



## PARTNERSHIP AGREEMENT IBCE – CBI

This Partnership-agreement between IBCE Bolivia and the Centre for the Promotion of Imports from Developing Countries (CBI) is a co-operative venture for the provision of business support services. The purpose of the partnership is to contribute to creating economic prosperity through direct support to the private export sector and their intermediate support organizations in Bolivia. The partnership aims at creating synergies between the two organizations for the benefit of their clients. It is built on the common mission of the two organizations to contribute to trade-led development by strengthening the competitiveness of firms and promoting their participation in international trade with EU and EFTA countries.

The following benefits will accrue out of this partnership:

- The successful realization of IBCE's ambition to effectively insert Bolivian companies into the EU market;
- The extension and availability of CBI's services to the business community in Bolivia;

The following principles will guide the partnership:

- Client-orientation  
All activities are designed and undertaken on the basis of clearly defined client-needs
- Synergy  
The Partnership aims at realizing synergies both at the conceptual and operational levels and supporting complementarities.
- Flexibility  
Need for flexibility to respond to changing situations in partner countries.

Within the framework of this partnership the following services will be provided to the business community in Bolivia:

- Institutional development activities;
- Information on EU market developments;
- Training on market access and doing business in the EU; and
- EU Market entry.

In the framework of this partnership the parties will make available:

- their network of contacts for acquisition activities for each partner;
- their database on market information; and
- their resource network of marketing and sector experts and trainers;

Both partners will as much as possible involve each other in ongoing cooperation projects and will pursue cooperation projects of mutual interest.

Both partners will present themselves to prospective donors as cooperating implementing actors in trade-related institutional development and export promotion activities.

The annual arrangement (see annex one), which outlines the specific activities and modalities under this partnership, will be prepared jointly by IBCE and CBI. Reporting on progress will be based on the results and indicators presented in the annual arrangement.

IBCE and CBI are separately and mutually accountable for the level and quality of services and the risks of all activities under this partnership. The risk-allocation and accountability will vary per activity and will depend on the agreements in the annual arrangement.

Financial and capacity arrangements for activities under this partnership will also be dealt with on a case-by-case basis in the framework of the annual arrangement. Apart from funds available from each organization, IBCE and CBI will also approach financial institutions such as the EU, the World Bank, IFC, etc. to obtain funding for activities under this partnership.

The General Manager of IBCE and the Managing Director CBI will, in consensus, take any decision that pertains to this partnership agreement. Within both organizations one person, the focal point, will be entrusted to prepare for that decision-making. The focal point will also be responsible for ensuring coordination on technical and implementation details among the two organizations.

This partnership enters into force on November 26, 2007, and will be extended yearly on after mutual consultation.

Every year in the month of October (alternating between Santa Cruz and Rotterdam) the IBCE and CBI management will sit together and decide on the annual arrangement, containing specific activities to be undertaken under this partnership.

In witness whereof, the Parties hereto, acting through their Representatives duly authorized thereto, have signed this Amendment in two copies on November 26, 2007.

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Mr Ton Lansink  
Managing Director  
CBI

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Mr. Ernesto Antelo López  
President  
IBCE