

**Report on the Roundtable Meeting of Private Sector Association on the
Enhanced Integrated Framework
May 08, 2009
Blue Crest Lodge, Lusaka**

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- 1.1** The private sector employs a large proportion of the Zambian labour force. It provides livelihood and a significant amount of trade emanates from the private sector. The Enhanced Integrated Framework (EIF), a project aimed at improving the trade opportunities for the Least Developed Countries (LDCs) such as Zambia by further integrating them into the multilateral trading system. Private sector participation is a must to bring about any meaningful improvements in Zambia through trade.
- 1.2** In this regard, CUTS ARC hosted a roundtable meeting on the EIF for the Private Sector Development Associations (PSDA) at Blue Crest Lodge, Lusaka. The meeting was attended by 10 participants from the private sector and civil society.
- 1.3** The main objectives of the meeting are as follows:
- To share information on the current status of the implementation on the EIF in Zambia;
 - To discuss and develop PSDA's position on the EIF process in Zambia; and
 - To develop PSDA's policy recommendations and way forward to be fed into the EIF process in Zambia.
- 1.4** The meeting commenced with welcome remarks from Patrick Chengo, Project Assistant, CUTS ARC. He apologised for the delayed beginning of the meeting and went on to thank all the participants for their valued presence. He quickly went through the agenda of the meeting and expressed hope that the meeting would be interactive and useful in providing recommendations for the EIF process.
- 1.5** The meeting comprised of three sessions. The first session was a presentation by CUTS Board Member, Anthony Kasolo on the "Status of the Implementation of the EIF in Zambia". The second session comprised of a brief presentation on the "Recommendations from the National and Provincial Sensitisation Workshops" by Tommy Singongi from CUTS, a brief narration by Patrick Chengo on EIF Executive Director Dorothy Tembo's Visit to CUTS ARC. Thereafter, floor discussions on the PSDA's position on the EIF process in Zambia followed. The third and final session comprised of a discussion on the PSDA's recommendations and way forward to feed into the EIF process in Zambia.
- 1.6** Some of the participants expressed concerns on the lack of information on the EIF. Most participants questioned as to how much information was readily available on EIF. Some participants also expressed concerns that the EIF seemed to focus much on foreign funding than what was domestically needed in the country. Other concerns raised were that the EIF's would-be-beneficiaries seemed to focus more on money (funds) rather than on the developmental aspects of the

project. Questions were thus asked regarding synergies of EIF and local development programmes/plans such as Fifth National Development Plan (FNDP).

1.7 Some of the participants questioned the importance of EIF process from the perspective private sector, as they felt that the whole EIF process was just premised on benchmarking best practices.

1.8 During the last session of the meeting, there were several recommendations made on the EIF. The PSDA recommendations and way forward are as follows:

1.8.1 **Recommendations**

- Participants recommended that since development was not a linear process, Tier 1 and Tier 2 funding should take place simultaneously.
- The participants said that there should be increased accountability and transparency from both the recipients and donors of funding.
- There was also a need to simplify the technical nature and complexity of information (i.e. the language and words) of EIF so that the private sector could also be able to understand and comprehend the issues as some participants felt that the project was solely CSO oriented.
- The participants recommended that dialogue with the donors should be strengthened in order to share information and ideas so as to create a sense of ownership among the recipient countries.
- Some of the participants said that Zambia should develop its own EIF strategy by reinforcing its domestic trade regime and promoting inter-provincial trade.
- Participants also recommended that there should be a review of capacity building endeavours in relation to Zambia's needs with a focus on production and emphasis on Standards and Quality Assurance Metrology (SQAM) mechanisms.
- Further, there was a need to integrate domestic trade policy with its implementation and that EIF should also focus on improving existing infrastructure.
- The participants also recommended that monitoring and evaluation of the EIF should be a continuous process.
- The participants suggested that since accessing Tier 2 funds was not as easy due to the sums of money involved. Zambia ought to start investing in some of its own projects as it goes through Tier 1 capacity building.
- The participants also recommended that government should adequately fund its agencies such as the Patents and Companies Registration Office

(PACRO) to guarantee that these agencies do not duplicate costs and hinder trade by using various fees as revenue measures.

- Some participants suggested an increase in the flow of information on trade related issues to the media so as to change its focus from politics to developmental topics which would greatly aid efforts to reach stakeholders.
- There was also a call from the participants to strengthen the capacity of institutions such as Zambia Bureau of Standards (ZABS), PACRO, ZCC to facilitate the provision of better quality goods for the Zambian market as well as foreign markets.
- Some participants further recommended financing of pilot projects that facilitate trade such as packaging and delivery, as well as timber processes (i.e. with respect to value addition).
- The participants also said that Zambia should learn product marketing strategies from other African countries. Hence, participants further recommended that the EIF should look at mitigating the weaknesses of Zambia Development Agency (ZDA) as it played a major role in Zambia's development Agenda.
- The process needs to be more vigorously campaigned.
- There was need to rethink on the EIF strategy.
- There is a need to have domestic policies and incentives that would make small-scale entrepreneurs engage in business just as the multinational corporations.
- There is a great need for packaging the EIF product for the media so as to create a wave of information through usage of both print and electronic media e.g. community radio stations, etc.

- 1.9** In their closing remarks, some organisations such as Zambia Chamber of Small and Medium Business Association (ZACSMBA) expressed willingness to work together with CUTS not only on the EIF process but also on other trade and development issues.

In his closing remarks Patrick thanked the participants for their valued inputs and said that the jargon in the discussions may have been technical but the issues were well known and very common to the daily life of Zambians. He urged the participants to spend more time on the presentations because some of the concerns raised by them were addressed in those presentations. He also encouraged the participants to gain more information from CUTS and EIF websites.

Annex I

Private Sector Development Associations Round Table Meeting on the Enhanced Integrated Framework (EIF), 8th May, 2009 at Blue Crest Lodge along Sable Road, Kabulonga

0800-0830 Registration

0830 – 1000: Session I

Welcome Remarks: CUTS-ARC

Introduction to CUTS/the EIF project: CUTS-Board Member

- 1. The status of the implementation of the EIF in Zambia (20 min)**
Mr. A. Kasolo

1000 – 1015 Tea/Coffee

1015 – 1140 Session II

Floor Discussion

2. *Brief presentations of recommendations from the National and provincial sensitisation workshops, -CUTS-ARC*
3. *Briefing on Dorothy Tembo's visit.*

Floor Discussions and development of Private Sector Development Association's position on the EIF process in Zambia

1140-1300 Session II

Private Sector Development Association's Policy Recommendations and way forward to feed into the EIF process in Zambia

Vote of Thanks

1315-1400 Lunch

Annex II

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