				-	492,228	492,228
European Union		6,470,794	6,470,794	-	5,026,237	5,026,237
Finland	2,571,429	428,687	3,000,116			-
Germany, Federal Republic	2,718,169		2,718,169	2,484,472	-	2,484,472
ILO			-	-	55,000	55,000
Ireland	1,283,880		1,283,880	1,119,403	116,883	1,236,286
Japan		106,957	106,957	-	80,230	80,230
Kuwait				-	199,175	199,175
Netherlands		1,181,533	1,181,533	-	4,126,693	4,126,693
New Zealand		391,456	391,456	-	-	-
Norway	2,753,836		2,753,836	2,012,270	-	2,012,270
OCIPEP		103,952	103,952	-	-	-
Organisation Internationale de la Francophonie		85,536	85,536	-	49,751	49,751
Palestine Trade Center				-	319,633	319,633
South Africa		141,537	141,537	-	-	-
Sweden	4,543,350		4,543,350	4,413,000	-	4,413,000
Switzerland		3,880,054	3,880,054		1,278,647	1,278,647
Switzerland/EIF		502,340	502,340		97,076	97,076
UNIDO		775,211	775,211	-	373,134	373,134
United Kingdom		3,254,723	3,254,723	-	1,871,409	1,871,409
USAID		62,950	62,950	-	107,925	107,925
World Trade Organization (WTO)		32,210	32,210	-	-	-
<b>Grand Total</b>	<b>17,293,777</b>	<b>25,231,947</b>	<b>42,525,724</b>	<b>13,352,230</b>	<b>16,781,568</b>	<b>30,133,798</b>
Funds pending finalization of agreement						
Australia (\$A)					1,000,000	
Finland (EUR)				2,500,000		

<sup>1</sup> Excludes contributions received under inter-organizational arrangements and revolving funds

## Distribution of donor contributions to ITF Window I and Window II in 2012



## 2012 donor contributions to Window I of the ITF



### III. USE OF ITF FUNDS

#### ITF W1 and W2 status of funds available as at 31 December 2012

	W1 (US\$ '000)	W2 (US\$ '000)	Total (US\$ '000)
Add: Contributions received	13,352	16,782	30,134
Funds from inter-organization*	-	3,078	3,078
Income from services rendered	-	482	482
Interest income/other misc	102	154	256
<b>Sub-total</b>	<b>13,454</b>	<b>20,496</b>	<b>33,950</b>
Less: Expenditures	15,350	20,102	35,452
Programme support costs	1,996	2,368	4,363
Refund to donors	-	394	394
Transfer to operating reserves	186	232	418
Transfers to/(from) other funds	-	(7)	(7)
<b>Sub-total</b>	<b>(4,078)</b>	<b>(2,592)</b>	<b>(6,670)</b>
Balance as at 1 January 2012	16,485	21,051	37,535
Balance available as at 31 December 2012	12,407	18,458	30,865
Add Operating reserves			4,775
<b>Grand total</b>			<b>35,641</b>

\* UNDP-Spain/MDGF Achievement Fund, EIF, UNDP

#### 2012 ITF W1 and W2 expenditure against allotment (NET)

Fund	Dec-12		
	Allocations	Expenditure	% of delivery
	(US\$ net)	(US\$ net)	
W1	17,813,797	15,350,131	86%
W2	21,910,222	20,101,708	92%
<b>Total</b>	<b>39,724,019</b>	<b>35,451,839</b>	<b>89%</b>

At 31 December 2012, the total allotment for the reported projects amounted to US\$ 44.6 million gross (US\$ 39.7 million net). The project delivery of US\$ 39.8 million gross (US\$ 35.5 million net) represents 89% of the total allotment.

#### Distribution of ITF W1 and W2 expenditure by type of technical cooperation

	W1 (US\$ '000)	W2 (US\$ '000)	Total (US\$ '000)	%
Technical assistance personnel cost	12,254	14,477	26,731	75%
Travel	354	708	1,062	3%
Contractual services	1,261	1,871	3,132	9%
Operating expenses	197	427	625	2%
Acquisitions	144	721	865	2%
Group training	1,140	1,898	3,038	9%
<b>Total</b>	<b>15,350</b>	<b>20,102</b>	<b>35,452</b>	<b>100%</b>

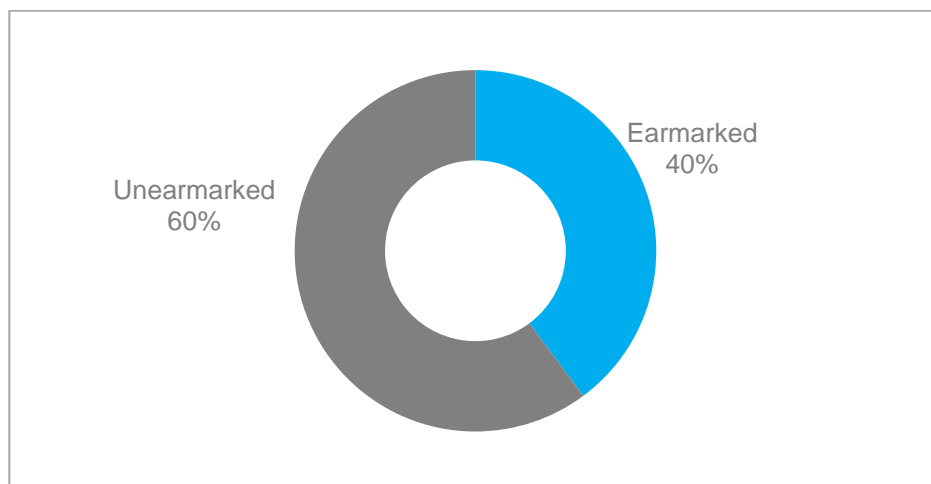
#### Window I: unearmarked and soft-earmarked delivery in 2012

ITC's work is enabled by three sources of funding: the Regular Budget (RB), Programme Support Costs (PSC) and extrabudgetary funding (XB). XB funds are activated through the ITC Trust Fund (ITF).

The ITF consists of two categories of funds known as "windows". Window I consists of unearmarked and soft-earmarked contributions from donors while Window II consists of bilateral contributions for specific projects or programmes as well as income earned through Revolving Funds.

Around \$22 million (gross) of Window I funds were allocated to projects and programmes during the 2012 operational planning process, of which \$17.4 million was expended during the year.

### 2012 Window I expenditure split by soft-earmarked and un-earmarked

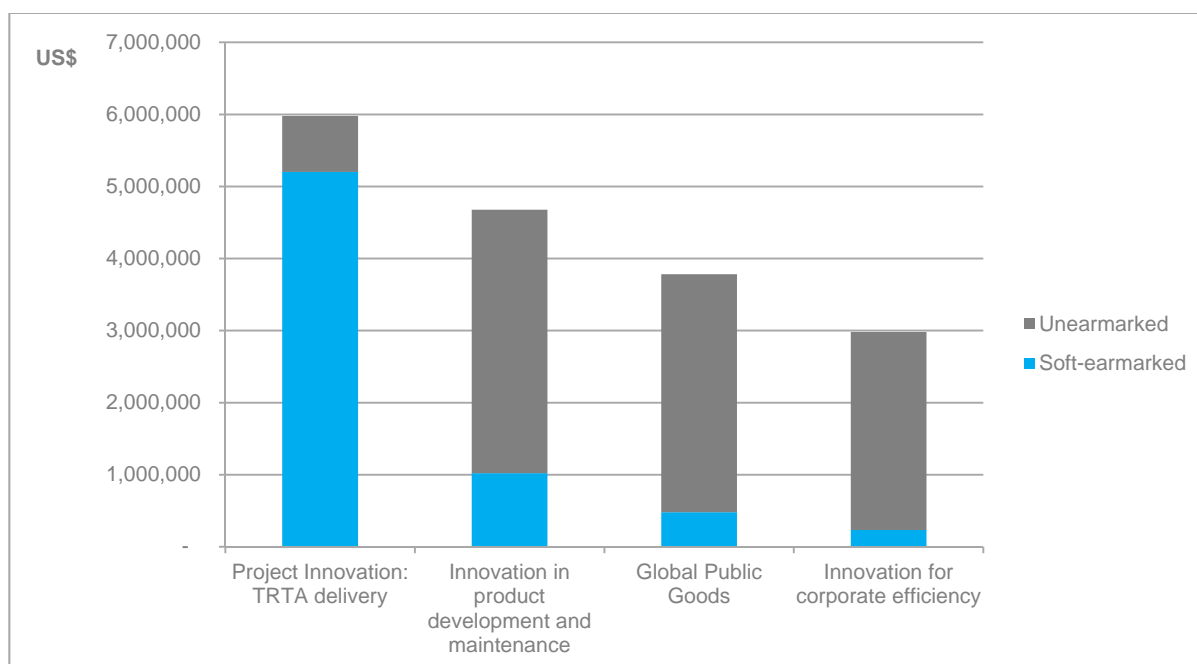


As described in the Window I Guidelines (annex II), the purpose of Window I is to finance innovative TRTA services in the broad sense. In 2012 Window I contributions enabled a range of technical assistance projects and programmes in developing countries (including large programmes), as well as innovations in ITC to ensure effective delivery.

## 2012 Window I projects by category

	Category	2012 projects
Mainly unearmarked	<b>A1. Global public goods (MDG 8)</b>	<ul style="list-style-type: none"> <li>• Database of Private Standards (Trade for Sustainable Development)</li> <li>• Trade intelligence and market analysis tools</li> <li>• Business and Trade Policy</li> <li>• World TPO Conference and Awards</li> <li>• World Export Development Forum</li> <li>• ITC Seminar Series</li> <li>• Good practices and training for Foreign Trade Representatives</li> </ul>
	<b>A2. Innovation for corporate efficiency</b>	<ul style="list-style-type: none"> <li>• Results-based Management</li> <li>• Modernization of information systems and infrastructure</li> <li>• Evaluation</li> <li>• Corporate communication and programme visibility</li> <li>• HR policy and projects</li> <li>• Support of ITC presence in Latin America and the Caribbean</li> <li>• Preparing for the implementation of International Public Sector Accounting Standards (IPSAS)</li> </ul>
	<b>A3. Innovation for the development or maintenance of products and services</b>	<ul style="list-style-type: none"> <li>• Branding and intellectual property</li> <li>• TSI Benchmarking</li> <li>• TSI capacity building materials</li> <li>• Project Development Fund to facilitate project design (15 projects supported in 2012)</li> <li>• Project development support for LDCs under the EIF</li> </ul>
Mainly earmarked	<b>B. Innovative services and projects</b>	<ul style="list-style-type: none"> <li>• Trade and Poor Communities (MDG 1)</li> <li>• Women and Trade (MDG 3)</li> <li>• Trade Climate Change and Environment (MDG 7)</li> <li>• LDC Accession (MDG 8)</li> <li>• Regional Integration and EPAs (MDG 8)</li> <li>• Export Strategy (MDG 8)</li> <li>• Trade Leaders Programme (MDG 8)</li> <li>• South-South Trade: Central and West Africa and South-East Asia (MDG 8)</li> </ul>

## 2012 Window I expenditure by category and earmarking (gross)



## IV. PROGRAMME SUPPORT

### Programme support account expenditure as at 31 December 2012

Description	2012 expenditure (US\$)
<b>Staff cost</b>	<b>3,892,982</b>
<b>Non-staff costs under support costs</b>	<b>793,449</b>
XB share of external audit (BoA)	32,130
After-Service Health Insurance( ASHI)	47,675
XB share of Joint Medical Services	60,529
GTA (maternity replacements, sick leave etc.)	230,421
Miscellaneous costs (incl. Malicious insurance and inter-org security)	43,056
Training (language ZBB staff)	6,232
Estimates for UNOG admin services	355,986
Bank charges / D&B reports	17,420
<b>Total</b>	<b>4,686,431</b>

## V. REGULAR BUDGET

### Regular budget expenditure between the biennia

	Biennium 2006/2007 (US\$'000)	Biennium 2008/2009 (US\$'000)	Biennium 2010/2011 (US\$'000)	December 2012 12 month period (US\$'000)
Technical assistance personnel costs	43,732	49,462	57,792	29,302
Travel	578	601	703	351
Contractual services	2,108	2,465	2,876	1,309
Operating expenses	5,140	5,474	6,303	3,226
Acquisitions	1,257	1,888	1,615	633
Other	1,788	2,134	2,814	1,496
<b>Total</b>	<b>54,603</b>	<b>62,024</b>	<b>72,103</b>	<b>36,317</b>
Appropriations for a biennium	55,406	62,186	72,996	80,816
% of delivery	98.6%	99.7%	98.8%	44.94%

## VI. ITC PROJECT RESULTS

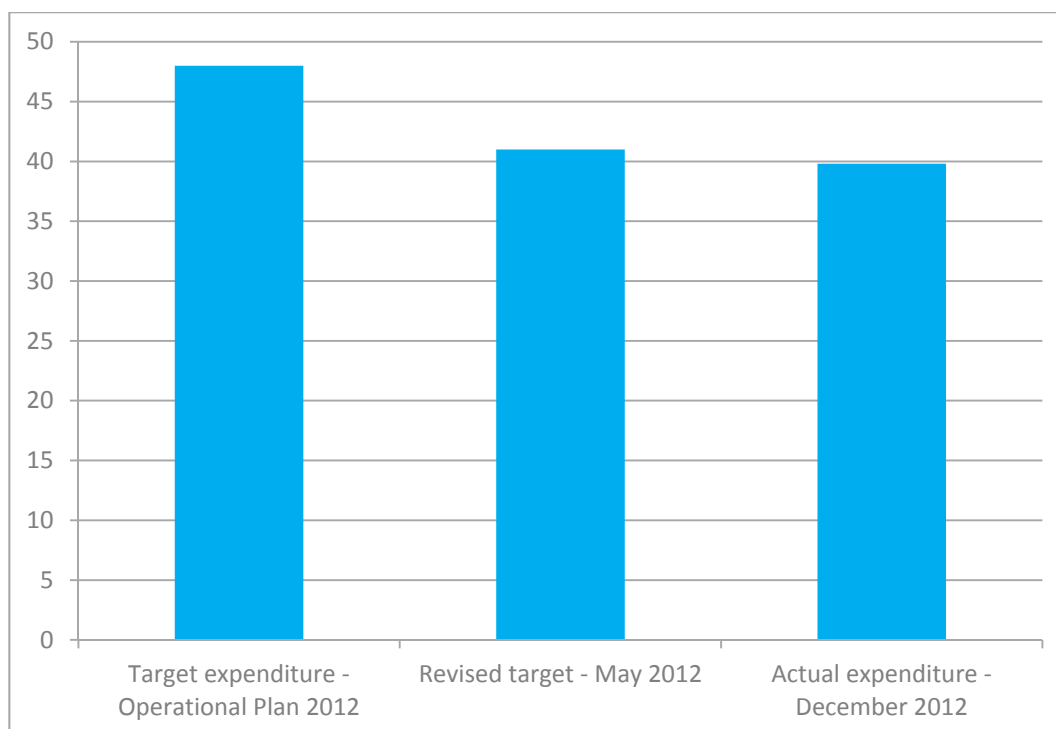
Summary of extrabudgetary project expenditure by region, global public goods and corporate efficiency, 1 January – 31 December 2012

	Window I (US\$'000 net)	Window II (US\$'000 net)	Total (US\$'000 net)	% of total expenditure
Sub-Saharan Africa	2,809	8,362	11,171	32%
Arab States	539	3,004	3,543	10%
Asia-Pacific	564	2,573	3,137	9%
Eastern Europe and Central Asia	107	1,253	1,360	4%
Latin America and the Caribbean	1,140	928	2,068	6%
Global public goods	8,271	3,559	11,830	33%
Corporate efficiency	1,918	422	2,341	7%
<b>Total</b>	<b>15,349</b>	<b>20,102</b>	<b>35,451</b>	<b>100%</b>

### Expenditure against target

ITC's original expenditure target in the 2012 Operational Plan was \$48 million gross. During the Joint Advisory Group meeting in May, ITC informed member states of the revised target of \$41 million gross. At the end of December expenditure totaled \$39.8 million gross. The graph below tracks monthly expenditure as well as a monthly seasonally adjusted depiction of the \$41 million target.

US\$ million





## Results against corporate objectives

The period January to December 2012 represents the first half of the 2012-13 biennium. Project managers have tracked their achievements against the corporate outcome indicators using the integrated RBM data entry tool.

Initial analysis indicates that ITC has reached the 50% benchmark for four of the eight outcome targets for the biennium. In addition, the implementation rate of ITC outputs is 52% with 47% in progress and 1% not started. Therefore the organization is so far largely on track to deliver its planned outputs and achieve its planned outcomes in partnership with beneficiaries.

### ITC performance against corporate outcome targets

Outcome indicator/Unit of measure	Targets	Benchmark (based on 50% of targets)	Actual		Status against benchmark
			2012-2013	2012	2012
<b>a. Strengthened integration of the business sector into the global economy through enhanced support to policy makers</b>					
a.i	Number of export development strategies	40	20	17	↓
a.ii	Number of country networks	98	49	32	↓
a.iii	Number of enriched country negotiating positions	52	26	36	↑
<b>b. Increased capacity of trade support institutions to support businesses</b>					
b.i	Number of TSIs having improved ranking	105	53	98	↑
b.ii	Number of policy proposals	89	45	32	↓
<b>c. Strengthened international competitiveness of enterprises through ITC training and support</b>					
c.i	Number of enterprises enabled to formulate business strategies	2,600	1,300	925	↓
c.ii	Number of enterprises enabled to become export-ready	1,623	812	1,489	↑
c.iii	Number of enterprises having met potential buyers and, transacted business	1,506	753	955	↑

### 2012 performance against corporate output targets

Outputs	Targets 2012-13 <sup>2</sup>	Benchmark (based on 50% of targets)	Actual 2012	Status against benchmark 2012
Group trainings	667	334	354	↑
Advisory services	1,900	950	988	↑
Recurrent technical material	13	*	14	↑
Recurrent publications	36	17	14	↓
Non-recurrent publications	52	17	11	↓
Recurrent bulletins	354	177	195	↑
Non-recurrent bulletins	11	6	1	↓
Special events	5	3	3	↑
Press releases and press conferences	44	22	38	↑

\* 50% benchmark is not relevant

<sup>2</sup> Includes outputs programmed for 2012-2013, additional outputs and those carried forward from 2010-2011.

## ANNEX I: ITC PROJECT RESULTS: ACTUAL OUTCOMES AND OUTPUTS JANUARY – DECEMBER 2012

Project ID	Project Title	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
Officer	Duration					
Section	Donor					
<b>ITC Division of Business and Institutional Support (DBIS); Director: Aicha Pouye</b>						
<b>Business Environment Section, Chief: Angela Strachan</b>						
INT/U/91A Bourque Jean-François DBIS/Business Environment	<b>Project Development: Commercial contracts models and training material for SMEs through trade support institutions</b> (28/03/2012 - 31/12/2012) ITF Window 1	60	57	<ul style="list-style-type: none"> <li>- A Trainer's Guide on ITC International Commercial Model Contracts for Exporting Small Firms developed and expected to be published in early 2013</li> <li>- A joint ITC-ICC initiative on Commercial contracts &amp; business practices training in North Africa agreed</li> <li>- A pilot test of the draft training material conducted in two countries; in May 2012, 64 SMEs in Cambodia and in Laos trained during two training sessions on ITC commercial model contracts and business practices for SMEs</li> <li>- A draft project plan finalized and initial contacts taken with the African Development Institute of the African Development Bank (ADB) for a joint partnership to implement the Project as of 2013</li> </ul>	TSIs, chambers of commerce, professional associations and export-oriented MSMEs supported to provide SMEs with training on advanced commercial contracts negotiation and drafting	Awareness TSI
INT/U/92A Bourque Jean-François DBIS/Business Environment	<b>Project Development: Building organizational and contractual capabilities for market-oriented smallholder producer's organizations and cooperatives in the agri-business sector</b> (28/03/2012 - 31/12/2012) ITF Window 1	47	48	<ul style="list-style-type: none"> <li>- Papers received for the Guide on agricultural contracts best practices for smallholder producer organizations has been developed based on contractual practice experiences in six countries. The Guide is expected to be published in the first quarter of next year</li> <li>- Cooperation linkages established with key training institutes in Malawi, Tanzania, Benin, Senegal and Kenya as well as with ILO and ICA-International Cooperative Alliance</li> <li>- A presentation of ITC's experience with rural cooperatives made at the international summit on cooperatives in Quebec in October 2012</li> </ul>	Smallholder farmer associations supported to become market agile in the way they are organized and in their contractual relationships with high-end markets.	Awareness TSI
RAF/20/123C Bourque Jean-François DBIS/Business Environment	<b>PACT 2 - ECCAS Appui juridique pour les entreprises de l'Afrique occidentale et centrale</b> (01/10/2009 - 30/12/2013) Canada	77	90	<ul style="list-style-type: none"> <li>- The OHADA Guide for Entrepreneurs in the Central African Republic (250 pages) published in cooperation with the Chamber of Commerce and Industry of Bangui</li> <li>- A Training workshop for CAR entrepreneurs (32 participants, of which 20% are business women) organized on setting up and running a company under OHADA laws, in cooperation with the OHADA Secretariat and the CAR bar Association</li> <li>- Simple Training Guides for very small entrepreneurs on passing from the informal to the formal sector, on the commercial lease, and on debt recovery, published and disseminated</li> </ul>	32 SMEs in the Republic of Central Africa (RCA) improved their understanding on the advantages and implications of the OHADA regional trade law (OHADA is the Organization for the Harmonization of Business Law in Africa applicable in 17 African Countries.)	Policy TSI
ZAM/86/04A Ouattara Yaya DBIS/Business Environment	<b>UN Joint Programme on Green Jobs in Zambian Construction and Building Industry - Improved Access to Finance for Exporting and Export-Ready MSMEs</b> (15/10/2012 - 30/07/2016) ILO	55	36	<ul style="list-style-type: none"> <li>- A sample of MSMEs selected for training</li> <li>- Four Financial Institutions identified to partner in the project</li> <li>- A study on Access to Finance issues and solutions conducted</li> </ul>	No outcome at this stage	TSI Enterprises

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
ZAM/1B/01A Ouattara Yaya DBIS/Business Environment	<b>Zambia - Access to finance for agribusiness SMEs</b> (29/09/2010 - 29/06/2012) African Management Services Company (ATMS/AMSCO)	75	95	<ul style="list-style-type: none"> <li>- 75 MSMEs benefited from financial management advisory services and business diagnostics</li> <li>- Zambia Development Agency (ZDA) equipped with training material (financial management self-assessment tools) for MSMEs</li> <li>- Zanaco and Investrust trained on SME credit risk management</li> <li>- Investrust equipped with LOANCOM (Credit scoring tool) for a better assessment of MSMEs</li> <li>- 17 financial management counsellors (Business Development Services Providers) trained and 10 of them certified</li> </ul>	44 MSMEs obtained loans from Zanaco and Investrust as of 29 June 2012.	TSI
INTR/9/01A Strachan Angela DBIS/Business Environment	<b>Revolving fund for Business Environment</b> (12/05/2011 - 31/12/2013) Revolving Fund	12	13	<p>LoanCom maintenance and upgrading done, new terms of reference for migration from Flex to .Net of Microsoft prepared.</p>	LoanCom application usable for other BE tools.	Awareness
INT/U/174A Strachan Angela DBIS/Business Environment	<b>Trade Facilitation - Facilitating Exports by East African Community and South Sudan Women ICBTs (Informal Cross Border Traders) and Micro, Small and Medium-Sized Enterprises</b> (01/01/2012 - 31/12/2012) ITF Window 1	384	362	<ul style="list-style-type: none"> <li>- National trade facilitation diagnostic baseline studies on EAC Women ICBTs/MSMEs produced for Kenya, Rwanda, Tanzania, Uganda and Burundi</li> <li>- Trade facilitation toolkits (Moving from Informal to Formal Guides) developed for 5 countries: <ul style="list-style-type: none"> <li>a) Technical Assistance Manual for WICBTS (How to access donor funding)</li> <li>b) TSI Training Manuals for WICBT Associations</li> <li>c) Communications, Networking and Advocacy Strategy for WICBTS</li> <li>d) Guidelines for Setting up a WICBT Capacity Trade Hub</li> <li>e) A Guide for Ugandan Women Informal Cross Border Traders</li> <li>f) Access to Micro-Finance for Ugandan WICBTS - Trainer of Trainers' Manual</li> <li>g) Legal Tools for Ugandan WICBTS</li> </ul> </li> <li>- 19 Women ICBT/MSME associations formally established and or strengthened</li> <li>- 338 EAC women ICBTs/MSMEs at designated borders trained on how to comply with customs, transit and border formalities</li> <li>- 2200 women ICBTs registered formally through their border associations or TSIs</li> <li>- 26 Women ICBT/MSMEs trained in financial literacy and strategies to access micro-finance</li> <li>- 26 Women ICBTs and MSMEs established business linkages and have been exposed to new markets as a result of ITC's technical assistance</li> </ul>	<ul style="list-style-type: none"> <li>- Inter-institutional coordination and capacity of EAC trade facilitation and customs agencies and TSIs (Rwanda Development Board, TANTRADE, KEPC and the Association de Femmes Entrepreneurs du Burundi) are strengthened to support EAC Women ICBTs through the formation of four national inter-agency WICBT working groups in Rwanda, Burundi, Uganda and Kenya and the inclusion of WICBT leaders in Tanzania's Joint Border Control Committees</li> <li>- 338 Women ICBTs and MSMEs in the EAC are better able to meet cross border formalities and navigate border procedures correctly as a result of ITC's training and customized trade facilitation services including the use of ITC capacity building tools to enable WICBTS' transition to the formal economy</li> </ul>	Sustainability

Project ID	Project Title	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
Officer	Duration					
Section	Donor					
Enterprise Competitiveness Section; Chief: Jacky Charbonneau						
INT/U1/101A Ahlberg Johan DBIS/Enterprise Competitiveness	<b>WIPO/ITC: Branding Methodology and Tools for Value Creation</b> (15/08/2012 - 31/03/2013) ITF Window 1	130	58	<ul style="list-style-type: none"> <li>- Comprehensive report that forms a Brand Baseline analysis of Zanzibar meetings and brand workshops</li> <li>- Key stakeholders in Zanzibar engaged and aligned</li> <li>- The project leaders and brand champion team in Zanzibar identified and activated</li> <li>- Draft brand strategy presented to key stakeholders</li> <li>- Brand blueprint developed and the development process documented</li> </ul>	<p>Due to delays, the branding methodology and tools creation work will be started but not fully completed. No outcome to report at this stage of the project.</p>	TSI
INT/R4/01A Charbonneau Jacky DBIS/Enterprise Competitiveness	<b>ECS Revolving Fund</b> (18/03/2000 - 31/12/2013) Revolving Fund	57	40	<ul style="list-style-type: none"> <li>- Strategy paper designed for MAG</li> <li>- Networks databases maintained</li> <li>- Project documents, work plans, and budgets for new projects of the section prepared</li> <li>- Monitoring reports completed</li> <li>- Research for technical officers realized</li> </ul>	<p>SMEs from developing countries and economies in transition have access to ITC's programmes and services aiming at strengthening their capacities.</p>	Enterprises
INT/61/105A Charbonneau Jacky DBIS/Enterprise Competitiveness	<b>Supply chain management training and professional certification (MLS-SCM)</b> (21/04/2008 - 31/12/2013) Switzerland	600	352	<ul style="list-style-type: none"> <li>- Project management team strengthened and new structure put in place</li> <li>- A project implementation plan derived from the new programme strategy and focusing on the period 2012-2015 developed</li> <li>- Programme website (LearningNet) enhanced</li> <li>- Membership list of network institutions cleaned up</li> <li>- Networks supported to strengthen programme delivery</li> <li>- Reciprocity agreement with ISM signed to foster partnership and mutual recognition of ITC's MLS-SCM diploma and CPSM of ISM</li> <li>- New licensing agreement including pricing for CFLP (China) prepared</li> <li>- New Terms of Reference for the advisory board developed and validated by legal</li> <li>- Framework for outsourcing exams prepared and presented to procurement for tender</li> </ul>	<p>New strategy document with focus on SMEs and programme integration into ITC's TRTA projects developed and validated by SMC.</p>	Enterprises
INT/U1/54A Dard Raphael DBIS/Enterprise Competitiveness	<b>Strengthening the pineapple export value chain in selected West African countries</b> (07/01/2011 - 31/10/2012) ITF Window 1	160	125	<ul style="list-style-type: none"> <li>- SOUTH-SOUTH TRADE AND COOPERATION COMPONENT:</li> <li>- Capacity building workshop for cooperative managers (from Benin and Togo) provided in March, in Lomé</li> <li>- Two cooperative strategy designs supported through the project</li> <li>- Two sector associations created to support their members</li> <li>- ACCESS TO FINANCE COMPONENT:</li> <li>- About 10 business plans approved by BOA and loans are yet to disbursed</li> <li>- ABEPEC (TSI) has been monitoring the assisted MSMEs and reporting on status of loan requests</li> <li>- ICTS FOR WOMEN BUSINESS ENTERPRISES (WBE) COMPONENT:</li> <li>- Communication materials disseminated to market the newly available mobile solution</li> <li>- 30% additional subscribers enlisted in 3rd semester 2012, following the implementation of the mobile solution</li> <li>- A documentary on the ICT project component aired on the national TV in September 2012</li> </ul>	<ul style="list-style-type: none"> <li>- SMEs in selected countries have seized new business opportunities for exporting pineapple</li> <li>- Sector TSIIs from Benin (ABePEC) and Togo (BN-CRA) have strengthened their capacity to support pineapple sector actors</li> <li>- The Trade Support Institution received an award of excellence in the Least Developed Country category, at the 2012 TPO Network Awards</li> </ul>	TSI Enterprises

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/R/1/01A Essuman Kofi DBIS/Enterprise Competitiveness	<b>MLS-SCM Revolving Fund</b> (18/03/2000 - 31/12/2015) Revolving Fund	209	263	<ul style="list-style-type: none"> <li>- New MLS-SCM technical materials including French and Arabic translations, SME and Packaging modules finalized</li> <li>- The MLS-SCM Professional Certification Programme into French completed for level 1</li> <li>- Selected networks support provided to strengthen programme delivery</li> <li>- Database management (LearningNet) enhanced to support the institutions and periodic bugs in the system fixed and documented</li> </ul>	Network institutions strengthened to better deliver the programme to enterprises.	Enterprises
NIR/98/02A Ghizzoni Ludovica DBIS/Enterprise Competitiveness	<b>Standards and trade development facility, Nigeria - SPS capacity building for sesame seeds and sheanut butter exports</b> (12/10/2010 - 15/09/2013) WTO	30	32	<ul style="list-style-type: none"> <li>- STDF Project 172 overseen in accordance with NEPC-WTO terms of reference and timetable</li> <li>- Problems identified related to the delivery of machines and steps to resolve them recommended to NEPC (e.g. purchasing from Benin)</li> <li>- Changes in project design suggested and WTO approval obtained (e.g. extension of project duration until March 2013 approved by WTO)</li> <li>- Project reports and financial statements reviewed, submitted and recommended for WTO approval</li> </ul>	Capacity of Nigerian sesame seeds and sheanut butter sectors strengthened in the field of SPS	Enterprises
SAF/17/05A Ghizzoni Ludovica DBIS/Enterprise Competitiveness	<b>SADC Supply chain and logistics programme - South Africa</b> (07/01/2010 - 30/12/2012) Flemish Government	93	73	<ul style="list-style-type: none"> <li>- 15 farmers improved productive capacity, understanding of market requirements, overall supply chain performance and linkages with buyers</li> <li>- Training and technical assistance conducted to 15 farmers in the Western Cape in line with plans for marketing, food safety and optimization of the orchard production by improving quality and quantity</li> <li>- Diagnostic analysis of selected citrus farmers in the Eastern cape conducted and report available</li> </ul>	The actual outcome will be reported following the impact assessment against the baseline collection	Sustainability
INT/U/1/84A Iebra Leonardo DBIS/Enterprise Competitiveness	<b>Support EAC's Regional Trade Integration</b> (01/02/2012 - 30/12/2013) ITF Window I	575	62	Project approved in December 2012	No outcomes to report to date.	TSI Enterprises
INT/61/128A Iebra Leonardo DBIS/Enterprise Competitiveness	<b>Fairtrade Labelling Organization (FLO) partnership</b> (13/09/2010 - 31/12/2012) Switzerland	21	19	The project was on hold in 2012, therefore there are no outputs to report for this period.	No outcomes to report to date.	Awareness
INT/75/27A Iebra Leonardo DBIS/Enterprise Competitiveness	<b>Empowering the African Private Sector network to strengthen the international competitiveness of small and medium-sized enterprises (SMEs)</b> (02/05/2011 - 31/03/2012) European Union	62	30	Project final report completed	Projects implemented in 2011. No outcomes for 2012.	TSI

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
BGD/47/114A Labbé Martin DBIS/Enterprise Competitiveness	<b>Netherlands Trust Fund (NTF II) - Bangladesh</b> (01/01/2010 - 31/03/2013) Netherlands	796	865	<ul style="list-style-type: none"> <li>- The business networks of the Bangladeshi IT &amp; ITES beneficiaries expanded through 6 specialized B2B events organized throughout the year. SOFTEXPO 2012, CEBIT 2012 trade fairs, Amsterdam, Leeuwarden, Copenhagen and Berlin meetings</li> <li>- Skills of selected Dhaka Chamber of Commerce and Industry and Bangladesh Association of Software &amp; Information Services staff strengthened to deliver the B2B matchmaking service</li> <li>- Sustainable B2B service launched by BASIS in October 2012, with promotional materials, online and offline, developed by the IT Association and private sector in order to have Bangladesh's IT industry better branded and marketed, with a focus on Europe</li> <li>- A KPMG benchmarking report released and widely distributed in January</li> <li>- Bangladesh's IT industry promoted at the World Summit on the Information Society (WSIS) Forum in Geneva in May</li> <li>- Awareness of the business community in target market about Bangladesh's potential as a global sourcing destination enhanced</li> <li>- International analysts and industry experts exposed to Bangladesh's potential as a global IT sourcing destination during the 2012 edition of the Bangladesh Outsourcing Conference</li> </ul>	<ul style="list-style-type: none"> <li>- Viable commercial relationships between 16 Bangladeshi IT &amp; ITES suppliers and EU buyers established which lead to increased exports</li> <li>- Enhanced capacity of BASIS, the Bangladeshi IT association, to provide a sustainable B2B matchmaking service to its members on a commercial basis</li> <li>- Improved visibility for Bangladesh as a global sourcing destination in target European markets</li> </ul>	TSI Enterprises
CPR/22/08A Ozallinordu Guitekin DBIS/Enterprise Competitiveness	<b>Certified Trade Advisors Programme (CTAP) Extension</b> (20/03/2012 - 01/05/2013) People's Republic of China	124	123	<ul style="list-style-type: none"> <li>- 16 Participants attending the programme certified as EMD Experts based on the assessment of their classroom and fieldwork and the delivery of the pilot training programmes. At the conclusion of the project:</li> <li>- CCPIT gained the capacity to train the trainers (ToT) for diagnosing enterprise weaknesses and designing sustainable training and counselling solutions for SME managers and designing and planning of international business strategies</li> <li>- Four pilot programmes designed, developed, and delivered based on ITC's Export Management Development curriculum</li> <li>- Licensing agreement between ITC and CCPIT signed</li> <li>- 9 SMEs participating in the programme received diagnostic reports and advisory assistance to improve their business strategies</li> </ul>	CCPIT has the ability to replicate the CTAP programme in China in the local language under license.	TSI Enterprises
RAF/20/133B Planchette Christian DBIS/Enterprise Competitiveness	<b>ACCESS II - Business Counseling for women entrepreneurs</b> (22/10/2010 - 31/12/2012) Canada	54	39	<ul style="list-style-type: none"> <li>- 14 Licence Agreements signed with ACCESSI Focal Point partner institutions, in Benin, Cameroon, Chad, Republic of Congo, Democratic Republic of Congo, Ethiopia, Ghana, Kenya, Liberia, Nigeria, Rwanda, Tanzania, Uganda and Zambia</li> <li>- 68 Export Competitiveness Potential diagnostic conducted for selected women entrepreneurs (24 in Uganda, 15 in Ethiopia, 29 in Ghana)</li> <li>- 39 export strategy counselling services conducted for selected women entrepreneurs (12 in Uganda, 14 in Ethiopia, 13 in Ghana)</li> <li>- 27 export resources implementation planning services provided to selected women entrepreneurs (10 in Uganda, 8 in Ethiopia, 9 in Ghana)</li> <li>- Services provided to 4 TSIs in Uganda, Ethiopia and Ghana (2 TSIs) on the provision of Business Counselling services to women entrepreneurs</li> </ul>	<ul style="list-style-type: none"> <li>- 68 participating women entrepreneurs have a better understanding of their Export Competitiveness Potential (24 in Uganda, 15 in Ethiopia, 29 in Ghana)</li> <li>- 39 participating women entrepreneurs are better prepared for exporting (12 in Uganda, 14 in Ethiopia, 13 in Ghana)</li> <li>- 3 ACCESSI Focal Point institutions (in Uganda, Ethiopia, and Ghana) can replicate and run the Business Counselling component on their own using locally available human resources</li> <li>- 1 ACCESSI Focal Point institution in Ethiopia has continued providing business counselling services based on ITC's ACCESSI component with third party donor funding</li> </ul>	TSI
RAF/20/134A Planchette Christian DBIS/Enterprise Competitiveness	<b>PACT2 - Design of ECOWAS-TEN network of trade experts</b> (27/06/2012 - 30/06/2013) Canada	112	75	No outputs yet.	No outcomes yet.	TSI

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
<b>TSI Strengthening Section, Officer -in-Charge: Aicha Pouye</b>						
INT/U1/97A Erogbogbo Vanessa DBIS/TSI Strengthening	<b>Women and Trade - Building the capacity to address gender-based trade constraints W1</b> (25/06/2012 - 31/12/2012) ITF Window 1	301	252	<ul style="list-style-type: none"> <li>- 1 Roundtable on Corporate and Government Procurement, November 2012</li> <li>- 1 Women Vendors Exhibition and Forum, November 2012</li> <li>- Participation of approximately 15 TSIs in the Global Platform for Action on Sourcing from Women Vendors meetings, November 2012</li> <li>- Draft sustainability plan for the Global Platform for Action on Sourcing from Women Vendors under development</li> <li>- 4 High profile events held on trade and gender: International Women's Day jointly organized with the US Mission in Geneva and OWIT Lake Geneva (March 2012), Fourth Senior Executive Roundtable on Sourcing from Women Vendors, Women Vendors Exhibition and Forum 2012, and APEC workshop on market access</li> <li>- 450 participants of which approximately 200 women entrepreneurs, 40 corporations, 60 government delegates and 100 representatives of TSIs</li> <li>- Advisory services and training to Global Platform TSIs, BPW International, ANMJE, ProMéxico and Vital Voices Global Partnership to link their membership to trade opportunities resulting from the Global Platform for Action on Sourcing from Women Vendors (GPIA)</li> <li>- South - South cooperation; India and South African Women's Associations commit to trade missions and information sharing to strengthen and increase trade opportunities between the two countries</li> <li>- Advisory services to APEC - government officials from 21 APEC member economies at Roundtable and subsequent workshop on Government procurement in November 2012</li> <li>- Updated coffee sector strategy for Uganda gender mainstreamed - Advisory services to Export Strategy team and International Women's Coffee Alliance Uganda chapter</li> <li>- Ghana yam sector strategy gender mainstreamed, to be launched in January 2013. Programme for implementation under development to link women in the sector to trade opportunities</li> <li>- Report on gender delivered as input in to the Liberia National Export Strategy, gender dimension</li> <li>- Six results of gender disaggregated NTM surveys delivered</li> </ul>	<ul style="list-style-type: none"> <li>- Policymakers from five countries commit to explore changes to government procurement policies and practices to promote increased participation of women vendors in procurement opportunities</li> <li>- Women Business Enterprises participating in workshops and Buyer Mentor Groups at the WVEF report improved competency in export related operations as a result of ITC assistance; of the approximately 60 evaluation forms submitted, 59 were positive with delegates reporting improved knowledge and/or skills</li> <li>- Women Business Enterprises exposed to new markets and/or report having transacted business - 60 letters of intent signed between women vendors, buyers and TSIs to explore business opportunities valued at approximately US\$6m</li> <li>- Updated coffee sector strategy for Uganda gender mainstreamed, engendered Ghana yam sector strategy finalized</li> <li>- ProMéxico, WECConnect International and ANMJE enter in to a letter of intent to establish an initiative to support increased participation of Mexican WBES in procurement markets</li> <li>- IWCA members report sales of 5,000kg of coffee to Wal-Mart, and trial of women's coffee in 200 retail Wal-Mart stores</li> <li>- Five government representatives commit to exploring changes in government procurement policies and practices</li> <li>- Accenture commits to sourcing coffee from WBES in the Philippines</li> <li>- Participation in Africa regional conference on gender policy results in 7 policy recommendations on gender</li> </ul>	Awareness TSI Enterprises Sustainability
INT/71/06A	<b>Women and trade - Building the capacity to address gender based trade constraints</b> (22/06/2010 - 31/03/2013) United Kingdom	470	497	<ul style="list-style-type: none"> <li>- Two gender mainstreaming workshops delivered 31 January and 6 February 2012, with 45 staff participating. Approximately 60% of eligible staff have participated in GM training to date, in excess of the 2012 target of 50%</li> <li>- Development Marker Women finalized to be uploaded to portal</li> <li>- Assignment on gender parity in staffing completed and initial findings presented. Report under preparation for submission to Executive Director.</li> </ul>	<ul style="list-style-type: none"> <li>- Strategic frameworks and indicators are gender responsive</li> <li>- Training of staff on gender mainstreaming on target</li> <li>- Systematic gender mainstreaming of projects and activities on track</li> <li>- Establishment of results measurement frameworks and methodologies on track</li> </ul>	Sustainability
INT/71/04A Erogbogbo Vanessa DBIS/TSI Strengthening	<b>Women and Trade: Improving Gender Mainstreaming at ITC</b> (22/04/2010 - 31/03/2013) United Kingdom	20	27			

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BRA/65/02A Gillies John DBIS/TSI Strengthening	<b>APEX Brasil - Foreign trade training</b> (19/03/2009 - 31/08/2012) Brazil	22	22	<ul style="list-style-type: none"> <li>- Final mission of the project conducted</li> <li>- Apex-Brazil's catalogue of services published and in use in Apex-Brazil</li> <li>- Outcome and impact measures for a core set of services identified and developed by Apex-Brazil</li> <li>- Team members received certificates for the development and implementation of the TSIOS in Apex-Brazil</li> <li>- Briefing to Apex-Brazil senior staff on the results of the project was conducted and their positive feedback was received</li> </ul>	<ul style="list-style-type: none"> <li>- Core team applied their new knowledge and skills to complete a full mapping of Apex-Brazil's services (rationalization of service portfolio)</li> <li>- Newly acquired skills in needs assessment demonstrated through the development and implementation of a needs assessment survey as a first step to reviewing and updating Apex-Brazil's strategy</li> <li>- Apex-Brazil managers (not part of the core team) improved their conceptual understanding of performance measurement and identified the aims and performance measures for each of their services as per the TSIOS methodology</li> <li>- Apex-Brazil is conducting a final review of its strategy to ensure its over- all goals and those of the service portfolio are aligned and can be tracked</li> <li>- The TSIOS methodology is being applied to develop performance indicators for all of Apex-Brazil's export and investment services following the approval of senior management</li> <li>- Service performance is currently being tracked using the newly designed measurement and tracking tools</li> <li>- Key staff members are equipped to implement the approach in other institutions, as demonstrated through their ability to implement the methodology in Apex-Brazil</li> </ul>	TSI Enterprises
INT/J1/44A Gillies John DBIS/TSI Strengthening	<b>Trade support institutions capacity building modules</b> (02/08/2010 - 31/12/2012) ITF Window 1	114	79	<ul style="list-style-type: none"> <li>- Roll-out of Modules 1, 2 and 3 completed in the Occupied Palestinian Territory and Uganda</li> <li>- Module 2 &amp; 3 rolled out in Kazakhstan's benchmarked TPO, KAZNEX INVEST</li> <li>- Scoping mission to benchmarked TPO in Uganda (UEPB), to explore the development of capacity building interventions in line with the capacity building modules methodology</li> <li>- Communications plan discussed with ITC's communications team</li> </ul>	<ul style="list-style-type: none"> <li>- The strategic plan development process at NUCAFE, a coffee sector association in Uganda, led to enhanced abilities of management to identify and prioritize strategic issues</li> <li>- Strategic planning workshop for PALTRADE, a key TPO in Palestine, provided a platform for discussion on strategic issues, which resulted in: enhanced management capabilities to improve organizational performance; greater cooperation between board and staff; improved understanding on importance of strategic choices in order to deliver valued services to SMEs</li> <li>- Discussions with UEPB for roll out of modules 2&amp;5 resulted in the request by UEPB for a comprehensive capacity building programme for the institution in order to improve their operational efficiencies</li> <li>- Service Portfolio Workshop for NUCAFE through which capacity-building module on service portfolio design was rolled out led to the identification of key services and programmes for NUCAFE. The staff at NUCAFE were able to identify and design Terms of references for prioritized services in line with the organization's strategic plan. Consequently, these TORs received seed capital for development and deployment</li> </ul>	TSI



Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/U/130A Imamo Ben Mohammed DBIS/TSI Strengthening	<b>World trade promotion organisations conference and awards</b> (01/02/2012 - 31/12/2013) ITF Window 1	415	273	WTPO conference and awards successfully held – October 2012.	<ul style="list-style-type: none"> <li>- Participants informed about innovative TPO practices and approaches on issues relating to: operational assessment and improvement, assessing the TPOs impact on employment generation, promoting the green industry, tapping into niche markets, innovations in market intelligence for TPOs and sharing of information across the TPO network</li> <li>- Peer recognized innovations in export development initiatives shared with the network</li> <li>- Participants exchanged ideas and discussed potential future collaborations to improve their operations, quality, scope and reach of their services</li> </ul>	TSI
INT/28/10A Imamo Ben Mohammed DBIS/TSI Strengthening	<b>Expansion du commerce intra et inter-régional entre les Etats membres de la CEMAC, de l'UEMOA et les trois francophonies du Mékong</b> (01/11/2011 - 31/12/2013) OIF	87	89	<ul style="list-style-type: none"> <li>- 14 Export quality management Advisers from Senegal acquired skills and knowledge on ISO 22 000</li> <li>- 3 Food and agro-processed food exporting SME been assessed as pilot SMEs on ISO 22 000 requirements</li> <li>- US\$ 9.1 of potential business partnerships on wood and wood products as well as agri-business reported under negotiation</li> <li>- 4 TSIs of Cameroon, Congo, Gabon, and Vietnam enhanced their knowledge and skills and organized together a buyers/sellers meeting on wood and wood products in Congo, on 7-9 May 2012</li> <li>- 23 SMEs acquired knowledge and skills on export management quality during a national training workshop organized by partner TSIs (Chambre de commerce et d'industrie de Pointe-Noire, République de Congo)</li> <li>- Partnership Agreement for promoting South-South Trade and Cooperation signed between the Chamber of Commerce and Industry of Pointe-Noire (Congo, Rep.) and the Vietnamese Chamber of Commerce and Industry (VCCI)</li> </ul>	<ul style="list-style-type: none"> <li>- Business transactions worth € 4. 45 million (approx. US\$ 5.27) concluded on wood and wood products between Cameroon, Congo, Gabon, and Vietnam</li> <li>- 25 SMEs and 12 TSIs in Cambodia and Lao PDR enhanced their capacity in formulating international contractual agreements</li> <li>- 2 TSIs in Rep. of Congo and Central African republic strengthened their capacity in offering export quality management services by conducting training workshops on Quality management for SMEs</li> <li>- 41 SMEs operating in agri-business sector strengthened their capacity on quality management</li> <li>- Business partnerships established with a potential business transactions of US\$ 35 million on wood and wood products and US\$ 200,000 on wood products, building materials, cashew nuts, mine products</li> <li>- 36 TSI Staff and Consultants (of which 6 women) acquired skills to be Resource Persons for training and implementation of ISO 22 000 in Benin (16) and Togo (19)</li> <li>- 10 Food and agro-processed food exporting SMEs audited in Benin (5) and Togo (5) by the 36 trainees to assess the gap between actual practices and the ISO 22 000 requirements</li> </ul>	TSI Enterprises
INT/U/175A	(01/11/2011 - 31/12/2012) ITF Window 1	100	91			
RAF/20/118C Imamo Ben Mohammed DBIS/TSI Strengthening	<b>PACT 2 - ECCAS Networks of national and regional TSIs</b> (01/06/2009 - 31/12/2012) Canada	86	66	31 Trade Promotion Advisers (10 women) from ECCAS Secretariat (3) and TSI Regional Networks (28) acquired knowledge and skills in designing strategic plan.	No outcomes to report to date.	TSI
RAF/20/109C Imamo Ben Mohammed DBIS/TSI Strengthening	<b>PACT 2 -ECCAS Improved technical capacities and RBM operations</b> (01/03/2009 - 31/12/2012) Canada	133	63	MOU signed in September 2012. Regional workshop held in Douala to validate the strategic plans of ECCAS regional TSIs.	No outcomes to report to date	TSI
RAF/20/119D Imamo Ben Mohammed DBIS/TSI Strengthening	<b>PACT 2 - ECOWAS Networks of national and regional TSIs</b> (01/06/2009 -31/12/2012) Canada	130	94	14 Trade Promotion Advisers members of ECOWAS Trade Experts Network acquired skills and knowledge in promoting intra and inter-regional trade.	A Regional Trade Promotion Advisers Network for ECOWAS established and well equipped to conduct intra and inter-regional trade promotion programmes and activities.	TSI

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities		
RAF/20/117B Imamo Ben Mohammed DBIS/TSI Strengthening	<b>PACT 2 - COMESA Networks of national and regional TSIs</b> (01/06/2009 - 31/12/2012) Canada	75	24	No activities have been undertaken in 2012 due to the fact that the MOU with COMESA has not been signed; therefore the budget has been re-phased.	No outcomes to report to date.	TSI		
RAF/20/110D Imamo Ben Mohammed DBIS/TSI Strengthening	<b>PACT 2 - ECOWAS Improved technical capacities and RBM operations</b> (01/05/2009 - 31/12/2012) Canada	38	27	MOU signed in August 2012. Workshop on intra- and inter-regional trade promotion methodology conducted in Abidjan Business generation mission to Brazil took place with ECOWAS participation	No outcomes to report to date.	TSI		
PER/7/1/10A Monrozier Bertrand DBIS/TSI Strengthening INT/U1/61A	<b>Empowering Peruvian Women Business Enterprises(WBEs) in Alpaca to enter the US Market</b> (27/06/2011 - 31/12/2012) United Kingdom	88	87	<ul style="list-style-type: none"> <li>- Training programme on US Market Access (Sept 2011)</li> <li>- Foro Textile in Lima (April 2012)</li> <li>- Training courses in Arequipa (22-28 June 2012) and Puno (3-4 July) with a number of sessions related to US Market Access</li> <li>- Design consultancies held in Arequipa and Puno (Jan-June) as well as in Huancayo (Nov)</li> <li>- 8 WBEs participated in the Magic trade fair in Las Vegas (March)</li> <li>- Most WBEs participated in the Peru Moda trade fair in Lima (April)</li> <li>- WBEs from the 3 project locations participated in the SUREXPORTA buyer-seller event in Arequipa (20-21 June), with participation of US buyers, implemented by Promperu with strong support by ITC consultants</li> <li>- WBEs work together in consortiums and benefit from economies of scale in material sourcing and joint marketing.</li> </ul> <p>This output has not been fully achieved, due to the lack of corresponding funding, and reluctance of beneficiary WBEs to set up associations. However some excellent work has taken place in terms of reviving "Mesas Textiles" in each of the 3 cities</p> <ul style="list-style-type: none"> <li>- Trained WBEs have seized new business opportunities and are now able to execute buyers' orders, particularly thanks to their participation in Magic Las Vegas, Peru Moda, Surexporta where ITC contributed to their good preparation and supported their commercial efforts</li> </ul> <p>Note 1: 9 WBEs participated in the Magic Sourcing trade show in Las Vegas where they met with 42 potential future US buyers. This event resulted into potential orders estimated to 225,000\$</p> <p>Note 2: 3 Fashion shows were successfully organized by Promperu with support of ITC during the "Foro Textile" event.</p> <p>Note 3: 11 WBEs participated to the Peru Moda event under the ITC stand</p> <p>Note 4: 40 foreigners met with 140 Peruvian enterprises and realized 40 million of US\$ in agro and textile products including alpaca during the SUREXPORTA event</p> <p>Note 5: 59 WBEs participated in the evening courses in Arequipa</p>	196	200	<ul style="list-style-type: none"> <li>- PROMPERU improved its capacity to help WBEs become aware of US market requirements, adapt the design of their collections accordingly, promote and market their products, share market intelligence and work together</li> <li>- WBEs in Arequipa, Puno and Huancayo adapted the design and quality of their products in order to compete on the US market, they know which promotion and marketing channels they have to use, as well as which support they can obtain from selected institutions in the USA (in particular "Fashion Business Inc." and FIDM, in California)</li> <li>- Training opportunities in textile design made available in Arequipa, particularly with a set of highly specialized national consultants, and the "Instituto del Sur" is just about to launch a new degree programme in "Textile Design" early in 2013, thanks to the instrumental support of the alpaca project of ITC</li> </ul>	TSI Enterprises Sustainability

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/U1/89A Monrozier Bertrand DBIS/TSI Strengthening	<b>FTR roll out</b> (14/06/2012 - 31/12/2012) ITF Window 1	89	90	<ul style="list-style-type: none"> <li>- One regional FTR workshop organized successfully in Dhaka, Bangladesh, with a good mix of trade representatives and staff from various TSI</li> <li>- Good practice in FTR collected, presented and discussed at length during the above regional workshop, and incorporated in FTR programme publications</li> <li>- Two essential documents for the FTR programme finalized during the last quarter of 2012: A full-fledged FTR Manual, which will be published as an official publication of ITC early in 2013; An "FTR Methodology" document, which summarizes ITC's knowhow in FTR and explains how Trade Support Institutions and affiliated FTR networks can benefit from the FTR Programme of ITC</li> </ul>	<ul style="list-style-type: none"> <li>- The design of the regional FTR workshop organized in Dhaka (Bangladesh) represents a promising low-cost model for encouraging future exchange of experience between trade representatives of various countries based in the same capital. In Dhaka, FTR participating in the event have shown keen interest in listening and learning from FTR colleagues from other countries. In particular, several recently appointed FTR have been able to gain valuable experience and knowhow through the regional event</li> <li>- The new FTR Manual finalized at the end of 2012 highlights a very large number of options for FTR to make appropriate decisions regarding their daily priorities, and for FTR network supervisors to provide adequate guidelines, processes, information systems and other tools to streamline and facilitate service delivery</li> </ul>	TSI
MEX/71/11A Rodas Sebastian	<b>Empowering Mexican Women Business Enterprises(WBEs) in Silver Jewellery and beads industry to enter the US market</b> (14/06/2011 - 31/05/2013) United Kingdom	159	146	<ul style="list-style-type: none"> <li>- A US Market Access Guidebook specific for the silver jewellery developed to explain US market requirements as well as Market opportunities to all beneficiaries</li> <li>- 3 workshops delivered to over 80 Women Business Enterprises (WBEs) (5-7 March and 21-23 May and 7-9 Nov, 2012) on US market requirements, export readiness, jewellery export procedures, design techniques and branding</li> <li>- 8 Mexican WBEs participated at the JCK show (1-4 June, in Las Vegas)</li> <li>- 16 Mexican WBEs participated at the New York International Gift Fair NYIGF (18-21 August)</li> <li>- 10 Mexican WBEs participated at ExpoLoya Guadalajara (9-12 October)</li> </ul>	<ul style="list-style-type: none"> <li>- Over 80 WBEs participated in 3-days capacity building seminars (March, May and November, 2012) for the jewellery industry, the topics covered ranked from export readiness, access to the US market, marketing, how to adapt product lines to foreign markets, jewels design techniques, branding and how to develop and adapt products to international markets</li> <li>- Feedback about their product lines in order to adapt international and national experts in order to adapt their products to the US market as well as other international markets</li> <li>- 34 Mexican WBEs exhibited their jewels lines in international jewels shows in the US and Mexico. The funding was shared by Mexican counterparts (FONAES and Secretary of Economy) and ITC</li> </ul>	Sustainability TSI Enterprises
DBIS/TSI Strengthening INT/U1/62A	(01/06/2011 - 31/12/2012) ITF Window 1	200	183			

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/U/1/42A Santoni Andrea DBIS/TSI Strengthening	<b>Trade support insitutions benchmarking scheme</b> (01/07/2010 - 31/12/2013) ITF Window 1	568	481	<ul style="list-style-type: none"> <li>- 6/13 TPOs assisted have already initiated performance improvement plans following Benchmarking.</li> <li>- All other TPOs assisted have undertaken performance improvement changes following Benchmarking Programme report and recommendations</li> <li>- Software requirements specifications completed in February 2012</li> <li>- Benchmarking platform development contract awarded in July 2012</li> <li>- Actual system development started in September 2012</li> <li>- Platform expected to be operational beginning 2013</li> <li>- Case study on New Zealand Trade and Enterprise (NZTE) performance measurement system finalized</li> <li>- Case study on FINPRO service charging scheme under development in collaboration with Aalto University of Finland</li> <li>- Good practice note on EDB (Sri Lanka) mechanisms for private sector consultation under development</li> <li>- Benchmarking Programme participated actively in WTPO Conference (October 2012) and G-20 Meeting of Trade and Investment Promotion Agencies (November 2012) where it supported presentations and share of practices</li> <li>- The Benchmarking programme presented at the regional RED-IBERO meeting of 28-29 November in Lima to coordinate activities for LAC countries</li> <li>- Webinar on NZTE Result Measurement System</li> <li>- Full training package on TSI Assessment and Benchmarking tools and methodologies developed in April 2012</li> <li>- Five regional experts identified, hired and trained in benchmarking assisted assessment in April 2012</li> <li>- Subsequent on the job training already completed with four experts, only two experts confirmed suitable for the assignment</li> <li>- Capacity building training on Benchmarking tools and methodology for the staff of Caribbean Export. The TPO should then operate as ITC multiplier for the 13 Cariforum member states</li> <li>- Benchmarking recognized by WTPO participants as a useful and practical tool to support performance improvement and sharing of good practices</li> <li>- The IBEROAMERICAN TPO network has expressed interest in the programme, coordination action discussed in the regional meeting in Lima, Peru 29-30 November</li> <li>- The benchmarking programme presented to World Bank, Inter-American Development Bank. Areas of collaboration identified</li> </ul>	<ul style="list-style-type: none"> <li>- 100% of the TPOs having received the Benchmarking assisted assessment in 2012 declare having actually initiated a process of performance improvement and/or recognizing the programme potential to make a considerable contribution to the TPO's performance improvement process</li> <li>- In 2013 UNCTAD and ITC will be discussing on coordinating the assessment of both trade and investments promotion agencies</li> <li>- The G20 summit decided to use the ITC Benchmarking web platform as channel to share experiences and good practices in trade and investment promotion</li> </ul>	TSI

Project ID	Project Title	2012 Budget in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities	
Officer	Duration					
Section	Donor					
<b>ITC Division of Market Development (DMD); Director: Anders Aeroe</b>						
<b>Market Analysis Section; Officer-in-Charge: Mondher Mimouni</b>						
INT/R2/01A Lassen Helen DMD/Market Analysis and Research	<b>Revolving fund for market analysis and research</b> (18/03/2000 - 31/12/2013) Revolving Fund	388	424	<ul style="list-style-type: none"> <li>- 247,472 users of ITC's Market Analysis Tools (2012 target of 245,000 users has been exceeded. In total 70,096 additional users were added to the user-base in 2012 vs. 57 677 in 2011)</li> <li>- Global Trade indicators (based on data reported at the 6 digit level of the HS) for 2011 updated in Trade Map, based on data reported by 133 countries. 164 countries have reported trade data at the tariff line level for one or more years</li> <li>- Monthly trade data updated. In total, Trade Map has monthly data for 101 countries</li> <li>- In 2012 the new Market Access Map tool was launched including 2012 tariff data for 112 countries with time series tariff data for 191 countries in total</li> <li>- Investment Map updated. Aggregate FDI data available for 201 countries and sector disaggregated for 115 countries. A new, simplified Selection Menu was developed and graphs and maps were available from July 2012</li> <li>- Standards Map populated with more data (including 79 private voluntary standards). Research database has 284 research reports</li> <li>- The joint ITC/WTO/UNCTAD World Tariff Profiles report published Sept. 2012 and ITC/WEF's joint publication "Global Enabling Trade Report 2012" published in March 2012. ITC also provided data to the WEF's "Global Competitiveness Index"</li> <li>- In 2012 face to face capacity building continues with 6 training workshops: 2 in Mauritius, 3 in South Africa, 1 in Ghana</li> <li>- In 2012, ten customized market analysis /advisory services were delivered including among others a study for UNCTAD XII on liberalizing trade for League of Arab States, two studies for WEDF - one on Sub-Saharan African trade potential and another on cotton trade with focus on SSA exports</li> <li>- Ten webinars delivered for 112 beneficiaries (65 women) from 23 countries including: 9 Caribbean SIDS, Albania, Armenia, Bolivia, Brazil, Cameroon, China, Costa Rica, Egypt, Kyrgyzstan, Mexico, Mozambique, Sudan, Tunisia, Uruguay. 12, 18 pro bono market analysis &amp; tools trainings in Geneva for 421 beneficiaries. 3 in collaboration with UNCTAD</li> </ul>	<p>2012 survey results (w/ ca. 4000 responses): 92% of TSIs or policy makers said that ITC's Market Analysis tools had a positive influence on the quality of their institutions' services. 62% of company beneficiaries said the tools had a positive influence on their export/imports. 372 companies provided an estimated value derived from the use of the tools over the last 12 months, of which 89 companies reporting \$1 million or more. A further 283 companies reported ranges between \$10,000 and a \$1 million. In addition, an independent evaluation of the tools' program effectiveness (finalized in March 2012) found that ITC's tools made it easier to obtain trade-related data compared to other tools for 85% of respondents (93% of low income country respondents). Qualitative interviews confirmed this with users saying it was difficult to obtain their country data by themselves. A majority of respondents to the evaluation said the tools improved their decision making, the services they provide to others, and the design of trade policies. A June 2012 survey of 1306 capacity building beneficiaries over the last 3 years found training had improved the market analysis skills of 95% of beneficiaries and had resulted in a positive outcome for 85% of beneficiaries. The most common outcomes cited were "an enhanced ability to run trade fairs, trade missions or business matchmakings", an "enhanced institution's ability to prepare analysis for trade negotiation", and an "improvement in the quality of products or services my company or institution delivers". 80% of training beneficiaries had replicated training with a minimum of 1,964 additional people trained by the initial beneficiaries, equating to an average multiplier of 18 additional beneficiaries for every person that ITC trained. Beneficiaries reported that training resulted in an average export impact of \$71,500 per person trained.</p>	Awareness
INT/75/29A Lassen Helen DMD/Market Analysis and Research	<b>Market Access Map: Application enabling free access to market information for users in low-income countries</b> (01/01/2012 - 30/09/2012) European Union	392	377	<ul style="list-style-type: none"> <li>- Market Access Map was presented to stakeholders on the 19th of March 2012 with representation and active participation from WTO, World Bank, UNCTAD, the permanent missions of South Africa and Kenya and representatives of the private sector.</li> <li>- Relevant feedbacks from stakeholders were incorporated into the application.</li> <li>- The re-developed MacMap application was launched online at <a href="http://www.macmap.org">www.macmap.org</a> on 29th June. See <a href="http://www.intracen.org/free-online-tool-for-analysing-trade-and-market-conditions-upgraded/">http://www.intracen.org/free-online-tool-for-analysing-trade-and-market-conditions-upgraded/</a>.</li> <li>- All users of ITC's Market Analysis Tools have access to the new Market Access Map application.</li> </ul>	<p>Based on a survey of ITC's Market Analysis tools' users (including MacMap) in October 2012 (w/ ca. 4000 responses): 92% of TSIs or policy makers said that the tools had a positive influence on the quality of their institutions' services. 62% of company beneficiaries said the tools had a positive influence on their export/imports over the last 12 months. Of companies reporting a positive trade outcome, 372 companies provided an estimated value, of which 89 companies reporting \$1 million or more. A further 283 companies reported ranges between \$10,000 and a \$1 million. In terms of tools usage 69% had used MacMap equating to 170,755 users.</p>	Awareness

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
RAF/20/112C Lassen Helen DMD/Market Analysis and Research	<b>Central Africa: Strengthening capacity in market analysis for sector prioritization within ECCAS (PACT II)</b> (01/05/2009 - 31/12/2012) Canada	22	-3	Market analysis and data processing statistical support was provided to the ECCAS Secretariat throughout 2012 to improve the quality of reported trade statistics of the ten ECCAS member states. The ECCAS Secretariat took the lead role in 2012 in coordinating trade statistical reporting from member states, with the technical support of ITC.	The 2012 ITC mentoring support to the ECCAS Secretariat and national statistical focal points has resulted in an improvement in the quality of the trade data being reported for most of the 10 ECCAS member countries, as testified by the ECCAS Secretariat's statistical focal point. By November 2012, the 2011 trade data for Burundi, Cameroon, Central African Republic and Chad had been reported and validated and more reliable data had been collected for Gabon, Sao Tomé and Congo. Data for Dem. Rep. of Congo was being treated.	Awareness
RAF/20/111B Lassen Helen DMD/Market Analysis and Research	<b>Eastern &amp; Southern Africa: Strengthening capacity in market analysis for sector prioritization within COMESA (PACT II)</b> (01/05/2009 - 31/12/2012) Canada	22	2	COMESA regional trade report completed with input from 14 COMESA countries.	Beneficiaries use the skills they acquired to advise companies about export markets, produce market research for use by companies, prepare for trade fairs and market visits, advise their ministries on national trade performance and prepare analysis for market access negotiations. The multiplier effect is estimated at 18 per trained beneficiary. That is additionally an estimated 800+ beneficiaries have been introduced to ITC tools and market analysis methods via the primary beneficiaries. Specifically in 2012 national export profiles were produced by trained beneficiaries covering 14 of the 19 COMESA countries.	Awareness
RAF/20/113D Lassen Helen DMD/Market Analysis and Research	<b>West Africa: Strengthening capacity in market analysis for sector prioritization within ECOWAS (PACT II)</b> (01/05/2009 - 31/12/2012) Canada	14	0	Workshops to be delivered by ECOWAS TEN trainers have been postponed by ECOWAS and it's likely to be in January	Several outcomes in 2012 were reported by ECOWAS TEN trained trainers, including "additional people have been trained (multiplier effect)", "use of ITC tools to conduct research", "enterprises benefiting from improved services offered by institutions in which trained trainers work", "enhancement of institution's abilities".	Awareness
INT/71/02A Mohun Poonam DMD/Market Analysis and Research	<b>Non-Tariff Measures: Increasing transparency and understanding of NTMs and obstacles to trade</b> (01/01/2010 - 31/03/2013) United Kingdom	1,165	788	<ul style="list-style-type: none"> <li>- NTM surveys launched successfully from January to December 2012 in the following 7 countries: Cambodia, Cote d'Ivoire, Guinea, Indonesia, Kazakhstan, Tunisia and the United Republic of Tanzania. A streamlined business registry with current contact details of exporters and importers is available for all these additional countries</li> <li>- Local survey specialists and interviewers trained in a total of 23 countries (including 7 new countries in 2012) on NTM classification and NTM survey methodology</li> <li>- Cleaned and processed data is available for large-scale company surveys implemented in a total of 20 countries (including 10 countries in 2012) up to now</li> <li>- National NTM draft reports with survey results discussed and validated by key national stakeholders during awareness raising workshop in a total of 7 countries (including Madagascar, Malawi, Morocco, Peru and Rwanda in 2012). 4 Final NTM country reports published (including Peru and Morocco in 2012) and freely available on ITC's website</li> <li>- Market Access Map (<a href="http://www.mactmap.org">www.mactmap.org</a>) has new modules disseminating and analysing official NTM data, they currently include data on NTM regulations for 6 countries (Hong Kong China, Mauritius, Russian Federation, Rwanda, Tanzania and Burkina Faso). This tool results in increased transparency on market entry rules, as Market Access Map is freely accessible to anyone based in developing countries</li> </ul>	<ul style="list-style-type: none"> <li>- The government of Sri Lanka requested ITC to provide detailed data and information on each area as a result of NTM survey findings where action is required in order to consult with domestic stakeholders and to improve the efficiency of its institutions - ITC established a matrix covering all related problems by national institution involved in the international trade and met with Sri Lanka officials to seek suggestions for a pragmatic programme of advisory and technical assistance support</li> <li>- The representatives of the Permanent Mission of Sri Lanka in Geneva met with the Business Environment programme of ITC to seek suggestions for a pragmatic programme of advisory and technical assistance support</li> <li>- A WTO Standards and Trade Development Facility (STDF) project document prepared by the Ceylon Chamber of Commerce (CCC) with inputs from ITC. Based on the NTM survey results, the Ministry of Trade of Burkina Faso identified 3 priority actions together with ITC, including the preparation of a proposal to the Standards and Trade Development Facility (STDF), for assistance in SPS related procedure streamlining.</li> </ul>	Awareness

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/75/31A Wozniak Joseph DMD/Market Analysis and Research	<b>T4SD Small Traders Capacity Building Programme</b> (01/10/2012 - 30/09/2015) European Union	44	29	<ul style="list-style-type: none"> <li>- 11 short reports on gender-related questions delivered to ITC "Women and Trade" team</li> </ul>	<ul style="list-style-type: none"> <li>- Based on the study in Morocco, the Ministry of Trade set up an Inter-Ministerial Committee to coordinate the activities of the different agencies involved in reducing/eliminating some of the obstacles identified therein</li> <li>- The Malagasy authorities are in the process of setting up a similar committee to monitor the removal of non-tariff barriers, based on the results of the recent NTM survey carried out in the country</li> <li>- Findings of the NTM survey carried out in Malawi influenced the national export strategy in Malawi</li> <li>- Users in developing countries have free and easy access to information on market access conditions (NTM regulations) which can help them make informed business decisions</li> </ul>	Awareness
INT/61/127A Wozniak Joseph DMD/Market Analysis and Research	<b>Trade for Sustainable Development Programme (T4SD)</b> (20/08/2010 - 31/12/2012) Switzerland	480	111	<ul style="list-style-type: none"> <li>- A global public good on voluntary standards and codes of conduct and related results is freely accessible to users in Developing Countries:</li> <li>- 79 standards + codes of conduct loaded and updated, 46 of them translated into French and Spanish, and 17 into Portuguese. Standards cover more than 40 product groups and are applicable in over 180 countries worldwide</li> <li>- 284 papers in the research database. Improved filters to search papers</li> <li>- New Standards Map website with additional data on standards and certification bodies and more intuitive query functionalities</li> <li>- Over 30,000 unique website visitors (cumulative number of around 31,000 as of November 2012)</li> <li>- Standards Map connected to Trade Map and aligned to HS classification. These improvements facilitate using Standards Map and enhance the data available on Standards Map</li> <li>- Fifth version of standards and research data entry tool that allows uploading different types of standards and providing more detailed information</li> <li>- Translation of Standards Map website and 17 standards content into Portuguese</li> <li>- Migration of T4SD CMS</li> <li>- Trained UN Volunteers in Colombia, Brazil and Cote d'Ivoire to carry out workshops on Standards Map</li> <li>- Four-part literature review published on Standards Map</li> <li>- Over 30 trainings carried out in Bangladesh, Vietnam, Philippines, Ghana, Senegal, Ivory Coast and Peru</li> <li>- Trainings in cooperation with OLAC in:</li> <li>- Brazil (February)</li> <li>- Peru, Bolivia, Colombia (April/May)</li> <li>- Honduras, Guatemala, El Salvador, Panama, Nicaragua (August / September)</li> <li>- Mexico, Panama, Ecuador (November)</li> </ul>	<ul style="list-style-type: none"> <li>- Small-scale producers and exporters have easy access to comparable information on private standards and related research results increasing their understanding of standards' impacts, costs, benefits, requirements and implementation policies</li> <li>- trainings and publications strengthened the capacity of small scale producers and exporters to better understand standards related market access requirements, take informed decisions on standard compliance and tap into higher value niche markets (in a survey, 90% of training beneficiaries reported that they were able to take better informed decisions/recommendations regarding voluntary standards)</li> </ul>	Awareness Sustainability
INT/75/28A	(04/08/2011 - 01/11/2012) European Union	248	266			
INT/U1/09A	(01/06/2009 - 31/12/2013) ITF Window I	950	959			

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/J/173A Mimouni Mondher DMD/Market Analysis and Research	<b>ITC Seminar Series</b>	15	15	On the 3rd of February, ITC hosted a seminar entitled Non-Tariff Measures: New Challenges and the Road Ahead. The seminar brought together key experts on Non-Tariff Measures, with the wider Geneva trade and development community to take stock of NTM issues and challenges and discuss the first results of ITC's three-year programme to survey enterprises in developing countries.	The seminar enabled the work of the NTM programme to reach a wider audience and the main findings of the programme to be discussed with partner institutions, academia and the wider TRTA community. The discussions and positive feedback of the event, contributed towards a subsequent seminar on a similar topic and the same panellists, at UNCTAD XIII in Doha.	Awareness
<b>Office of the Director; Director: Andres Aereo</b>						
INT/J/187A Aeroe Anders DMD/Office of the Director	<b>DMD Coordination and Innovation</b> (02/01/2012 - 31/12/2013) ITF Window 1	156	125	DMD divisional retreats were held in May, September and December with the objective of enhancing internal communication within DMD. As a result of the retreats, three breakfast meetings were held on the topics of social media, survey methodologies and reaching stakeholders, which improved intra-sectional communication. On-going activities in four focus areas of DMD (Innovation, Integration, communication and Partnership).	<ul style="list-style-type: none"> <li>- Improved intra-divisional communication, following several DMD retreats and breakfast meetings</li> <li>- Strengthened project design (through support to innovative ideas) and coordination of the divisions' work with other organizations working in TRTA</li> </ul>	Corporate
<b>Sector Competitiveness Section; Chief: Robert Skidmore</b>						
SEN/47/109A Chaker Mehdi DMD/Sector Competitiveness	<b>NTF II Enhancing Export Competitiveness of Mangoes from the Niayes Region in Senegal</b> (01/01/2010 - 31/03/2013) Netherlands	534	536	<ul style="list-style-type: none"> <li>- Two model contracts between the producer and the exporter and between the exporter and the importer elaborated and endorsed by key stakeholders</li> <li>- A guide on how to legally set-up and run a "Cooperative Company" according to the new OHADA treaty on cooperatives compiled</li> <li>- Support to 2 group of producers to constitute two pilot cooperatives under the new OHADA law provided</li> <li>- Two producers' groups and three enterprises were diagnosed and coached/assisted to obtain GlobalGap and Bio Certifications</li> <li>- More than 300 analyses carried out on samples from selected mango exporters to monitor the sanitary compliance of mango with the EU regulation on Maximum Residue Limits (MRL)</li> <li>- Knowledge of more than 100 producers and exporters, including 18 women, enhanced on good agricultural practices and methods against fruit fly during four two-days awareness building sessions</li> <li>- Skills of more than 130 actors, including 42 women, improved through on-site training (five one-day workshops) on practical methods to fight against fruit fly</li> <li>- Advisory services in financial management and business plan development provided by the 10 trained financial management counsellors to selected MSMEs</li> <li>- Improved understanding of application of good cold chain practice by 78 actors, including 30 women. A video on the training in action was produced for further dissemination of this knowledge</li> <li>- Business intelligence unit within ASEPEX was set up to address the trade information needs of the different actors from mango sector 11. An analysis report on packaging issues at enterprise level was produced to better understand the challenges facing the sector in particular in relation with market requirements</li> <li>- 5 enterprises benefited from a workshop on marketing and techniques of participation in trade fairs which ensure their effective participation in FruitLogistica Trade Fair in Berlin (Germany), February 8-10, 2012</li> </ul>	<p>TSSs - Improved capacity of ASEPEX to provide services in obtaining financing, improving quality and in other areas. Enterprises -Improved capacity of five enterprises- 3 exporters and 2 cooperatives grouping many producers-in export marketing, quality, finance and other areas.</p>	TSI Enterprises



Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
SAF/47/112A Chaker Mehdi DMD/Sector Competitiveness	<b>NTF II Enhancing export competitiveness of Rooibos tea and Automotive components sectors in South Africa</b> (01/01/2010 - 31/01/2013) Netherlands	300	305	<p><b>ROOIBOS:</b></p> <ul style="list-style-type: none"> <li>- Five year industry-wide strategy endorsed by SARC Board and supported by all key stakeholders completed. The strategy enables SARC to access new sources for funding from DTI and the Department of Agriculture to support the industry effort in expanding its exports and moving into more value added products</li> <li>- Two Public Relations campaigns launched in Taiwan and the UAE. SARC managed the process of selecting and guiding the two PR agencies. The two PR campaigns will facilitate the Rooibos industry approach to penetrate the two new markets</li> <li>- Blue print and substantive approach developed for strategic information system for industry</li> </ul> <p><b>AUTOMOTIVE:</b></p> <ul style="list-style-type: none"> <li>- DAC developed and integrated process of conducting gap analysis and providing customized coaching services into its portfolio of support services for the automotive industry. The resources generated from companies participating in this process will help to ensure that the service generates revenue</li> <li>- DAC improved export readiness of 24 companies (including 14 which have gone through the full coaching), especially effectiveness of production and/or understanding of market/buyers requirements</li> <li>- DAC initiated Gap Analysis and coaching work for 5 additional companies in KZN (Durban) and 15 companies in Eastern Cape Province which we expect to be completed by end 2012. This will also extend the customer base and to strengthen the Gap Analysis tool and make it more sustainable in the long run. The gap analysis will be follow up with company specific coaching process</li> </ul>	<ul style="list-style-type: none"> <li>- Policy makers -Five year industry-wide strategy developed to enhance competitiveness of Rooibos tea</li> <li>- TSIs -South Africa Rooibos Council (SARC) capacity enhanced on supply mapping, market positioning, and strategy development. -Durban Automotive Cluster (DAC) capacity enhanced in gap analysis and coaching for member companies</li> <li>- Companies -Export readiness increased through gap analysis and tailored action plan completed for 44 automotive companies. At least 14 have also received tailored coaching</li> </ul>	TSI Enterprises
INT/U/1/19A Cipriani Simone DMD/Sector Competitiveness	<b>Poor Communities and Trade Programme (PCTP)</b> (23/03/2011 - 31/12/2015) ITF Window I Netherlands	1.637	1,752	<ul style="list-style-type: none"> <li>- Business model of the program with all procedures and tools to manage is consolidated and is now available for replication</li> <li>- The impact assessment system of the program developed with the Fair Labour Association consolidated under a new umbrella called the FAIR-ART (Artisans for Responsible Trade) and this methodology for baseline data with related tools focused on the informal sector is already validated and replicated across the PCTP participating countries, as well as for other FLA partners</li> <li>- Capacity building activities is underway with 90 targeted micro producers through EFAL</li> <li>- The Haiti component launched, through a pilot (inception) intervention</li> <li>- Overall 25 workshops completed covering issues on capacity building in product development, impact assessments, product quality control systems, held with over 600 participants (separate to Rio conference) and over 240 women, with overall representation from 220 microenterprises</li> <li>- Work to set up a global network for product development launched</li> <li>- Market linkages for MSMEs are being consolidated and developed</li> <li>- Work to open new markets for products from Ghana launched successfully. Further reporting is included at the GHA/61/131A project portal</li> </ul>	<ul style="list-style-type: none"> <li>- Impact assessment system created by the program applied in all project dimensions and validated.</li> <li>- New market linkages established in Japan and USA plus Australia</li> <li>- Huge communication achieved on the international press</li> <li>- Donor input for extending program to Haiti in 2013</li> </ul>	Sustainability

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
RAF/39/05A Cipriani Simone DMD/Sector Competitiveness	<b>East Africa: Creation of product-development facilities in Nairobi for Ethical Fashion Institute</b> (26/09/2011 - 25/04/2012) Japan	21	98.60	<ul style="list-style-type: none"> <li>- Market linkages successfully established introducing a number of new luxury buyers in the Japanese market</li> <li>- Product development centre established</li> <li>- Framework for product development centre operationalized</li> <li>- Video clips produced by Australian company Crane TV on EFA community artisans showcasing products, skills and capacities. The material was also part of the awareness work of a new buyer Sass &amp; Bide in the Australian market</li> </ul>	<ul style="list-style-type: none"> <li>- EFA provided 200 jobs, producing 2500 items with Carmina Campus sold at Takashimaya Japan. All items were immediately sold out</li> <li>- Japanese market sales successfully after launch in October 2011 with a major high-end Japanese department store Takashimaya and growing interest from other buyers</li> <li>- Consumer awareness achieved through extensive multimedia and press coverage on Ethical Fashion, with coverage by notable Japanese journalists on TV and magazines</li> <li>- Product development centre supported by a global network for product development to facilitate micro producers use and application of sustainable materials to be integrated in the on-going work with luxury fashion brands. The network includes Instituto-e (Brazil) and Carmina Campus (Italy) along with the Ethical Fashion Africa team and others.</li> </ul>	Sustainability
HA/39/012A Cipriani Simone DMD/Sector Competitiveness	<b>Poor Communities and Trade: Haiti Component</b> (17/06/2012 - 30/08/2012) Japan	182	160	<ul style="list-style-type: none"> <li>- Assessment of communities and mapping skills sets completed with draft document under review. This work also applied the PCTP methodology developed with the FLA</li> <li>- Training of field officers to undertake assessments and mapping finalized</li> <li>- Stakeholder consultation workshop to formulate the operational structure for work with artisan communities and microenterprises for exports was held with 11 local entities, including 9 women</li> <li>- The pilot production of fashion accessories with a new US buyer, Chan Luu Inc., was successfully completed opening up a new market for artisans</li> <li>- Training on new design skills for production of fashion accessories was completed, successfully meeting the high quality standards and introducing quality control systems with 40 participants, 54% are women</li> <li>- Draft proposal to sustain the successful work of the artisans during the pilot has been well received by potential donor</li> </ul>	<ul style="list-style-type: none"> <li>- Draft proposal to establish a social enterprise with the related business support infrastructure is underway</li> <li>- Projects plan to be finalized in 2013</li> <li>- The pilot production of fashion accessories provided 40 jobs</li> </ul>	Sustainability
GHA/61/131A Cipriani Simone DMD/Sector Competitiveness	<b>Ghana: Establishing sustainable export-market links and supply chain for ethical fashion and lifestyle products (Ethical Fashion Initiative)</b> (08/12/2011 - 08/12/2015) Switzerland	1,167	1,045	<ul style="list-style-type: none"> <li>- Training delivered to 109 trainees with 69 women</li> <li>- SIA for textile suppliers for Burkina Faso completed</li> <li>- Preliminary completed by trainees for first fashion show for 2013 with inputs from international advisers designed</li> </ul>	Government support and involvement obtained	Sustainability

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/17/01A Frauenrath Marie- Claude DMD/Sector Competitiveness	<b>INATUR Strengthening: Training in grading for tourism officers, community tour development and guide training</b> (01/07/2008 - 30/09/2013) Flemish Government	10	0	Work plan developed after consultations with national counterparts.	Outcomes expected to be achieved in 2013	Sustainability
SYR/7/4/479A Frauenrath Marie- Claude DMD/Sector Competitiveness	<b>Syrian Arab Republic: Needs assessment of inclusive tourism opportunities in the al-Ghab region</b> (15/02/2011 - 31/12/2012) <b>UNDP</b>	0	2	<ul style="list-style-type: none"> <li>Inception Workshop for inclusive tourism and essential oils and medicinal plants took place with stakeholders from Government and private sector</li> <li>Opportunity study and Project Proposal Completed and integrated into joint UN proposal for essential oils &amp; medicinal plants. For the sector of inclusive tourism, completed and integrated into joint UN proposal as much as possible under current political situation (very limited field visits, not possible to organize validation roundtable)</li> </ul>	<ul style="list-style-type: none"> <li>Inclusive tourism and essential oils and medicinal plants opportunity studies completed and integrated in joint UN Al Ghab Development Project proposal</li> <li>Projects on hold until political situation improves</li> </ul>	Sustainability
INT/U/1/65A Frauenrath Marie- Claude DMD/Sector Competitiveness	<b>Project Development: Uganda Inclusive Tourism - Trade development for micro-enterprises in the value chain of tourism</b> (15/07/2011 - 30/06/2012) ITF Window 1	0	0	<ul style="list-style-type: none"> <li>Q1 and Q2: - Inclusive tourism opportunity study including tourism survey available. Validation roundtable sharing findings with stakeholders, developing proposed project activities further and validating activities has been organized</li> <li>- Inclusive tourism project plan has been drafted for submission to donors</li> <li>Q3 and Q4: - Continued consultations and project revisions including internal review process.</li> </ul>	N/A	Sustainability
INT/U/1/23A Frauenrath Marie- Claude DMD/Sector Competitiveness	<b>Export and Tourism-led Poverty Reduction Programme (ETPRP)</b> (01/01/2010 - 31/12/2011) ITF Window 1	114	55	Maintenance activities on the existing multiplication field at the Gahara site continued, involving 10,800 plantlets. Maintenance activities on planting material for farmers implemented. Maintenance activities implemented in nursery, involving 25,500 cuttings. 0.1 additional hectare of patchouli planted with 2,000 plantlets. Training sessions on nursery preparation, fertilizing, mulching, watering and gap filling, organized for 48 farmers in Gahara. Training sessions on land cultivation, making raised beds, transplanting plantlets, watering, weeding, and gap filling, organized for 10 farmers in Gahara. Coaching sessions on farming techniques provided to 48 farmers in Gahara. Research on patchouli growing and distillation carried out.	Skills in key methods on patchouli plant maintenance strengthened for 48 small disadvantaged farmers, resulting in improved survival rates for cuttings (around 90%). Skills in key methods on patchouli land preparation and maintenance strengthened for 10 small disadvantaged farmers, resulting in improved survival rates for transplantation into new land.	Sustainability

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/J/16A Katerine Alexander DMD/Sector Competitiveness	<b>Trade and Environment Programme (T&amp;E)</b> (01/01/2010 - 30/12/2013) ITF Window 1	993	755	<ul style="list-style-type: none"> <li>- 3 technical papers: Product Carbon Footprint Standards in the Agri-food sector; Sourcing Packaging for Organic Foods; North American Market for Natural Products; Coffee Industry and Climate Change (co-editor)</li> <li>- Prepared and published in partnership with UNEP and ICTSD 10 Briefing Papers on Trade and Environment</li> <li>- Two side events at Rio+20 on the Green Economy (Opportunities for Developing Countries in the Green Economy)</li> <li>- Contribution to two further side events at Rio +20 (on biodiversity with UNCTAD and carbon labelling with ICTSD)</li> <li>- Carbon: Workshop training of trainers (25 experts) for fruit and vegetable exporters in Kenya (October)</li> <li>- Organics: Training of 3 exporting companies on organic products (Zambia)</li> <li>- Bio trade: Participation in two major trade fairs for 8 companies</li> <li>- Training webinar on US market access for 25 companies in collaboration with PROMPERU</li> </ul>	<ul style="list-style-type: none"> <li>- Zambia: 50 representatives from local Zambian companies sensitized to the Zambian sustainable products market, buyers' requirements and marketing. Increased networking opportunities realized</li> <li>- 21 lead farmers improved technical knowledge on organic production topics</li> <li>- Farmers improved knowledge of sustainable harvest and quality processing of Devil's Claw for 50 lead harvesters in the Sesheke District of Zambia. A further 227 harvesters will be trained by these 50</li> <li>- Increased knowledge of market requirements and widened client base of two Zambian companies through participation in BioFach 2012, the world's largest trade fair for organic products. The companies learnt best practices in terms of packaging and marketing their products to the international market</li> <li>- Kenya: Strengthened capacity of 25 experts and trainers from the East Africa region to support fruit and vegetable exporters in meeting market requirements on carbon standards and sustainability</li> <li>- Rio +20: the role of trade in sustainable development outcomes successfully presented at four side events in Rio</li> <li>- Peru: 25 Peruvian companies and TSIs (Institute of Peruvian Natural Products IPPN, PROMPERU) sensitized in US market requirements and specific knowledge gained on labelling and claims about natural products. Sales generated from two trade fairs participation (8 companies)</li> </ul>	Sustainability
INT/J/168A Katerine Alexander DMD/Sector Competitiveness	<b>South East Asia: Raising awareness on wildlife issues to ensure sustainability of supply chains</b> (14/09/2011 - 30/10/2012) ITF Window 1	56	53	Report complete as of mid-July 2012. Report's findings presented to CITES Standing Committee at side event in July, Geneva. Report finalized with Foreword from Patricia Francis and CITES SG John Scanlon	Positive feedback from CITES Working Committee on Snakes who recommend the report to Parties at CITES COP in March 2013 Fashion and leather industries, regulators, exporters and NGOs sensitized to the main issues relating to illegality, sustainability and animal welfare in the supply chain of the python skin trade	Sustainability
INT/61/106A Katerine Alexander DMD/Sector Competitiveness	<b>Global information system for organic market and production data</b> (30/10/2008 - 30/08/2012) Switzerland	23	0	World of Organic Agriculture book published by FiBL	N/A	Awareness Sustainability
INT/J/105A Knappe Matthias DMD/Sector Competitiveness	<b>Project development: Cotton to clothing: Enhancing African capacity and trade through the use of Turkish know-how</b> (05/11/2012 - 30/06/2013) ITF Window 1	35	16	No outputs to report to date	No outcomes to report to date	TSI Enterprises

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/J/196A Knappe Matthias DMD/Sector Competitiveness	<b>Project development: Nepal - Pashmina enhancement and trade support (PETS)</b> (02/07/2012 - 31/12/2012) ITF Window 1	18	15	Document is being finalized in close collaboration with the Nepalese EIF team and Pashmina sector stakeholders. Internally it has passed PCAG and PAC.	The Outcome of a financed new project is expected for early 2013, i.e. once the finalized project document is cleared by all parties involved it is expected to be submitted to the EIF Secretariat for approval and funding.	Sustainability
INT/47/108A Naas Lilla DMD/Sector Competitiveness	<b>NTF II - Netherlands Trust Fund Programme</b> (01/04/2009 - 31/03/2013) Netherlands	700	744	<ul style="list-style-type: none"> <li>- Monitoring and reporting undertaken regularly and in collaboration with the project teams, the partners in the field and the TTC technical sections</li> <li>- M&amp;E capacity at field level strengthened and new M&amp;E monitoring processes implemented by partner institutions</li> <li>- Quality assurance process providing useful insights on project/programme progress, adjustments needed and management of risks</li> <li>- Implementation of the communication plan resulted in increased visibility and promotion of NTF II at TTC and CBI, within participating partner countries and in WEDF and WTPO</li> <li>- The service portfolio of each TSI strengthened with new support services that respond to their customers' needs. In Bangladesh, DCCI and BASIS implemented a new matchmaking service for the IT and ITES sector and which can be extended to other sectors. In Kenya, FPEAK set up a new fruit team to have a coordinated approach to supporting export development of the tree fruit sector. In Senegal, ASEPEX is strengthening its capacity to provide sector specific support services along the value chain. In South Africa, a sector wide approach is implemented to strengthen competitiveness and value addition of Rooibos tea. DAC is developing customized coaching services to help 2nd tier manufacturers become more export fit/ready. In Uganda, the tree partner institutions (NUCAFE, UCDA and NUCAFE) built a strong partnership to provide coordinated support to farmers and farmers' associations along the whole value chain</li> <li>- New export business generated through improved competitiveness of selected SMEs and awareness of international market requirements. In Bangladesh, through business linkage Bangladesh SMEs obtained pilot contracts and new export contracts in Denmark, and the Netherlands. Additional contracts might be generated in Germany and/or the UK. In Senegal, new business relationships established with new agro-produce trading companies thanks to Senegal participation in Fruitlogistica, and producers improving quality management and harvesting techniques. In Uganda, NUCAFE generated new export contracts with at least 5 new buyers increasing its export volume and value.</li> </ul>	<p>Partner TSIs in Bangladesh, Kenya, Senegal, South Africa and Uganda improved effectiveness of their support services in line with their customers' needs. Target beneficiaries (farmers, exporters and SMEs) in Bangladesh, Senegal, and Uganda improved their awareness and knowledge of export markets requirements and successfully generated new export business.</p>	TSI Enterprises

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UGA/47/110A Naray Olivier DMD/Sector Competitiveness	<b>NTF II Creating Sustainable Exporter Competitiveness in the Coffee Sector in Uganda</b> (01/01/2010 - 31/03/2013) Netherlands	784	721	<ul style="list-style-type: none"> <li>M&amp;E capacities built: Capacities of umbrella institutions UEPB, UCDA and NUCAFE reinforced. All three TSIs developed action plans to strengthen M&amp;E processes</li> <li>NES coffee sector updated and launched. UEPB has internalized the methodology and set up a core team to drive the process covering other priority sectors in addition to coffee</li> <li>NUCAFE five year strategic plan and operational plan developed and endorsed by the Board and all key stakeholders</li> <li>NUCAFE service portfolio streamlined and improved with 5 new services designed in line with the needs of NUCAFE Constituencies. 3 out of the 5 new services are to be implemented under the project</li> <li>In order to address premium markets (Europe), which are expanding, NUCAFE and 17 of its Farmer Associations (FAs) are trained to be 4C verified by end of 2012</li> <li>NUCAFE established business relationship with a total of five new coffee buyers, to benefit 47 FAs through growth of exports</li> <li>NUCAFE's coffee FAs improved their financial management capabilities and access to finance. Trained Financial management counsellors provided coaching to coffee FAs in order to improve access to finance and growth of the selected enterprises and Associations</li> <li>35 out of 40 FA developed their business plans with the assistance of financial counsellors. The bankable business plans will be submitted, after review, to the relevant banks</li> </ul>	<p>Policy -National Export coffee sector update for 2012-2017 and was officially launched by Minister of Trade in Uganda. TSIs Capacity of the three partner TSIs (NUCAFE, UCDA and UEPB) strengthened to ensure coordinated action to support export development of high quality coffee from Uganda Enterprises -Skills and capacities of farmers and farmers' associations strengthened in quality management, export marketing and accessing finance. We have interpreted farmer associations-which bring together multiple farmers-as enterprises for the purpose of this measure.</p>	TSI Enterprises Policy
KEN/47/111A Naray Olivier DMD/Sector Competitiveness	<b>NTF II Creating Sustainable Exporter Competitiveness in the Tree Fruit Sector in Kenya</b> (01/01/2010 - 31/03/2013) Netherlands	300	303	<ul style="list-style-type: none"> <li>A fruit team established at FPEAK led by three commodity advisors</li> <li>Three commodity working groups formed by exporters</li> <li>Competencies of the Fruit team and the fruit assistants strengthened to gather data on Kenya supply capacity and analyse sector supply capacity and supply constraints. The analyses covered: marketing, logistics, production and standards for each commodity</li> <li>International market studies for the three tree fruit sectors, mango, avocado and passion fruit, completed</li> <li>Commodity business plans final. The Commodity business plans are a long term vision to improve export competitiveness of Kenya tree fruit sector. The development of the CBPs was done through a participatory and interactive process involving all actors</li> <li>Work plan for pilot CBP implementation (road shows and trainings mainly) finalized</li> </ul>	<ul style="list-style-type: none"> <li>Structure established at FPEAK (the fruit team) to develop and manage implementation of the Commodity Business Plans (CBPs)</li> <li>Three commodity working groups championed by the private sector established and contributing to the CBPs</li> <li>Three commodity business plans were produced one for each selected commodity i.e. avocado, mango and passion fruit</li> </ul>	TSI Enterprises
INT/R8/02A Ian Sayers DMD/Sector Competitiveness	<b>Sector Competitiveness Revolving Fund</b> (01/11/2006 - 31/12/2012) Revolving Fund	59	61	<ul style="list-style-type: none"> <li>Revisions and refinements to 10th EDF-funded cotton proposal and ITC future Handlooms development components</li> <li>Validation of new ITC 10th EDF Cotton Project Plans with East African cotton producers and evolution of innovative ITC South-South handloom project approach in Dar es Salaam</li> <li>Refinements to Coiffee Guide paper</li> <li>Refinements and updates to Leather-line web site</li> <li>Agri-food Index-linked insurance for smallholders -development of ITC approach for new projects</li> <li>Development of SC strategy for Hides, skins and Leather</li> <li>Development of new approaches for linking small enterprises with international Fair Trade value chains in Asia</li> </ul>	<p>Improved quality ITC global goods and cotton programme proposals. Updated methodology for cotton and textiles sector development</p>	Awareness

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/S1/01A Ian Sayers DMD/Sector Competitiveness	<b>Meet in Africa</b> (01/02/2004 - 31/12/2012) Other Fund	10	17	<ul style="list-style-type: none"> <li>- English language version of the Guide "Basics for organizing trade fairs" published in printed form and made available on-line</li> <li>- Assistance and counselling provided to AFLAI to plan and resource the next Meet in Africa leather trade fair. Financing partners are now being courted for contributions to the overall costs of an event scheduled for late 2013 or early 2014</li> <li>- New ITC Leatherline web site upgrade and integration of technical guide completed. Being tested - going live 7 January 2013</li> </ul>	<ul style="list-style-type: none"> <li>- The ITC Guide: Basics for Organizing Trade Fairs published and is also now available on-line</li> <li>- The African Federation of Leather and allied Industries plan for a Meet in Africa event in 2013 or 2014</li> </ul>	TSI
FIJ/75/30A Ian Sayers DMD/Sector Competitiveness	<b>Fiji: Strengthening of capacities and services in the agri-food sector</b> (18/06/2012 - 31/12/2015) European Union	500	302	<ul style="list-style-type: none"> <li>- ITC and FCLC Offices contracted and fitted out for occupation in January 2013</li> <li>- Baseline data collection completed, stakeholder map produced, Agri-food services mapping completed, list of sugar belt agro-enterprises with market opportunities and compliance needs</li> <li>- Component work plans completed</li> <li>- Inception report completed</li> <li>- FCLC Trust company registered and web site operational</li> <li>- FCLC outline strategy, resource needs and communications plans completed</li> <li>- FCLC CEO and technical and administrative support staff selected</li> <li>- Initial market scoping research for Ginger and dried fruit exports completed</li> <li>- First sale of supplementary income generation products manufactured by three sugar belt communities</li> <li>- Pilot test of six priority mobile applications completed</li> </ul>	Outcomes expected in 2013	TSI Enterprises
INT/U1/104A Ian Sayers DMD/Sector Competitiveness	<b>Project development: Strengthening cassava communities to improve food security, access to markets and incomes</b> (01/11/2012 - 31/12/2012) ITF Window 1	28	26	Projects plan completed.	Project cancelled.	TSI Enterprises
INT/U1/95A Ian Sayers DMD/Sector Competitiveness	<b>Project development - Capitalizing on Results from the AAACP Programme</b> (01/05/2012 - 31/12/2012) ITF Window 1	45	45	<ul style="list-style-type: none"> <li>- Case study on learning points and implications for future ITC projects prepared</li> <li>- Learning points on ITC cotton strategy and trade promotion implementation 2008 to 2011</li> <li>- Learning points on ITC non-cotton strategy and trade promotion implementations 2008 to 2011</li> <li>- Videos in French and English languages showing essential parts of the ITC sector development approach using Cotton, Coffee and Fruits and vegetables sectors as examples</li> <li>- ITC accomplishments under the ALL ACP Programme showcased to donors, country representatives and EC officials at the EC and ACP Secretariat Brussels Programme donor days</li> </ul>	Outcome to be achieved in 2013 on reaction to case studies and approach.	TSI Enterprises

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/71/03A Scholer Morten DMD/Sector Competitiveness	<b>Africa: Improving economic benefits for women in the coffee sector (Women and Trade)</b> (01/04/2010 - 31/03/2013) United Kingdom	267	295	<p>IWCA-Uganda Chapter established (signed in October)</p> <ul style="list-style-type: none"> <li>- A five-day leadership workshop for 22 women from 12 countries (Nairobi, Oct)</li> <li>- Four women from four countries in Africa joined ITC's Women-Vendor conf. in Mexico City (November)</li> <li>- ITC's and IWCA's cooperation presented at the International Coffee Organization's Council meeting (120 participants) and thereby getting 'Women' on the agenda in ICO (Sept.)</li> <li>- A Gender-policy (draft) for the African Fine Coffees Association developed in close dialogue with AFCA and reps. from 12 countries (Oct)</li> <li>- Trial sale of 'Women's Coffee' in 200 stores in the United States</li> <li>- Women branded coffee from primarily Latin America sold through Wal-Mart</li> <li>- Accenture group has entered into an agreement on purchase of 'women-coffee' from the Philippines</li> </ul>	<p><b>POLICY:</b></p> <ul style="list-style-type: none"> <li>- The International Coffee Organization (ICO) in London has almost all coffee producing countries and coffee importing countries as members. Gender has entered the agenda in ICO following ITC/IWCA's presentation at the ICO Council meeting in London for 120 delegates in September 2012</li> </ul> <p><b>TSS:</b></p> <ul style="list-style-type: none"> <li>- The African Fine Coffees Association (AFCA) has completed its gender-policy (draft still to be approved in AFCA) on the basis of a close dialogue with ITC and IWCA during 2012</li> <li>- The IWCA-Uganda Chapter was formally established in 2012 (following Burundi and Kenya in 2011). The Chapters have made women in the coffee sector 'visible' in each country and have been the bases for a growing number of gatherings of women for information sharing, training, development of sales plans etc.</li> <li>- The Specialty Coffee Association of America (SCAA) is the leading coffee organization in the US. Based on IWCA's proven results in the last three years 'SCAA' has offered administrative and logistic support to the IWCA</li> </ul> <p><b>ENTERPRISES:</b></p> <ul style="list-style-type: none"> <li>- The three IWCA-Chapters have made thousands of women in coffee aware of their important role in the coffee sector. The women are benefitting from the Chapters in multiple ways - from improved procedures in production to jointly approaching buyers. Quantification of these outcomes are foreseen to be made in 2013</li> <li>- 'Women Coffee' from the project has been sold to several large buyers (Wal-Mart, Accenture, Marriot, ...) and trial sale of 'Women Coffee' is made through 200 retail shops in the US. Producers and exporters are adapting to the buyers' requests and feedback. Benefits from this part of the project have been primarily for women in Central America and to a limited extent only for Africa.</li> </ul>	<p>Sustainability TSI Enterprises</p>
RAF/20/128A Scholer Morten DMD/Sector Competitiveness	<b>Central Africa: Supporting ECCAS in developing and implementing strategies for enhanced competitiveness and promotion of coffee sector (PACT II)</b> (01/02/2011 - 30/06/2013) Canada	88	-10	<p>ECCAS/Coffee promotion booklet "Des Terroirs de valeurs" published as final draft form for validation by ECCAS (around 60 pages) providing, for the first time, information to prospective coffee buyers on the whereabouts, production and contact details of coffee producers and roasters in the Central Africa region. English version planned for 2013. Excellent reviews received from coffee buyers and traders. Advice provided to EAFCA in its expansion to AFCA and for the rejuvenation of ACRAM and the organization of its second regional meeting in January 2013. Other outputs moved to other sub-project under PACT II.</p>	<p>AFCA expanded from EAFCA to cover all African Coffee producing countries. ACRAM rejuvenated to hold its second regional meeting at end January 2013. ITC provided guidance on policy and strategy, challenged ideas and assisted in developing the organizations' purpose. The Regional promotion booklet on Central African coffee production will be presented at that meeting and potentially validated by participants.</p>	<p>TSI Enterprises</p>



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RAF/20/129A Copy Frederine DMD/Sector Competitiveness	<b>West Africa: Developing the Mango sector for increased export potential of ECOWAS countries (PACT II)</b> (01/01/2011 - 31/12/2013) Canada	120	88	<ul style="list-style-type: none"> <li>- MOU with ECOWAS TEN signed in August 2012</li> <li>- Three national consultants from Mali, Ghana and Ivory Coast recruited</li> <li>- A set of project brief ideas, both targeted at international institutions and at the private sector were developed.</li> <li>- Work on developing the selected project brief ideas into financially viable projects, is on-going and is due to finish by 28th February.</li> <li>- The Brazilian business generation and technical tour for the ECOWAS mango and cashew industries was successfully conducted as planned.</li> </ul>	ECOWAS TEN was able to adapt and replicate approach to support SME's in developing cross-border business and technical collaboration linkages that leading to enterprise-level export success in priority sectors and markets. Selected SME's involved in the EXPECT value chain development projects for the mango sector improved their export performance in regional and international markets. Unplanned positive results: Exports generated by assisted companies as a direct or indirect result of ITC assistance Turnover from newly created business. \$87,000 in sales from Mango ECOWAS region to European Market. (Value calculated based on average price 2nd quarter 2012 (ITC MNS reports) for DDP price equivalent to European markets). A new supply agreement has been set up for the coming 2013 season with a forecasted value of \$270,000.	TSI Enterprises
RAF/20/127B Barratt Lisa DMD/Sector Competitiveness/Nairobi	<b>Eastern &amp; Southern Africa: Increasing competitiveness and sustainability of leather sector in COMESA countries (PACT II)</b> (20/06/2009 - 30/06/2013) Canada	152	-73	<ul style="list-style-type: none"> <li>- Organically tanned leather produced</li> <li>- Workshop held in Thika, Kenya with 2 exporting enterprises, including 10 participants (40% women) to introduce new skills on organic tanning, design and finishing using relevant local technologies</li> <li>- Enterprises initiate pilot production of sandals collection for an international buyer (Bata) in the Kenya domestic market</li> <li>- Several investors from India, Italy, Indonesia, Pakistan and Brazil participated in the investors forum. Organically tanned leather tested in Italy by a quality testing laboratory: we also requested the eco label certification, which should arrive soon</li> </ul>	Generated interest in using the organically tanned leather in the industry of fashion: two fashion houses have requested that. Interest in producing shoe uppers acquired form a major fashion house. Collection for domestic market of shoes outlined. Investment projects outlined	TSI Enterprises
<b>Trade Information Services Section, Chief: Stephan Blanc</b>						
INTR/3/01A Cordobes David DMD/ Trade Information Services	<b>Trade information services revolving fund</b> (22/03/2000 - 31/12/2014) Revolving Fund	35	30	<ul style="list-style-type: none"> <li>- Mission to Tunis to attend launching of a Tunisian network of Competitive Intelligence to better assist Tunisian exporters in their decision-making processes</li> <li>- Further developed collaboration with ACFCI (Assemblée des Chambres Françaises de Commerce et d'Industrie) in the field of Competitive Intelligence</li> <li>- Mission to UEMOA supported to investigate needs in this area of CI jointly with ES in view of a programme development with EU funds</li> <li>- Trade Information Training Programme held in Geneva for TI professionals from DCs</li> <li>- Participation in networking activities through the European TPO Working Group of Information Professionals (ETPO-WGIP).</li> </ul>	TIS RF contributed to better understand issues and challenges related to the current evolution of trade information techniques and needs' expressed from partners, beneficiaries. Particularly in current investigations made in the field of Competitive Intelligence (CI). These have led to the development of CI products and services that will be applied in upcoming TIS projects. TIS RF contributed to generate partnerships with CCI France and Conférence Permanente des Chambres Consulaires d'Afrique Francophone (CPCCAF).	Awareness
ALB/1A/01A Cordobes David DMD/ Trade Information Services	<b>ALBANIA: One UN Coherence Fund</b> (27/06/2012 - 31/12/2013) One UN – MDG Achievement Fund	30	28	<ul style="list-style-type: none"> <li>- Analysis of AIDA's priority needs for competitive intelligence undertaken. Existing information services capacities within AIDA assessed including in terms of human resource capacity, existing databases or information systems available, and current technical infrastructures in place. Action plan prepared for the development of AIDA's competitive intelligence unit, taking into account human, information and technical resource requirements. Market pointer workshop successfully delivered for AIDA staff in view of documentation produced by participants, feedback received and evaluation made. Frame developed to produce these market pointers on a regular basis as part of AIDA products and services portfolio offer to the business community.</li> </ul>	AIDA (Albanian TPO) has produced a step by step action plan for the development of the competitive intelligence unit which is currently in development. AIDA focal point is equipped to present set of products and services that will benefit the Albanian business community in 2013. AIDA has demonstrated their capacity to produce Market Pointers as part of these recommendations thus ensuring linkage with training undertaken and production of deliverables in the competitive intelligence unit.	Awareness

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/U1/93A Lopez Martin DMD/ Trade Information Services	<b>Project development - Upgrading of Trade Information services for exporters in Saint Lucia</b> (08/06/2012 - 31/12/2013) ITF Window I	24	24	Needs assessment mission effectively conducted. Results and work plan proposal delivered to the client who has provided positive feedback for proceeding with implementation of the project. TIS expects the client to proceed with formalities required for official signing this relationship. Small Project plan document has been already shared with OPSR, ITC awaits their comments.	The client, Office for Private Sector Relationships (OPSR) has produced an action plan for setting up a trade information service structure that responds to the needs of the Saint Lucian business community. OPSR has initiated discussions with officials from its parent organization, the Saint Lucian Ministry of Trade, in order to secure the funds for this undertaking.	Awareness
INT/20/126A Kelly Paul DMD/ Trade Information Services	<b>West Africa: Strengthening regional trade information networking within ECOWAS (PACT II)</b> (01/03/2010 - 31/12/2013) Canada	113	77	The first issue of the customized Regional market news bulletin on Mango was produced by ECOWAS information focal points and distributed to the business community. A market news bulletin on palm oil products, entitled 'Global Markets and ECOWAS Developments' was distributed and validated by the stakeholders during the United Nations Development Programme's African Facility for Inclusive Markets meeting in Dakar(August 2012).	The business community's access to relevant product specific information has been improved through the provision of customized market news bulletins, produced by trained professionals in the Regional economic commission.	Awareness TSI
RAF/20/125A Kelly Paul DMD/ Trade Information Services	<b>Central Africa: Strengthening regional trade information networking within ECCAS (PACT II)</b> (01/04/2010 - 31/12/2013) Canada	78	96	- ECCAS regional trade information platform developed - Regional and national trade information content developed for Cameroon, Gabon, Congo and the DRC - An inter-institutional partnership was established for the exchange of trade information	- The first regional trade information network in Central Africa was established for the ECCAS Secretariat - Trade information is now directly produced by the national focal points of the network (Gabon, Cameroon, Congo, DRC) in fields such as business opportunities, tariffs, non-tariff barriers and standards - The production of market profiles, including the Penja pepper in Cameroon, has enabled business contacts between producers in Cameroon and buyers in the Netherlands	Awareness TSI
RAF/20/124B Kelly Paul DMD/ Trade Information Services	<b>Eastern &amp; Southern Africa: Strengthening regional trade information networking in the leather sector within COMESA (PACT II)</b> (10/06/2009 - 31/12/2013) Canada	40	26	The COMESA Leather and Leather Products Institute developed and launched a trade information portal ( <a href="http://portal.comesa-lpi.org/index.php">http://portal.comesa-lpi.org/index.php</a> ), providing up-to-date market information and access to a of companies and support institutions active along the value chain of the leather sector in COMESA.	The trade information service capacity of the COMESA Leather and Leather Products Institute (COMESA LLPI) improved its service offer to the business community, with the result that the latter have improved access to regional and international market information for the hides, skins and leather sector.	Awareness TSI

Project ID	Project Title	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/U/85A	<b>Trade Leaders Programme</b> (01/03/2012 - 31/12/2013)	225	146	<ul style="list-style-type: none"> <li>- All three future Trade Leaders selected on a competitive basis</li> <li>- Three trade leaders received a two-week induction program, introducing participants to trade the ITC strategic framework, technical work and networks of ITC</li> <li>- A customized learning by doing programme designed for each of the Trade Leaders</li> <li>- Mentoring and training provided for each of the 3 Trade Leaders</li> </ul>	<ul style="list-style-type: none"> <li>- Three out of three trade leaders have improved their understanding of international trade issues impacting on SME competitiveness. To support this a detailed evaluation was carried out by the trade leaders about the programme, and some of the main indicative results are as follows:</li> <li>- All three trade leaders indicated that the programme had improved their understanding of the crucial trade policy issues for export success. (2 strongly agreed and 1 agreed)</li> <li>- All trade leaders indicated strongly that they had a better understanding of the role of ITC in providing targeted trade-related technical assistance</li> <li>- All trade leaders were provided work assignments to complete, and they all considered the value of individual coaching sessions provided by BTP staff to be high. They further deemed these work assignments to be of high value to their work</li> <li>- The training programme at ITC in Geneva will be followed by a distance mentorship by ITC staff for a period of 12 months. The impact of this further mentoring will be recorded</li> </ul>	Policy TSI
Aggarwal Rajesh						
DCP/Business and Trade Policy						
ITC Division of Country Programmes (DCP); Director: Friedrich von Kirchbach						
Business and Trade Policy Section; Chief: Rajesh Aggarwal						

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/U1/20E Roure Jean-Sébastien DCP/Business and Trade Policy	<b>Regional Integration and Economic Partnership Agreements (EPAs) Programme</b> (03/01/2011 - 31/12/2014) ITF Window 1	476	287	<ul style="list-style-type: none"> <li>- An assessment study was undertaken of the Tripartite FTA's potential impact on the private sector in East Africa</li> <li>- A two day training session on BMO advocacy techniques for 22 representatives of TSIs in East Africa was organized</li> <li>- Training for Business Managers: Building on the ITC's public-private dialogue on services integration in East Africa held in September, ITC responded to a request from the Tanzanian Private Sector Foundation (TPSF) to train their members on the issue of free movement of workers and service suppliers. 34 private sector representatives attended the training</li> <li>- A two-page fact sheet which explains the distinction between free movement of workers and free movement of suppliers within the context of the EAC integration process in plain English for policymakers and business people prepared for advocacy purpose</li> <li>- ITC developed a program for hands-on mentoring for advocacy. Business membership organizations in Rwanda and Burundi are being mentored to survey their members, undertake focus groups and develop a national private sector position on the issue of free movement of workers and service suppliers. This work will feed into a regional private sector position being developed by the EABC</li> <li>- A two day regional public-private dialogue titled Validation Workshop on the Study Report on the Assessment of the Implications of and Potential Impact of the Proposed COMESA-EAC-SADC Tripartite Free Trade Agreement on the East African Community held between 16 and 17 July 2012, in Kigali, Rwanda. The meeting was attended by 54 participants</li> <li>- A two day public-private dialogue on trade in services in East Africa was held in September, 2012, in Arusha, Tanzania. The meeting was attended by 64 participants. An action plan to improve services integration in East Africa with sector-specific recommendations on financial, logistics, professional and tourism services was prepared prior to the meeting and presented. 90% of attendees rated the dialogue as very good or excellent</li> </ul>	<p>Reports shows that the private sector's capacity to understand business implications of regional integration processes and trade policy has increased (e.g. 18 representatives of TSIs in East Africa showed an improved understanding of advocacy techniques and their importance for influencing the formulation of trade policy following the Business advocacy training session; 81% of participants to the Training for Business Managers on services integration in East Africa assessed that the training made a significant contribution to their understanding of this issue; At the Public-private dialogue validation workshop on the Tripartite Free Trade Agreement on the East African Community, 72% of the participants rated the event and study at least very useful in terms of increasing their understanding of the possible impacts of the FTA). The EABC validated the fact sheet on the free movement of workers/suppliers prepared by ITC and will use it as part of their regional advocacy campaign. Public-private dialogue on trade in services in East Africa. An informal mechanism for public private dialogue engagement was established. Also, the EABC and its members (56 participants) validated an action plan to improve services integration in East Africa, with sector-specific recommendations on financial, logistics, professional and tourism services. Public-private dialogue validation workshop on Tripartite Free Trade Agreement on the East African Community. At the event, the EABC and its members validated the study and identified the highest priorities for advocacy in the context of this FTA.</p>	Policy
PAK/70/02A Roure Jean-Sébastien DCP/Business and Trade Policy	<b>Pakistan: Assistance to the design and implementation of trade policy and regulatory reform to improve export possibilities</b> (06/06/2011 - 31/12/2014) UNIDO	359	277	<ul style="list-style-type: none"> <li>- Second assessment of PITAD's equipment and books conducted</li> <li>- Book items procured (81 in total) and the request for a further 10 books initiated, and purchase of hardware items initiated</li> <li>- The needs for PITAD's courses identified</li> <li>- 6 modules developed have been jointly certified by WTI and PITAD for joint WTI-PITAD certificate course</li> <li>- Collaboration between mentors and 7 Master trainers established for the development of a further 7 modules</li> <li>- Monitoring and reporting mechanism established for the module development process. ITC oversaw the monitoring of interaction between Mentors and Master Trainers</li> <li>- Mentor and master trainers collaboration resulted in the finalization of 5 out of the 7 trade policy modules which have been certified by the WTI</li> <li>- Modules were delivered to 35 STP trainees and a joint certificate on "International Trade Law and Commercial Diplomacy" was awarded to the successful trainee officers</li> <li>- 1) Training held for government officers in Pakistan:</li> <li>- 1) Trade in Agriculture: Opportunities and Challenges for Pakistan</li> <li>- 2) Economics and Policy on NTMs</li> <li>- 3) Trade and Investment</li> <li>- Five research studies commenced to feed into the 3 PPD initiatives</li> <li>- The second PPDSC meeting held. Three supervisory committees, each consisting of three members, selected to supervise the three PPDs during 2012</li> </ul>	<p>- PITAD training capacity has been strengthened through the upgrading of its Specialized Training Programme (STP). The 9-months continuous mentorship programme between leading international trade experts from the World Trade Institute (WTI) and selected Pakistani Master Trainers has led to the approval by the WTI Executive Board to certify six of the modules developed by the Master Trainers in 2011 under the supervision of their Mentors. A further 5 out of 7 2012 initiated module for development have also been approved by the WTI board. In early 2012, the 2011 initiated WTI-PITAD jointly developed and WTI accredited modules were delivered to the 35 trainee officers of Commerce and Trade group at PITAD as part of the STP programme. A joint WTI-PITAD Certificate on International Trade Law and Commercial Diplomacy was awarded to the successful trainees in a ceremony jointly chaired by the Secretary Commerce and the Acting Ambassador of EU to Pakistan.</p> <p>- Following a successful delivery, three "master trainers" trained under WTI mentorship (a relationship facilitated and supervised by ITC) can independently deliver trainings according to international best standards in the topic of Trade and Investment. Trade in Agriculture and Policy and Economics of NTMs. The</p>	Policy TSI

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/U/1/20B Roure Jean-Sébastien DCP/Business and Trade Policy	<b>Samoa &amp; Vanuatu: Fostering business support to the WTO accession process</b> (01/01/2010 - 31/12/2014) ITF Window 1	155	122	<ul style="list-style-type: none"> <li>- Policy recommendations stemming from consultative processes in 2011 formally approved and submitted to the Government of Pakistan for consideration for potential implementation</li> </ul>	<p>results for a participant before training and after training knowledge test for the Trade in Agriculture training indicated that 30 out of 31 participants had attained increased their understanding, with the majority recording significant improvements. Similarly for the training on the Policy and Economics of NTMs, the average score recorded for the before training was 40% whereas for the after training it was 70%.</p> <ul style="list-style-type: none"> <li>- Public-private interaction for informing policy recommendations has been strengthened. Public-private dialogue processes resulted in stakeholder derived policy recommendations presented in two separate papers. These papers were endorsed by the members of the PPDS Research commissioned under the programme, which was undertaken by local researchers and guided by internal experts, not only ensured that the public-private dialogue process was better informed, but upgraded the skills of local researchers.</li> </ul>	Policy
INT/U/1/20A Roure Jean-Sébastien DCP/Business and Trade Policy	<b>Business and Trade Policy Programme (BTP)</b> (01/01/2010 - 31/12/2014) ITF Window 1	315	242	<ul style="list-style-type: none"> <li>- A public-private dialogue held in Apia, Samoa in July 2012 to sensitize Samoa's private sector to the benefits and obligations that will flow from WTO accession. A report on the business implications of Samoa's WTO accession finalized</li> <li>- 96% of participants expressed their satisfaction with the study and event</li> <li>- In December 2012, the ITC sponsored a similar dialogue in Savaii to reach out to Samoa's private sector outside of the capital. This event will look comprehensively at Samoa's accession package with a focus on agriculture and tourism (two key sectors in Savaii)</li> <li>- ITC is in the process of commissioning a background study on a specific obligation in Samoa's accession package (relating to its value-added goods and services tax regime) which will inform public-private dialogues on this issue in December 2012 in Apia and Savaii. Samoa has undertaken an accession commitment to reform certain aspects of its VAGST regime. The ITC will support the Samoan Government to undertake a detailed technical study on this issue and consult closely with its private sector on different reform options</li> <li>- The ITC provided advisory services to the Samoan Chamber of Commerce with respect to priority areas for further advocacy</li> </ul>	<ul style="list-style-type: none"> <li>- 85% of participants to the PPD held in July noted that their understanding of the business implications of Samoa's accession had increased thanks to the study produced and the event</li> <li>- The report on the business implications of Samoa's WTO accession which incorporates the views of Samoa's private sector (these views were gathered through surveys and at the public-private dialogue) has been circulated to the policy makers for further action</li> <li>- All participants to the dialogue in Savaii improved knowledge of how Samoa's accession (including reform of its goods and services tax (GST)) will impact on the private sector in Samoa. The private sector also provided specific policy recommendations about different approaches to reforming Samoa's GST</li> </ul>	Awareness Policy

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
				<p><b>WORKSHOPS</b></p> <p>Vietnam: Coherent Trade Policy for Export Competitiveness and Challenges in change management to the new economy in March 2012 in Ho Chi Minh gathering 146 participants.</p> <p>Philippines: Institutionalization of Multi-Stakeholder Professional Learning and Universal Skills for Trade Policy and Negotiations in September 2012, Manila, 40 participants.</p> <p>Tanzania: Training for Business Managers: Building on the ITC's PPD on services integration in East Africa, ITC responded to a request from the Tanzanian Private Sector Foundation to train their members on the issue of free movement of workers and service suppliers. A two-day training was held Dar Es Salaam, Tanzania on 4 and 5 of November. 34 private sector representatives participated.</p> <p>India: WTO, FTA, Regional Integration and International Trade Issues for private sector representatives in Kolkata, India 27-28 July 2012. The programme was attended by 128 private sector participants.</p> <p><b>PPDs</b></p> <p>Kazakhstan: PPD, Business Implications of WTO Accession of Kazakhstan in Almaty, Kazakhstan on 25-26 March. The workshop enabled participants (49) gain insights into matters related to Kazakhstan WTO Accession negotiations.</p> <p>Russia: PPD on Making the Most of Russia's WTO Membership in Cheboksary, Russia on 21-22 June; this event gathered 50 participants.</p> <p><b>BUSINESS BRIEFING</b></p> <p>53 BTP "Business briefings" were produced during the period. Each issue was disseminated to 4000 recipients</p> <p><b>ADVISORY SERVICES</b></p> <p>At the instance of the Government of Nigeria, BTP hosted a high-level roundtable in Geneva on 1 November 2012 for a peer review and the way forward on Nigeria's new trade policy which is under preparation.</p> <p>BTP provided advisory services on the business implications of WTO accession in the context of Central Asia (e.g. during a GIZ and OSCE Academy Regional Conference on the Impact of the Russian WTO accession on Central Asia held between 14 and 15 November 2012 in Bishkek, Kyrgyzstan).</p> <p>During ITC's WEDF held in Jakarta, Indonesia, between 15 and 17 October, BTP shared its experience on Good Practices in PPPs and on how to integrate SMEs into global value chains.</p> <p>Nigeria: In an informal setting, Nigerian officials were able to tap into the views of experts from the ITC, WTO, academia and emerging country governments which have faced similar issues. ITC and the Nigerian delegation underscored their intention to work together in the implementation phase to translate this vision into a demonstrable increase in exports of small and medium enterprises.</p> <p><b>COUNTRY PROFILES</b></p> <p>This programme contributed to the production of 30 country profiles by providing an analysis for each country of their respective trade policy, regulatory and business environment, and trade agreements.</p>	<p>Confidence of all stakeholders at national level on WTO accession was strengthened through public private dialogues as participants built their understanding on the business implications stemming from the Accession process.</p>	

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/U/120F Roure Jean-Sébastien DCP/Business and Trade Policy	<b>Ethiopia: Fostering business support to the WTO accession process</b> (17/01/2011 - 31/12/2014) ITF Window 1	191	110	<ul style="list-style-type: none"> <li>- A two day workshop aimed at increasing capacity of ECCSA staff, to serve the business community with relevant services in the process towards WTO Accession, including, trade information services, and advocacy services. This workshop was held for 32 staff members of ECCSA, including from 9 Regional Chambers of Commerce and 4 sectorial associations. 17 out of 19 respondents indicated positive appraisals</li> <li>- Advisory services were undertaken to assess the existing ECCSA skill-level and services provided on trade information and advocacy to the Ethiopian business community. Further advice was provided on the establishment and monitoring of the Private sector Reference Centre within ECCSA, serving the business community with WTO Accession relevant services</li> <li>- A first position paper on 'Ethiopia private sector interests in WTO Market access negotiations on Trade in Goods' was prepared. Subsequently, ITC supported an ECCSA half day "Validation Workshop on Private Sector Position Paper Study" held on August 2012 aimed at building local ownership of the positions expressed in the position paper and at conveying the views of the private sector on Ethiopia's WTO Accession negotiations</li> <li>- A second paper, on services market access negotiations, is under preparation</li> <li>- ITC continued to build understanding and awareness amongst the private sector on business implications of WTO Accession. To contribute to a better understanding of current debates on going at WTO and in the area of trade policy, ITC's ensured the participation of the management of Ethiopian Chamber of Commerce and Sectorial Associations (ECCSA) at the WTO Public Forum in Geneva in September 2012</li> </ul>	<ul style="list-style-type: none"> <li>- The confidence of the Ethiopian private sector in WTO accession has been strengthened as their understanding of the implications increased. This was demonstrated by the articulation of their views and validation of a position paper on "WTO Market access negotiations on Trade in Goods". This paper was subsequently communicated to the Government</li> <li>- Increased capacity of ECCSA staff and members, to serve the business community with relevant services in the process towards WTO Accession, including trade information services, and advocacy services. As a result of the 2-day workshop, 16 private sector representatives showed an increased awareness and improved understanding of business implications of relevant trade policy issue</li> </ul>	Policy
RAF/20/120B Roure Jean-Sébastien DCP/Business and Trade Policy	<b>Eastern and Southern Africa: Strengthening regional trade support networks to facilitate public-private dialogue within COMESA (PACT II)</b> (01/07/2009 - 31/12/2013) Canada	195	45	<ul style="list-style-type: none"> <li>- Finalized a study on potential ways to improve the movement of people within COMESA, including through the elimination of visa fees</li> <li>- Commissioned a study on the regulation of the banking and finance sector in COMESA countries with a view to identifying where there is scope to harmonies the approach between countries</li> <li>- ITC provided advisory services to the CBC regarding its advocacy to eliminate visa fees and other barriers to the free movement of people in the COMESA region.</li> </ul>	<p>In Eastern and Southern Africa, the COMESA Business Council (CBC) is now acknowledged as serving as an important platform for advocacy in the development and backing of the private sector in Member Countries. The CBC has added 19 private sector bodies to its membership and a new Board of Directors as well as a General Assembly were elected to serve as an executive committee. Business advocacy is at the heart of the CBC mandate. Greater ownership within the business community and recognition of the CBC's contribution to regional policy agendas have prompted the private sector to participate more actively in influencing policies that affect the costs of doing business in the region. The CBC has prepared and successfully campaigned for position papers on Rules of Origin and Movement of Business Persons and Elimination of Visa Requirements in the region. CBC competence in promoting regional trade integration in Africa has become progressively more visible. "The CBC Secretariat has worked to become more self-sustainable with resources beyond the PACT II programme by collaborating with development partners and the private sector. The CBC operational and project budget now also includes support from USAID and member enterprises.</p>	Policy TSI

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/U/1/20C Roure Jean-Sébastien DCP/Business and Trade Policy	<b>Laos: Fostering business support to the WTO accession process</b> (01/01/2010 - 31/12/2014) ITF Window 1	164	134	<ul style="list-style-type: none"> <li>PPD titled "Making the most of WTO Accession: Regulating and Opening Trade in Distribution and Health Services." (16-17 May 2011). 58 participants from both the public and private sectors attended</li> <li>A national stakeholder conference on Lao PDR WTO Accession commitments (November 2012) in the presence of 80 public and private sector representatives</li> <li>Advisory services provided to LNCCI including a Trade Information and Advocacy services training (10-14 September 2012) in Vientiane, and continuous follow up mentoring advisory services</li> <li>A first trade policy brief, focusing on agriculture and WTO membership completed by ITC as an example for LNCCI to follow on how communicate in business-friendly information of the details of the commitments made</li> <li>BTP's "Business Guide to the World Trading System" describing in a business friendly fashion how the WTO agreements operate and their business implications translated into Laotian</li> </ul>	<ul style="list-style-type: none"> <li>ITC support in building the confidence of the private sector in the WTO Accession process has contributed in Lao PDR's accession to the WTO announced during the WTO General Council held in Geneva on 26 October 2012</li> <li>The programme contributed to improve the awareness and understanding, especially in the private sector, on business implications of WTO Accession and related reforms</li> <li>The programme strengthened the technical (institutional) capacity of the private sector to provide relevant services to their membership in the process to WTO Accession/post accession. Through the programme, the personnel now have the skills and competencies to provide advocacy and information services relevant to trade policy</li> <li>The programme contributed to strengthening the dialogue and coordination (mechanisms) between public and private sector for informed decision-making on trade policy issues</li> </ul>	Policy
RAF/20/121C Roure Jean-Sébastien DCP/Business and Trade Policy	<b>Central Africa: Strengthening regional trade support networks to facilitate public-private dialogue within ECCAS (PACT II)</b> (01/07/2009 - 31/12/2013) Canada	81	44	<p>Hosted a training session on business advocacy and trade policy for 29 representatives of TSIs and policymakers in Central Africa.</p>	<p>89% of participants rated the training very good or above in terms of their improved understanding of trade policy and advocacy techniques</p>	Policy TSI
INT/U/1/20D Roure Jean-Sébastien DCP/Business and Trade Policy	<b>LDCs: Raising awareness and business support in early stages of WTO accession process</b> (01/01/2010 - 31/12/2014) ITF Window 1	233	215	<ul style="list-style-type: none"> <li>ITC prepared a technical paper, "According to the WTO: Law and Practice", illustrating the implications for business, through the experience of acceded countries</li> <li>Sudan: At request of Government of Sudan, a public-private stakeholder conference was held in Khartoum, Sudan (17-18 April 2012) with approximately 70 participants</li> <li>Afghanistan: ITC partnered with ESCAP South and South-West Asia Office (ESCAP-SSWA) to hold a Public Private Dialogue (22-24 August 2012) in New Delhi to support Afghanistan's Accession to the WTO membership. ITC assisted in designing a customized programme which reflected the specific issues of interest to the Afghanistan's WTO Accession process. A joint ESCAP and ITC report was produced summarizing the key content and recommendations of the event</li> <li>Liberia: an assistance strategy document for potential future support for Liberia's WTO Accession was prepared and endorsed by the government of Liberia</li> </ul>	<ul style="list-style-type: none"> <li>Strengthened dialogue and coordination (mechanisms) between the public and private sector for informed decision-making on WTO Accession process was achieved in through PPDs:</li> <li>Sudan: The PPD resulted in the formal endorsement and submission by the Sudanese Businessmen and Employers Federation and National Secretariat for WTO Affairs (Sudan Ministry of International Cooperation) and further stakeholders of policy recommendations on the on Sudan WTO Accession negotiations</li> <li>Afghanistan: As Afghanistan is moving into a crucial and demanding phase of accession negotiations, with several Working Party meetings scheduled from 2012 to 2014, the holding of PPDs focused on specific theme was considered as a relevant tool to support the negotiations in the future</li> <li>Evaluations carried out in the course of the activities have demonstrated that there has been an improved awareness and understanding, especially in the private sector, on business implications of WTO Accession</li> </ul>	Policy



Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
RAF/20/122D Roure Jean-Sébastien DCP/Business and Trade Policy	<b>West Africa: Strengthening regional trade support networks to facilitate public-private dialogue within ECOWAS (PACT II)</b> (01/07/2009 - 31/12/2013) Canada	66	28	<ul style="list-style-type: none"> <li>- Co-hosted (alongside ECOWAS) 1 regional public private dialogue, Palm Oil Value Chain Stakeholders Meeting on regional integration in ECOWAS was held in Abidjan, Ivory Coast, on 30 May and 1 June</li> <li>- Provided technical assistance and advisory services for the preparation of an action/advocacy plan by the ECOWAS TEN, which builds on an earlier position paper for the palm oil value chain</li> </ul>	<ul style="list-style-type: none"> <li>- An action plan for the ECOWAS Secretariat, national governments and the private sector was "in principle" endorsed at the PPD, with the ECOWAS TEN to undertake further work to refine and finalize the plan as a basis for further advocacy activities. This action plan contains specific policy recommendations regarding the use of focal points to deal with problems faced at the border by traders and the transparency of certain trade/customs policies and forms</li> <li>- Based on an ITC survey, participants (15 policy makers and 3 private sector associations) showed an increased knowledge in key areas discussed in the dialogue, including the ECOWAS trade liberalization scheme, the preferred trader scheme and rules of origin</li> </ul>	Policy TSI
<b>Export Strategy Section; Chief: Anton Said</b>						
OCT/5B/01A Kurek Dariusz DCP/ Export Strategy	<b>Occupied Palestinian Territory: Supporting the design of an Export Strategy</b> (09/07/2012 - 30/06/2013) Palestine Trade Center (PactTrade)	117	103	<ul style="list-style-type: none"> <li>- Preliminary audits, analysis and preparatory work completed, jointly with national stakeholders, and presented in the "Response/Priority Paper", and the initial briefing documents for the sector/functional strategies</li> <li>- Stakeholders backstopped for the completion of the 3 preliminary audits: mapping of trade support network, analysis of trade performance, survey of development plans</li> <li>- First Stakeholders consultation organized to further analyse export performance, sector selection process and strategic orientation. Priority sectors and functions identified and confirmed by NES high level steering committee</li> <li>- Response/priority paper finalized and delivered to national stakeholders for validation</li> <li>- Sector team leaders and representatives selected and trained</li> <li>- Second Stakeholders Consultation organized to analysis sectors' value chains and cross-sector performance</li> </ul>	No actual outcomes to report to date.	Policy TSI

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/U/126A Said Anton DCP/ Export Strategy	<b>Export Strategy Design and Management Programme</b> (01/01/2010 - 31/12/2013) ITF Window 1	1,240	1,168	<ul style="list-style-type: none"> <li>- Extended the reach of ESDM programme through an increased number of field interventions in Zimbabwe, Tunisia, Burkina, South Africa, Kyrgyzstan, Trinidad and Tobago, Liberia, Occupied Palestinian Territories, Ghana</li> <li>- Enhanced outreach of ES through the commissioning of communications strategy</li> <li>- First phase of the development of a global product - the world export strategy database achieved</li> <li>- Workshops delivered to public and private stakeholders on export strategy design in Ghana, Palestine, Liberia, Kyrgyzstan</li> <li>- Workshops provided to public and private stakeholders on strategic planning, prioritization and implementation of action plans held in Liberia</li> <li>- Research and analysis provided in the formulation and publication of the strategy documents, action plans and implementation frameworks in Liberia, Ghana and Kyrgyzstan</li> <li>- An export strategy document, including plan of action and implementation management framework, delivered in Liberia and Ghana</li> <li>- Sensitization, Awareness Creating, Information Dissemination, and Business Development conducted in Caribbean via OECS Secretariat, Caribbean Export, Inter-American Development Bank and Caribbean Development Bank</li> <li>- Sensitization, Awareness Creating, Information Dissemination, and Business Development conducted with Kenya, Yemen, Myanmar, Haiti, Barbados, St-Lucia, Dominican Republic, and Trinidad and Tobago</li> <li>- Advisory services provided to public and private stakeholders on strategic planning, prioritization and implementation of action plans held in Dominica</li> <li>- Advisory services provided to establish and organize the NES Secretariat and the National Export Council held in Dominica and Kyrgyzstan</li> </ul>	<ul style="list-style-type: none"> <li>- Public and private stakeholders enabled to formulate a strategic vision and priorities to support export development and competitiveness in Liberia, Kyrgyzstan and Ghana</li> <li>- Public and private stakeholders organized to conduct a dialogue supporting the mainstreaming of trade in Liberia, Kyrgyzstan, Ghana and Dominica</li> <li>- Public and private stakeholders enabled to jointly manage and implement export strategies and plans of action in Ghana and Dominica</li> </ul>	Policy TSI
RAF/20/114B Manson Herman DCP/ Export Strategy	<b>PACT 2 - COMESA Sector strategy</b> (01/07/2009 - 28/02/2013) Canada	143	81	<ul style="list-style-type: none"> <li>- National strategy (policy documents) co-facilitated by COMESA and endorsed by national public and private actors in COMESA (or COMESA Countries subject to COMESA's confirmation)</li> <li>- Increased regional policy implication awareness, stakeholders' ownership and mobilization of private sector actors</li> <li>- Private &amp; public sector priorities effectively translated into Strategy Documents which will inform COMESA policy and Programming mechanisms</li> <li>- More efficient private-public sector governance through Core Team</li> <li>- Capacity building and transfer of knowhow for strategy development in COMESA</li> </ul>	<ul style="list-style-type: none"> <li>- Zimbabwe sector stakeholders effectively develop their own sector strategy using a private sector-led and inclusive approach</li> <li>- Multi-stakeholder platform for strategy implementation set and approved by Government</li> <li>- COMESA staff as well as Local Government effectively led the facilitation of the process with ITC support.</li> </ul>	Policy TSI
RAF/20/115C Manson Herman DCP/ Export Strategy	<b>PACT 2 - ECCAS Sector strategy</b> (01/07/2009 - 30/06/2013) Canada	96	52	Activities not started yet.	MOU signed in September 2012. Activities expected to take place in January 2013.	Policy TSI

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
Office for Africa Section; Chief: Constantine Bartel						
GAM/4B/01A Bonzamba Ekutu DCP/ Office for Africa	<b>Gambia: Sector Competitiveness and Export Diversification</b> (01/05/2012 - 30/04/2015) EIF	737	534	<ul style="list-style-type: none"> <li>- Draft baseline data report submitted by national consultant</li> <li>- Communication strategy and promotional materials prepared in consultation with counterparts</li> <li>- Groundnut Buyers-Sellers meeting held with assistance of ITC in Banjul</li> <li>- ITC prepared draft procedure for elaboration of standards for Trade Gambia Standards Bureau with a list of standards for development as National Standards.</li> <li>- Action plan provided by ITC for refurbishment of National Agricultural Research Institute's labs. Awaiting response of NIU regarding NARI's commitment for renovating laboratory infrastructure and repair of HPLC</li> <li>- Sector assessment, value chain mapping and diagnostics for Cashew and Sesame Sectors completed with 40 sector stakeholders in Banjul</li> <li>- 30 participants from 19 government ministries and agencies, chamber of commerce, sector associations and enterprises trained in research on sources of market information, techniques of trade information collection, analysis, dissemination and managing market and price information for the production of Market News Bulletin on selected Gambian priority sectors</li> <li>- Initial 6 months detailed sector development action plan and long term outline plan completed. Initial export market orientation and quality compliance requirements transmitted to producers. Groundnut sector producers trained in quality upgrading and export market compliance requirements</li> <li>- Inclusive Tourism Opportunity Study; Field work and the database finalized</li> </ul>	<ul style="list-style-type: none"> <li>- Sector stakeholders from all levels of the Cashew and Sesame value chains identified and confirmed constraints and bottlenecks to trade development</li> <li>- Skills of key stakeholders enhanced on key areas of trade information on research trade information collection, analysis, dissemination for selected Gambian priority sectors</li> <li>- Linkages with other TRTA agencies (FAO, UNDP and UNIDO) established for more synergies</li> </ul>	TSI Enterprises
IVC/75/25A Bonzamba Ekutu DCP/ Office for Africa	<b>Côte d'Ivoire: Institutional strengthening of economic policy and facilitation of regional and global integration</b> (22/04/2010 - 30/04/2014) European Union	1,468	1,364	<ul style="list-style-type: none"> <li>- Comparison conducted between national and regional legal framework to improve regional integration</li> <li>- Monitoring of the public-private status of the regional integration process established through meetings between the public and private sectors</li> <li>- Web platform and database on legal regulations and rates initiated</li> <li>- Mapping of IACs performed and training plans prepared, authenticated and issued</li> <li>- Training workshop on mediation and arbitration organized</li> <li>- Market research conducted on commercial mediation (first version)</li> <li>- RDT training modules developed including case studies on the business implications of WTO agreements and EPAs</li> <li>- Inquiry, investigation report and training on non-tariff measures (NTMs) which the Côte d'Ivoire faces</li> <li>- Business profile developed for the elaboration of a National Export Strategy (NES)</li> <li>- Opportunities for diversification of product / market combinations identified</li> <li>- Training in the methodology of scanning of exports from Côte d'Ivoire</li> <li>- Recommendations formulated for the establishment of national network for trade information</li> <li>- Performance indicators introduced into revised logical framework</li> <li>- Synergies with UNIDO established (working SC / DMD on the valuation of food channels)</li> <li>- Country coordination meetings organized</li> <li>- Two Communication documents published on PACIR activities</li> </ul>	<ul style="list-style-type: none"> <li>- Two Strategic priorities for export development and competitiveness have been successfully identified by national stakeholders (Ministry of trade &amp; APEX-CI, cereals cassava and textile)</li> <li>- Six product-market contributions identified</li> <li>- Two TSIs (APEX-CI and CGECI) have improved the quality of increased the quantity of information on products and services</li> <li>- One TSI (APEX-CI) strengthened to offer relevant and effective export development and trade promotion services</li> <li>- One TSI (APEX-CI) has improved services to their clients as a result of training in market analysis</li> <li>- Thirty Policy makers show awareness and improved understanding of business implications of relevant trade policy issues</li> <li>- Five Private sector associations show increased awareness and improved understanding of business implications of relevant trade policy issue</li> <li>- Positive feedback received from PACIR stakeholders</li> </ul>	Policy TSI Enterprises

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
URT/1A/01A Mapuranga Silencer DCP/ Office for Africa	<b>UR Tanzania: Integration of Horticulture Supply/Value Chains into Tourism (UNDAP)</b> (02/01/2012 - 15/06/2015) Tanzania One UN – MDG Achievement Fund	387	170	<ul style="list-style-type: none"> <li>Supply chain surveys to assess buyer requirements undertaken and draft report received from consultant and now under review by ITC, HODECT and TAHA</li> <li>NTM research started in Q3 and is on-going</li> <li>Regions for project anchorage were confirmed and stakeholders identified by TAHA and the Ministry of Agriculture</li> </ul> <p>Because of the delayed completion of the survey the rest of the planned outputs will be done in 2013. This delay is 80% at country level.</p>	<p>One local project partner TAHA has already mainstreamed the ITC project activities into their own operations and training activities. This is an important first step towards ensuring country ownership and sustainability of the future outcomes in both the medium and long-term.</p>	TSI Enterprises
MOZ/17/04A Mapuranga Silencer DCP/ Office for Africa	<b>Mozambique: Enhancing supply-chain capacities of fresh fruit and vegetable producers (SADC)</b> (01/01/2010 - 31/12/2012) Flemish Government	127	163	<ul style="list-style-type: none"> <li>Provision of food ( chillies and Amarula oil) processing equipment to a chillies cooperative and to the amarula group</li> <li>Completed training services to IPEME and producers groups on packaging needs for selected products</li> <li>Completed packaging training and exposure of SMEs to South African packaging centres</li> <li>IPEME and SIDO signed an exchange programme MOU to support SMEs in Mozambique</li> <li>Provision of Packaging training and labelling improvement for 5 selected products and IPEME has now taken over ToT for the rest of the country</li> </ul>	<ul style="list-style-type: none"> <li>IPEME leading packaging training in Maputo</li> <li>IPEME and SIDO formed a packing partnership to exchange knowledge</li> <li>Around 48 businesses from 2 provinces now registered on the GS1 bar code system</li> </ul>	TSI Enterprises
INT/U/1/02A Mapuranga Silencer DCP/ Office for Africa	<b>Project Development: Lesotho - Horticulture Productivity and Trade Development</b> (13/08/2012 - 31/12/2012) ITF Window 1	22	22	<ul style="list-style-type: none"> <li>UNDAF draft document includes ITC suggestions</li> <li>The EIF and UNOPS process of due diligence assessment completed(15 November 2012)</li> </ul>	<p>UNOPS approved ITC's inputs to the EIF project document</p>	TSI Enterprises Sustainability
INT/20/103C Mbegebolawe Calson DCP/ Office for Africa	<b>PACT 2 - ECCAS Coordination</b> (01/01/2009 - 31/12/2013) Canada	106	171	<ul style="list-style-type: none"> <li>Work plan 2012 customized according to RBM principles and ECCAS priorities</li> <li>Programme progress, achievements and lessons learned reported in quarterly and 2 annual/semi-annual progress reports on output and outcome indicators</li> <li>ECCAS assumes full responsibility for funds utilization and programme implementation in its region according to M&amp;E and RBM practices under Grant MOU</li> <li>PACT interventions/activities by section/output monitored and coordinated in synergy with other TRTA projects in the ECCAS region</li> <li>PACT II integrated into ECCAS 2012 work plan and budget</li> </ul>	<ul style="list-style-type: none"> <li>ECCAS reinforced its trade development structures and leadership to be a key recognized player in trade integration issues and business development in Central Africa</li> <li>4 self-sustaining trade support bodies (three "ORAC" apex bodies incl. businesswomen organization, trade information portal and network "Rerimfoom") strengthened and engaged in policy dialogue and support to the private sector</li> <li>Regional pools of African trade experts built-in regions and institutions, trained and coached in key areas such as trade information and law, market analysis, sector strategy, business generation, advocacy and tailor-made services for women entrepreneurs</li> <li>SMEs and micro-producers, especially businesswomen, improved their export capacity and access to new markets</li> </ul>	Awareness Policy TSI Enterprises Sustainability

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/20/104D Mbegabolawe Calson DCP/ Office for Africa	<b>PACT2 - ECOWAS Coordination</b> (01/01/2009 - 31/12/2013) Canada	196	336	<ul style="list-style-type: none"> <li>- Work plan 2012 customized according to RBM principles and ECOWAS priorities</li> <li>- Programme progress, achievements and lessons learned reported in quarterly and 2 annual/semi-annual progress reports on output and outcome indicators</li> <li>- ECOWAS - through its regional network of trade experts (ECOWAS-TEN) - assumes full responsibility for funds utilization and programme implementation in its region according to M&amp;E and RBM practices under Grant MOU</li> <li>- PACT interventions/activities by section/output monitored and coordinated in synergy with other TRTA projects in the ECOWAS region</li> <li>- PACT II integrated into ECOWAS Export promotion &amp; Enterprise Competitiveness for Trade (EXPECT) Initiative 2010-2015</li> </ul>	<ul style="list-style-type: none"> <li>- ECOWAS reinforced its trade development structures and leadership to be a key recognized player in trade integration issues and business development in West Africa</li> <li>- 2 self-sustaining trade support bodies (ECOWAS Trade Expert Network (ECOWAS-TEN) and Export Actors Platform (EAP) created, strengthened and engaged in policy dialogue and support to the private sector</li> <li>- Regional pools of African trade experts built in the region and institutions, trained and coached in key areas such as trade information, market analysis, sector strategy, business generation, advocacy and tailor-made services for women entrepreneurs</li> <li>- SMEs and micro-producers in the mango value chain and businesswomen improved their export capacity and access to new markets</li> </ul>	<ul style="list-style-type: none"> <li>Awareness</li> <li>Policy</li> <li>TSI</li> <li>Enterprises</li> <li>Sustainability</li> </ul>
INT/20/100A Mbegabolawe Calson DCP/ Office for Africa	<b>PACCIA/PACT 2 UMBRELLA</b> (01/10/2008 - 31/12/2013) Canada	447	767	<ul style="list-style-type: none"> <li>- Customized work plans for programme implementation in 2012 in each target region (COMESA, ECCAS, ECOWAS) finalized through a participatory process involving RECs, PCU, field-based staff and ITC technical sections</li> <li>- Programme progress, achievements and lessons learned reported in quarterly and 2 annual/semi-annual progress reports on output and outcome indicators</li> <li>- PACT interventions/activities by section/output/region monitored and coordinated in synergy with other regional TRTA projects</li> <li>- Ownership and resources decentralized to RECs for implementation of the 2012 work plans according to M&amp;E and RBM principles</li> <li>- PACT II integrated into RECs' TRTA strategies i.e. COMESA Medium Term Strategic Plan (MTSP) 2011-2015, ECCAS 2012 work plan, ECOWAS Export promotion &amp; Enterprise Competitiveness for Trade (EXPECT) Initiative 2010-2015</li> <li>- PACT II visibility strengthened via press coverage and 2 new brochures on stakeholders and on the Internet</li> <li>- PACT II and ACCESS! II success and case stories disseminated to</li> <li>- Linkages with pan-African initiatives identified (PAFTRAC, AU Business Forum)</li> <li>- Draft concept note for follow-up programme produced as a background document for discussion at the Programme Steering Committee</li> </ul>	<ul style="list-style-type: none"> <li>- 3 RECs (COMESA, ECCAS, ECOWAS) reinforced their trade development structures and leadership to be key recognized players in trade integration issues and business development in Africa</li> <li>- 9 self-sustaining trade support institutions (TSIs), including high profile and credible private sector and businesswomen organizations, strengthened and engaged in policy dialogue and support to the private sector</li> <li>- Regional pools of African trade experts built in regions and institutions: total of 203 individuals - of which 52 women - trained and coached in key areas such as trade information and law, market analysis, sector strategy, business generation, advocacy and tailor-made services for women entrepreneurs</li> <li>- 3.162 SMEs and micro-producers - of which 2.651 women - improved their export capacity and access to new markets</li> </ul>	<ul style="list-style-type: none"> <li>Awareness</li> <li>Policy</li> <li>TSI</li> <li>Enterprises</li> <li>Sustainability</li> </ul>

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/20/102B Mbegabolahe Calson DCP/ Office for Africa	<b>PACT 2 - COMESA - Coordination</b> (01/01/2009 - 31/12/2013) Canada	209	236	<ul style="list-style-type: none"> <li>- Work plan 2012 customized according to RBM principles and COMESA priorities</li> <li>- Programme progress, achievements and lessons learned reported in quarterly and 2 annual/semi-annual progress reports on output and outcome indicators</li> <li>- PACT interventions/activities by section/output monitored and coordinated in synergy with other TRTA projects in the COMESA region</li> <li>- PACT II integrated into COMESA TRTA strategy i.e. COMESA Medium Term Strategic Plan (MTSP) 2011-2015</li> </ul>	<ul style="list-style-type: none"> <li>- COMESA reinforced its trade development structures and leadership to be a key recognized player in trade integration issues and business development for the private sector in Eastern and Southern Africa (incl. through its Business Council (CBC) and Leather Products Institute (LLPI))</li> <li>- 2 self-sustaining trade support bodies (COMESA Business Council and COMESA Leather Core Team), including CBC as a high profile and credible private sector organization, strengthened and engaged in policy dialogue and support to the private sector</li> <li>- Regional pools of African trade experts built in regions and institutions, trained and coached in key areas such as trade information, market analysis, sector strategy, business generation, advocacy and tailor-made services for women entrepreneurs</li> <li>- SMEs and micro-producers in the leather sector and businesswomen improved their export capacity and access to new markets</li> </ul>	<ul style="list-style-type: none"> <li>Awareness</li> <li>Policy</li> <li>TSI</li> <li>Enterprises</li> <li>Sustainability</li> </ul>
MLW/17/03A Granfar Ramin DCP/ Office for Africa	<b>Malawi: Improving commercial links between producers and buyers around Lilongwe (SADC)</b> (01/01/2010 - 31/12/2012) Flemish Government	93	81	<ul style="list-style-type: none"> <li>- Documentary video produced</li> <li>- All workshops on baseline data collection carried out by Maleza. Base line data collected by the Ministry to assess the project</li> <li>- A system of monitoring sales of project participants was set up by two cooperatives in Chiambi and Malingunde</li> <li>- Training of business committees of selected cooperatives, logistics and transportation conducted as per reports received from the Ministry</li> <li>- Training of 50 cooperative staff on contract farming for formal markets conducted ultimately improving the knowledge about contract farming as a model of doing business with formal buyers</li> <li>- Training of cooperatives on marketing, and approaching buyers including participation in tenders conducted by the Ministry</li> </ul>	<p>The capacities of the farmer cooperatives participating in the project has been enhanced through targeted training of the staff of the cooperatives on the roles and functions of a cooperative including the marketing of the output of their members to formal buyers. Thus, as a result of the training the cooperatives are able to engage in effective production planning, participate in tenders of the formal market and continue their sales to supermarkets.</p>	<ul style="list-style-type: none"> <li>TSI</li> <li>Enterprises</li> </ul>
INT/U/1/94A Granfar Ramin DCP/ Office for Africa	<b>Project development - Development of project proposal for the Comoros aimed at improving the competitiveness of the spice and essential oil sectors</b> (01/05/2012 - 31/12/2012) ITF Window I	52	24	<ul style="list-style-type: none"> <li>- The "Comité national de relecture et de validation du projet du CIR" (private sector and Government) endorsed the three planned outcomes and related outputs of the project</li> <li>- A complete project document and budget prepared as planned and submitted to the National Implementation Unit of the EIF in the Comoros</li> </ul>	<ul style="list-style-type: none"> <li>- The project outcomes agreed and endorsed by the Comorian partners and ITC. The NIU will complete the project document and its logical framework and submit it to the EIF Secretariat and UNOPS for their review and approval</li> <li>- The project document endorsed by the Government</li> </ul>	<ul style="list-style-type: none"> <li>TSI</li> <li>Enterprises</li> </ul>

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
RAF/20/101A Turrel Sebastian DCP/ Office for Africa	<b>African Businesswomen in International Trade Programme (ACCESS II)</b> (01/11/2008 - 31/12/2013) Canada	344	315	<ul style="list-style-type: none"> <li>- Work plan 2012 customized according to RBM principles and REC's priorities</li> <li>- 7 export training workshops delivered to women entrepreneurs in 5 countries in ECCAS and ECOWAS regions</li> <li>- Mentoring workshops and follow-up support for the development of individual export plans delivered to selected women entrepreneurs</li> <li>- Business counselling services delivered in Ethiopia, Uganda, Cameroon and Nigeria</li> <li>- Participation of 3 women trained under ACCESSI in the Women and Vendors' Exhibition and Forum in Mexico under the Women &amp; Trade programme</li> <li>- Participation in the Africa Chic event at Tendence/Messe Frankfurt in October 2012 for 4 ACCESSI trained women</li> <li>- Regional Licence Agreement to enhancing regional ownership signed with ECCAS</li> <li>- National Licence Agreements signed with 13 Focal Point Institutions</li> <li>- New ACCESSI Web portal operational and updated by 19 partners</li> <li>- New ACCESSI brochure and success stories published in English, French and Spanish</li> <li>- Articles published in the ITC's FORUM magazine</li> <li>- Draft concept note for programme expansion drafted</li> <li>- Fundraising activities undertaken by national Focal Point Institutions</li> </ul>	<ul style="list-style-type: none"> <li>- 19 TSIs improved their portfolio of business development services to SMEs</li> <li>- More than 300 women-owned SMEs improved their export readiness through training activities and business counselling</li> <li>- 21 women acquired knowledge about market requirements following participation in selected trade events in Germany, South Africa, Mexico and Ethiopia</li> <li>- 24 requests received from countries and institutions for a replication of the ACCESSI programme adapted to the local environment</li> </ul>	<ul style="list-style-type: none"> <li>Awareness</li> <li>Policy</li> <li>TSI</li> <li>Enterprises</li> <li>Sustainability</li> </ul>
<b>Office for Asia and the Pacific Section; Chief: Xuejun Jiang</b>						
CMB/4B/02A Cochin Sylwie DCP/Office for Asia and the Pacific	<b>Cambodia: Export diversification and expansion program (CEDEF)</b> <b>I: High value silk</b> (15/10/2012 - 14/10/2015) UNOPS	40	36	<ul style="list-style-type: none"> <li>- Project coordination unit established with 2 field staff</li> <li>- 1 project component steering committee meeting organized</li> <li>- project core team set up</li> <li>- 20 companies surveyed</li> <li>- 6 silk companies selected to participate in the Heimtextil, Frankfurt Germany</li> <li>- 1 training workshop conducted for 10 company representatives</li> <li>- Customized advisory services provided to 6 companies</li> <li>- 3 promotional articles published</li> </ul>	<ul style="list-style-type: none"> <li>- Project inception phase completed</li> <li>- 6 silk companies enabled to participate in international trade fair (Heimtextil, Frankfurt Germany)</li> </ul>	<ul style="list-style-type: none"> <li>Sustainability</li> </ul>

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
LAO/3B/01A Venurasad Govind DCP/Office for Asia and the Pacific	<b>Lao PDR: Enhancing sustainable tourism, clean production and export capacity</b> (01/01/2011 - 31/12/2013) Switzerland / EIF	334	330	<p><b>CLEAN AGRICULTURAL PRODUCTS</b></p> <ul style="list-style-type: none"> <li>- Workshop conducted on Inclusive Tourism with a total of 15 participants including 8 staff from PICO and PAFO</li> <li>- Report highlighting the baseline on clean agriculture, and formulation the Field School Programme, delivered in January 2012</li> <li>- One hundred and nine farmers from eight villages received training on "clean" horticultural practices and rainy season vegetable production, with follow up support provided in dry season production</li> <li>- Horticulture supply chain mapped and trial marketing of first crop commenced</li> </ul> <p><b>HANDICRAFTS</b></p> <ul style="list-style-type: none"> <li>- The first trial production of clean agricultural products, test-marketed in Luang Prabang</li> <li>- Supply Chains mapped in clean agriculture production to enable targeted marketing and efficiency gains</li> <li>- LHA and other sector stakeholders' trained in costing and material sourcing, and strategic planning through three workshops</li> <li>- Handicraft label "seat of origin" for Luang Prabang being launched by LHA and sector stakeholders</li> <li>- Study tour organised to Siem Reap with a total of 11 participants</li> <li>- Feasibility study conducted on the launch of the first Luang Prabang Handicraft Festival, and Festival organized</li> <li>- Promotional activities - on-site weaving demonstrations in five locations in Luang Prabang organized during peak tourist season</li> <li>- Design capacity and quality management skills of LHA and Ban Phanom Trading Centre (BPTC) enhanced</li> <li>- Training under way to 82 BPTC members on business skills including marketing, Basic English communication and point-of-sale behaviour</li> <li>- Thirty four stakeholders (including twelve women) from the clean agriculture and handicraft sectors trained in value-chain development and analysis</li> </ul>	<ul style="list-style-type: none"> <li>- Institutional capacities enhanced at the LHA</li> <li>- BPTC members marketing capacities enhanced</li> </ul>	Sustainability



Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
VIE/1A/01A Venuprasad Govind DCP/Office for Asia and the Pacific	<b>Viet Nam: Improvement of income and employment opportunities for rural poor through green production (UN One)</b> (01/01/2010 - 30/06/2013) UNDP - Spain/MDG Achievement Fund	600	409	<ul style="list-style-type: none"> <li>- Advisory services provided to VIETCRAFT to assist them in organizing an international fair (LifeStyle Vietnam 2012)</li> <li>- Advisory services provided to support VIETCRAFT in creating awareness for the Vietnam Design Academy by organizing a design competition</li> <li>- Nine training workshops (with a total of 220 participants including approx. 90 women) organized by Vietrade in Hanoi and four other provinces on topics covering the National Trade Promotion Program and trade promotion skills; trade fair participation; market research and information sources for business development; e-commerce and business skills, with follow up coaching and consulting provided in parallel</li> <li>- Seven enterprises participated in the New York International Gift Fair 2012 with the programme's support</li> <li>- Coaching provided to eleven enterprises on drafting and designing business promotion activities</li> <li>- Promotional materials for LifeStyle Vietnam 2012 developed and disseminated among buyers in particular EU, US and Japanese buyers and booth designed</li> <li>- Product catalogue "Craft and Design" for LifeStyle Vietnam developed and over one thousand copies disseminated</li> <li>- Business contacts facilitated between a German Fair Trade Importer and 2 Joint Programme companies (Greencraft and Viet Trang)</li> <li>- Five producer groups from Hoa Binh and Phu Tho provinces participated in Nam Dinh Craft and Agriculture Fair with the programme's support resulting in the sales of approx. US\$ 1750 generated at the fair as well as orders received during and after the fair</li> <li>- Hand-made Paper Demonstration organized as part of Paper Day event by Muong ethnic group with the programme's support</li> <li>- Five ethnic minority groups participated in Hanoi Gift Show with the programme's support resulting in the direct sales of approx. US\$ 2500 generated at the Show as well as orders received during and after the fair</li> <li>- National Sector Strategy on Arts and Crafts published</li> <li>- Export Marketing Guidelines for Vietnamese SMEs published</li> <li>- A case study "Taking a Value Chain Approach towards Local Economic Development and Women's Economic Empowerment" published, and presented at an International Value Chain Conference as part of a parallel event organized by the United Nations Value-Chain Development Group in Addis Ababa</li> </ul>	<ul style="list-style-type: none"> <li>- Alumni enterprises of the project participated, and booked orders of approximately US\$ 200k, at New York International Gift Fair 2012; and LifeStyle Vietnam 2012</li> <li>- Five rural producer groups participated at the Nam Dinh rural fair - thereby addressing domestic sales and showcasing their offerings</li> <li>- Greater awareness of the artisanal heritage of five ethnic groups was created through the Hanoi Gifts show and Paper-Day celebrations</li> <li>- Two hundred and twenty business-people (including ninety women) developed/improved knowledge and skills in trade promotion; trade fair participation; market research and information sources for business development; and e-commerce</li> <li>- The National Sector Strategy on Arts and Crafts, the Export Marketing Guidelines for Vietnamese SMEs, and a case study "Taking a Value Chain Approach towards Local Economic Development and Women's Economic Empowerment" provide inputs for policy decisions</li> </ul>	TSI Enterprises
INT/U/1/69A Venuprasad Govind DCP/Office for Asia and the Pacific	<b>Project development: Fiji - supporting the horticultural sector</b> (12/09/2011 - 30/04/2012) ITF Window 1	10	9	Needs assessment mission to Fiji fielded and Project document prepared and shared with the EC delegation in Suva.	Contribution agreement signed with EC, and project Fiji - Key Services to Agriculture under implementation, and further spin-off projects are under development.	TSI Enterprises

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/U1/63A Venuprasad Govind DCP/Office for Asia and the Pacific	<b>Project Development - Engaging women vendors in the tourism value chain in the Pacific</b> (01/08/2011 - 31/05/2012) ITF Window I	0	-2	Draft project document submitted to MFAT New Zealand.	Project draft document designed and delivered to Ministry of Foreign Affairs and Trade of New Zealand, who is currently implementing the project unilaterally.	Sustainability
CMB/49/05A Mosser Raimund DCP/Office for Asia and the Pacific	<b>Cambodia - Sector-wide silk project II</b> (01/04/2010 - 30/04/2012) New Zealand	44	86	<ul style="list-style-type: none"> <li>- 132 (women: 128) people trained</li> <li>- 11 training workshops held to build capacities in: <ul style="list-style-type: none"> <li>- Basic and advanced weaving techniques (manual and semi-automatic looms)</li> <li>- Dyeing (azo-free dyes/natural dyes)</li> <li>- Weft preparation and sizing</li> <li>- Design creation (patterns)</li> <li>- Entrepreneurial skills</li> </ul> </li> <li>- one study tour to silk yarn production area and Angkor Handicraft Fair in Siem Reap with a total number of 14 participants (women 13)</li> <li>- one training on quality assurance with a total number of 20 participants (women 19)</li> <li>- Participation in Lifestyle Vietnam with 7 enterprises supported (Women for Women, Sentosa, Rajana, Goel, KSV, Craft Village and Village Work)</li> <li>- 1 mission of buyers (Bodhi International Co., Ltd) facilitated resulting in sampling orders from CCC and KSV</li> <li>- Backstopping services provided to 14 Purchasing Units with regular monitoring activities</li> <li>- Draft policy proposal for the establishment of a National Silk Board prepared in consultation with private and public sector stakeholders</li> <li>- Bulk order of silk yarn from China facilitated for various Cambodian silk enterprises</li> <li>- 1 Silk Sector Steering Committee Meeting held</li> <li>- 1 ITC mission conducted</li> <li>- Product specification records finalized for all samples as a result of the product design and development training</li> </ul>	<ul style="list-style-type: none"> <li>- Household income increased by 39% on average in 39 communities</li> <li>- Sales volume increased by 42.5% on average in 39 communities (per household)</li> <li>- Increase in production volume by 57.2% on average in 39 communities (per household)</li> <li>- Expanded range of products produced by weavers (two new product lines: Phamoung Chorabab &amp; Sampot)</li> <li>- 148 weavers enabled to serve export markets</li> <li>- Export sales of weaver communities through KSV: 42,319 US\$ in 2011 17,000 in Jan and Feb 2012</li> <li>- Increase in export sales with the potential order amounting to US\$ 200,000 resulting from the participation in Lifestyle Vietnam 2012</li> <li>- 13 Purchasing Units in operation on a sustainable basis</li> <li>- Cost of raw materials reduced thanks to the bulk purchasing of Chinese silk yarn as well as dyestuff and chemicals through the operations of Purchasing Units</li> <li>- Draft proposals for the establishment of Silk Board endorsed by the Government</li> <li>- Development of a new silk project as part of the EIF Cambodia Export Diversification and Expansion Plan (CEDEP). Project approved and launched in September 2012</li> </ul>	Sustainability

Project ID	Project Title	2012 Budget in US\$'000 (gross)	2012 Expenditure in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
Officer	Duration					
Section	Donor					
Office for Arab States Section; Chief: Ashish Shah						
OCT/78/517A Azuz Abdeslam DCP/Office for Arab States	<b>State of Palestine: Strengthening Capacities in Trade Promotion for Export Development</b> (01/09/2011 - 31/03/2015) UNDP	801	697	<ul style="list-style-type: none"> <li>Three workshops conducted to analyse export potential assessment and to select priority sectors based on potential for export development and contribution to poverty reduction. The result was the development of a short-list of 7 sectors as follows: Stone and marble, food processing, agriculture, leather and shoes, textiles, pharmaceuticals, and handicrafts</li> <li>PaITrade's Strategic Plan developed and finalized</li> <li>First Sector Strategy for the agro-meat sector finalized, as part of ITCs coaching of PaITrade's staff to develop the other selected sectors' strategies</li> <li>Work on the NTM report is under progress and expected to be finalized by the end of the year. This report is the result of ITC coaching to PaITrade in carrying out and finalizing a survey of 400 firms on Non-Tariff Measures (NTM). The survey purpose is to identify non-tariff measurements facing Palestinian exporters, and to identify PaITrade's clients' export development needs. The data analysis of this survey is almost finalized and ITC is currently extracting analytical tables</li> <li>A workshop on Results Based Management delivered with the purpose to strengthen the capacity of PaITrade's staff in understanding and working on the basis of results management, and to further examine the ways in which RBM systems are currently integrated</li> <li>An assessment of the EU-Palestine Interim Association Agreement was conducted, applying the Sussex Framework (SF) to measure the impact assessment of this trade agreement</li> <li>First workshop under the Certified Trade Advisers Programme delivered</li> <li>PaITrade Trade Information Assessment Report finalized. Furthermore, an action plan developed to strengthen PaITrade's information services' operations.</li> </ul>	<p>The project helped PaITrade to:</p> <ul style="list-style-type: none"> <li>improve its organizational and strategic management capacities (institutional assessment; development of PaITrade strategy; finalization of one sector export strategy; capacity of PaITrade in export strategy formulation increased; NTM study undertaken)</li> <li>enhance its ability to engage the public and the private sectors in trade policy dialogue (Awareness created on public-private partnership; Pilot Trade Agreement Assessment undertaken using the Sussex Framework; EU-Palestine)</li> <li>improve its access of the Palestinian private sector to useful trade information, especially for women-owned businesses (assessment of PaITrade's needs for trade information; capacity building and training, counselling PaITrade trade information portal)</li> <li>increase access of Palestinian firms to quality export development services, especially for women-owned businesses firms (CTAP programme launched; trade advisors and firms selected)</li> </ul>	TSI Enterprises Awareness
TUN/61/120A Azuz Abdeslam DCP/Office for Arab States	<b>Tunisia: Improving export capacities for Tunisian producers</b> (05/01/2009 - 30/11/2012) Switzerland	57	57	<p>The outputs of the projects were achieved before 2012.</p>	<p>Capacity of Tunisian TSIs enforced in areas of trade intelligence, analysis and studies in strategic themes linked to trade promotion for the benefit of exporting SMEs. International competitiveness of selected enterprises enhanced and exports in the targeted sub-sectors increased.</p>	TSI Enterprises Awareness
RAB/20/134A Shah Ashish DCP/Office for Arab States	<b>Jordan: Enhancing Arab capacity for trade (EnACT)</b> (01/04/2009 - 31/12/2013) Canada	309	223	<ul style="list-style-type: none"> <li>Articles published in Royal Jordanian airlines promoting handicrafts sector</li> <li>2 Companies connected with Louvre museum generate orders</li> <li>3 companies in the processed food sector participate in trade fair in Canada and meet potential buyers from North America</li> <li>Workshops held on sourcing and design of handicrafts in various regions in Jordan with participation of 70 people</li> <li>NES response paper completed by Jordanian core team submitted to ITC</li> <li>Market development trainings held in Amman for the handicrafts sector</li> <li>Pottery for exports training held at Iraq Al Amir women foundation</li> <li>Workshop on Export Procedures held at the General Federation for Jordanian Women in Jabal Amman</li> <li>Study tour of Jordanian officials to Egypt under the One Village One Product project conducted</li> </ul>	<ul style="list-style-type: none"> <li>Women and youth handicrafts manufacturers able to better control their costs and pricing models with improved design - Women owned handicrafts companies connected with international buyers</li> <li>Jordanian jewellery now present at the Louvre museum store in Paris</li> <li>Jordanian officials accept and implement One Village One Product strategy proposed by ITC consultant</li> </ul>	Policy TSI Enterprises

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
RAB/20/136A Shah Ashish DCP/Office for Arab States	<b>Tunisia: Enhancing Arab capacity for trade (EnACT)</b> (01/04/2009 - 31/12/2013) Canada	273	355	<ul style="list-style-type: none"> <li>- 12 companies coached in exports by 6 ITC certified CTAP advisors</li> <li>- 7 Companies in the organic foods sector connected with buyers in Dubai, UAE and order promises generated</li> <li>- Trainings held for staff of the National Trade Observatory</li> <li>- 8 Tunisian officials and SMEs in the processed foods sector participated in the EnACT regional forum in Algiers</li> <li>- Companies in the organic foods sector connected with buyers in Kuwait</li> </ul>	<ul style="list-style-type: none"> <li>- Brand of Tunisian Organic products better known in GCC markets</li> <li>- Exporters from Tunisia generate business in foreign markets</li> <li>- 118 enterprises assisted by trained advisors using ITC CTAP tools and concepts (52 of them have started implementing the recommendations and 40 already have positive impact)</li> </ul>	Policy TSI Enterprises
RAB/20/133A Shah Ashish DCP/Office for Arab States	<b>Egypt: Enhancing Arab capacity for trade (EnACT)</b> (01/04/2009 - 31/12/2013) Canada	362	335	<ul style="list-style-type: none"> <li>- 9 trainings for 160 SMEs completed in collaboration with Foreign Trade Training Centre on Export Marketing, Logistics and Export Finance</li> <li>- Workshop on COMESA agreements completed for 20 representatives from the food sector</li> <li>- Workshop held at Egyptian Commercial Service headquarters for 45 Commercial Representatives on opportunities for Egyptian products in Asian Halal food markets</li> <li>- E-commerce strategy completed and presented to the Director General of ministry of new technologies</li> <li>- Foreign Trade Representatives training held at the Egyptian Commercial Service Headquarters in Cairo for 40 Commercial Representatives</li> <li>- Study Tour for 7 Egyptian Commercial Representatives organized in Geneva</li> <li>- Study tour to Malaysia on the Asian Halal market held for 16 Egyptian officials and private sector</li> <li>- Halal forum organized in Cairo with participation of 120 companies in the processed foods sector. Officials from Algeria and Morocco also participated in the forum</li> <li>- 6 companies participate in the EnACT regional forum in Algiers</li> </ul>	<ul style="list-style-type: none"> <li>- Egyptian Commercial Representatives aware of market opportunities in the Halal foods sector</li> <li>- Companies in the processed foods sector conduct business with Malaysian buyers</li> </ul>	Policy TSI Enterprises
RAB/20/132A Shah Ashish DCP/Office for Arab States	<b>Algeria: Enhancing Arab capacity for trade (EnACT)</b> (01/04/2009 - 31/12/2013) Canada	207	221	<ul style="list-style-type: none"> <li>- Workshops on e-commerce and web marketing held in various regions outside Algiers for 90 participants</li> <li>- Supply study on Algerian processed foods completed</li> <li>- 16 SMEs participated in SIAL trade fair in Canada and connected to buyers in North America in May 2012</li> <li>- 15 SMEs participate in SIAL trade fair in Paris and connected to buyers in Europe in October 2012</li> <li>- Workshops on preparing for Trade Fairs participation held for 70 participants</li> <li>- Market profiles training completed in Algiers and Clemcen for 70 participants</li> <li>- Foreign Trade Representatives training undertaken with Institute diplomatique des Relations Internationales (IDRI) for 30 Algerian Foreign Trade Representatives</li> <li>- Report on SME clusters "Groupements d'Entreprises à l'Export" completed</li> <li>- ENACT regional forum held in Algiers on 19-20 November. Government officials and SMEs in the processed foods sector from the 5 EnACT countries participated in the event</li> </ul>	<ul style="list-style-type: none"> <li>- Women and youth in regions outside the capital city able to use web and e-commerce to promote their products</li> <li>- Companies in the processed food sector connected with international buyers</li> <li>- 97 enterprises assisted by trained advisors using ITC CTAP tools and concepts (49 of them have started implementing the recommendations and 35 already have positive impact)</li> </ul>	Policy TSI Enterprises
TUN/61/121A Shah Ashish DCP/Office for Arab States	<b>Strengthening the Textile Value Chain approach in Tunisia (Inception Phase)</b> (15/04/2012 - 31/03/2013) Switzerland	90	50	<p>Preliminary vision formulated, including dynamic maps, summarizing the major issues in Tunisia as well as export and sourcing markets</p>	<ul style="list-style-type: none"> <li>- Agreement reached by all stakeholders on objectives of project and ways to achieve them</li> <li>- Confirmation by donor of interest to support the project</li> </ul>	TSI Enterprises

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
RAB/20/131A Shah Ashish DCP/Office for Arab States	<b>Enhancement of Arab Capacity for Trade (EnACT) - Coordination</b> (01/04/2009 - 31/12/2013) Canada	709	838	Progress report for period April 2011 to March 2012 submitted to CIDA. Project steering committee meetings held in Geneva on 19-20 March 2012 and in Algiers on 20 November 2012. Project idea for a new project in Morocco submitted to PAC.	All programme activities already successfully completed in Morocco and Algeria in 2012. CIDA has indicated interest in funding future bilateral projects in Morocco, Egypt and Jordan. Expedited funding for a future Morocco project is 5 million Canadian dollars.	Policy TSI Enterprises
RAB/20/135A Shah Ashish DCP/Office for Arab States	<b>Morocco: Enhancing Arab capacity for trade (EnACT)</b> (01/04/2009 - 31/12/2013) Canada	189	125	<ul style="list-style-type: none"> <li>- 9 audits completed for companies in the leather sector in different regions of Morocco</li> <li>- NTM survey completed and public private dialogue held</li> <li>- Market survey on exporting Moroccan water purification services to Africa completed</li> <li>- 12 companies participate in Trade fair in Canada and connected to international buyers</li> <li>- 65 participants attend workshop on adapting products to international markets held in collaboration with Credit Agricole Maroc</li> <li>- 8 Moroccan officials and SMEs in the processed foods sector participated in the EnACT regional forum in Algiers</li> </ul>	<ul style="list-style-type: none"> <li>- Companies in the processed foods sector export ready</li> <li>- Processed foods exporters connected with international buyers in North America conduct business</li> <li>- CIDA has expressed interest in funding a follow on project in Morocco</li> <li>- 91 enterprises assisted by trained advisors using ITC CTAP tools and concepts (55 of them have started implementing the recommendations and 40 already have positive impact)</li> </ul>	Policy TSI Enterprises
KUW/87/01A Shah Ashish DCP/Office for Arab States	<b>Kuwait: Improving the international competitiveness of food and beverage producers</b> (01/04/2012 - 31/03/2014) Kuwait	186	122	<ul style="list-style-type: none"> <li>- 1 Sector study completed (End of September) on the food and beverage sector in Kuwait and its potential in international markets.</li> <li>- 1 Institutional assessment completed (early November) on the trade support institution support set-up in Kuwait, with a focus on the strengths and weaknesses of the Public Authority for Industry's Industrial Export Development Centre and its potential to provide better services.</li> <li>- 10 Enterprise needs assessments completed (early November) of food and beverage producers from Kuwait, with detailed recommendations for improving their export capacities.</li> </ul>	No outcomes to report yet (the plan for the implementation phase is currently being developed by ITC and PAI and will probably be finalized and validated in early January).	Policy TSI Enterprises
INT/U/90A Shah Ashish DCP/Office for Arab States	<b>Project development: North Africa sectoral value chain development</b> (13/02/2012 - 31/12/2012) ITF Window 1	48	33	<ul style="list-style-type: none"> <li>- A market access analysis on selected typical Tunisian agri-products developed</li> <li>- ITC contribution sent to UNIDO for market access component</li> </ul>	Market Access Component included in project document and ITC has been identified as potential implementing agency for this component	TSI Enterprises
INT/U/176A Shah Ashish DCP/Office for Arab States	<b>Project Development: Preparation of the Sustainable employment through export development (SEED) program</b> (01/11/2011 - 31/12/2012) ITF Window 1	36	35	Draft Project Plan Document finalized and reviewed by PQAG. The Document is currently being revised to accommodate the recommendations.	No outcomes to date.	TSI Enterprises

Project ID	Project Title	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
Officer	Duration					
Section	Donor					
Office of the Director; Director: Friedrich von Kirchbach						
INT/U1/86A Moser Raimund DCP/ Office of the Director	<b>DCP "Partnership and Coordination"</b> (10/01/2012 - 31/12/2013) ITF Window I	150	134	31 partnership and coordination missions undertaken	<p>OAP:</p> <ul style="list-style-type: none"> <li>- Request for NTM survey from Lao; Thailand</li> <li>- Participation of ITC in DTIS Lao</li> <li>- Sri Lanka/WEDF: Concept paper for new project in Sri Lanka (medical tourism: BPO, trade facilitation)</li> <li>- Formulation of new EIF project in Cambodia (CEDEP)</li> <li>- WTPO: Formal request for NES in Myanmar (contribute to)</li> <li>- WEDF: Endorsement of ITC initiative supporting regional economic integration in ASEAN by ASEAN members and WEDF: Development of high-level relationship with ADB</li> </ul> <p>OEECA:</p> <ul style="list-style-type: none"> <li>- Tajikistan: Successful project launch (WTO accession); maintenance of high level relations with the Government of Tajikistan</li> <li>- Kazakhstan: high interest for ITC tools from the participants at the Astana Economic Forum</li> <li>- Eurasia Trade Task Force, Paris: New contacts with experts in the field and the region, in particular Russia</li> <li>- Russia: Establishment and development of partnership with the World Trade Centre Moscow; high level relationship with World Trade Centres Association and the Ministry of Economy of the Russian Federation; maintenance of high level relations with the Government of Cheboksary</li> <li>- Belarus, Minsk: Launch of the Guide for Exporting Flour and Pasta to EU</li> </ul>	Corporate
GPR/22/07A Moser Raimund DCP/ Office for Asia and the Pacific	<b>China: Training of local resource staff and policymakers in market analysis, food safety and trade promotion</b> (01/08/2011 - 31/12/2012) China	29	29	<ul style="list-style-type: none"> <li>- Follow-up training support provided to 10 certified trainers (including 5 women) via MAR webinar</li> <li>- Trade Promotion Seminar organized together with AIBO/MOFCOM on 10-14 September in Beijing. 32 participants (20 women) from developing countries and economies in transition (Eastern Europe, Africa, Latin America, Asia and the Pacific) trained</li> </ul>	<ul style="list-style-type: none"> <li>- Increased capacities to assess export market potential measured by:</li> <li>- 100% of private sector training participants are using acquired skills in daily work</li> <li>- approx. 30-40 persons trained as a result of replicated training delivered by certified trainers by the end of June</li> </ul>	Corporate
INT/U1/98A Moser Raimund DCP/ Office for Asia and the Pacific	<b>Project development: Cambodia - Market analysis training and project design</b> (01/05/2012 - 31/12/2012) ITF Window I	44	42	3-day information workshop on market research, trade flow analysis and NTMs organized for 25 policy-makers, TSI representatives and members of academia and research institutes. Stakeholder meeting and needs assessment carried out to identify needs and priorities for a long-term market analysis support program by the ITC.	<ul style="list-style-type: none"> <li>- Increased awareness of ITC market research and analysis tools by Cambodian stakeholders and common understanding of TRTA needs to be addressed by the ITC.</li> </ul>	Awareness TSI

Project ID	Project Title	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
Office for Eastern Europe and Central Asia; Chief: Elena Bourtrimova						
TAJ/61/125A Zargatyan Armen DCP/Office for Eastern Europe and Central Asia	<b>Tajikistan: Implementation of WTO provisions and business awareness of WTO Accession (Component Two)</b> (01/04/2012 - 31/08/2014) Switzerland	200	214	<ul style="list-style-type: none"> <li>- Training on "Making the Most of WTO Accession: Services Negotiations and Liberalization" conducted for private sector and government representatives</li> <li>- Public-private consultations on trade policy issues related to Tajikistan's accession</li> <li>- Training pack on "The WTO Agreement on TBT: A Business Perspective" prepared</li> <li>- One-day generic workshop on "The WTO Agreement on TBT: A Business Perspective" conducted, August 25, 2012</li> <li>- Training of Trainers workshop on "The WTO Agreement on TBT and SPS: A Business Perspective" conducted a. , August 28-31, 2012</li> <li>- A survey among 28 T&amp;C companies regarding the TBT issues conducted by National Trainers on TBT in the T&amp;C sector and started customization of training materials for the textile and clothing industry</li> <li>- Conference on "WTO Accessions &amp; their Business Implications - Lessons from Other Countries" conducted with participation of private sector and government representatives</li> <li>- The first Trilateral meeting with participation of the representatives of MEDT, private sector representatives and ITC was conducted to discuss the most important trade policy related issues to be covered by the project</li> <li>- 3rd event on Business implications of WTO accession - Making the Most of WTO Accession: Financial Services Negotiations and Liberalization, organized in October 2012</li> </ul>	<p>Exporting enterprises and business associations improved understanding of the potential benefits derived from the WTO Agreements on TBT. Business associations and institutions are in a position to be able to convey the priorities of the business community to trade negotiators. Private sector understanding of WTO Accessions &amp; their Business Implications is enhanced in the selected service sectors. Selected local business associations, including the Chamber of Commerce have strengthened capacities to provide WTO-Accession-related advisory services to their members, in particular in market analysis, trade information, and the development of position papers.</p>	Policy TSI
KYR/61/123A Zargatyan Armen DCP/Office for Eastern Europe and Central Asia	<b>Kyrgyzstan: Enhancing the export competitiveness of the textile and clothing sector and improving the quality management infrastructure</b> (01/09/2009 -30/06/2013) Switzerland	464	368	<ul style="list-style-type: none"> <li>- A training on Marketing Management conducted for the Project partner companies, members of the Chamber of Commerce and Industry of the Kyrgyz Republic and other companies</li> <li>- Participation in the "Textileprom" trade fair in Moscow organized for 11 Kyrgyz T&amp;C companies, twice in 2012</li> <li>- A meeting organized for a wider group of clothing companies to disseminate information on the results of the Moscow "Textileprom" trade fair</li> <li>- A training on "Introduction to Production &amp; Operations Management" conducted for the Project partner companies</li> <li>- A meeting organized for the Project partner companies and other local clothing companies with suppliers of fabrics and accessories from Italy</li> <li>- An introductory training on Quality Management Standards, ISO 9000 requirements conducted for the Project partner companies</li> <li>- A training in Apparel Production Management conducted for local consultants and clothing companies (joint project with BAS Programme)</li> <li>- A Training "3G Tailor" Train the Trainer International Sewing Machine Instructor" conducted for clothing companies</li> <li>- Participation in the international fashion trade show for Eastern Europe - "Collection Premier Moscow" for 9 Kyrgyz companies, 5-8 September 2012</li> <li>- Completion of Peer evaluation of the Kyrgyz Accreditation Centre by ILAC</li> <li>- Standard Operating Procedures (SOPs) on "The responding to enquiries on TBT and SPS" drafted</li> <li>- Study tour on SPS organized for NNA and NAP to Thailand</li> </ul>	<p>The capacities of T&amp;C companies were improved in product development, marketing and sourcing. About 50 contracts were signed and 10 orders completed by the companies in a one month period after participation in Textileprom fair. Italian fabric and accessory suppliers visited Kyrgyzstan to meet with the producers and explore opportunities after participation of Kyrgyz companies in Textileprom. In the result the Kyrgyz companies were able to make orders for high quality fabric and accessories</p> <ul style="list-style-type: none"> <li>- Total of around 150 business contacts were made at the CPM fair with retailers and wholesalers from different parts of Russia. The companies made several preliminary sales agreements</li> <li>- Kyrgyz Accreditation Centre successfully passed peer evaluation and is prepared for ILAC accreditation</li> </ul>	TSI Enterprises

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
TAJ/61/124A Zargatyan Armen DCP/Office for Eastern Europe and Central Asia	<b>Tajikistan: Enhancing the export competitiveness of the textile and clothing sector and improving the quality management infrastructure</b> (01/09/2009 - 30/06/2013) Switzerland	572	583	<ul style="list-style-type: none"> <li>- A training on "Principles of Marketing for the textile and clothing companies" conducted for representatives of T&amp;C companies, relevant ministries, business support services, and university faculties</li> <li>- A preparatory training on "Success in the International Yarn Market: Planning, Preparing and Participating" conducted for Tajik spinning companies participating in the 9th International Istanbul Yarn Fair, Turkey (April 21-24, 2012)</li> <li>- Participation in the 9th International Istanbul Yarn Fair organized for Tajik spinning companies</li> <li>- Weblogs developed for artisanal companies</li> <li>- Company profiles developed</li> <li>- A preparatory workshop on "Success in international market of textile production: planning, preparation and participation in the trade fair conducted Participation in the 39th "Textilegrom", trade fair in Moscow, organized for 10 Tajik T&amp;C companies on 25-28 September 2012</li> <li>- A study tour organized for personnel from the NNANEPs for TBT and SPS to Thailand (28 October-04 November 2012)</li> </ul>	<p>The capacities of T&amp;C enterprises and sector-related service providers in product development and marketing improved. Preliminary sales contracts of approximately US\$ 750,000 were made by Tajik companies participating in the Istanbul yarn fair. They were also able to find new sourcing opportunities for yarn with Chinese companies, several times cheaper compared to their traditional suppliers. As a result of participation in the Textilegrom fair preliminary sales contracts were made for around US\$ 1.5 million. TSIs improved and expanded services provided to T&amp;C companies.</p>	TSI Enterprises
TAJ/61/126A Zargatyan Armen DCP/Office for Eastern Europe and Central Asia	<b>Tajikistan: WTO Negotiations of Accession - Policy Advice and Capacity Building (Component One)</b> (01/05/2012 - 31/05/2015) Switzerland	240	183	<ul style="list-style-type: none"> <li>- Legislation on Import Licensing and Industrial Subsidies reviewed</li> <li>- Tables on Agriculture domestic support and export subsidies revised</li> <li>- Expert assessment of the current state of accession of Tajikistan to the WTO conducted</li> <li>- Strategic guidance and policy advice and recommendations provided on NAMA, agriculture, services negotiations in bilateral format</li> <li>- Technical advice on position consultations and questions for other delegations provided</li> <li>- Assistance provided to Tajik Delegation for participation in Working Party in Geneva</li> <li>- Notes on audio-visual, energy, environmental, financial and transport services produced</li> <li>- A half-day training on Trade in Services, SPS, TBT, and Trade in Agriculture for Tajik delegation conducted, 13 July 2012</li> <li>- Participation of Tajik delegation at Working Party Meetings Organized, July, September and October 2012</li> <li>- Equipment for the WTO department of the Ministry of Economic Development purchased</li> </ul>	<p>On October 26, 2012, the Working Party on Tajikistan's accession to WTO has adopted, ad referendum, the terms of the country's membership in the WTO. Tajikistan's accession package has been forwarded to the General Council, which will adopt it on the session scheduled for 10 December 2012.</p>	Policy
INT/UJ/32A Boutirimova Elena DCP/Office for Eastern Europe and Central Asia	<b>CIS: Preparation of concept paper for suitable ITC assistance to selected countries</b> (06/04/2010 - 31/12/2012) ITF Switzerland	89	78	<ul style="list-style-type: none"> <li>- The guide for exporters of flour and pasta from the Customs Union to the European Union produced, in English and Russian, and published as ITC's technical paper</li> <li>- Round-tables conducted in each participating country (Belarus, Russia and Kazakhstan) to present the guide to national stakeholders, in particular, to flour and pasta producers and associations</li> <li>- National studies on infrastructure related to SPS/technical regulations for flour and pasta exports prepared for each participating country, in English and Russian, and circulated amount national stakeholders</li> </ul>	<p>Improved understanding about EU market requirements among producers of flour and pasta from the Customs Union, through the guide on EU market requirements.</p>	Policy



Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
Office for Latin America and the Caribbean; Chief: Claudia Uribe						
INT/U1/47A Rodriguez Beatriz DCP/Office for Latin America and the Caribbean	<b>OLAC Regional Office in Mexico</b> (01/09/2010 - 31/10/2015) ITF Window 1	97	75	<ul style="list-style-type: none"> <li>- Organization of the Second Women Vendors Exhibition and Forum in Mexico City Nov. 5-7, 2012</li> <li>- ITC's presence in the field has secured one bankable project:</li> <li>- Project idea with SAGARPA, Mexico to improve the export development services of Mexico's Secretariat of Agriculture (SAGARPA) and its export promotion agency, ASERCA. 1) Cooperation with INFOTEC to Develop an Innovative Trade Intelligence and Business Information System for PROCEI</li> <li>2) Opportunity to Develop Regional Business Intelligence Platforms in the LAC Region with the Support of the Inter-American Development Bank(3)</li> <li>Opportunity to Cooperate with ECLAC in the implementation of the Trade, financing and innovation for small-scale enterprises project, Regional.</li> <li>4) Project idea for the Ministry of Trade of El Salvador: it focuses on the components of "Quality" and "Access to Finance".</li> <li>5) Project idea to Develop Institutional, Productive and Marketing Capacities in the Crafts Sector of the Dominican Republic. ITC/Mexico developed this project idea in conjunction with the Office of the First Lady of the Dominican Republic. The expected budget for this project is US\$5 million with duration of 4 to 5 years.</li> </ul>	<ul style="list-style-type: none"> <li>- Presence in México provided opportunities to develop closer collaboration with agencies and increase ITC presence in the region</li> <li>- Relationships and communications with private sector organizations, corporations, Mexican government agencies, and international organizations strengthened</li> <li>- Administrative or operational issues with ITC projects or agreements with regional counterparts are quickly resolved with the intervention of ITC /Mexico</li> <li>- ITC field presence increased collaboration, improved relationships and sharing of experiences with other UN agencies, such as UNDP, UNIDO and UN Women</li> </ul>	Corporate
INT/U1/100A Rodriguez Beatriz DCP/Office for Latin America and the Caribbean	<b>Project development: Aménagement d'un environnement juridique aux affaires en Haiti</b> (20/06/2012 - 30/06/2013) ITF Window 1	42	9	<ul style="list-style-type: none"> <li>- Preparatory meetings held with the Presidential Commission for reform of business law, the IFC and the Ministry of Commerce to clarify the current situation of SMEs and individual entrepreneurs (artisans, small traders etc.) regarding the creation of companies; registration of businesses and file the passage of informal to formal</li> <li>- Canada and the EU identified as potential donors to fund the project or some activities</li> </ul>	No outcomes to report to date	TSI
INT/U1/103A Rodriguez Beatriz DCP/Office for Latin America and the Caribbean	<b>Project development: Institutional strengthening of the Ministry of Trade and Industry in Haiti</b> (24/09/2012 - 30/06/2013) ITF Window 1	57	29	<ul style="list-style-type: none"> <li>Institutional diagnosis of the Ministry of Trade and Industry completed. The final diagnosis report and project documents are expected for the end December 2012.</li> </ul>	No outcomes to report to date	TSI
INT/U1/99A Rodriguez Beatriz DCP/Office for Latin America and the Caribbean	<b>Project development: Supporting Cuban trade related institutions and enterprises</b> (20/06/2012 - 31/12/2012) ITF Window 1	57	53	<ul style="list-style-type: none"> <li>- Preparation of mission for training workshop on Market Profile and rapid need assessment to be held second week of July. The material for the market profile training workshop prepared. A questionnaire for needs assessment prepared and sent to the Cuban institutions</li> <li>- A rapid needs assessment, awareness on market analysis tool, integration to the UN system in Cuba and discussion with the Cuban Authorities</li> <li>- Second Mission supported the UNDAF process. Meetings with Donor Representative in Cuba who indicated about some resources available for funding a project of interest of Cuba with economic and employment impact.</li> <li>- Government informed its preference to work on the shrimp sector</li> <li>- Meeting were convened with several representatives of the at least ten (10) different kind of companies in charge of the sector</li> <li>- Rapid needs assessment for the sector</li> <li>- Draft of the project document started</li> </ul>	No outcomes to report to date	TSI Enterprises

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
PER/61/129A Urrutigoity Matias DCP/Office for Latin America and the Caribbean	<b>Peru: Enabling TSIs in Peru's northern corridor to respond to the needs of exporters</b> (01/02/2011 - 31/05/2014) Switzerland	750	515	<p><b>POLICY DIALOGUE:</b></p> <ul style="list-style-type: none"> <li>- An evaluation of MINCETUR's National Strategic Exports Plan's Monitoring System developed during Q1</li> <li>- Follow up and monitoring of the agreements reached during the first macro regional forum (2011) conducted during Q1 and Q2 2012</li> <li>- The 2nd macro regional workshop took place in October 2012. Execution advances related to each agreement disseminated and discussed, and next stages within the process were defined</li> <li>- Preparation activities and prioritization for the second macro regional forum started during Q3 2012</li> <li>- A Macro Regional Workshop was organized on October 2012 in order to disseminate, reach a consensus among the regions' representatives and monitor the achievements regarding the agreements prioritized</li> </ul> <p><b>INSTITUTIONAL STRENGTHENING:</b></p> <ul style="list-style-type: none"> <li>- The performance for delivering business development services in seven trade support institutions selected from the regions addressed during Q1, through the elaboration of an individual assessment for each of the 7 TSIs</li> <li>- An individual development plan developed for and agreed with each of the 7 TSIs (Q2 2012)</li> <li>- Coordination and negotiations with each of the 7 TSIs regarding the partial execution of their respective plans were undertaken during Q2 2012. The execution of the improvement plans started during Q3 2012</li> <li>- A TSI network identified as a pilot in the Lambayeque Region, initiative which was validated through a project committee. ITC has started coordinating with the TSI network in order to strengthen its performance and increases its scope (to macro regional). The TSI Network model is being designed</li> </ul> <p><b>PROVISIONS OF EXPORT DEVELOPMENT SERVICES TO TSIs:</b></p> <ul style="list-style-type: none"> <li>- The following trainings, workshops and seminars have been delivered from January to November 2012:</li> <li>- Market Access, Market Analysis and Research, Food Safety in the World Trade, HACCP Quality Systems Implementation, Hazard Analysis and Critical Control Points, principles and Methods of Training, Fair Trade Assistance.</li> </ul>	<p>MINCETUR and PROMPERU (main project counterparts) acknowledge their appreciation of ITC support, and validate the strategies being used. Furthermore, MINCETUR shows interest in not only the continuity of the program in the northern corridor but also in the replication of the initiative in other regions of Peru. Finally PROMPERU would also like to see their offices in other regions of the country to benefit from what they consider a successful project.</p> <p><b>POLICY DIALOGUE:</b></p> <p>Some key stakeholders in the northern corridor have developed ownership of the agreements reached during the first macro regional forum (2011). As result, Access to Electric Energy, Organization, and Quality have become priorities among regional public and private institution's agendas.</p> <ul style="list-style-type: none"> <li>- The dialogue between TSIs and Regional Government has shown improvements within Lambayeque Region. The Regional Government of Lambayeque considers the Regional Exports Committee (constituted by the main public and private stakeholders within the region) as a strategic ally.</li> </ul> <p><b>PROVISIONS OF BUSINESS DEVELOPMENT SERVICES (BDS) BY LOCAL TSIs:</b></p> <ul style="list-style-type: none"> <li>- Replications by the participating TSIs of the capacity building workshops delivered by the project have already been registered in the Coast and Amazonian regions.</li> <li>- Key TSIs and individual consultants participating in the project have been identified and have received additional tools for future training programmes replication and anchorage.</li> </ul>	TSI Enterprises
RLA/75/26A Uribe Claudia DCP/Office for Latin America and the Caribbean	<b>Promoting CARIFORUM Creative Industries</b> (15/09/2010 - 31/03/2012) European Union	50	19	<p>Submission of the narrative and financial reports to the European Commission. The narrative report has been approved and the balance of the funds unspent transferred back to the European Commission.</p>	<p>Outcomes reported in 2011</p>	TSI Enterprises

Project ID	Project Title	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
Officer	Duration					
Section	Donor					
ITC Division of Programme Support (DPS); Director: Eva K. Murray						
Financial management Section; Chief: Kok (KC) Tan						
INT/71/01A Chan Kim Mei DPS/Financial Management	<b>Organizational strengthening of the International Trade Centre</b> (01/02/2010 - 31/03/2013) United Kingdom	320	334	<p><b>COST TRANSPARENCY PROJECT</b></p> <ul style="list-style-type: none"> <li>- Fully evaluated time and main process for DPS</li> <li>- Fully scoped out total Overhead costs</li> <li>- DPS product bundling</li> <li>- DPS service/product catalogue and pricing</li> </ul> <p><b>IPSAS</b></p> <ul style="list-style-type: none"> <li>- A full set of activities and steps for the implementation of IPSAS</li> <li>- Proposed changes or comments on the UN policy framework</li> <li>- Proposed changes and comments on the UN Financial Rules and Regulation</li> <li>- Validation and feedback for the transitional measures planning</li> <li>- Coordinated the ILT on IPSAS for staff at working level and conducted information sessions to staff</li> <li>- ITC's IPSAS compliant policies</li> <li>- Simulated IPSAS compliant Financial statements with the notes disclosures</li> <li>- A cleaned and fully updated fixed assets register with details for all of ITC's non expandable items</li> <li>- A cleaned list of all ITC's publication inventory including costing</li> </ul>	<ul style="list-style-type: none"> <li>- Since the DPS service catalogue was produced, there has been improved transparency of the DPS cost services. Data from the catalogue can be used to feed into the RBM system to provide improved capturing of costs</li> <li>- There has been significant benefits in the publication management in that with the introduction of requirements for physical count and write-off/down of the value of publications that are obsolete or damaged</li> <li>- Another positive change is seen the accountability of non-expandable items with a fixed assets register that has full details of each assets such as the date of purchase, location, cost, movement, impairment etc.</li> <li>- The validation of information on equipment including its disposal as well as financial value is helpful in establishing better replacement policies and in ensuring managers utilize equipment in a cost effective manner</li> <li>- The requirement to disclose expense information and commitment information on non-cancelable leases had led to a clean-up exercise and a greater understanding for management of all the lease commitments ITC has and are legally bound to. This has led to improvement and changes in terms in the lease agreements that are more favourable to ITC</li> <li>- Since the ILT training, communication sessions and implementation activities that have been carried, there has been an increased in IPSAS awareness and knowledge. Staff has better understanding and is more accepting of IPSAS.</li> </ul>	Corporate
INT/UJ1/59A	ITF Window I	145	127			

Project ID	Project Title	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
Human Resources Section; Chief: Carl Rogerson						
INT/U/1/05B Khodara Michelle DPS/Human Resources	<b>HR policies and projects</b> (01/01/2010 - 31/12/2012) ITF Window 1	315	275	<ul style="list-style-type: none"> <li>- Provision of timely, clear and effective legal and professional advice and mediation services in all aspects of disciplinary, administrative and HR casework, policy and process development</li> <li>- Administrative case management reporting systems (including new jurisprudential recording system and legal consultants' workload tracking database) developed and delivered to track casework progress, inform managerial decision-making and HR policy development</li> <li>- On-going enhancement of the HR monthly/quarterly reports to improve further workload planning and reporting of HR data, e.g. recruitment gender diversity, use of consultants, comparative HR trends and patterns, filling and funding of RB/PSC positions and provision of data for over 50 various internal and external reports annually</li> <li>- ITC document management system and Administrative Issuance database and reporting system updated and upgraded. Clean-up of over 200 UN issuances completed; clean-up of over 300 UNOG and ITC issuances at final stage of completion. Promulgation of new ITC Administrative Issuance Index mirroring the UN Index expected in early 2013</li> <li>- Of more than 40 obsolete policies which have been identified as requiring amendment, more than 20 have been reviewed and revised. Associated training on, inter alia, new recruitment and selection policies, roles and functions of central review bodies, supervisory skills and performance appraisal delivered</li> </ul>	<ul style="list-style-type: none"> <li>- Specialist HR and legal advice informed managerial decision-making resulting in 100% success rate in cases brought before UN judicial bodies (MEU and UNDT) in 2012 and contributed directly to increased organizational efficiency and greater clarity regarding managerial authority</li> <li>- The upgraded Administrative Case management database and reporting system enabled HR to concentrate on substantive review and resolution of cases and to use its resources more efficiently</li> <li>- Improved routine and ad hoc results-based reporting resulted in: increased transparency via Project Portal access, greater accountability for hiring and remuneration of consultants and better tracking of vacant posts and HR-related expenditure, all of which contribute to improved corporate efficiency</li> <li>- The new AI database and reporting system significantly improves the business process which contributes to faster identification, analysis and potential revision of HR policies and processes to meet ITC's specific organizational requirements and imperatives thus directly underpinning increased corporate efficiency. The review of obsolete policies has provided management and staff with clear, unambiguous and up-to-date regulatory frameworks and has contributed directly to increased transparency and accountability. The new jurisprudence database has been specifically designed to assist management in adopting appropriate preventive measures in order to avoid the risk of litigation</li> </ul>	Corporate
Information Technology and Systems Section; Chief: Gerry Lynch						
INT/U/1/06A Lynch Gerry DPS/ITS	<b>DPS/ITS: ITF/W1 IT&amp;S strategy implementation</b> (31/07/2009 - 31/12/2013) ITF Window 1	1,035	929	<ul style="list-style-type: none"> <li>- A Results Based Management reporting portal has been design and development in-line with corporate Outputs and Outcomes. The prototype portal is under further development and scheduled for external stakeholder access by mid-January 2013. The Data Entry Tool required by Project Managers to complete 2012 reporting against corporate targets completed</li> <li>- An on-line Consultants Roster has been developed and implemented</li> <li>- In support of the Cost Transparency project IT&amp;S has assisted in the verification and finalizing the 2011 workload cost model. The Web Content Management System (CMS) has been upgraded to enhance access and usability for the beneficiaries, donors, and end user community</li> <li>- 175 additional licenses have been purchased for the Customer Relationship Management (CRM) and development work undertaken to automate the sharing of data between the Projects Portal and CRM</li> <li>- The integration of data between the Events Calendar and RBM has been completed to automatically log event participation</li> <li>- An organization wide upgrade of the computer operating system and office automation suite has been completed. An upgrade of Active Directory has been completed to allow tighter integration between information systems</li> </ul>	<ul style="list-style-type: none"> <li>- The development of a Results Based Management system allows for efficient collections of data and provides uniform method of reporting Output and Outcome activities across the organization with minimal data duplication</li> <li>- The on-line Consultants Roster provides Project Managers a wider pool from which consultants can be engaged. The system provides a repository of key administrative information for the tracking and management of consultant's performance</li> <li>- The upgraded office automation suite and operating system continues to underpin ITC's daily work product and provides a higher level of data integration between information systems. The secondary fibre optic route for the messaging platform significantly reduces the possibility for an outage and loss of productivity should the primary route fail.</li> </ul>	Corporate

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/71/07A Lynch Gerry DPS/ITS	<b>IT&amp;S/e-Learning</b> (31/08/2010 - 31/12/2012) United Kingdom	19	17	<ul style="list-style-type: none"> <li>- A secondary fibre optic route has been implemented and commissioned between ITC and the MMS service provider to ensure ITC business critical messaging platform operates with minimal disaster recovery / business continuity infrastructure</li> <li>- A self-service software catalogue has been developed that introduces efficiencies by allowing staff to automatically download software applications</li> </ul> <p>ITC's corporate e-Learning platform is now operational and further configured to ITC, offering 9 courses (8 external and 1 internal). Enhanced assessment of trainees' needs and online content: One course finalized and one course development initiated; One ITC E-learning Guideline completed and three course templates developed.</p>	ITC e-learning programme strengthened and participating ITC beneficiaries' skills improved. (Example: Cotton contamination course)	Corporate
<b>Central Support Services Section, Chief: Sophie Hecht</b>						
INT/U/1/07B Hecht Sophie DPS/Central Support Services	<b>Legal and Programme Support for project implementation</b> (01/01/2010 - 31/12/2013) ITF Window I	360	313	<p>Newly designed models provided for: sponsorship agreements; software license agreements; collaboration agreements with the private sector; implementing agreement for the Standards and Trade Development Facility (STDF); Project Implementation agreement with governments for EIF beneficiary countries in three languages (English, French and Spanish); and related checklists to facilitate the conclusion of such agreements. The ITC Trust Fund conditions are now available in French and Spanish. Legal services provided substantial support for the successful conclusion of host country agreements for three major events: WEDF in Jakarta. WTPO in Kuala Lumpur and WVEF in Mexico.</p> <p>Several legal briefs were provided to reinforce the collaboration with different institutions: to clarify ITC legal status and its privileges and immunities; the UN single audit principle; ITC's capacity to received sponsors' funds one audit concept and developed a legal framework for ITC activities in host countries. Terms of references and rules of procedures developed for the Ethical Fashion International Advisory Committee. 460 legal counsels provided and completed the review of 110 MOUs and license agreements, 30 Donors agreements, 20 MOUs on Grants, and 25 UN partner agreements for project implementation. First in-house online training which focuses on the various forms of agreements ITC enters into with partners and provided four face to face trainings on agreements for ITC staff.</p>	Improved quality of MOUs and all other types of agreements reducing risks associated with delivery of TRTA projects with partners	Corporate

Project ID	Project Title	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
Officer	Duration					
Section	Donor					
<b>ITC Office of the Executive Director (OED); Executive Director: Patricia Francis; Deputy Executive Director: Jean-Marie Paugam</b>						
INT/U1/58A Geoffroy Francesco OED	<b>Project development support for LDCs under EIF</b> (17/02/2011 - 31/12/2012) ITF Window I	110	31	<ul style="list-style-type: none"> <li>- Project proposal for capacity building programme on TRTA Project development and management for LDC developed in consultation with the EIF Executive Secretariat and EIF partner agencies</li> <li>- CAR, Lesotho, The Gambia, Cambodia, Nepal, Benin, Zambia and Comoros supported to develop bankable EIF Tier-2 projects (EIF multilateral window). Launch of Tier-2 project for the Gambia prepared and facilitated during a mission to the Gambia</li> <li>- Advisory services provided to representatives from Bhutan, Senegal, Madagascar, Liberia and Myanmar on how to effectively participate in EIF. Additional resources leveraged for the EIF Tier-2 project in Zambia (funded by Finland). In-country familiarization workshops facilitated for a more effective participation of Sao Tome and Principe and Madagascar in EIF. Consultations held with Benin's EIF partners on ITC support to develop and implement an inter-agency Tier-2 project during a mission to Vienna</li> <li>- Advisory services provided to governments of Benin and Senegal on project development with the assistance of the SCDT partners</li> <li>- ITC's involvement in EIF increased through (a) consultations with EIF partners on strategic issues as well as Tier-2 project development for 10 LDCs and project implementation in The Gambia; (b) the creation and regular update of a comprehensive database on LDCs status under EIF; (c) the development of an analysis of priority sectors to TRTA projects in LDCs as identified in the DTIS of 42 countries</li> <li>- ITC's representation in the Steering Committee on Tourism for Development (SCTD) ensured through participation in meetings and joint activities for the benefit of LDCs</li> </ul>	<ul style="list-style-type: none"> <li>- Enhanced understanding of the EIF by LDCs as evidenced by increased interest expressed by 12 LDCs to closer engage with the EIF in general and ITC in particular under the initiative</li> <li>- Increased capacities of LDCs to participate in and benefit from the EIF and other inter-agency initiatives as evidenced by increasing number of LDCs participating in EIF Tier-2 project development jointly with ITC</li> </ul>	Policy TSI
<b>Communications and Events Section; Officer-in-Charge: Miklos Gaspar</b>						
INT/U1/55A Gaspar Miklos OED/Communications and Events	<b>Events</b> (11/01/2011 - 31/12/2013) ITF Window I	800	711	<p>ITC participated in UNCTAD XIII, UNCTAD's Ministerial, in Doha in April. The outputs were:</p> <ul style="list-style-type: none"> <li>- Moderated lunch-time panel discussion on 'Free trade Agreements: necessary but not sufficient. Lessons from the Arab region'. There were approximately 200 participants at the event where ITC presented its study on barriers to trade in the League of Arab States Region</li> <li>- Cocktail event to present ITC's role in helping women entrepreneurs export goods and create employment, including through the EnACT programme. There were more than 100 participants who learned about opportunities to the challenges in untapped trade potential in the Middle East and North Africa, particularly related to youth and women</li> </ul> <p>WEDF 2012:</p> <ul style="list-style-type: none"> <li>- In order to increase the relevance of WEDF as tool that contributes to the development and delivery of ITC products and services beyond the event itself and to improve the engagement of stakeholders, traditional as well as new social channels (interactive engagement) were used for WEDF 2012 to reach out to promote the event and get feedback from participants.</li> <li>- Pre-WEDF: Broadened reach through social media networks (posting, polls and valuable feedback): Twitter (137 followers), LinkedIn (69 connections), Facebook (230 followers)</li> <li>- During WEDF 2012: Livestream of WEDF provided by our Telecom partner. Over 80 internet users followed the WEDF 2012 live broadcast.</li> </ul>	<ul style="list-style-type: none"> <li>- Increased knowledge among participants at the events (private sector, TSIs, policymakers and media), gained through increased awareness of ITC's expertise, of ways to grow exports through partnerships</li> <li>- ITC's was mentioned in UNCTAD XIII Doha Accord, strengthening ITC's image</li> <li>- Broadened reach of WEDF and improved engagement of ITC stakeholders</li> <li>- The programme, developed in cooperation with Indonesia's Ministry of Trade, was endorsed by the President of Indonesia through his participation.</li> <li>- The number of business participants attending WEDF and providing strategic input was increased. This was achieved by creating effective partnership programmes to deliver more value to the private sector. Five partnerships were formed.</li> <li>- The host country enhanced its capacity in event management through the successful staging of the event. This was commended by speakers.</li> <li>- Participants, ITC participants as well as the co-host.</li> <li>- According to the survey responses, a third of WEDF participants came away with actionable insights.</li> </ul>	Awareness

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/U/13A Gaspar Miklos OED/Communications and Events	<b>Communications support to extra-budgetary projects</b> (01/01/2010 - 31/12/2013) ITF Window 1	349	385	<ul style="list-style-type: none"> <li>Increased participants feedback, mainly achieved by changing the process from one evaluation for all of WEDF to session evaluations. This increased the number of evaluations received to over 150.</li> <li>Post-WEDF 2012: The follow-up campaign three months after WEDF 2012 including survey and newsfeeds succeeded in reengaging participants and mobilizing non-participants' contributions to the WEDF 2013 preparation process.</li> <li>Media Strategy WEDF 2012: 88 journalists registered as participants, 7 on-site interviews were completed with the ITC Executive Director, 39 individual news items were captured</li> <li>Two issues of Trade Forum magazine in 3 languages</li> <li>180 web highlights written and published</li> <li>2 (sub-)sites launched (TPO-network, standards map)</li> <li>Internal communications portal redesigned, re-launched and content regularly updated</li> </ul>	<ul style="list-style-type: none"> <li>Improved availability and delivery of ITC products and communication</li> <li>50% increase in web site traffic compared to 2011</li> <li>Daily information updates through the web site to all key audiences</li> <li>New structure for the annual report created, taking into account needs for advocacy as well as transparency</li> </ul>	Awareness
INT/U/188A Gaspar Miklos OED/Communications and Events	<b>Implementation of computer assisted translation tool</b> (24/01/2012 - 31/12/2013) ITF Window 1	20	19	Tender completed, vendor selected for implementation, workflows created	None	Corporate
INT/6/132A Gaspar Miklos OED/Communications and Events	<b>World Export Development Forum 2012-SECO</b> Switzerland	70	58	Participants from SECO-priority countries attended WEDF 2012	More representative participation in WEDF 2012 was enabled.	Awareness
<b>Strategic Planning, Performance and Governance Section; Chief: Robert Whitehead</b>						
INT/U/152A Jimenez Pont Miguel OED/ Strategic Planning, Performance and Governance	<b>Evaluation</b> (16/02/2011 - 31/12/2012) ITF Window 1	186	179	<ul style="list-style-type: none"> <li>Enact Evaluation finalized</li> <li>PACT Evaluation finalized</li> <li>Management response issued on PACT, management response issued on ENACT</li> <li>MLS Evaluation and MLS analysis finalized</li> <li>PCTP Evaluation TORs finalized</li> <li>Evaluation Policy revised and Evaluation guidelines revised</li> <li>WEDF Evaluation finalized</li> <li>ITC Evaluation TORs finalized</li> </ul>	PACT and ENACT management response and Action plans developed	Corporate

Project ID Officer Section	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/7/1/1A Jimenez Pont Miguel OED/ Strategic Planning, Performance and Governance	<b>Evaluation II</b> (03/09/2012 - 31/12/2012) United Kingdom	26	22	<ul style="list-style-type: none"> <li>- TOR for methodology report of the export strategy evaluation drafted and await approval</li> <li>- Methodology report for phase one of the Export Strategy evaluation</li> </ul>	Methodological guidance on how phase one of the Export Strategy evaluation is established and approved.	Corporate
INT/U/1/53A Whitehead Robert OED/ Strategic Planning, Performance and Governance	<b>RESULT BASED MANAGEMENT</b> (16/02/2011 - 31/12/2013) ITF Window I	462	215	<ul style="list-style-type: none"> <li>- 40 staff members completed the 3-day training programme in results-oriented project design</li> <li>- 20 participants completed the one-day orientation to results-oriented project design for staff members not directly involved in project cycle management</li> <li>- 40 staff members participated in training on the inception phase of project implementation</li> <li>- The good practice toolkit for project implementation was updated, with a focus on the inception phase</li> <li>- ITC guidelines for project design and the project plan template were translated into English and Spanish</li> <li>- RBM dashboard prototype completed</li> <li>- Staff of 13 sections trained in utilizing RBM corporate reporting system</li> <li>- The eight technical section translated ITC's corporate logical framework into section-specific logframes</li> <li>- Output costing methodology has been determined and refined. Data was collected for projects representing 20% of expenditure</li> <li>- Draft impact assessment methodology developed</li> </ul>	<ul style="list-style-type: none"> <li>- Enhanced coherence between project- and corporate-level outcomes through the linking of project, section and corporate logframes.</li> <li>- All professional staff have enhanced their understanding of results-oriented project cycle management through customized training and materials</li> <li>- Automated monitoring and reporting of results is now possible through the RBM data entry tool and dashboard</li> </ul>	Corporate
<b>TECHNICAL ASSISTANCE PERSONNEL COSTS</b>						
INT/U/1/77A INT/U/1/80A INT/U/1/79A INT/U/1/78A INT/U/1/81A INT/U/1/79A INT/U/1/82A INT/U/1/83A	<b>Core and non-core staff costs</b> ITF Window I	<b>6,848</b>	<b>5,633</b>			Awareness Policy TSI Enterprises Sustainability Corporate



Project ID	Project Title Duration Donor	2012 Budget in US\$'000 (gross)	Expenditure 2012 in US\$'000 (gross)	Actual outputs-2012	Actual outcomes-2012	Strategic priorities
INT/07/11A INT/26/02A INT/26/03A INT/08/14A INT/26/01A INT/08/15A INT/08/13A INT/27/10A	<b>Associate Experts/Advisers</b> France, Germany, Finland	<b>1,075</b>	<b>901</b>			Awareness Policy TSI Enterprises Sustainability Corporate
INT/71/09A	Women and trade core staff UK	644	579			Sustainability
INT/27/10A	Export Value Chain Adviser France	186	168			TSI Enterprises

## ANNEX II: WINDOW I GUIDELINES

### Introduction

The purpose of this paper is to clearly demarcate the Window I component of the ITC Trust Fund (ITF) and to set out clear guidelines for the use of window funds.

### Background

ITC's work is enabled by three sources of funding: the regular budget (RB), Programme Support Costs (PSC) and extrabudgetary funding (XB). The regular budget is approved on a biennium basis by the UN General Assembly and the WTO General Council. PSC is earned via a charge to XB expenditure and the budget is approved on a yearly basis.

XB funds are activated through the ITF. The ITF consists of two categories of funds known as "windows". Window I consists of unearmarked and soft-earmarked contributions from donors while Window II consists of bilateral contributions for specific projects or programmes as well as income earned through Revolving Funds. Further details can be found in the ITF terms of reference.

In 2011 ITC has embarked on further analysis of the delivery enabled from the two windows. The analysis has demonstrated that Window II projects are primarily for direct trade-related technical assistance (TRTA) in mature fields where ITC has proven expertise. Window I, on the other hand, focuses on investment in innovation: the development of new tools, research and development of new products and programmes and improvements in efficiency in the way ITC delivers, in order for the organization to remain at the cutting edge of TRTA.

ITC remains focused on achieving a greater proportion of unearmarked, multiyear contributions to the ITF. These guidelines represent a step toward this goal.

### Principles of Window I

The purpose of Window I funds is to support expenditures contributing to "preparing the future" of ITC and to finance initiatives which are critical to ITC's corporate interests and performance in pursuit of *export impact for good*. This includes activities that do not fit the Window II portfolio of traditional TRTA activities. In a nutshell, the purpose of Window I is to finance innovative TRTA services in the broader sense.

### Components of Window I

Window I funds can be broken down under the following main categories.

#### **Component A: Corporate innovation, research and development (unearmarked funds)**

Component A of Window I is used to finance initiatives that are focused on raising the overall efficiency of ITC in delivering TRTA and ensuring that ITC remains at the cutting edge of TRTA.

This component is of particular importance for the effectiveness of ITC's overall programme, as it permits the organization to respond directly and rapidly to the priority needs of recipients in ITC programme countries in line with the Paris Principles on aid effectiveness and Accra Accord and to complement programmes financed from the regular budget and bilateral sources.

In particular, these funds are used for the following types of products, services and initiatives.

#### **A1 Global public goods**

Global public goods are products and services that ITC has identified as tools to reduce information asymmetries which limit the scope of developing countries to take advantage of export opportunities. These products and services are delivered freely to the maximum number of users to ensure positive impact. Examples of global public goods include: market intelligence tools, communication events and publications. The future TSI benchmarking tool will be a public good once it is developed.

#### **A2 Innovation for corporate efficiency**

In order for ITC to remain at the cutting edge of TRTA, it is necessary to continually invest in improving the efficiency of the organization to deliver. Investment in corporate efficiency may include:

- Improving information and communication systems and services;
- Innovation in the efficiency of processes in order to reduce transaction costs. This includes corporate initiatives to enhance results-based management and IPSAS implementation;
- Continual learning: Evaluation is an important component of overall project cycle management to ensure learning and innovation. Therefore, evaluation activities, where not part of the budget of a particular project, is covered by Window I.

### A3 Innovation for the development or maintenance of products and services

Research and development are essential to remain relevant to beneficiary country clients. Window I enables ITC to develop and maintain new products, services and initiatives in innovative areas within the field of TRTA. Once these products have been developed to a relative state of maturity, they may be able to attract specific bilateral funding through Window II.

Examples of innovation for the development or maintenance of products and services include:

- Research and development of tools and focus areas of TRTA such as trade in services, TSI benchmarking private standards and creative industries, etc.
- Seed funding through the Project Development Fund, allowing for the further development of project ideas into feasible project concepts and project plans. This includes facilitation of project design through the EIF
- Financing core staff:<sup>3</sup> Maintaining essential expertise on hand enables ITC to rapidly respond to client needs.

### Component B: Soft-earmarked funds for innovative services and projects

Decisions pertaining to component B of Window I are pre-constrained by donor indications of particular targets and areas of focus. These have generally, though not exclusively, related to achieving MDG goals.

This component of Window I funding is therefore primarily used to support initiatives that include an innovation element in ITC's approach to TRTA. A non-exhaustive list of examples can be found below:

- Mainstreaming a new policy angle within TRTA: examples of Gender, Climate, Poor Communities
- Developing a pilot project helping to achieve a demonstrative and duplicable effect: this could develop the product of an RD initiative into full implementation
- Developing a new partnership
- Ensuring private sector participation in developing countries' accession to the WTO
- Leveraging donor funds

### Characteristics of Window I funds for innovative projects and services

Funding requests are approved for specific, time-bound initiatives that meet the criteria described above. Funds are sometimes disbursed with the aim of positioning the products of innovation for eventual Window II funding. Re-phasing to the next financial year should be minimized and is dependent upon the endorsement of the Operations Committee (Ops Com).

**Window I is dependent on corporate objectives.** Interdivisional consultation, particularly for programme and tool development proposals, is strongly encouraged, and mandatory for projects to which several sections will be providing inputs. Evidence of interdivisional consultations should be attached to the proposal. In exceptional circumstances, based on an ad hoc Ops Com recommendation, SMC may authorize flexible biennial funding of cores staff expenses considered indispensable to maintaining key capacities or expertise within ITC. In such cases the resources affected by anticipation will be deducted from the following year's resources granted to the concerned division.

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<sup>3</sup> Core staff refers to experts with skills that are critical and essential for ITC to carry out its mandate. A list of core staff posts is agreed and signed-off by SMC. Core staff are issued with 12 month contracts to ensure in-house expertise. These contracts may be partially funded by Window II projects. This list is reviewed annually in light of changes in the TRTA environment and client needs. Contracts are renewed/ended accordingly.

**The scope and scale of donor contributions determines the size of Window I.** In principle, Window I allocations for any given year to projects cannot exceed total donor contributions to Window I for that year. In addition, all soft-earmarking made by donors must be adhered to.

- All requests for Window I funding must demonstrate compliance with ITC's mandate and strategic objectives; and:
- Focus on the needs of beneficiary country clients; or:
- Innovation in the organization or delivery of TRTA

## Procedures for submission of requests

Requests for Window I funding must be prepared using the standard ITC template available on the project design page of the ITC project portal. Consultations should be held with project officers in other Divisions to ensure full interdivisional synergy and validation of the content and approach. After signature by the Director of the originating Division, the request must be submitted to Ops Com, prior to submission to SMC for approval.

- All requests must be reviewed and endorsed by Ops Com and approved by SMC.
- In principle, requests can be submitted at any time during the year. However, in order to ensure optimal annual operational planning, submission of Window I funding requests should be made as early as possible.

## Monitoring and reporting

All information related to monitoring and reporting is centralized in the Project Portal. Managing officers of approved Window I requests are directly responsible for ensuring that the information included in the Project Portal is accurate and up to date in relation to reporting on activities, outputs and outcomes. This information provides the basis for reporting, internally to SMC, and, externally, to the Consultative Committee on the ITF and the Joint Advisory Group (JAG). Project managers must ensure that the following are completed:

- Monthly delivery remarks identifying activities completed, outputs delivered and outcomes achieved (if any), as well as challenges to delivery;
- Planned outputs and outcomes must be inserted at the beginning of each year;
- Actual outputs and outcomes must be inserted at the end of each other;
- Project termination reports must be uploaded to the documents section of the portal;
- The quarterly monitoring system (QMR) must be updated at the beginning of each year and at the end of each quarter to ensure accurate planning.

The International Trade Centre (ITC) is the joint agency of the World Trade Organization and the United Nations.

**Street address:** ITC  
54-56, rue de Montbrillant  
1202 Geneva, Switzerland

**Postal address:** ITC  
Palais des Nations  
1211 Geneva 10, Switzerland

**Telephone:** +41-22 730 0111

**Fax:** +41-22 733 4439

**E-mail:** [itcreg@intracen.org](mailto:itcreg@intracen.org)

**Internet:** <http://www.intracen.org>

