Introducing the ITC

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What does ITC stand for?

A multilateral Agency dedicated to develop the international competitiveness of SMEs.

ITC is a unique development agency, 100% Aid for Trade, promoting:

- Integration of SMEs into regional and global value chains
- Vibrant, sustainable and inclusive economic development
- Capacity building of SMEs, trade supports institutions and policymakers
- A focus on LDCs, LLDCs, SIDs and SSA
ITC’s Vision and Goals

Our Vision
• Fostering inclusive and sustainable growth and development through trade and international business development

Our Goals
• Support integration of the business sector into the global economy
• Improve the performance of trade support institutions
• Enhance international competitiveness of SMEs
ITC’s Approach

Our Approach

• Innovative, responsive and market-led approaches

• Partnerships with private sector, foundations, academia, other international organizations, emerging economies and other actors

• Budget: approx. USD 91 million for 2014 (regular and extra-budgetary funds)
ITC in Figures - 2013

- 107 countries in which ITC is active
- 162 active projects in 2013
- 86.5 M$ income & 83.5 M$ expenditure
ITC in Figures - 2013

Key Achievements on SME Competitiveness
• 2,653 enterprises enabled to become export ready

• 18 export development strategies endorsed by national counterparts

• ITC assisted 244 companies formulating sound business plans

• 123 voluntary private standards mapped

• 665 enterprises have met potential buyers and transacted business

• 140 TSIs could improve their services and/or management capacities

Key Achievements on Trade Facilitation
• Revised Trade Facilitation programme
Key Achievements on Regional Integration and South-South Trade

• Achievements include 5 million USD worth of new export orders for SMEs in Eastern and Southern Africa

• 150 million of export contracts facilitated between 14 African countries and 4 Mekong countries

Key Achievements on the ITC’s Outreach

• 340,000 registered users of ITC market analysis tools

• Monthly audience of 1.2 million people
ITC in 2014

• ITC is celebrating its 50th anniversary in 2014.

• Recent Management Change:

  Arancha González
  *Executive Director*

  Dorothy Ng’ambi Tembo
  *Deputy Executive Director*

• Impact Survey

• ITC Evaluation

• Strategic Plan 2015-17
ITC in 2014

Corporate Impact Evaluation

• Literature review
• Impact analysis of selected ITC programs
• Impact oriented survey of SMEs
• Impact seminar for donors and technical experts
• Develop an Impact Evaluation Strategy for the rest of portfolio
• Explore impact evaluation partnerships
• Embed impact into project design
ITC in 2014

Internal Evaluation Process

Key findings included:
• Improved management and accountability
• Growing demand
• Responsive, effective and efficient service provision
• Donors should take greater advantage of ITC and its services
• Requires continued and enhanced funding to fulfill its mandate
• ITC needs to enhance its visibility, engagement and effectiveness
ITC in 2014

Strategic Plan 2015-17

ITC’s way forward is based on two principles, namely:

“Delivering more”
- Higher quality outcomes and more beneficiaries
- Better-defined priorities
- More visibility
- Key contributor to the post 2015 debate

“Delivering better”
- Improving the quality of ITC’s technical work
- Enhancing efficiency
- Deliver value for money
- Enhancing management processes
ITC Priorities in 2014

- Trade and market intelligence for SME competitiveness
- Supporting regional economic integration and South-South trade
- Connecting to value chains: SME competitiveness, diversification and links to export markets
- Strengthening trade and export institutions
- Promoting and mainstreaming inclusive and green trade, as well as contributing to the post-2015 development agenda in general
- Building a conducive business and policy environment through public-private partnerships