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Second Expert Group Meeting on the UNIDO
Industrial Subcontracting System (UNIDOSS)
Vienna, 8-10 November 1995



REPORT*

*This document has not been edited.

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I. INFORMATION ON THE UNIDOSS SUBCONTRACTING SYSTEM

Within the framework of its Programme for the Promotion of Industrial Subcontracting and Partnership, UNIDO has over the last two decades been designing and developing a comprehensive and modern methodology for the database management of Subcontracting and Partnership Exchanges (SPXs) established by UNIDO.

The data in question relate to the manufacturing capabilities and equipment of industrial companies, the classification of companies according to a set of given industrial nomenclatures, the selection of companies according to a variety of combined criteria and the matching of demand for and supply of subcontracting work between main contractors and subcontracting enterprises.

The methodology has been converted into a comprehensive and coherent computer software system: the UNIDO Subcontracting System (UNIDOSS), available in English, French and Spanish. The UNIDOSS software will never substitute for specialized staff operating an SPX, but it will allow them to optimize their search, based on an exhaustive analysis of the registered machinery and its technical characteristics, and to achieve a considerable gain in time. It will also permit automatic printing of targeted matchmaking mailing and an organized follow-up of the various enquiries and interventions. In addition, this system makes it possible to conduct economic analyses on specific subsectors and areas, to detect enterprise deficiencies and propose remedies therefor, to perform technological and quality assessments and to formulate marketing and investment strategies.

At present, a new version of the UNIDOSS Software (V-2) is being designed and developed, taking into account the recommendations made by the previous Expert Group Meeting on the subject, held in Vienna in June 1994, as indicated under II below.

UNIDOSS is protected by a licence agreement granted free of charge to those institutions benefiting from a UNIDO technical cooperation project for the establishment of an SPX. So far, some 45 SPXs are operating under UNIDOSS licence agreements signed by SPXs from more than 20 countries, including Argentina, Bolivia, Brazil, Chile, Colombia, Costa Rica, Cuba, Ecuador, Guatemala, Mexico, Paraguay, Peru, Uruguay and Venezuela in Latin America; Algeria, Jordan, Morocco and Tunisia in the Arab region; Poland, Slovakia and Turkey in Europe; and Kenya and Madagascar in Africa.

An international directory of UNIDOSS-operated SPXs has been established in order to facilitate networking and industrial cooperation arrangements between them and with similar institutions in all parts of the world, using common technical terminologies.

II. BACKGROUND AND JUSTIFICATION

In order to consolidate and to ensure the sustainability of the UNIDO experiment, of the methodology and instruments developed by UNIDO, of the institutional mechanisms (SPXs) established in various regions of the world, of the substantial databases on enterprises, particularly SMEs (more than 15,000), of the promotional mechanisms already set up (international subcontracting fairs such as "SUBCONTRATA Latino Americana", "SAMEST" and "SISTEP"), of the SPX networks at national, regional and even world level, of the effective cooperation relations established with public and private institutional partners (150) in both industrialized and developing countries, and of the credibility and know-how acquired by UNIDO in this programme, which are not available in any other international organization, the previous Expert Group Meeting held in Vienna in June 1994 on this subject, made the following recommendations, among others:

1. The design, programming and testing of a new generation of UNIDOSS software, extended to include partnership, which could operate in an internal or international network and could be linked to other software (databases, word processing, graphics, spreadsheets, budgetary management, etc.), and the inclusion of a set of new functions and analyses as described in a separate document.
2. The commercialization of this new UNIDOSS software should be studied (or envisaged) with institutions and enterprises in the industrialized countries and, at a preferential rate, with SPXs in the developing countries. This would require a targeted market survey.
3. The establishment of a UNIDOSS Club, open to other specialized bodies, subject to the signing of the UNIDOSS licence agreement, with a view to maintaining and developing cooperation between UNIDO and a vast world network of subcontracting and partnership promotion institutions created by UNIDO or with which it cooperates.
4. The design and drafting, of an SPX guide to supplement the documents currently in use, to which should be added:
 - (a) A manual on budgetary management and on the membership management of the SPX (which may be computerized);
 - (b) The legal conditions governing SPX membership by enterprises;
 - (c) The standard questionnaire on industrial services;
 - (d) The standard questionnaire on industrial partnership;
 - (e) The standard working file on the follow-up of consultations (for the enterprises).

5. UNIDO should have the human, material and budgetary resources to maintain and develop the Programme for the Promotion of Subcontracting and Partnership (a tool for the development of SMEs), including the UNIDOSS system and the UNIDOSS Club, as well as research and development in all areas of the methodology of this programme, and ongoing training of a new generation of experts. This should include, at least:
 - (a) The drafting and publishing of the necessary documents on SPXs;
 - (b) The organization of regional information and awareness-generating meetings with representatives of the beneficiary and donor countries, focusing on Central and Eastern Europe, Asia and Africa;
 - (c) The organization of at least one specialized training seminar each year for SPX managers and for a new generation of experts;
 - (d) The recruitment of an expert to work on the design, programming and testing of a new generation of UNIDOSS software;
 - (e) The organization of an annual meeting of the main experts involved in the Programme to compare and integrate the experiences and results achieved so far.

III. OBJECTIVES OF THE EXPERT GROUP MEETING

Therefore, at the present stage of development of this UNIDO system and programme, UNIDO considered it important to organize an Expert Group Meeting

1. to facilitate the exchange of views and to recommend guidelines to UNIDO as regards further improvements and developments of the new version (V-2) of the UNIDOSS system and software presently being designed and reviewed; (see recommendations A below)
2. to review the results of the market survey on the possible commercialization of UNIDOSS and accordingly, to make recommendations as to its availability on the market.
3. to envisage and recommend guidelines as to the establishment of the UNIDOSS Club; (see recommendations B below)

IV. ORGANIZATION OF THE MEETING

In its work, the meeting utilized the experience of a small group of high-level experts in the operation of Subcontracting and Partnership Exchanges and/or the UNIDOSS computerized system.

In view of the practical nature of the meeting, its work and its computer demonstrations, in the form of workshops or information sessions, the expert group thought it unnecessary to report its discussions in detail and that these were fully reflected in the conclusions and recommendations hereunder. The working language used by the experts during the meeting was French.

The Programme of the Meeting is set out in Annex I and the List of Participants in Annex II.

V. CONCLUSIONS AND RECOMMENDATIONS

A. REGARDING THE UNIDOSS V-2 SOFTWARE

After a three-days meeting at UNIDO in Vienna dealing with the UNIDOSS software, the expert group and the Industrial Subcontracting and Partnership Programme Coordinator agreed to make several recommendations concerning the final version of the software used in the management of Subcontracting and Partnership Exchanges (SPXs) set up by UNIDO in over 45 Exchanges worldwide and who use this tool in three different languages (English, French and Spanish).

These recommendations are as follows:

1. MAIN MENU

a) Name of functions:

Some options available on the Main Menu need to be adjusted:

| | | |
|--------------------|---------------------|--------------------|
| Inquiry Processing | Traitement de Cas | Intervenciones |
| Agenda/Follow-up | Agenda/Suivi de Cas | Agenda/Seguimiento |

b) Follow-up:

A message delivered at the start of a work session provides specific requirements concerning an inquiry, updated data on a company, the firms which have not received inquiries during a certain period, and the membership deadlines; it also reminds users that they should consult the system further in order to find out more about memberships. This is simply done as a reminder when they enter into the system.

2. ENTERPRISES

- The screen "Components and Materials Required" and the corresponding table (Mati-r.dbf) should be eliminated. Inquiries related to these should be made on a case by case basis at the SPXs, and codified according to the COMBINED nomenclature (or CEE-A).
- The profiles covering "Service Enterprises" should be limited, if possible, to a few screens: general information, addresses, size, business references, membership data, quality management, machinery (or techniques according to the industrial process in question), subcontracting products/services, intellectual or operational services, (according to the nomenclature on "Industrial Services" CEE A and B).
- Data on "Highly Specialized Supply" should include an additional description (in a space of 40 to 60 characters for details on the designated specializations with a code [CEE-B]).

- The labels which describe the "final products" should be replaced by "Products on Catalogue" in the three languages.
- Telephone numbers should be able to hold up to 10 digits and prefix codes up to 5 digits.
- With regard to the Membership file, the indication which authorizes (or not) the display of information on a particular firm should activate (or deactivate) the "print" key for that particular firm.
- When the complete file on an enterprise has to be printed, the information related to the "observations of the visiting officer" should not appear. This screen should never be printed due to its confidential character.
- On the screen concerning "Required Assistance" the following titles should be added: "Product Development"; "Legal Aspects"; "Exports"; "Production Management"; "Cost Management"; and "Investments". A few lines (3) should be left for "Others".
- Include a screen labelled "Qualification" comprising:
 1. "Quality Management": In addition to the existing screen, information on detailed quality certifications should be included at the bottom of the table according to: Type (ISO 9000); Application on (product or process); Delivered by (certifying institution); Date of certification; and Validity date.
 2. "Approvals": Approved by..../Level..../Date..../
 3. "Standards" (ISO, DIN, ASA,...)
 4. "Miscellaneous" (Other Labels)

3. INQUIRY PROCESSING

- Each of the following 10 types of listed interventions should have a specific work file. The types of interventions are:
 - S** - **S**pecialty Subcontracting
 - C** - **C**apacity Subcontracting
 - I** - **I**ntellectual Information
 - P** - **P**artnership
 - D** - **D**evelopment
 - V** - **V**isits to firms
 - M** - **M**aterials and Machines
 - F** - **F**airs, Exhibitions, Seminars
 - A** - **A**rbitration, Expertise, Advice
 - X** - **M**iscellaneous
- It should be possible to print the working files of an SPX staff for a conventional subcontracting agreement, a partnership agreement, an information request, etc.

- It is recommended that a solution be found for enquiries which ask for: "firms with two different types of machine". In other words, the search for firms should be carried out by accumulating search criteria in a flexible manner.

4. FOLLOW-UP ON INQUIREIS AND WORK AGENDA

This chapter should include all the deadlines foreseen when installing the software according to the work procedures of each SPX. (Membership deadlines).

In this way, each SPX manager should fix the exact deadlines for the follow-up on inquiries (contact, evaluation, reply) and the up-dating of company information for those which have not been contacted for a considerable period of time. The daily and monthly deadlines should appear both on screen and on paper.

The activity summary sheets should mention, for each member enterprise, the references of each inquiry. (Example, C 425 - ...)

5. NOMENCLATURES

- It should be clearly indicated to the users (both in the manual and on the "Help-on-Line") that the nomenclatures 4 and 5 (textiles and services) are included in the system at the request of users, but they have not yet been finally endorsed by European firms and could cause problems for which UNIDO cannot be held responsible.
- The COMBINED nomenclature for products on catalogue (8 digits) will be extended to 10 digits and will help to supply technical information when required. The nomenclature on disk, if available, will be purchased from the Commission of the European Union.

6. OPERATING MANUAL

- The operating manual will not be presented in a conventional manner. It was recommended to design it on a structure of direct replies to specific needs, illustrated by detailed examples of "How to do", ("Comment faire", "Cómo hacer"). In this way, the manual becomes a practical tool that can be quickly consulted in case of operational break-downs.
- In addition, it could be useful to have a conventional manual that explains how to apply the operational concepts linking the software with the SPXs operating guidelines. In this respect, this conventional manual should follow the same logic and use the same terminology as the "Guide for SPXs" actually being published by UNIDO.

7. TECHNICAL SUPPORT AND MAINTENANCE OF UNIDOSS ("HELP-DESK")

There is a choice between the following options:

- A "help-desk" provided permanently by UNIDO with a personal computer, a fax, an Internet link, a telephone and run by a full-time staff.

- A private service company which could be entrusted also with the commercialization of UNIDOSS, its up-dating, after-sales services, and repairs, and which could pay royalties to UNIDO as part of a subcontracting or concession agreement.
- The UNIDOSS Club, which would provide the UNIDOSS software to members against payment of a membership fee, could be in charge of its maintenance. The manager of the CLUB could entrust the maintenance either to UNIDO's "help-desk" or to a service company.

8. NETWORK AND COMMUNICATIONS

- Upon an in-depth discussion on the different types of existing networks, the expert group concluded that the software should be able to function on a local area network (LAN), on UNIX, Ethernet/Novell, and on Windows NT in order to reply to the needs of the various SPXs. The set-up cost of a LAN is estimated at US\$ 10,000 to 15,000 (NT Server, 14.4 Kbs Modems) plus user communication costs.
- On the other hand, the use of the software on wide area networks (WAN) should not be encouraged, and UNIDO cannot take any responsibility if users authorize external access (outside the local network) into the data bank by modem. This would not conform to the professional code of ethics advocated by UNIDO regarding the operations of a SPX. UNIDO advises members of the UNIDOSS Club against allowing such access to their information, even if feasible from a technological point of view. A clause discarding UNIDO's responsibility will be included in the license agreement so as to prevent access from external users to confidential information as a result of wrongful management of the network.
- The expert group also examined the interest of bringing UNIDO into INTERNET and the potential of inter-SPX communications between UNIDOSS CLUB members on INTERNET. Furthermore, the relevance of having a "home page" for the UNIDOSS Club on INTERNET in order to channel enquiries to all the Exchanges on the network was underlined. The Club will thus consist of a decentralized network which could compete with SCAN (a European Union project based on a centralized data base called "Subcontracting Assistance Network"). It was recommended to all UNIDOSS SPXs and to the expert group to find the means to enter into INTERNET and to install and exploit the potential of an E-Mail system.

N.B. INTERNET address:

| ELECTRONICAL ADDRESSES ON INTERNET | |
|---|-------------------------------|
| André de Crombrughe | ade-crombrughe@unido.org |
| Gilles Nay | gn@sdv.fr |
| Juan Carlos Montes | luferro@cdnet.uniandes.edu.co |

9. ACQUISITION OF DEVELOPMENT SOFTWARE

- The UNIDOSS.2 version is based on a FOXPRO 2.6 developed by MICROSOFT, with data base and compilers in 4 options: UNIX
DOSS
WINDOWS
MACINTOSH
- A license agreement (from MICROSOFT) should be provided for the acquisition of the FOXPRO 2.6 data base and UNIX. This question has been submitted for review to UNIDO Legal Service before deciding on the acquisition of the 3 other options.
- It seems that a "stand alone" UNIDOSS V.2 software, compiled on the basis of the new WINDOWS 95 version may not require the acquisition by UNIDO of a MICROSOFT license agreement in order for UNIDO to be able to distribute or even sell the UNIDOSS V.2 software, even if developed on basis of a microsoft software. The legal conditions for the acquisition of the new WINDOWS 95 will also be submitted to UNIDO Legal Service in order to review this question.

B. RECOMMENDATIONS REGARDING THE ESTABLISHMENT OF THE UNIDOSS CLUB

1. The Expert Group Meeting on UNIDOSS held in Vienna from 20 to 24 June 1994 had recommended: "The commercialization of this new UNIDOSS software should be studied (or envisaged) with institutions and enterprises in the industrialized countries and, at a preferential rate, with SPXs in the developing countries. This would require a targeted market survey."

2. Accordingly, a market survey was conducted in 1995 as follows. A letter and a questionnaire (see Annex III) were sent to approximately 60 industrial promotion institutions in Europe and Canada, enquiring about their match-making services and whether they would be interested in acquiring the new UNIDOSS software if made available and in attending a one-day UNIDOSS presentation. 20 positive responses were received from Belgium, Canada, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Spain and UK (see Annex IV). While the number of positive responses is moderate (1/3) the importance of the organizations which made these positive replies, in terms of their industrial representativity and of their contribution to enterprise promotion, gives a more significant indication of the potential value of the software.

It was thus concluded that significant and well-targeted groups of industrial organizations in industrialized countries were interested.

3. At the Expert Group Meeting on UNIDOSS, the results of the market survey were presented and discussed, and as a result, the following recommendations were made to UNIDO:

- (a) to establish a UNIDOSS Club according to the description of the June 1994 report and described under 4. below
- (b) to open the membership of the UNIDOSS Club to industrial promotion organizations in industrialized countries, besides the SPXs established by UNIDO in developing countries
- (c) to charge an annual fee of US\$ 300 for developing countries and of US\$ 2000-3000 for industrialized countries
- (d) to charge in addition a membership fee for the first year, equivalent to the amount of the annual fee
- (e) against payment of these fees and upon signature of a UNIDO license agreement, the new UNIDOSS software and its operating manual would be provided free of charge

4. UNIDOSS Club

4.1 Purpose of the UNIDOSS Club

The purpose of the club is (a) to allow all members to network with UNIDO and to have access to a series of UNIDO support services and (b) to encourage networking and international industrial cooperation between them and with other industrial promotion institutions world-wide, using common technical terminologies. Thus the Club would become a global sourcing network.

4.2 Services offered

- An international directory of SPXs
- Contacts with other SPXs
- Contacts with Industrial Promotion Organisations in industrialized countries
- Updates of the UNIDOSS software (V-2) and its users' operating manual
- Cooperation agreements between UNIDO and selected organizers of world-famous international subcontracting, partnership and procurement Exhibitions/Fairs
- Specialized training seminars (for both SPXs and enterprises)
 - Organized by UNIDO (in Vienna)
 - Organized by selected institutions in collaboration with UNIDO
- Methodological guides, case studies and specialized publications (related to industrial subcontracting and partnership) produced by UNIDO, such as:
 - SPX manuals and guide
 - Legal guide for subcontracting agreements and International Code of Conduct
 - Proposal regarding the legal status of a SPX
 - Guide for the organization of a subcontracting exhibition/fair
- A roster of specialized consultants (for evaluation/audits of SPX operations, assistance in technical matters, legal matters, UNIDOSS data processing, promotion, exhibitions/fairs, market surveys, lean production management, etc.)
- Access to other UNIDO Support Services and Networks, such as
 - UNIDO's SME Observatory (reference and information centre)
 - UNIDO's INTIB (Industrial Technological Information Bank)
 - UNIDO's WINS ((World Investment Network between its Investment Promotion Service)
 - UNIDO's TECHMARKT Programme (Technology Development and Acquisition)
 - National focal points or sources of information utilized by UNIDO's cooperation programmes

4.3 Membership

The Club is open to those institutions promoting industrial subcontracting and partnership arrangements, which have adopted the UNIDO subcontracting system and methodology and having signed the UNIDOSS license agreement.

| Tariff for | Membership fee | Annual fee |
|--------------------------|----------------|------------|
| Industrialized Countries | US\$ 3,000 | US\$ 2,000 |
| Developing Countries | US\$ 300 | US\$ 300 |
| Least Advanced Countries | US\$ 200 | - |

ANNEX I

PROGRAMME OF THE EXPERT GROUP MEETING ON UNIDOSS V.2

1. INTRODUCTION

- To analyze the new version and make suggestions and recommendations for the final version 2.
- This work is pertinent and timeliness because at this stage thorough changes can be made at various levels.

2. NEW FEATURES OF UNIDOSS V-2

- It includes Industrial Services
- It includes Industrial Partnership
- Enterprise Research is "total" (any criteria) and easier
- New organization and new look
- Comprehensive Information files, in three languages (E, F, S)\

3. TECHNICAL PLATFORM: "FOXPRO"

- Flexibility as regards the major changes
- Subject related programming
- SQL: Efficiency, speed, simplicity
- Microsoft: universal

4. USERS RANGE

- UNIX, Macintosh, DOS, Windows
- Equipment: higher requirements but can be added to the previous version (1.2.3)
- Numerous Networks
- UNIDOSS adapts to its environment, not vice-versa

5. EVOLUTION, NOT REVOLUTION

- Complex Installation
- Nomenclatures can be combined with local codifications (customs)
- Same keys, same work scheme
- The revolution is to develop such a new software in such a short time

6. TO REVIEW

- Data Storage and Enterprise Search
- Priorities for Support Services
- Raw Materials and Recyclable Materials
- Data Analysis
- 3 Language work-base

7. COUNTRY SPECIFIC PROBLEMS RELEASED TO INFORMATIC

- Brazil: Local Area Network
- Latin America: Communication between SPXs
- UNIDO on INTERNET and MODEM Communications
- Nomenclatures: COMBINED + 10 DIGITS, KOMPASS
- Services Sector

8. CONCLUSIONS AND RECOMMENDATIONS

see Report.

ANNEX II

LIST OF PARTICIPANTS

I. Experts

Mr. A. Balaña (Spain)
Mr. C. Cuny (France)
Mr. J. C. Montes (Colombia)
Mr. G. Nay (France)
Mr. N. Schicchi (Italy)

II. UNIDO representatives

Mr. A. de Crombrugghe
Small and Medium Enterprises Branch,
Mr. A. Spina
Industrial Cooperation and Consultations Service,
Mr. J. Navratil
Evaluation Section,
Mr. M. Marchich
Evaluation Section,
Ms. M. Dragulev
Human Resource, Enterprise and Private
Sector Development Division,
Mr. D. Garrigos
Intern, Small and Medium Enterprises Branch,

ANNEX III

LETTER AND QUESTIONNAIRE USED FOR THE MARKET SURVEY

5 December 1994

Dear Mr. ,

Subject: Survey on UNIDO Industrial Subcontracting System (UNIDOSS)

In the framework of its Programme for the Promotion of Industrial Subcontracting and Partnership, UNIDO is providing technical and promotional assistance to developing countries at various levels:

- Government policies and programmes
- Institutional mechanism: the Industrial Subcontracting and Partnership Exchange (SPX)
- UNIDO developed methodology
- International Promotion and Networking

Among the methodological tools, UNIDO has designed and developed a computerized data bank management system for the SPXs, called UNIDOSS.

A short description of the UNIDO Subcontracting System (UNIDOSS) is attached for your kind consideration. Upon review of this description, I would be grateful if you could kindly complete the attached one-page questionnaire and return it to me by fax.

I hope that the UNIDOSS System, as well as the envisaged UNIDOSS Club, will be of interest to your institution, and I look forward to initiating a fruitful cooperation with you.

I thank you for your kind attention and I remain at your disposal for any additional information you may wish to receive in this respect.

Yours sincerely,

A. de Crombrughe
Coordinator of the
Subcontracting and Partnership Programme
Small and Medium Enterprises Branch

SURVEY (ANNEX III cont.)

Please return this page completed to Mr. A. de Crombrughe by facsimile no. (431) 211 31 6842

(a) Does your organization provide matchmaking services to affiliated enterprises?

(b) In what way do you organize your matchmaking procedure between main-contractors/procuring enterprises and subcontractors/suppliers? (computer registration, paper files, etc.)

(c) If using computers, do you use a specialized software for this specific purpose? If yes, please specify origin of software.

(d) Do you find your matching procedure effective?

(e) In how many cases do you succeed in matching adequately main-contractors/procuring enterprises and subcontractors/suppliers? (1-100%)

(f) Would you be interested in using the UNIDOSS software if it is made available?

(g) If interested, would you like to attend a one-day UNIDOSS presentation at UNIDO in Vienna?

Name: _____
Institution/Company: _____
Address: _____
Facsimile: _____

ANNEX IV

LIST OF INSTITUTIONS INTERESTED IN THE UNIDOSS SOFTWARE

English-speaking :

- SCOTTISH ENTERPRISE - UK
- IRISH TRADE BOARD - UK
- SCANCRAFT - Finland
- TIC - Denmark
- CENTRE ESTERO DELLE CAMERE DI COMMERCIO DEL VENETO - Italy
- ECOMMEX - Greece
- BUSINESS DATENBANKEN GEMB - Germany
- INDUSTRIE- UND HANDELSKAMMER STUTTGART - Germany

French-speaking :

- CHAMBRE DE COMMERCE ET D'INDUSTRIE DE BRUXELLES - Belgium
- CHAMBRE DE COMMERCE ET D'INDUSTRIE DE LANGUEDOC-ROUSSILLON - France
- SYNDICAT NATIONAL DES ENTREPRISES DE LA SOUS-TRAITANCE ELECTRONIQUE (SNESE) - France
- FEDERATION BELGE DES INDUSTRIES DES FABRICATIONS METALLIQUES, MECANIQUES, ELECTRIQUES ET PLASTIQUES (FABRIMETAL) - Belgium
- GROUPEMENT INTERPROFESSIONNEL DE LA SOUS-TRAITANCE (G.I.S.T.) - France
- SOUS-TRAITANCE INDUSTRIELLE - Québec (Canada)

Spanish-speaking :

- CAMARA OFICIAL DE COMERCIO, INDUSTRIA Y NAVEGACION - Barcelona (Spain)
- CAMARA OFICIAL DE COMERCIO, INDUSTRIA Y NAVEGACION - Oviedo (Spain)
- CONFEDERACION ESPANOLA DE EMPRESARIOS DE PLASTICOS - Madrid (Spain)

International:

- COMMISSION OF the U.E. - DGXXIII - ENTREPRISE POLICIES
- EUROCHAMBERS
- RESEAU INTERNATIONAL D'ORGANISMES DE SOUS-TRAITANCE, DE COOPERATION ET DE PARTENARIAT INDUSTRIEL (RIOST) - France

SME PARTNERSHIP NETWORK

UNIDO SERVICES AVAILABLE

| UNIDO Resources/ Services | Target Beneficiaries (SME coverage) | Institutional Set-up | Match- making meetings | Data Base | Data Questionnaire | DB Software | Network | Access (Confidential) | Support Services |
|---|--|---|---|--|-----------------------|------------------------------------|------------------------|--------------------------|---|
| 1. Industrial Subcontracting and Partnership (SME) | 90% SME | SPX (Subcontracting and Partnership Exchanges) | Partnership Fairs | UNIDOSS | Yes | UNIDOSS | Yes (Ring) | No (Confid.) | SMIDOs |
| 2. Investment Service | Both large and SMEs | IPS (Investment Promotion Services) | Investment Promotion Fora | DIPP | Yes | 1. WINS 2. PROSPIN 3. COMFAR | Yes (WINS) No No | Yes | 1. project Completion Facility 2. Feasibility studies (COMFAR) |
| 3. Technology Service | Mostly SMEs | Counterparts | 1. TECHMART 2. Strategic Business Alliances (SBS) | 1.TECHMART Compendiums 2.TIES | No (leaflet) | No | No | No (Confid.) | 1. Seminar on T. of T. NEGO 2. SBS |
| 4. Industrial Information | Mostly SMEs | Focal Points | No | INTIB 1.IDA 2.Int. refer- ence System | Yes | (Yes) | No (Star) | Yes (UNIDO Directory) | T.A. Nat. Info System |
| 5. Enterprise Management (EDR) | Both Large and SMEs | Counterparts | No | (No) | Yes | 1. BEST 2. FIT 3. BUS PLAN | No | No | Yes |
| 6. Marketing 1. (1 + 2 above) 2. (UNCTAD TRADE POINTS) (ETP) | Both | 1. SPX/IPS 2. Trade Points | 1. Yes 2. No | 1. Yes 2. Yes | 1. Yes 2. | 1. Yes 2. | 1.Yes 2.Yes | 1. 2. Yes | 1. Yes 2. (No) |
| 7. National Industrial Statistics (ISB) | Macro | Nat. Stat. Offices | No | 3 dig ISIC 4 dig ISIC | Yes | same | No (?) | (Yes) | (Yes) |