



International
Trade
Centre

TRADE IMPACT
FOR GOOD

ITC's approach to working in partner countries

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How ITC's approach to working in partner countries has evolved

1. Be physically present in countries to be responsive to and support evolving national development priorities and trade policies
2. Engage in country processes and collaborate with other agencies to ensure coherence and build synergies
3. Partner with country institutions and other organizations to jointly design and implement projects
4. Continuously improve methodologies to conduct solid country needs and baseline assessment

ITC's approach adaptive to the changing technical assistance environment

- More complex and inter-dependent development issues with an increasing number of large multi-disciplinary projects
- Governments, civil society and the private sector have a greater voice in development activities
- Growing expertise and capacities within partner countries
- Increasing focus on solid measurement of value for money and impact
- UN Reform process

Increasing number of country offices

Offices in **22** countries hosted in UN, Government or partner institutions

SUCCESSSES

- Building local capacities while being more efficient and closest to beneficiaries during project implementation
- Strong networks of partner institutions, experts and businesses for sustainability
- Country ownership
- Donor and project visibility
- Leveraging new projects

LESSONS LEARNED

- Resource intensive for operationalization
- Flexibility to make allowance for national or regional particularities and adapt to the varying degree of development
- Development of standard operating procedures for field presence (ongoing)
- Longer-term commitment in country
- Adequate IT infrastructure and information systems

Greater involvement in in-country processes

- Member of development partners' groups and UN Country Teams
- Strategic positioning of trade and SME development within UN Development Assistance Frameworks (UNDAF)
- Constant intelligence gathering on the political, economic and security issues affecting partner countries

Increasing use of local Implementing Partners

Increased number of financial partnerships established in countries

- Building country capacities and ensuring project sustainability
- Faster and more efficient project implementation
- Diligent risk assessment for the selection of Implementing Partners
- Advanced monitoring and reporting system

Methodologies for needs assessments

Innovative and result-oriented methodologies for needs assessment are instrumental to design and implement projects:

- National Export Strategies (NES): a starting point for designing projects
- Value chain analysis and SME Competitiveness surveys for sector development projects
- “CUBED” assessment for institutional strengthening
- Non Tariff Measures (NTM) surveys and trade facilitation assessments for policy changes

Strategic use of Window I funds

ITC is making a more strategic use of its Window I resources for increased return on investment:

- Window I is strategically deployed for business development to leverage new Window II projects
- Window I is also used to innovate and adjust ITC's offering to an evolving trade and competitiveness landscape

“Faces” of ITC in countries

