



Exit and Sustainability Strategies for Trade Development Support Program

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Outline of Presentation



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Background



- **The Trade Development Support Program (TDSP) has been designed to increase the Royal Government of Cambodia's efficiency in formulating and implementing effective trade policies.**
- Projects financed under TDSP are expected to deliver results that will progressively mainstream trade into national development plans and to leverage additional resources for trade development.
- The DICO structure is effectively and sustainably functioning towards assisting the implementing agencies to meet their specific objectives, inline with the Program Development Objectives.
- The functional structure of DICO is using the participatory approach in dealing with relevant stakeholders in preparing proposals and by technically equipped officials who are able to provide the necessary support to review proposals and the necessary policy directions for TDSP and to undertake effective results delivery among projects.
- SUSTAINABILITY is broadly viewed as the continuity of the project impacts, results and processes beyond the project life.
- TDSP's M & E Framework refers to the SUSTAINABILITY CONCEPT as a means of measuring whether the benefits of an activity are likely to continue after donor funding has been withdrawn.
- In preparing the Exit Strategy for TDSP, the SUSTAINABILITY of the various activities carried out by the Program and the various projects funded will be considered.



Key Parameters of the Exit Plan for TDSP



- An exit plan should be included in the project design and effectively monitored and evaluated during the implementation of the project.
- An exit plan is considered as effective if it clearly elaborates on process/results/activities to be followed after the completion of the projects funded by TDSP, stages of transition with identification of responsibilities, management, and financial resources.



Exit Strategies of TDSP



- The continuity of DICO to function as a National Implementing Agency or National Executing Agency after the end of TDSP.
- DICO must be able to prepare and monitor an exit plan for all projects implemented by various implementing agencies with an effective handover of tasks, transfer of institutional memory to the permanent unit in the implementing agency, and identification of responsibilities and management of fixed assets purchased during the project and financial resources that have to be handed back to DICO.
- Prepare Project Completion Report for all projects.
- Prepare Outcome, Impact, and Economic Results of the various projects under TDSP.
- Prepare the Implementation Completion Report.



Parameters for Sustainability



- Relevance of the Project to national priorities and local needs.
- Ownership, active participation and support of government institutions and other stakeholders.
- Institutional building and support during and after the implementation of the project.
- Capacity building and training for key institutions and stakeholders involved in the follow-up of the project process, results and activities.
- Financial support, including fiduciary mechanisms, diversification and predictability of financial sources and cost recovery plans when support from donors has ceased.
- Effective M & E to ensure the delivery of expected results and the achievement of project purposes, objectives, and sustainability.



Sustainability Strategies for TDSP



1. Improve Cambodia's standards regime and the ability of its exporters to meet foreign standards:
 - Strengthen domestic quality standards.
 - Improve communications with producers.
 - Improve Cambodia's capacity to assess and review foreign standards.
2. Enhance exporters' ability to meet foreign standards:
 - Improve the ability of exporters to know the prevailing standards in their export markets.
 - Upgrade the ability of accredited testing and certification in Cambodia.
3. Strengthening interactions with private sector exporters:
 - Actively gather information on existing foreign and international standards.
 - Actively create a network of industry associations and exporting firms.
 - Disseminate information on standards, both domestic and foreign, to the network.
 - Seek comments and inputs from the network on standards being proposed by foreign countries and buyers and international organizations.
 - Run technical courses.
 - Request assistance from developed countries.



Sustainability Strategies for TDSP



4. Industry associations should:

- Set up leaders, departments, and personnel to take charge of interactions with government and work on standards generally.
- Relay information that they gather about standards for inclusion in the database.
- Contribute comments and questions on new and proposed standards when they are asked for input.
- Alert the government to any difficulties they encounter with foreign standards.

5. Individual enterprises should:

- Strengthen their relationships with industry associations.
- Relay information that they gather about standards.
- Contribute comments and questions on new and proposed standards when they are asked for input.
- Alert the government to any difficulties they encounter with foreign standards.
- Adopt international and advanced foreign standards to meet the demands of the international market.



Sustainability Strategies for TDSP



6. Continue government's active work and implementation on IPR with assistance from WIPO.
7. Continue printing trade statistics with the support of corporate and individual buyers of statistical yearbooks.
8. Continue joint efforts of the government and private sector in improving export performance of Top 10 products.
9. Continue efforts in automating various business processes, aside from business registration, issuance of certificate of origin, SPS certification, trademark registration, etc.
10. Continue reforms in the trade and business sector with joint efforts of the government, private sector, and other stakeholders.
11. Continue trade repository activities and the establishment of public information portals on trade.
12. Continue GPSF discussions and meetings related to trade.
13. Search for additional development partners and donors to finance continuation of trade development activities and programs.



Thank You!

