



**Economic and Social  
Council**

Distr.  
GENERAL

TRADE/2004/9  
2 March 2004

ORIGINAL: ENGLISH

**ECONOMIC COMMISSION FOR EUROPE**

COMMITTEE FOR TRADE, INDUSTRY AND  
ENTERPRISE DEVELOPMENT

Eighth session, 11, 13 and 14 May 2004  
Item 5.4 of the provisional agenda

**WORK DIRECTLY UNDER THE  
COMMITTEE FOR TRADE, INDUSTRY AND ENTERPRISE DEVELOPMENT**

**DOCUMENT FOR INFORMATION**

Note by the secretariat

This paper highlights the most important achievements for 2003 for the work directly under the Committee for Trade, Industry and Enterprise Development as well as deviations from the original planned activities for the 2003 Budget period.

Additional information on the Committee and its work is available at the following website address:  
[http://www.unece.org/trade/tips/ctied/ctied\\_h.htm](http://www.unece.org/trade/tips/ctied/ctied_h.htm)

1. The Committee for Trade, Industry and Enterprise Development has as its mandate to serve as a forum for discussion and a platform for multi-lateral assistance in the form of recommendations, norms and standards, and legal instruments in the areas of: trade facilitation, trade related norms and standards and the re-structuring and development of industry and enterprise.

2. To particular, the Committee supports work that

- results in the facilitation, expansion and diversification of trade for countries in the ECE region (taking into consideration that, to be effective, these practical measures may need to involve the larger international and global communities with whom this trade takes place);
- promotes trade facilitation on a regional and international level;
- promotes the further integration of all UNECE Member States into the European and global economy;
- results in the creation of a clear, predictable and supportive environment for the sustainable development of industry and new enterprises in the countries of the UNECE region and, particularly, in those countries with transition economies.

3. The majority of this work is undertaken by the Committee's five subsidiary bodies. However, overall promotion of the Committee's work, trade promotion and implementation activities take place directly under the Committee.

## **I. Important Achievements during 2003**

4. Implementation activities are described in detail in document TRADE/2004/19. Therefore, this document highlights the most important achievements with regard to trade promotion and the overall promotion of the Committee's work which were: the continued development of the Multiplier Point Network, The Trade Directory and the publication of a CD-ROM containing a compilation of the Committee's results, and particularly its norms and standards.

### **The Multiplier Point Network**

5. The goal of the Multiplier Point Programme is to better disseminate information about the UNECE's work in Trade, Industry and Enterprise Development to potential users in the private and public sectors in order to promote practices and methods that help member States, and particularly countries in transition, to facilitate, expand and diversify trade and investments and to develop industry and enterprise.

6. To achieve this goal, the UNECE cooperates with local, regional and national governmental and private organizations responsible for developing a climate conducive to trade, industry and enterprise development, as well as appropriate civil society actors, in particular non-governmental organizations (NGOs) and the private sector. These organizations ("The UNECE Multiplier Points") are regularly provided with information on the work of the UNECE Committee on Trade, Industry and Enterprise

Development and are expected to promote, distribute and translate publications, recommendations, norms, guidelines, documents and other sources of information in local and national languages.

7. Since the programme's beginning in April 2001, 59 organizations from 27 countries in transition have joined the network. During the first years of the programme (2001-2002), the UNECE focused on setting up the initial framework for its cooperation with national private and public organizations ("The Multiplier Points Terms of Reference") and identifying the first focal points for the programme. In setting up the network, various organizations, associations and institutions in the countries with economies in transition were selected on the basis of their ability to reach potential users of UNECE documentation. The aim was to have at least one focal point in each UNECE member state with an economy in transition. For certain countries, the aim was to have at least one focal point in each major city and, where appropriate, in each region (for example, the oblasts in the Russian Federation and Ukraine). During this period, the UNECE also developed the practical tools necessary for such cooperation, such as a multilingual website and e-mailing list for the distribution of information.

8. The first phase of information distribution showed that private and public sectors in countries in transition were mainly interested in publications and documents that dealt with trade policy and trends, trade facilitation, investment, small- and medium-sized enterprises, the timber sector and forestry products. From the descriptions provided by the Multiplier Points of the users of the United Nations publications and documents, it can be seen that the clients with whom the network organizations are in regular contact are basically small- and medium-sized enterprises, municipal enterprises, regional producers' associations, chambers of commerce and industry, regional development agencies, company directors' associations, libraries, universities, standardization agencies and government bodies.

9. During the year 2003, in addition to maintaining regular correspondence with the Multiplier Points and informing them about different UNECE events, projects and publications, the Multiplier Point Coordinator focused on the following elements crucial for the programme's efficiency:

- Developing stronger ties with the existing Multiplier Points and getting a better idea about the type and the format of information needed by the countries in transition.
- Expanding the network to new organizations in previously uncovered regions and organizations involved in the areas of the UNECE's competencies (agriculture, women's organizations, etc.)
- Enhancing the programme's ability to reach the end-users of UNECE work in the CIS region by providing Russian language versions of all the programme's documents (lists of available documents, calendars of the UNECE meetings), as well as summaries in Russian of key UNECE publications/events, which are only available in English.

10. The Programme has also contributed to other UNECE programmes and projects, such as UNECE activities on women entrepreneurship and the "Wider Europe" project, by helping them to develop their own regional networks and find relevant participants from countries in transition for Geneva-based events.

11. One of the highlights of the year 2003 for the Multiplier Points Programme was the Multiplier Point coordinator's mission to three participating countries (Russia, Kazakhstan and Kyrgyzstan) in November 2003. During this mission, the coordinator established contacts with organizations that could assist the Programme in disseminating information among women entrepreneurs' organizations, small and medium enterprises and the agricultural sector in all three of the visited countries. The coordinator also visited the current Multiplier Point in Moscow, Almaty and Bishkek and discussed the programme's performance and new perspectives for cooperation. Finally, in cooperation with the Multiplier Points, the coordinator organized seminars in Moscow, Almaty and Bishkek, presenting the UNECE's recent activities and projects and the Multiplier Point Programme. These seminars provided an excellent opportunity for assessing the programme, receiving direct feedback from the private and public sector communities, as well as for discussing suggestions and proposals for cooperation with a number of regional and international organizations and bodies (regional trade related projects, the EC delegations in Kazakhstan, the International Trade Centre, the CIS secretariat, etc.).

12. The Multiplier Point Programme's experience up until now shows the necessity of close cooperation and consultation with national governments for the successful functioning of the programme, given that national governmental agencies possess both the necessary resources and connections for channelling information to the interested parties in their region. The UNECE secretariat is now working on raising the Multiplier Point programme profile and publicity in order to secure this cooperation. Written communications and presentations of the Programme to the diplomatic missions in Geneva and to relevant ministries in the UNECE member states are scheduled to take place in 2004.

### **The Trade Directory**

13. One of the most recent CTIED's initiatives, aiming at bridging existing information gaps and stimulating trade and investment within the region, was the development of a reference guide for small and medium-sized enterprises looking for institutional information in support of their export or investment activities (UNECE Trade Directory).

14. More precisely, this Directory aims to provide, for each of the UNECE 55 countries, lists of organizations covering the following areas:

- Information for investors and enterprises
- Government organizations and other supporting organizations
- Trade facilitation
- Corporate governance (including regulatory agencies)
- Trade and enterprise financing
- Chambers of commerce, and business associations
- Sectoral business associations

15. The Directory is intended to help enterprises and investors find the organizations and information they need for trading or investing in the UNECE region and should be particularly useful for small and

medium-sized enterprises, especially in transition economies. By making this information public and freely available, the Directory contributes towards increasing transparency in regulations and trading requirements at both the national and international level.

16. In March 2003, the first edition of the Trade Directory, based on the information provided by UNECE member states and external organizations) was made available at the UNECE website (at [http://www.unece.org/trade/tips/tradedir/trddir\\_h.htm](http://www.unece.org/trade/tips/tradedir/trddir_h.htm)). The Directory is to be updated in the spring of 2004 and, at that time, the UNECE Secretariat will write to the UNECE member states to solicit their comments and updates on the information on their country made available in the Directory.

### **CD-ROM on “Norms, Standards and Practices for International Business”**

17. In 2002, the Committee for Trade, Industry and Enterprise Development released a CD-ROM publication “Best Practice for International Business from the Committee for Trade, Industry and Enterprise Development”. This CD-ROM was intended to be an informative reference tool for a wide range of persons from both the private and the public sector, who have a particular interest in trade, in procedures for facilitating trade and in industry or enterprise development.

18. The CD-ROM gave an overview of the activities, best practice recommendations, norms and standards drawn up by the UNECE Committee for Trade, Industry and Enterprise Development in the areas of:

- Trade promotion and trade finance;
- Trade facilitation recommendations and supporting documents;
- Industry and enterprise development;
- International legal and commercial practice;
- Arbitration;
- Technical harmonization and standardization policy
- Agricultural standards.

19. The second edition of this CD-ROM publication (“Norms, Standards and Practices for International Business”), prepared by the Secretariat in 2003, is expected to be released in Spring 2004. In addition to updating the information on the CTIED activities since 2002, the new edition offers a series of new features, crucial for making this publication as helpful as possible for its intended audience, especially, in countries in transition.

20. More concretely, the new CD ROM will offer:

- Multilingual support of a better quality, i.e.:
  - All introductory screens and menus available in English, French and Russian
  - A sophisticated document search engine, capable of operating in all three languages
- A greater number of documents available in Russian

- A more user-friendly interface and presentation of the CTIED's work and documents

## **II. Significant Deviations from the Original Plans for the 2002-3 Budget Period**

21. During the year 2003, the UNECE has implemented a number of activities under the Committee which were not foreseen in the 2002-2003 budget (which was prepared in 2000). These activities are related to the following areas:

- a) The World Summit on the Information Society
- b) Development of the UNeDocs project
- c) Capacity-building activities in Trade Facilitation and Electronic Business in the Mediterranean
- d) Seminars/Workshops on a "Wider Europe" and on "Trade and Security"

22. The paragraphs below describe the most significant of these activities.

- a) Contribution to the Geneva Phase of the World Summit on Information Society

23. In 2003 the UNECE largely contributed to the preparation and proceedings of the first (Geneva) phase of the World Summit on Information Society. The UNECE organized briefings for missions and country representatives, actively participated in the High-Level Organizing Committee and the UN ICT Task Force, coordinated the input of all five UN regional commissions and worked closely with the WSIS Executive Secretariat in organizing the side events for the WSIS week in Geneva in December 2003. A more detailed description of the work undertaken in this context can be found in document TRADE/2004/21 on Cross-Sectoral activities.

- b) Development of the UNeDocs Project

24. In the course of the year 2003, the UNECE continued its work on the UNeDocs project, aimed at developing the basis for automated document processing and the validation and harmonization of documentary procedures. For the UNECE International Forum on Trade Facilitation in 2003 the project cooperated with leading software providers to demonstrate implementations of a UNeDocs document. The UNECE also cooperated with the Electronic Post Mark (EPM) project of the Universal Postal Union in order to demonstrate the feasibility and complementarity of EPM signatures in UNeDocs trade documents. Finally, the project developed a Web Service for automated validation of UNeDocs trade documents and EPM signatures through Web Services. This Web Service was demonstrated on the WSIS. A more detailed description of the work undertaken in this context can be found in document TRADE/2004/19 on Capacity Building and Technical Cooperation.

- c) Capacity-building activities in Trade Facilitation and Electronic Business in the Mediterranean

25. The UNECE's 2003 activities in support of the UN Development Account capacity-building project in Trade Facilitation and Electronic Business in the Mediterranean included:

- Organizing five seminars/workshops in Geneva, Malta, Algiers, Ankara and Sofia on trade facilitation, electronic business, e-Med business project and supply chain management.
- Developing of trade facilitation internet-based information and learning tools in a form of a CD ROM for the e-Med Business Project.

26. A more detailed description of the work undertaken in this context can be found in document TRADE/2004/19 on Capacity Building and Technical Cooperation.

d) Seminars and workshops on trade facilitation, electronic business and ICT for development:

27. During the year 2003, the UNECE has organized or contributed to the organization of a number of international events related to Wider Europe and Trade in Security:

- Workshop on “EU Enlargement: Regulatory convergence in non-acceding countries,” Athens, Greece, in November 2003
- Workshop on, “Trade, Business and Investment in a Wider Europe” in Geneva in April 2003
- 2 Seminars on “Facilitating trade in secure environment” in Geneva in March and November 2003

28. A more detailed description of the above can be found in document TRADE/2004/19 on Capacity Building and Technical Cooperation.