



PACER Plus
IMPLEMENTATION UNIT

Clinics on Project Proposal Formulation

REGIONAL WORKSHOP ON TRADE IN SERVICES

PROGRAMME

8 – 11 May 2023

PPIU Office, Apia, Samoa

trade**✓**worthy

Objective

By the end of this session, you should be able to:

- Appreciate the complexity of proposal formulation
- Understand the key steps and tools to be used in project proposal formulation
- Learn about eligibility and bankability criteria
- Have your questions answered by experts
- Start planning your TIS project proposal writing for the next FY

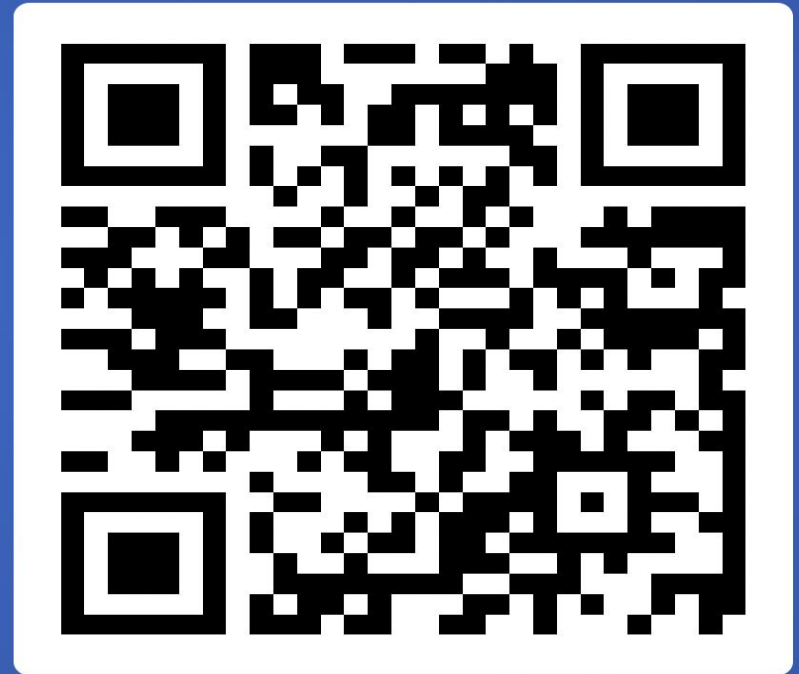
SESSION CONTENTS

1. Introduction
2. Online polls
3. Caravans
 - Purpose
 - Process
 - Q&A
4. Feedback and takeaways

ONLINE POLLS

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CARAVANS

- ❑ 4 Corners: each is operated by a different expert
 - **Corner 1: PPIU (Lai):** *eligibility, bankability, calendar and key documents*
 - **Corner 2: PIFS (Andrea):** *lessons learnt from a successful multi-country submission on trade in services.*
 - **Corner 3: Lexbridge Lawyers (Richard):** *PACER Plus chapter on services, where are the gaps in implementation, what services are most promising.*
 - **Corner 4: TradeWorthy (Sven):** *what works, what does not work in proposal formulation, best practices, stakeholders, timeline and division of labour.*
- ❑ In group of 8-10, mixing several countries, you spend 10-15 minutes with one expert, asking questions about project formulation. Once you hear the signal, you rotate to the next corner clockwise and repeat the process with each expert
- ❑ After each stop, you have a chance to write a question or make a comment in the sli.do (can be anonymous or under an alias). The questions / comments will be used during the plenary.

KEY TOOLS / DOCUMENTS

- ✓ The PACER PLUS Agreement
- ✓ The MELA Framework
- ✓ The PPIU Work Programme on Trade in Services
- ✓ The Activity Proposal Template
- ✓ The Private Sector Project Assessment Template
- ✓ The Proposal Appraisal Timeframe

PACER Plus Private Sector Productive Capacity Development

Assessment Form

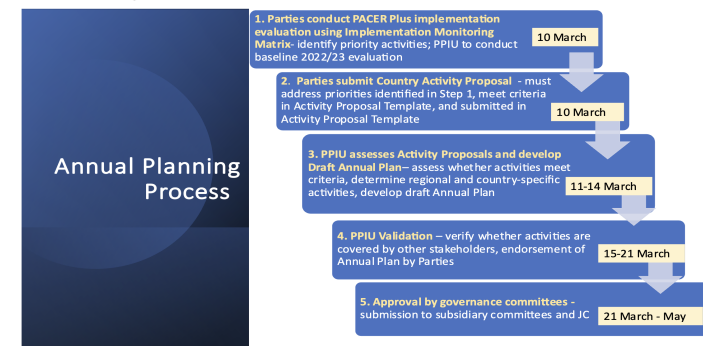
Activity Name:		
PACER Plus Component:	<input type="checkbox"/> Rules of Origin <input type="checkbox"/> Customs Procedures <input type="checkbox"/> SPS <input type="checkbox"/> TBT	<input type="checkbox"/> Trade in Services <input type="checkbox"/> Investment <input type="checkbox"/> Labour Mobility <input type="checkbox"/> Other (GEDSI, LMS, MELA)

Activity Proposal Template

PACER Plus Implementation Unit

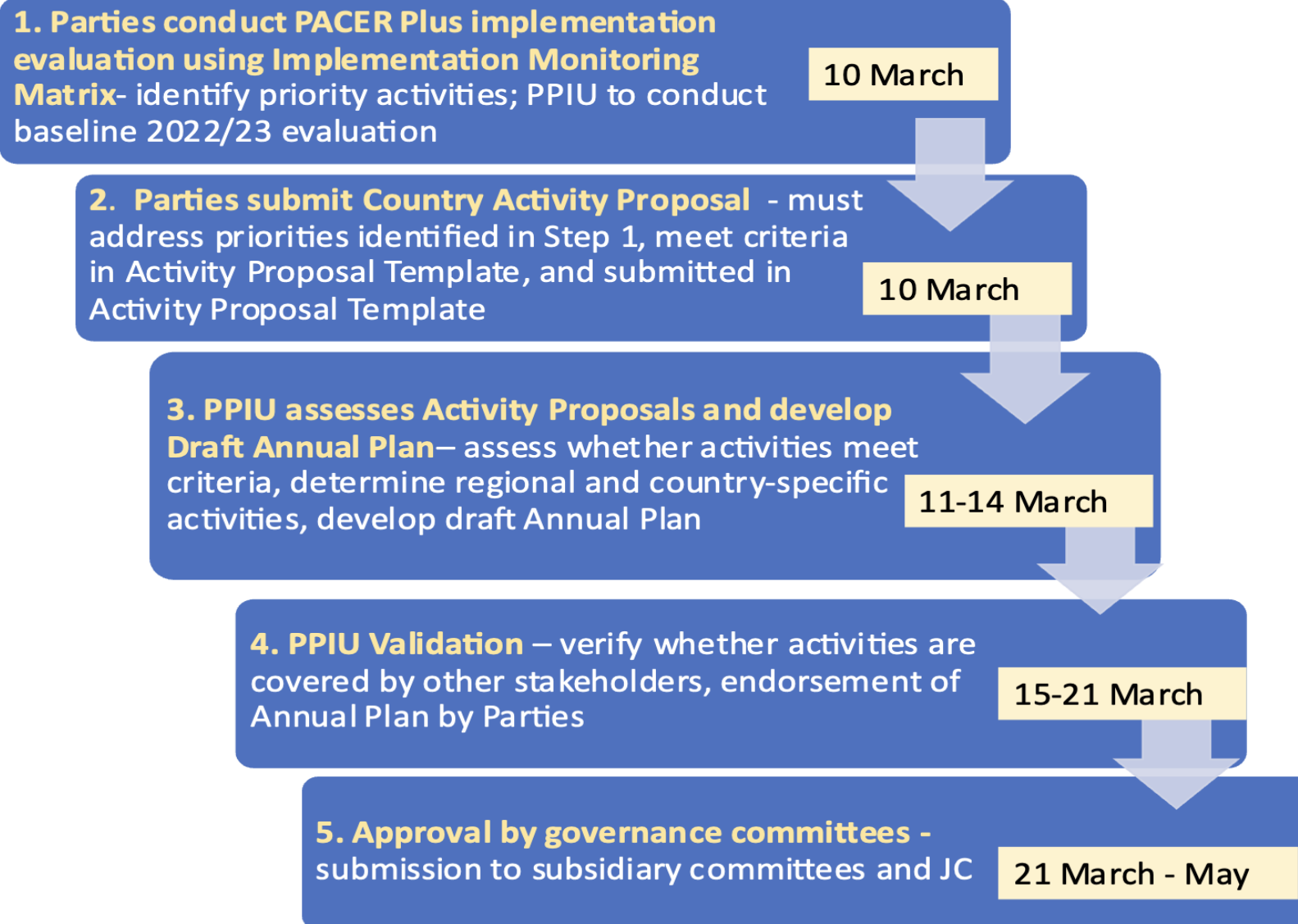
Country:	<i>Provide name of country requesting activity</i>
Financial Year:	<i>Provide the financial year in which this activity is requested to be implemented</i>
Activity Name:	<i>Provide an activity name that is short and summarises the essence of the activity</i>

PPIU Annual Planning Process



PPIU Annual Planning Process

Annual Planning Process



Do's and don'ts in project proposal formulation

DO'S

- ✓ Plan ahead of time (don't start in February!)
- ✓ Ask experts, agencies, for support and guidance
- ✓ Study all PP relevant documentations
- ✓ Have a list of stakeholders you will need to reach (FGD ?)

DON'TS

- ✗ Re-warm / Re-package existing proposals meant for other DPs
- ✗ Start with budget needs
- ✗ Hesitate to reach out to other PICs (use this workshop pax list!)
- ✗ Ignore national development plans, visions, Trade Policy Framework, WTO-related work (TFA, JSI, EIF if LDCs)

Way forward

- ❖ Reach out to experts in the room on your project proposal needs, ideas.
- ❖ Start planning project formulation ahead of time (for instance through Focus-Group Discussion on each PP chapter).
- ❖ Discuss eligibility and bankability criteria with PPIU.
- ❖ Establish “network” with other PP focal points.

