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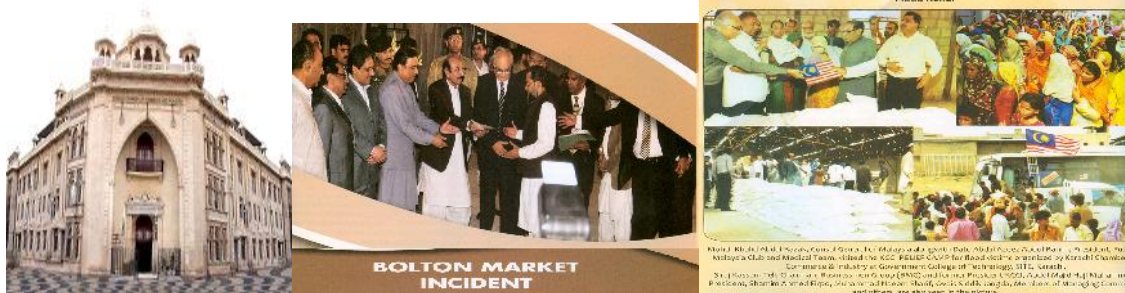
**'Private sector contribution to building trade capacity in developing countries'
 A World Bank / WTO Initiative**

1. Introduction

Trade exchange and support export promotion activities. To participate in Buyers seller meetings, Business forums, international exhibitions and Trade Mission programs.



2. Brief Company Background



The Karachi Chamber of Commerce & Industry enjoys singular distinction of being the premier Chamber of Pakistan, representing the mainstream of economic activities by virtue of its location in industrial and commercial hub of the country. It was established in 1959 through the amalgamation of four trade bodies in Karachi at that time, namely, the Pakistan Merchants Association, Buyers and Shipper Chamber of Commerce Pakistan and All Pakistan Chamber of Commerce and Industry. It was restructured under the Trade Organizations Ordinance 1961, which regulates the working of the Trade Bodies in the country. The Karachi Chamber of Commerce & Industry is affiliated with the Federation of Pakistan Chamber of Commerce & Industry and International Chamber of Commerce.

3. Motivation / Problem Identified / Issue Addressed / Focus



KCCI is planning to develop a SMEs framework that meets multiple needs and covers a wide scope, by making full play of the guiding role of fiscal funds, mobilizing resources of all stakeholders and relying on universities and other institutes. The SME Program is offering Training in Business Administration, Safe Production, Industrial Policies and etc. Harmonization, simplification of trade and custom rules and regulations and improvement of logistical dimensions. Identifying trade facilitation needs of Asian regions; workshops, seminars, experts meetings, etc. Trade can be an engine for growth that lifts millions of people out of poverty.



4. Description of Initiative

Coordination linkage will be developed to Strengthened Trade Capacity between domestic and international Chambers, Trade Associations, and Industrial Bodies.



What

- Investment in infrastructure and productive facilities:

To Investing in the infrastructure – roads, ports, telecommunications, and energy networks – needed to link products to global markets. To Strengthening economic sectors – from improved testing laboratories to better supply chains – to increase competitiveness in export markets.

- Development of local know-how (training or business mentoring):

Augmenting the skills of business managers in a wide range of issues, including the competitiveness of production chains and processes, the quality of exports, both of goods and

services, in addition to measures aiming at promoting the marketing of goods and services.

- To develop an E-Business Centre:

The purpose of this E-Business Learning Program to meet the capacity building needs of the business community to face challenges of globalization, particularly of Small and Medium Enterprises (SMEs), the Karachi Chamber of Commerce & Industry (KCCI) is establishing the KCCI E-Business Learning Program (KCCIEBLP). The main objectives of the KCCIEBLP are to up-grade the knowledge and skills of the entrepreneurs and business executives through imparting short and long term training courses related to business and providing various business development services through online so that they can face the challenges of free market economy and grab emerging opportunities in the international arena.

- Upgrading of product standards

To assist and encourage SME's to adopt technological innovations to increase productivity and competitiveness, provide services and other technical assistance for SME's to have better product quality that conforms with international standards, training for the development of human resources and skills upgrading of SME's, provision of technologies/consultants for other related activities such as cost minimization, reject reduction and waste management.

- Support for R&D (e.g. innovation centers)

To establish Pakistan's Industrial and Technology leadership in Information and Communication Technologies (ICT), to make Pakistan more attractive for ICT investments and skills, and to ensure that its economy and society benefit fully from ICT developments. Building on Pakistan's assets, the strategy seeks to step up the effort in ICT Research and Innovation (R&D&I) and to maximize its impact in today's economic context.

- Advocacy

Skill development for the young people willing to initiate new ventures; Capacity and skill development for the people who are already involved in any business; Help attracting unemployed graduates to be encouraged in self-employment; Develop skill of the on-job supervisors or mid-level managers to be accustomed with the new and changing business policies both at National, International, Regional and Multilateral Level etc.

How:

- Global operations and investments of foreign firms – spillovers of investments, relationships
- Private foundations
- Partnerships with SMEs or others
- Private-public partnerships, e.g. Build Own Operate / Build Own Transfer approaches

Are there measures to build in sustainability in the longer-term?

- Governance
- Monitoring and evaluation (data collection)
- Information-sharing / best practices

5. Impact/Results

KCCI consider training as the centerpiece for Human Resources Development, which helps poverty reduction, economic growth, and social development. KCCI is willing to extend its hands to the commitment of the Government to increase the access to education, skill development training of all with quality and equity. KCCI also will work for employment generation for a balanced growth in all areas of the country.