



**International Management & Business Consultants**

## **Case Study**

### **Trade Development:**

#### **Burkina Faso and Dominican Republic**

The ACP (African, Caribbean, Pacific) countries seek to develop their trade and business linkages with the European Union through measures which include direct exports, joint ventures and subcontracting and technology transfer arrangements. One effective means of creating these linkages is through meetings between potential business partners from both ACP and EU sides, organised through trade associations at the level of specific business sectors and involving preliminary screening of, and support to, both partners and their business proposals.

Members of the GIC team were closely involved in preparations for such meetings involving, respectively, enterprises and trade associations in the oilseeds and related foodstuffs sector in three West African countries centred on Burkina Faso; and Caribbean furniture and related components manufacturers, for an event in the Dominican Republic. Assistance was offered to ACP enterprises and associations in preparing product and joint venture dossiers and in liaison with EU counterpart trade associations.



United Nations Square in Ouagadougou, Burkina Faso