



Technical Assistance Report

Project Number: 39084
March 2006

Technical Assistance Greater Mekong Subregion: Development Study of the North South Economic Corridor (Cofinanced by the PRC Poverty Reduction and Regional Cooperation Fund)

ABBREVIATIONS

ADB	–	Asian Development Bank
ASEAN	–	Association of Southeast Asian Nations
EWEC	–	East West Economic Corridor
FDI	–	foreign direct investment
GMS	–	Greater Mekong Subregion
MKOC	–	Operations Coordination Division, Mekong Department
NSEC	–	North South Economic Corridor
PRC	–	People's Republic of China
RETA	–	regional technical assistance

TECHNICAL ASSISTANCE CLASSIFICATION

Targeting Classification	–	General intervention
Sector	–	Multisector (Infrastructure, transport and communications, industry and trade, agriculture and natural resources, Tourism)
Subsector	–	Trade
Themes	–	Regional cooperation, private sector development
Subthemes	–	Trade facilitation, foreign direct investment, capacity building

NOTE

In this report, "\$" refers to US dollars.

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GREATER MEKONG SUBREGION ECONOMIC CORRIDORS



North-South

East-West

Southern



- GMS CBTA Border Crossing Point
 - National Capital
 - Road
 - River
 - Provincial Boundary
 - International Boundary
- Boundaries are not necessarily authoritative.

I. INTRODUCTION

1. The Greater Mekong Subregion (GMS) countries have a vision of becoming a prosperous, integrated, and harmonious subregion. To achieve this vision, they have adopted a strategy to enhance connectivity, improve competitiveness, and promote a sense of community. In particular, they are committed to intensifying their efforts in nine priority sectors and three priority geographical areas. The GMS North South Economic Corridor (NSEC) is one of the three priority areas.¹ Geographically, the NSEC embraces the area along the main north–south transport routes that link the economic hubs in the central and northern areas of the GMS subregion.²

2. A number of major infrastructure investments are already being undertaken by GMS countries in the NSEC and more are planned. The physical connectivity of the corridor will be significantly improved upon the completion of these infrastructural investments. The improving infrastructure, coupled with expanded cross-border cooperation among the GMS countries, will accelerate the process of integrating the NSEC's economic structures into both the rest of the subregion and the rest of the world. To reap the substantial potential benefits, GMS countries along the NSEC need to have a clearer understanding of the opportunities and challenges that will arise from the economic integration process. The NSEC requires a well thought out strategy to promote sustainable development and ensure that the economic growth brought about by increased integration generates benefits for the people without degrading the environment. To increase its competitiveness, the NSEC needs to identify the areas where it enjoys comparative advantages and promote private sector development in those areas. Greater efforts must be made to improve the level and frequency of the interaction between the public and private sectors, and to mobilize both public and private resources to help realize the NSEC's potential.

3. At the request of the GMS governments, the Asian Development Bank (ADB) will conduct a development study³ to help the NSEC identify and address major development issues through a regional technical assistance (RETA) project. The concept of the project was endorsed by the GMS leaders at the Second GMS Summit in July 2005. To prepare the project, ADB missions visited GMS countries and held discussions with government officials, representatives from development institutions, private sector entities, and civil society groups concerning the objectives, scope, financing, and implementation arrangements of the RETA project.⁴ The RETA's design and monitoring framework is in Appendix 1.

II. ISSUES

4. There are many challenges facing the NSEC at this early stage in its development. The challenges are likely to become more formidable as economic integration continues. Therefore, a priority of the RETA will be to identify and analyze the major issues that could constrain the NSEC, and formulate a strategy to address those issues.

5. In the 13 years since the launch of the GMS economic cooperation program, GMS countries have demonstrated strong political goodwill in cooperating to achieve the goal of common prosperity. The GMS program features a set of cooperation platforms at various levels.

¹ The other two are the East–West and Southern Economic Corridors.

² However, the investment study of the North South Economic Corridor (NSEC) will focus mainly on areas along the routes from Chiang Rai, Thailand, to Kunming, People's Republic of China (PRC); Kunming to Hai Phong, Viet Nam; and Nanning, PRC, to Hanoi, Viet Nam.

³ ADB financed a similar study for the GMS East–West Economic Corridor (EWEC) in 1999.

⁴ The RETA first appeared in *ADB Business Opportunities* on 14 March 2005.

These platforms link, for instance, top leaders and ministers, senior officials and working group experts, governments and development partners, and governments and private sector representatives—including those from civil society. Significant progress has been made as a result of these cooperation platforms. For instance, GMS countries have begun to clearly recognize their increasing interdependence and the importance of aligning their development strategies to harness the benefits of economies of scale. Cooperation and coordination at the government level has also led to concrete achievements such as the GMS Cross Border Transport Agreement.

6. In the NSEC, however, much remains to be done to take full advantage of the increased commitment to cooperation demonstrated by the GMS countries. In particular, there is an opportunity for more effective private sector participation in the cooperation platforms. There is a need to develop other mechanisms to translate the political goodwill into economic cooperation at specific locations. These mechanisms should enhance public–private partnerships through ongoing, effective dialogue. These mechanisms also should closely link local and international institutions and development experts. Such linkages would better utilize local knowledge and reflect local needs, while at the same time helping to introduce best international practices and management know-how into the development of the NSEC.

7. In developing the NSEC, it will be important to ensure that no investment gaps arise that prevent key infrastructure investments from yielding their full benefits. Similarly, corresponding measures may be needed to facilitate the use of the infrastructure and reduce the underlying transaction costs.

8. To accelerate the economic development of the NSEC, it will be important to increase the currently weak levels of private sector participation and investment in the corridor. Limited public resources alone cannot drive the growth of the NSEC. There is no lack of enthusiasm to attract foreign direct investment (FDI) in the corridor. However, there is lack of knowledge about who the potential foreign direct investors are and what sectors they might invest in. This points to a need to come up with a mechanism to communicate with potential foreign direct investors on a regular basis in order to better understand their needs and interests. Such a mechanism will help NSEC governments tailor their policies to draw more FDI, while helping potential investors better understand both the investment opportunities available to them and the laws that regulate investments. This RETA will, therefore, explore the feasibility of developing—and subsequently piloting—an institutional network to enhance public–private partnerships in the NSEC.

9. Encouraging foreign direct investors to remain is as important as attracting them in the first place. As private investment increases, potential disputes between private and sovereign entities will also likely arise. Experience elsewhere in the world indicates that it is important to have a scheme in place to mediate such disputes (a mediation-service scheme). For this purpose, GMS countries should engage only independent experts with proven track records in mediating investment disputes and preventing them from becoming politicized. If well structured, a mediation-service scheme can play an important role in improving the investment climate in GMS countries. The issue of creating a GMS investment mediation-service scheme will be examined under a separate GMS RETA. The investment mediation scheme, if implemented, could also help improve the investment climate of the NSEC.

III. THE TECHNICAL ASSISTANCE

A. Impact and Outcome

10. The ultimate goal in developing the NSEC is to enhance economic development in the area and thereby improve the living standards of the people both in the corridor and elsewhere in the GMS. The purpose of the RETA is to accelerate the process of turning the north–south transport corridor into an economic corridor where the movement of goods, people, and capital within and across the subregion can take place with optimum economic and development benefits. The RETA will help identify the major development issues facing the NSEC and formulate a medium-term development strategy for the sustainable development of the NSEC. It will also help strengthen the interaction between the public and private sectors, thereby enhancing their mutual understanding and dialogue and promoting timely and efficient investment in the corridor.

11. The RETA will be results oriented. The major outputs of the RETA will be in the following three areas. First, it will prepare an issues paper analyzing the major development issues and challenges facing the corridor in the medium term. Second, it will prepare a development strategy for the NSEC that will identify priority sectors and come up with an indicative list of major potential public and private investment projects in those priority sectors. Third, it will explore the feasibility of designing an institutional network⁵ linking selected local research institutes and/or universities, private entities, and business entrepreneurs. Such a network would promote regular exchanges of views and information between policy makers and investors on issues related to trade facilitation, investment, and private sector development. The network would also help disseminate the network partners' working results, create opportunities to cooperate, and encourage partners to follow up on the outputs from this RETA.⁶

B. Methodology and Key Activities

12. A number of reports and studies, completed and ongoing, have covered some aspects of economic integration in the NSEC and the GMS at large. The GMS transport-sector strategy, tourism-sector strategy, the Strategic Framework for Action on Trade Facilitation and Investment, the Cross-Border Transport Agreement, the Lao People's Democratic Republic (Lao PDR) northern area development strategy, and private sector assessments of each GMS country are just a few examples. The RETA will build on the information and recommendations of these studies to formulate a coherent and coordinated development program for the NSEC.

13. The RETA will focus on economic integration issues in the area of the NSEC. Specifically, it will examine how and to what extent the corridor is currently interlinked in terms of infrastructure, trade, and investment, and it will identify how such linkages are likely to change in the medium term. The infrastructural integration analysis will include linkages involving roads, railways, waterways, and air transport. The trade integration analysis will look at what commodities are being traded, whether commodities are being sold for transit or for final consumption, and the significance of trade in the corridor's development. The investment integration analysis will identify potential major foreign direct investors in the NSEC, sectors likely to draw FDI, and mechanisms that will encourage private sector investment.

⁵ During the preparation of the RETA project, the ADB fact-finding mission met local institutions and private entities to discuss the concept of the network. The response received was positive and encouraging.

⁶ One of the lessons identified from previous ADB operations, including the EWEC pre-investment study, was to avoid activities that are not sustainable after the completion of the RETA. This highlights the importance of developing the institutional network.

14. In addressing these issues, the RETA will also examine if there are legal, policy, or institutional constraints that may impede integration. Based on this analysis, the RETA will prepare an issues paper highlighting the major physical and non-physical constraints impeding the corridor's infrastructure, trade, and investment linkages. It will further identify priority sectors for the corridor's development based on underlying comparative advantages, and will help identify an indicative list of major potential projects for investments by both the public and private sectors. It will prepare a development strategy to promote investment in the NSEC and help attract financing for the identified list of major investment projects.

15. The identification and preparation of investment projects and priorities is important and must take into account local views and circumstances. In addition, promoting investment, particularly private investment, is both a long-term task and a dynamic process, especially given the pace of change in the GMS. Against this background, the RETA will engage local experts to work with international experts during the implementation period. It will also aim to develop an institutional network, involving local institutions and private entities, for promoting investment in the NSEC on a long-term basis.

C. Cost and Financing

16. The total cost of the proposed RETA is estimated at \$630,000 equivalent. The RETA will be financed by the PRC Poverty Reduction and Regional Cooperation Fund, funded by the Government of the People's Republic of China in an amount not exceeding \$400,000, to be administered by ADB, and by ADB's TA funding program for \$200,000. GMS governments will provide the equivalent of \$30,000 in kind. The respective GMS authorities will also assist with identification of local institutes and/or universities and business entities to participate in the proposed institutional network, and assist in organizing workshops to discuss and disseminate the RETA findings and recommendations. Detailed cost estimates and the financing plan are presented in Appendix 2.

D. Implementation Arrangements

17. ADB's Operations Coordination Division (MKOC), Mekong Department, will be the Executing Agency responsible for implementation of the RETA. MKOC will cooperate and coordinate closely with ADB resident missions in the GMS countries concerned during implementation. The GMS national secretariats in each country will act as national focal points for the implementation of the RETA. They will also facilitate the process of broad-based consultation and participation in their respective countries.

18. The RETA will be implemented by a team of individual international and local consultants under the guidance of ADB and in close consultation with the national focal points. ADB will select and engage the individual consultants in accordance with its *Guidelines on the Use of Consultants* and other arrangements satisfactory to ADB for engaging domestic consultants. A total of 11 person-months of international consultants' services will be required, involving intermittent inputs by two individual consultants. A total of 40 months of domestic consultant inputs will be required. Outline terms of reference for the consultants are presented in Appendix 3. The RETA will be implemented over a period of 20 months and is expected to be completed at end of September 2007.

19. The RETA will arrange up to three regional workshops to discuss its findings and recommendations. In addition, the RETA will include national and local workshops to promote participation and dialogue with the community and interest groups along the NSEC.
21. A final report will be printed and disseminated upon completion of the RETA.

IV. THE PRESIDENT'S DECISION

22. The President, acting under the authority delegated by the Board, has approved (i) ADB administering a portion of technical assistance not exceeding the equivalent of \$400,000 to be financed on a grant basis by the PRC Poverty Reduction and Regional Cooperation Fund funded by the Government of the People's Republic of China; and (ii) ADB providing the balance not exceeding the equivalent of \$200,000, on a grant basis for the Greater Mekong Subregion: Development Study of the North South Economic Corridor, and hereby reports this action to the Board.

DESIGN AND MONITORING FRAMEWORK

Design Summary	Performance Targets/Indicators	Data Sources/Reporting Mechanisms	Assumptions and Risks
<p>Impact</p> <p>Reduced poverty and improved living standards, resulting from increased trade and investment, for people in the GMS North South Economic Corridor (NSEC).</p>	<p>Economic growth rates, amount of investment, and level of employment.</p>	<p>National income accounts, trade and investment statistics published by the Greater Mekong Subregion (GMS) countries and compiled by other international institutions, such as the International Monetary Fund and United Nations Conference on Trade and Development.</p>	<p>Assumption</p> <ul style="list-style-type: none"> Continued political stability in the subregion and continued firm commitments by the governments of GMS countries to the principles of economic cooperation.
<p>Outcome</p> <p>Increased intra- and cross-subregion trade and inflows of foreign direct investment (FDI) to the corridor.</p> <p>Increased private sector investment and increased investments in the form of public-private partnerships.</p> <p>Reduced transaction costs in trade and investment through improved government policies based on sound analysis of issues, constraints, and priorities.</p> <p>Improved communication between policy makers and entrepreneurs, and investors to be facilitated and coordinated by an institutional network involving all concerned.</p>	<p>Increase in trade and FDI.</p> <p>Increases in the number of private investments and public-private partnership investments.</p> <p>Improved government policies on trade and investment.</p> <p>Development of a functioning institutional network by the second half of 2006.</p>	<p>Trade and investment statistics published by GMS countries and compiled by relevant economic research institutes within and outside the subregion; studies and/or reports supported by the regional technical assistance (RETA).</p> <p>Assessments by local and international development partners, by the Asian Development Bank's (ADB) regular economic-sector work, and by ADB monitoring missions.</p> <p>Progress reports and ADB monitoring missions.</p>	<p>Assumptions</p> <ul style="list-style-type: none"> Continued commitment by GMS countries to economic integration. Continued support by GMS governments for promoting public-private partnerships in investment and for private sector development. National and local governments in the NSEC will be able to develop their regional strategies based on sound analysis of the identified issues. Public and private entities under the network will be able to communicate more regularly and openly about issues and constraints to help formulation and implementation of policies by the public sector, and identification of investment opportunities by the private sector.

Design Summary	Performance Targets/Indicators	Data Sources/Reporting Mechanisms	Assumptions and Risks
<p>Outputs</p> <ol style="list-style-type: none"> 1. Issues identified based on sound analysis of the major constraints faced by the NSEC in economic integration. 2. A development strategy to promote private investment, especially FDI, into the corridor, including an indicative list of priority sectors and major potential projects for both public and private investments. 3. Development of an institutional network on policy research, monitoring, and investment promotion to enhance interface between policy makers and private investors, and between entrepreneurs and financiers, in the areas of trade facilitation and investments 	<p>Issues paper to be prepared under the RETA.</p> <p>Strategic paper to be prepared under the RETA.</p> <p>Cooperation with local research institutes, universities, investment-promotion agencies, and business entities and subsequent cooperation in exchange of information and joint undertaking of projects.</p>	<p>Regular reports by consultants.</p> <p>ADB review missions and peer review of draft reports by relevant ADB staff.</p> <p>Assessments by GMS countries through workshops, meetings, and regular consultation with ADB headquarters and ADB resident missions.</p> <p>Regular consultant reports.</p> <p>ADB review missions and monitoring by ADB resident missions.</p>	<p>Assumptions</p> <ul style="list-style-type: none"> • Support and cooperation by GMS countries in provision of necessary data. • Close coordination with additional ongoing studies supported by ADB and other development partners. <p>Risk</p> <ul style="list-style-type: none"> • Lack of incentives and adequate capacity for some of the local institutions to actively participate in the institutional network. The risk will be mitigated through a sound selection process, regular contact between the institutions and ADB staff at both headquarters and resident missions, help from local consultants.
<p>Activities with Milestones</p> <ol style="list-style-type: none"> 1.1 Closely review the existing relevant reports and studies by GMS countries, ADB, and others to identify potential gaps in trade facilitation and investment. 1.2 Conduct a study on the trend toward economic integration in the corridor, focusing on the linkages in trade, investment, and infrastructure that help facilitate trade and investment. 1.3 Identify and analyze the causes of the major constraints impeding trade and investment in the NSEC—for example, failures in policy making or policy implementation, inadequate institutional capacity, lack of a planning strategy, lack of financing, lack of coordination mechanisms within the public sector, and lack of a mechanism for cooperation between the public and private sectors. 1.4 Prepare an issues paper for debate and discussion. 2.1 Based on the identified issues, define the corridor's strategic position, its strengths and weaknesses relative to the rest of the GMS, and its challenges and opportunities in the increasingly integrated economy driven by the regional cooperation frameworks of GMS and Association of Southeast Asian Nations (ASEAN). 			<p>Inputs</p> <ul style="list-style-type: none"> • \$600,000 financed jointly by the Government of the People's Republic of China and ADB's TA funding program. • \$30,000 equivalent contributed by GMS countries in-kind. • International and domestic individual consultants consisting of (i) 11 person-months of international consultants, (ii) 40 person-months of domestic consultants. • A number of workshops and seminars.

<p>2.2 Identify the potential priority sectors in the corridor, identify an indicative list of major potential investment projects in the identified priority sectors, identify a list of potential major foreign direct investors that are active and interested in the region, and prepare a development strategy to promote the development of the NSEC.</p> <p>3.1 Prepare a template for a memorandum of understanding that will be the basis for ADB entering into and defining the scope and form of cooperation agreements with selected local institutes and private entities.</p> <p>3.2 Identify potential partners under the institutional network.</p>	
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Approved by:

Paul V. Turner
Director, MKOC

Rajat M. Nag
Director General, MKRD

COST ESTIMATES AND FINANCING PLAN
(\$'000)

Item	Total Cost
A. PRC Poverty Reduction and Regional Cooperation Fund and Asian Development Bank Financing^a	
1. a. Remuneration	
i. International	220.0
ii. Domestic Consultants	160.0
b. Travel and Per Diem	100.0
c. Reports and Communications	5.0
2. Workshops and Resource Persons	60.0
3. Contingency	55.0
Subtotal (A)	600.0
B. Government Financing^b	
1. Office Accommodation and Transport	10.0
2. Counterpart Staff	15.0
3. Others	5.0
Subtotal (B)	30.0
Total	630.0

PRC = People's Republic of China.

^a Financed by the PRC Poverty Reduction and Regional Cooperation Fund funded by the Government of the People's Republic of China (\$400,000) and administered by the Asian Development Bank (ADB); and by ADB's technical assistance funding program (\$200,000).

^b Financed in-kind by the relevant Greater Mekong Subregion governments.

Source: ADB estimates.

OUTLINE TERMS OF REFERENCE FOR CONSULTANTS

1. A team of individual consultants will be engaged for this regional technical assistance (RETA) project. A total of 51 person-months of consulting services will be required, including 11 person-months of international consultants and 40 person-months of domestic consultants. The consultants will report to the Asian Development Bank (ADB) task manager for the project. The indicative person-month allocations and terms of reference are set out below.

A. International Consultants

1. Development Economist/Team Leader (7 person-months)

2. The team leader will help the ADB task manager provide overall direction to the international and domestic consultants and coordinate and supervise the work of other consultants recruited under the RETA. He or she will be responsible for coordinating the preparation and submission of all RETA outputs to ADB in accordance with the agreed schedule.

3. The responsibilities of the team leader will include, but not be limited to, the following:

- (i) Closely review existing reports and studies (by Greater Mekong Subregion [GMS] countries, ADB, and others) that are relevant to the RETA, with an aim toward understanding the challenges, identifying the gaps in investment and policy making, and looking at ways to build linkages.
- (ii) Identify the major development issues facing the North South Economic Corridor (NSEC) and define the corridor's strategic position, strengths, and weaknesses relative to the rest of the GMS, Association of Southeast Asian Nations (ASEAN), Asia, and the world.
- (iii) Prepare a detailed outline of an issues paper examining potential linkages in infrastructure, trade, and investment to guide the work of subsequent domestic consultants; refine the outline during and after the initial visits to GMS countries.
- (iv) Prepare an issues paper with inputs from international and domestic consultants.
- (v) Identify potential priority sectors along each transport route of the NSEC, and help prepare a development strategy paper to promote the development of these identified priority sectors with inputs from international and domestic consultants.
- (vi) Draw up an indicative list of major potential investment projects in the identified priority sectors, defining clearly the criteria for inclusion of projects in the list, and draw up a separate list of potential major foreign direct investors that are active and interested in the region.
- (vii) Prepare a template for a cooperation agreement by ADB with selected local institutes and business associations; define the potential scope and forms of such cooperation.

- (viii) Identify potential partners for an institutional network.¹
- (ix) Prepare regular (at least quarterly) brief progress reports and/or work plans to keep interested parties apprised of the RETA implementation status and issues that potentially need to be addressed.
- (x) Identify potential topics related to trade facilitation and investments that are worthy of being discussed, debated, or considered at various GMS working group meetings or RETA workshops, and guide domestic consultants' work accordingly.
- (xi) Plan and organize the workshops with the help of domestic consultants and national focal points.
- (xii) Liaise with all other consultants to ensure that their individual inputs and work plans are progressing well and in line with the thrust of the RETA.
- (xiii) Guide domestic consultants in collecting the necessary information, both economic and social, to support the main findings and recommendations made in the issues and investment strategy paper; identify critical gaps in data availability.
- (xiv) Finalize the RETA reports for publication or dissemination and carry out other duties and tasks that may be required by ADB.

4. The team leader must have (i) a good understanding of development and proven ability to capture the strategic issues for the development of an area where there are competing needs and multiple challenges; (ii) demonstrated ability to help formulate a development strategy to address the identified issues; (iii) at least 15 years of working experience in development; (iv) post-graduate degree in economics; (v) familiarity with the issues and major institutional arrangements for economic cooperation in the GMS subregion; (vi) considerable subregional experience, including at least two substantive assignments in GMS countries; (vii) the capacity to work efficiently and effectively with national counterparts and domestic consultants; and (viii) excellent communication skills in both writing and speaking; (ix) strong interpersonal skills; and (x) demonstrated team leadership capacity. Working knowledge of subregional languages would be useful.

2. Trade Economist/Private Sector Development Expert (4 person-months)

5. The person will work closely with the team leader, especially in the areas of trade facilitation, investment, and private sector development. He or she will be one of the major contributors to the issues paper and development strategy papers and is expected to help guide domestic consultants in related areas. The tasks of the consultant will include the following:

¹ Institutional network partners may come from local research institutes, universities, chambers of commerce or other private and nongovernmental entities that are active in researching and promoting subregional trade and investments. The institutional network will not require creation of any new institution. It will be developed on a mutual-benefit basis from existing institutions. The partners under the institutional network are expected to regularly exchange views and information mainly in the area of trade facilitation and investment, help disseminate outcome of co-partners' work, and collaborate to undertake studies and projects jointly or on a parallel basis. The institutional network will also help promote dialogue between the government and private sector.

- (i) Identify the major issues related to trade facilitation and investment in order to provide analyses of the following: which goods are being traded and for what purpose; how is trade significant in the development of the NSEC and the region; what trade policy and non-trade policy barriers are impeding trade.
- (ii) Identify the reasons why private investment has been weak in the corridor; identify which sectors along each route of the corridor have the potential to attract foreign direct investment; make recommendations on how the corridor and the subregion at large can encourage more foreign direct investment.
- (iii) Review and assess existing strategies and plans for industrial development in areas such as industrial estates, export processing zones, mining, tourism, communications, and power, and identify the priority sectors that may have comparative advantage and have potential to attract foreign direct investment.
- (iv) Help prepare the outline of the issues paper and guide domestic consultants accordingly, especially in the related specialized areas.
- (v) Help compile an indicative list of major investment projects in priority sectors along each transport route of the NSEC, help compile the list of major potential foreign direct investors, and discuss the issue of investment modalities to finance the identified investment projects.
- (vi) Help identify local institutions and private entities with which ADB may enter into agreements for regular cooperation; help define the areas and forms of cooperation.
- (vii) Organize workshops and meetings, prepare RETA reports, conduct field visits, and consult with relevant line ministries and other government agencies, provincial authorities, business councils, and other community organizations.
- (viii) Assist the team leader in assessing data needs and providing advisory support to domestic consultants.
- (ix) Examine whatever formal or informal institutional mechanisms may exist for public–private consultation, and make suggestions on improving or developing mechanisms to promote public–private partnerships.
- (x) Help finalize RETA reports for publication and/or dissemination, and carry out other duties and tasks that may be required by the ADB task manager.

6. The successful candidate will (i) have at least 10 years experience working on trade facilitation and investment; (ii) have post-graduate qualifications in economics, business, law, or related fields; (iii) understand the issues and practices of free trade and investment protection agreements in the region and in the world, and understand the potential implications of these agreements in the GMS; (iv) be familiar with the major institutional arrangements for economic cooperation in the region; (v) have substantive experience working in GMS countries; and (vi) have a good understanding of the private sector's needs and constraints. He or she must have command of English and strong interpersonal skills. Working experience and knowledge in a potential priority sector (e.g., agriculture, industry, tourism, or energy) would be a plus.

B. Domestic Consultants

1. Development Economist/Specialist (4 person-months per country, for a total of 20 person months)

7. The responsibilities of the development economists/specialists will include, but not be limited to, the following:

- (i) Identify the major issues facing the corridor within his or her own country and identify existing studies that may be relevant to the RETA.
- (ii) Contribute to the preparation of the draft issues paper.
- (iii) Contribute to the preparation of the draft development strategy paper.
- (iv) Assist in planning and organizing workshops and meetings.
- (v) Help identify local institutes and private entities that might potentially cooperate with ADB.
- (vi) Help identify the major local and international investors.
- (vii) Help identify the priority sectors and draw up an indicative list of major investment projects in those priority sectors.
- (viii) Collect and compile necessary information and data to support the study.
- (ix) Make suggestions on how to enhance public–private partnerships and enhance private investments.
- (x) Assist the team leader and other international consultants in making local consultations, preparing relevant reports, and carrying out other tasks as required.

The domestic development economists/specialists must have at least 10 years experience working on development and have a thorough understanding of the local economic issues, policies, regulations, and institutional framework of policy making. They should be familiar with the major initiatives in subregional cooperation and have a post-graduate degree or equivalent in economics, business, or a related field. They should have prior experience working with international institutions and consultants. They must have a good understanding of local private sector development issues and constraints. Good written and oral communication skills and good interpersonal skills are essential.

2. Unallocated Domestic Experts (total of 20 person-months)

8. Twenty person-months of domestic consulting services are budgeted to (i) address data gaps and other unexpected issues that might arise, and (ii) support further development of investment projects or related policy issues that, proposed by the institution network partners, have the potential to be taken up by private investors or for policy issues, to be considered by

relevant policy makers. Detailed terms of reference for such tasks will be prepared as the needs are identified during implementation of the RETA.

C. Resource Person

9. The RETA plans to organize two to three workshops to discuss the RETA's findings and recommendations. In addition, the RETA will also help organize meetings to discuss specific investment proposals that may emerge and be deemed worthy of pursuing over the course of RETA implementation. Depending on the situation, resource persons may be engaged as experts to attend the workshops and/or meetings. The resource persons must prepare and submit to ADB for prior approval papers related to the topics of discussion before attending the above-mentioned workshops or meetings. The RETA will aim to engage only identified experts to attend these workshops and meetings, and will fund only their participation in the meetings, not their preparation of papers or other presentation materials.