

بِسْمِ اللّٰهِ الرَّحْمٰنِ الرَّحِیْمِ

The First D-8 SMEs Governmental Bodies Meeting

Tehran, Iran 07/12/2010

FINAL REPORT

We the SMEs Governmental Bodies of Developing 8 Countries represented by Republic of Bangladesh, Arab Republic of Egypt, Republic of Indonesia, Islamic Republic of Iran, Malaysia, Federal Republic of Nigeria, Islamic Republic of Pakistan and Republic of Turkey announce our respective countries' political determination in expanding industrial and technological cooperation as well as promoting the quality level of technical, engineering, and commercial relations of SMEs alongside planning to access an appropriate share of the market through CO-BRANDING, and concurred to carry out approved items of the D-8 SME Task Force Meeting, February 2010 - Tehran, through following steps:

1. To establish a Communication Network to undertake the necessary coordination, follow-up, implementation of agreements and planning the next Meetings of D-8 SMEs Governmental Bodies in collaboration with present delegates of Member Countries and D-8 Secretariat to implement activities assigned in this report.
 - 1.1) The Communication Network will be chaired by ISIPO for the first two years. The responsibility will be assigned based on the proposal prepared by the Network, approved by the members and circulated among them.
 - 1.2) All members will introduce their focal points to ISIPO within twenty days.
 - 1.3) The Organization in cooperation with the focal points has to prepare the draft of Directives, methods of forming and managing the Communication Network within three months as well as estimated cost, associated facilities, and applicable suggestions for providing finance and then distribute them among the members afterwards.
 - 1.4) All D-8 related interactions among the members must then be done through the Network in coordination with the Secretariat.
 - 1.5) One of the responsibilities of the Communication Network is creating a virtual network shared between members to provide the latest news and information online to members and also to SMEs.
 - 1.5.1) Regarding the differences in definitions of an SME in Member Countries, and also the different regulations of import, export, tariffs and etc. transparency and exchange of information will be taken action towards through the Virtual Network.
 - 1.5.2) Creating a virtual exhibition for SME products and possibility of accessing to e-commerce will be among the goals of this network (the Virtual Network).

- 1.5.3) Creating a virtual environment for Technology Parks, Incubators and Technology Development Centers of SMEs to communicate through this Virtual Network are required.
- 1.5.4) Carrying out joint studies by Member Countries regarding marketing and investment opportunities in the form of Value Chain Analysis Studies in 10 selected industrial fields in member states and publishing the results in the Virtual Network.
- 1.6) Making linkages between Subcontracting Centers – e.g. SPX Centers- to share the opportunities for SMEs that would like to be connected and participate in global market of relative sectors and upgrade themselves in terms of quality and technology.
- 1.7) Cooperation between D-8 SME development bodies on mapping at the national level and developing the clusters within the member states alongside with connecting clusters which work in the same sectors as sister clusters.
- 1.8) All members are aware of the importance of fruitful decisions of the Communication Network. Thus, they will allocate the necessary facilities and cooperation through assigning expert representatives. Also they respect the Communication Network's announced agreements which are based on the respective regulations and standards and will cooperate to implement them.
2. In order to exchange successful experiences in terms of policies and projects on supporting SMEs and appropriate supportive measures in Member Countries, it is agreed that the Communication Network shall provide an opportunity through which Member Countries can exchange their experiences in the form of Best Practice Workshops according to the following schedule.
- 2.1) The Communication Network is required to prepare the best method of holding the Workshops and propose a protocol for uniformity in Member Countries alongside with estimated costs and announce it upon approval.

Member Country	Subject	Executor	Date
Indonesia	<ul style="list-style-type: none"> • Consultancy Dev. 	DGSMI Ministry of industry	2011
Iran	<ul style="list-style-type: none"> • Industrial Cluster Dev. • Industrial Park Construction • Export consortium establishment 	ISIPO	2011
Malaysia	<ul style="list-style-type: none"> • Training for SME agencies 	SME Corp.	2011
Turkey	<ul style="list-style-type: none"> • Dev. clustering policies • LED of Anatolia • SPX (pending) • Business & Tech. incubators 	KOSGEB	2011 2011 2011 2011/2012
Nigeria	<ul style="list-style-type: none"> • SPX • Cluster development 	SMEDAN	2012 2012

3. Training and upgrading technical and executive skills of SMEs are required by the SME Task Force Meeting in February 2010, Tehran. Therefore, we consider it our duty to hold the training workshops for SMEs and SMEs Governmental Institutions Staff in addition to sharing successful experiences in the form of workshops using respective international institutions such as Colombo Plan, JICA, etc.; banking and monetary institutions such as the Islamic Development Bank, and financial resources of international institutions and Member Countries to develop cooperation among D-8 countries.

3.1) Therefore, it is agreed that the Communication Network in line with receiving the members' suggestions take steps towards exchanging knowledge, information, achievements in training activities for SMEs development, entrepreneurship, improving marketing skills, announcing needed courses which can also be offered to the other members. Also recognizing the financing resources, the Communication Network prepares its proposal within six months to project in D-8 Technical Commissions, Ministerial Meeting and finally in D-8 Summit.

3.2) facilitating common training courses

3.3) Nigeria is willing to donate land and building for D- 8 SMEs training centers

3.4) To develop data and statistical information as a basis for establishing measures to address all SME issues

a. studying member countries SMEs databases

b. exchanging experiences on creating databases

c. offering proposals and abilities on establishing database

d. preparing a schedule for creating linkage between member countries websites

3.5) Studying the publication options of Guide Book (physical or virtual) whenever possible making it virtual

4. Possessing a brand name is vital for SMEs to glide into the global market. Its being costly, in the one hand, and SMEs' not being able to afford that on the other hand, led us as the D-8 Governmental Custodians of SMEs to feel obligated to do their best for creating a common brand (co-branding) to assist SMEs' access to the market.

4.1) Creating co-branding requires the definition of a legal entity owned by the members' governments. In this regard Governments need to take preliminary actions for it as well as maintaining standards and improving its quality.

4.2) In line with the Meeting Theme – co-branding - all member states are to cooperate on facilitation of establishment of a co-branding association that will organize the administrative procedures. To realize the above mentioned objective, member countries facilitate establishment of marketing and sales centers of D-8 in each country. These centers will deliver marketing office and necessary places for initiation of SMEs product sales. The chair organization will be responsible for defining the specific standards SMEs of D-8 countries which will be able to be

present in this system of marketing and sales. Chair organization is responsible for unifying the concept of co-branding, business model and the modus operandi among the member countries.

- 4.3) The Communication Network must conclude the comments within three months after receiving them from the members and upon approval by the members present it in D-8 Commissions and Ministerial Meeting and do the follow ups.
- 4.4) Creating and maintaining co-branding and developing it efficiently requires a coherent and purposeful culture making and information in a national and international level. Therefore, the Communication Network must study advertising campaign and media strategies of introducing co-branding in Member Countries and ensuring its financial resources for support, submits its proposal.
5. Establishing a Legal Entity to guarantee international investment, insurance, mitigating vulnerability of small and medium enterprises and financial risks resulting from joint ventures between industrial units of Member Countries is another agreement of us.
 - 5.1) To achieve the foregone it is agreed that the Communication Network studies Member Countries' proposals and within six months comes up with the results to be presented in D-8 Commissions and Ministerial Meeting.
 - 5.2) The Communication Network shall admit to sharing the rules, particularly financial ones, directives, guidelines, forms and other related issues to investment and cooperation between Member Countries' industrial units and then provides the report.
6. Allocating a part of an existing / new Industrial Park in favor of small and medium enterprises which are doing international activities in Member Countries is encouraged for the Cooperation Development among the members, as follows:
 - 6.1) With regards to the respective D-8 Member Countries' domestic regulations, a part of one of the Industrial Parks will be accessed by SMEs of other Member Countries to settle in.
 - 6.2) The Communication Network will provide the related regulations and laws within three months to the other Member Countries. Then, within six months and upon approval will present the result of members' comments to D-8 Commissions and Ministerial Meeting.
 - 6.3) Member Countries may initiate to set up a Joint Industrial Park as refers to the article 6.1 and communicate the plan to the other members so as to agree with the terms of condition relating to the co-branding of the selected products produced in the Joint Industrial Park.
7. SMEs presence in international trade activities is directly related to their presence in exhibitions, tenders and etc. Meanwhile, there is a number of different facilities in Member Countries for trade development and promotion. Hence, the Communication Network has to provide SMEs with the opportunities through communication with relevant trade development institutions and/or organizations.

- 7.1) Coordinating, receiving and providing certain facilities to SMEs introduced by the Member Countries to participate in the specialized exhibitions.
 - 7.2) Coordinating the reception of SMEs commercial delegations of the other Member Countries and holding B2B/match making meetings in coordination with respective Chambers of Commerce.
 - 7.3) Coordinating visits for SMEs' representatives introduced by the members to successful industrial units and Clusters in the form of industrial visit.
8. Decisions can be divided into several categories. A part of the application of decisions will directly fall upon the current duties of governmental organizations. However, some cases will require creation of legal infrastructures or interference with professional duties of other organizations. Therefore, the Communication Network will have to investigate and classify these agreements and then provide a road map for implementation. Thus:
- 8.1) Those agreements that are in the members' duty areas will immediately be taken step towards upon the announcement by the Communication Network.
 - 8.2) Those agreements that need to be discussed in the D-8 commissions will be sent to the commission in coordination with the Secretariat alongside stating the reasons.
 - 8.3) Some of the agreements need obtaining the necessary approvals from Ministerial Meetings regardless of whether the agreements are among our duties or not. Therefore, these agreements will be sent to the D-8 Secretariat along with stating the reasons and after passing the formalities and Legal approval stages.
9. In conclusion, we affirm that annual SMEs Governmental Bodies Meeting is needed to support and follow up decisions made by Working Groups, and co-branding should be created and developed among Member Countries.
- 9.1) The next SMEs Governmental Bodies Meeting will be held in 2011 in Turkey.
 - 9.2) The Communication Network will have to follow-up its assignments and provide the next meeting agenda in coordination with D-8 Secretariat and other relevant entities and then disseminate the report to the Member Countries.
10. The outcomes of the four Working Groups are attached.

• Arab Republic of Egypt

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Ehab 7-12-2010

• Malaysia

Boenaw Dovic

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• Republic of Indonesia

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EUS (JEDAH)

• Federal Republic of Nigeria

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• Islamic Republic of Iran

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• Republic of Turkey

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