Bridging the
INVESTMENT GAP
and the
TECHNOLOGY DIVIDE

ITPO
INVESTMENT AND TECHNOLOGY PROMOTION OFFICES

UNIDO's Network of Investment & Technology Promotion Offices (ITPOs)

Introduction: ITP Branch

The Service Module “Investment and Technology Promotion” addresses government and market failures so as to alleviate some of the problems faced by developing countries in mobilizing domestic and foreign investment as well as modern technologies.

Functions:

- Strengthen the capacities of developing countries and countries with economies in transition to attract investment for industrial projects and establish sustainable mechanisms for the promotion of business alliances
- Assist developing countries and countries with economies in transition in the acquisition, adaptation and management of new technologies
- Support and coordinate the activities of the international network of ITPOs

Units:

- Investment Promotion Unit
- ITPO Coordination Unit
- Technology Promotion Unit

Introduction: ITP Branch

Investment Promotion:

- Strategy and policy advice on FDI
- Institutional capacity-building
- Promotion of FDI through business alliances (e.g. using the UNIDO-ITPO network to establish bilateral links with capital-exporting countries through promotional programmes such as seminars, group visits and delegates programmes)

Technology Promotion:

- Support services for strengthening national innovation and technology management systems
- Technology foresight for policy advice and strategy development
- Institutional capacity-building for technology transfer, diffusion and management

ITPO/IPU Network Mission & Mandate

- The UNIDO network of ITPOs brings industrial investment and latest technology to those countries in need of a promotional helping hand

- It opens up new opportunities for investors and technology suppliers to link up with potential partners in developing countries and countries with economies in transition

Services

Information Fast Lane

- Legal and economic conditions
- Opportunities for industrial cooperation
- Investment financing

Partnership Promotion

- Establishing/maintaining contact with host country companies
- Advisory services at each stage of investment cycle
- Targeted investment/technology promotion

Services

Business Negotiations

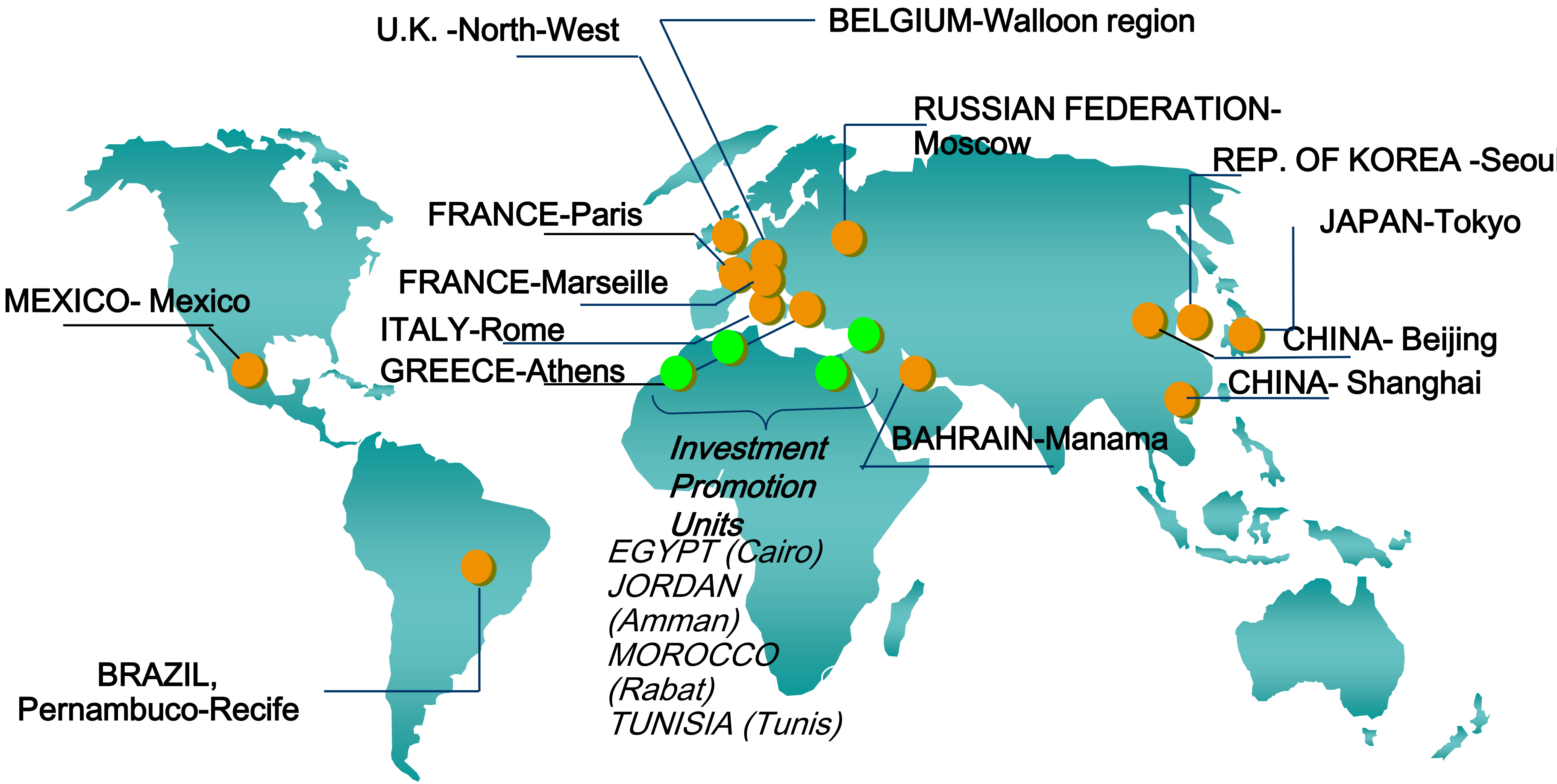
- One-to-one meetings
- Tours of project sponsors
- Tours of potential investors
- Country presentation tours

Delegates Programme

- On the job training in investment promotion techniques
- Promotion of a portfolio of screened investment/technology projects
- Business negotiations
- Follow-up as a contact point

Worldwide ITPO/IPU Network

Each office has its own geographical coverage zone



Shared Tools, Methodologies and Networks

- **COMFAR III Expert:** *An application developed by UNIDO for the analysis and appraisal of investment projects of any kind.*

- **Pharos:** *A comprehensive PC software package for measuring, monitoring and benchmarking strategic business performance of enterprises*

- **Company Project Profile:** *UNIDO software devised to facilitate the formulation of standardized investment projects in preparation of their screening and subsequent promotion.*

- **Enterprise Development & Investment Promotion Program:** (implemented in 18 countries) *A package approach aimed at promoting foreign direct investment through the facilitation of domestic investment*

- **National Cleaner Production Centers:** (43 Centers) *aims at building national Cleaner production capacities*

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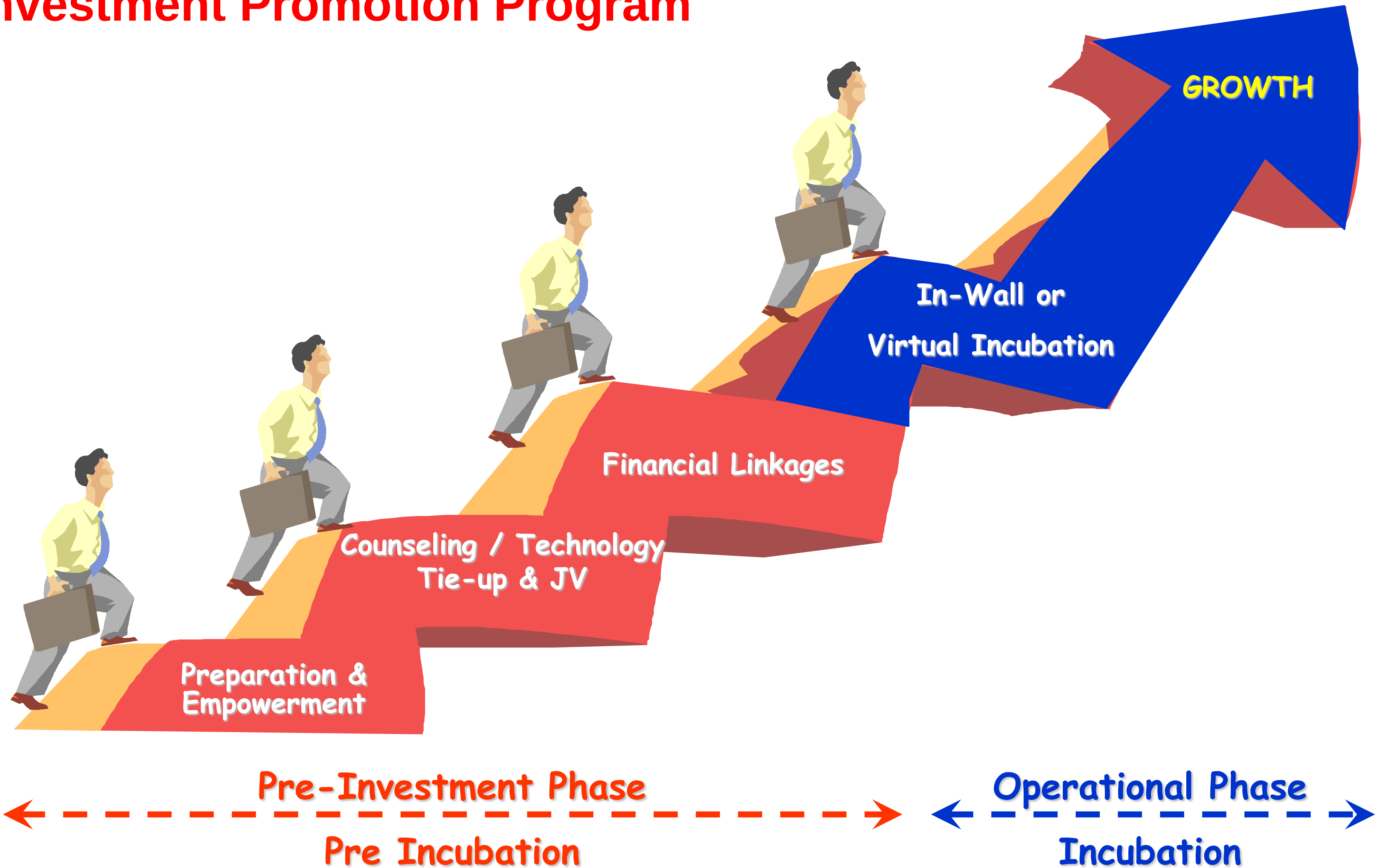
- **Subcontracting and Partnership Exchanges** *(*44 SPXs in 32 countries) *specialized centers for technical information, promotion and the matching of capacities, processes and production or industrial service specialities, in the form of an autonomous structure whose basic purpose is to help bring together enquiries for and offers of subcontracting work and outsourcing."*

- **Export Consortia:** *A voluntary alliance of firms with the objective of promoting the export of goods and services of its members through joint actions.*

- **UNIDO Exchange:** *a free business and knowledge portal through which you can initiate international partnership and business cooperation, based on available business opportunities that stem from UNIDO's worldwide network of Offices and from selected partner institutions. In addition, specialized Resource Centers offer direct access to UNIDO knowledge, also allowing you to combine information with derived business opportunities.*

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

Enterprise Development & Investment Promotion Program



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