



# Technical Assistance Report

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Project Number: 42528  
Regional Policy and Advisory Technical Assistance (R-PATA)  
March 2009

## South Asia Strategic Framework for Aid for Trade Road Map (Financed by the Investment Climate Facilitation Fund under the Regional Cooperation and Integration Financing Partnership Facility)

Asian Development Bank

## ABBREVIATIONS

ADB	–	Asian Development Bank
AfT	–	Aid for Trade
DMC	–	developing member country
GDP	–	gross domestic product
ICFF	–	Investment Climate Facilitation Fund
RCI	–	regional cooperation and integration
SARD	–	South Asia Department
TA	–	technical assistance
SMEs	–	small and medium-sized enterprises
UNCTAD	–	United Nations Conference on Trade and Development
WTO	–	World Trade Organization

## TECHNICAL ASSISTANCE CLASSIFICATION

<b>Type</b>	–	Regional policy and advisory technical assistance (R-PATA)
<b>Targeting Classification</b>	–	General intervention
<b>Sectors</b>	–	Finance, industry and trade
<b>Subsector</b>	–	Finance sector development, trade and services, small and medium enterprise development
<b>Themes</b>	–	Economic growth, regional cooperation, capacity development
<b>Subthemes</b>	–	Promoting economic efficiency and enabling business environment, trade and investments, institutional development

## NOTE

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

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## I. INTRODUCTION

1. The regional cooperation and integration (RCI) strategy<sup>1</sup> adopted by the Asian Development Bank (ADB) in 2006 identified trade and investment cooperation and integration as the second of four pillars. Trade and investment facilitation is furthermore included in pillar 1 of the RCI strategy as cross-border trade infrastructure and related software, an element of regional trade integration. ADB's long-term strategic framework 2008–2020 (Strategy 2020)<sup>2</sup> emphasizes that RCI has vast potential for accelerating economic growth, reducing poverty and economic disparity in Asia, raising productivity and employment, and strengthening institutions. Hence, RCI is one of the three pillars of ADB's vision and strategic agenda 2020. In line with the strategic priority, ADB has committed to scaling up its support for RCI. ADB will do this by expanding the creation of knowledge and information on RCI and disseminating this knowledge and information to developing member countries (DMCs). ADB will do this by increasing activities that promote RCI, especially in the South Asia subregion, where trade and investment integration in intraregional supply chains, logistical systems, and service and production networks has been trailing and the benefits are most needed.

2. The World Trade Organization (WTO) defines Aid for Trade (AfT) as donor funds channeled to finance trade-related technical assistance (TA) and infrastructure, plus aid used to develop new productive, supply-side capacity. In 2006, a 13-member task force was established under the leadership of WTO to produce a series of recommendations on how to put AfT into operation and how it should contribute to the development dimension of the Doha Development Agenda. The same year, regional development bank presidents, including ADB President Haruhiko Kuroda, strongly endorsed AfT, acknowledging WTO's call for them to play key roles. On 19 and 20 September 2007, ADB held the Asia regional review meeting in Manila to foster dialogue among senior government officials, private sector representatives, and donors about what is working in the region and what is not. The result of the discussions was a series of proposals and recommendations on how AfT should proceed in Asia and, more specifically, in South Asia. In the review meeting, South Asian participants encouraged recipient countries or subregions to formulate business plans for AfT and create a road map and secure political commitment to follow through on the AfT agenda in the region.<sup>3</sup> At the global AfT review meeting in Geneva in 2008, ADB committed to implementing an AfT road map for the Asia Pacific. This commitment has gained prominence in the adverse world trade climate, which affects least developed countries' business most because of their low capacity to trade. The climate leads to further long-term exclusions from production networks. This TA helps to fulfill this commitment as detailed in the TA design and monitoring framework (Appendix 1).

## II. ISSUES

3. **The Need to Address the Underdevelopment of South Asian Service and Production Network Integration in Asia.** International and regional economic integration has been a driving force in helping shape economic development in South Asia. International and regional economic integration is a process associated with falling tariff and nontariff trade barriers, rapid technological progress and productivity growth, and declining communications and logistics costs. The growth of regional service and production networks in Asia has allowed enterprises to tap far larger markets in a much more cost effective manner, leading to greater

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<sup>1</sup> ADB. 2006. *Regional Cooperation and Integration Strategy*. Manila.

<sup>2</sup> ADB. 2008. *Strategy 2020: The Long-Term Strategic Framework of the Asian Development Bank 2008–2020*. Manila.

<sup>3</sup> The TA first appeared in the business opportunities section of ADB's website on 12 December 2008.

regional economic integration. However, South Asia is still the least-integrated region in Asia. Its smaller and landlocked economies have been only marginally integrated into the dynamic process of economic integration. Most noteworthy is that the underperformance of these countries directly correlates with high trade and business costs. This huge gap in trade efficiency is also evident in logistics, production technology, marketing and market access, and other export-related capabilities.

4. The Kali and Reyes (2006) calculation<sup>4</sup> of a “trade centrality index,” done for most countries in the world, reflects each economy’s number of trading partners and influence on the service and production networks that connect inputs to products and services via vertically integrated trade networks across many countries to the customers for the final product or service. A high relative value of centrality, on a scale of 0 to 100, reflects a central position of influence in key global service and production networks. For South Asia, this measure provides important insights into global trade positioning. South Asia is still relatively marginal to global service and production networks for outsourcing and integration, in comparison with the key players Europe, Japan, United States, and increasingly the People’s Republic of China. Of all the economies in South Asia, India has the most centrally connected trade economy and Nepal the least.

5. It is clear that South Asia’s competitive advantage in regional and international trade rests on how effectively it can improve and invest in its logistics infrastructure, service, and production supply chains that link suppliers via vertically integrated trade networks to customer demand. Traditional competitive advantage from proximity to raw materials or cheap labor has increasingly been replaced in recent decades by proximity to markets. The business capacity, especially of small and medium-sized enterprises (SMEs), to produce time- and quality-sensitive consumer goods and services has to be raised. Here, AfT can be put to work with great benefit to the subregion.

6. **The Need to Scale Up a New Type of AfT Operation.** ADB’s South Asia Department (SARD) has not so far given priority to trade-oriented capacity building, service and production network integration, or logistics. However, trade and logistics are important pillars in the RCI strategy and in Strategy 2020. AfT requires mainstreaming in DMC development investment programs to explicitly recognize the priority of AfT-type coordinated and interlinked activities in country operations. This means that ADB generally, and SARD specifically, needs to strengthen trade-related impact analysis and capacity in its operations.

7. To mainstream and scale up AfT operations in the context of the new Asian AfT initiative associated with WTO’s global initiative, a new set of interlinked AfT-type operations needs detailed preparation. In response to the South Asian need for greater integration into global service and production networks, the TA will outline a strategic investment framework. One general strategy for South Asian DMCs is to diversify trade in terms of sectors and markets. This is especially important for Bangladesh, Maldives, and Nepal, as their export markets are few and therefore vulnerable, and access to them can become increasingly precarious. Another strategy for smaller or landlocked economies is to move into niche markets, possibly with higher value added, and to use subcontracting networks in larger, closer markets such as India. All of these options require a road map for investment in complete service and production chains and networks, together with the necessary logistics and infrastructure investment.

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<sup>4</sup> Kali, R. and J. Reyes. 2006. The Architecture of Globalization: A Network Approach to International Economic Integration. *Journal of International Business Statistics* 38: 595–620.

8. **The Need to Increase Cooperation Capacity of Trade Officials, Especially in Small and Low-Income South Asian Economies.** The September 2007 regional review meeting for AfT in Asia brought together in a working group all the key trade officials representing nodal points for AfT, especially in the smaller and lower-income economies. There was a strong expression of the need for ADB support in building knowledge and technical capacity in those nodal points and agencies. This TA will involve those nodal points in developing a subregional AfT strategy and road map, and it will do so through training and workshops. Building upon ADB's experience and partnership with global and regional development institutions, this TA aims to sustain and deepen the integration and trade facilitation efforts of the South Asia subregion.

### III. THE TECHNICAL ASSISTANCE

#### A. Impact and Outcome

9. Lowering trade and transaction costs in South Asian economies by 5% of traded value, through trade policy reform, trade-related infrastructure investment, and supply capacity expansion, can generate a real income gain of about 2.5% of gross domestic product.<sup>5</sup> The income gains and, in turn, poverty reduction gains emanate from the increased trade creation and the shift to more productive and better-paid employment.

10. As the TA produces an AfT business plan and helps create national road maps, the greater political commitment increases the trade focus in the subregion and globally in line with the economic size and potential of South Asian economies. The aim is to identify and prepare for South Asian economies (excluding for now Pakistan) a set of AfT interventions that implement the general strategies. It is important for this assistance to structure an applied framework for prioritizing potential trade-related interventions and investments according to the expected strength of their economic impacts. Also important is to evaluate the complementarities and positive economic spillovers that a set of interventions offers in comparison with one-off interventions. The object of such calculation is to work out the effective balance between trade-related investments, as substantial economies come out of investing in components in correct proportions. What is important is to look at all the service and production networks that can be developed in a network of investments across the subregion.

#### B. Methodology and Key Activities

11. The regional policy and advisory TA output will be national road maps for AfT and related investment. One priority will be to map service and production networks across the subregion, thereby linking into Asia and the role of SMEs in key sectors, which is expected to produce high economic impact in terms of export growth, employment generation, and poverty reduction. A very high priority will be to focus on key SME export sectors and service and production networks, which will help diversify low-income and small economy exports into potentially competitive products and services with good market access. For instance, Bangladesh now relies almost exclusively on garment exports to maintain its trade account, and the Maldives on tourism, so both need to develop second and third legs to support export economies and employment.

12. A succinct country-based subregional proposal for investments will be crafted to provide a practical framework for operationalizing AfT in the South Asia subregion. It is envisaged that

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<sup>5</sup> ADB. 2006. *Asian Development Outlook*. Manila (page 294).

the proposal will synthesize specific AfT needs, objectives, activities, and actors across the subregion. The proposal will include an implementation schedule, define financing needs, and structure a monitoring framework based on the Paris Principles.<sup>6</sup> The draft proposal will be vetted by an eminent expert panel and presented at national, subregional, and international forums, as well as at scoping and stock-taking meetings. Such meetings and workshops will serve to train trade officials in nodal points and agencies of DMCs, strengthening institutional capacity for cooperation.

13. The road map proposal will come up with an applied framework for prioritizing potential trade-related interventions and investments according to the expected strength of their economic impacts. Also important is to evaluate the complementarities and positive economic spillovers that a set of interventions offers in comparison with one-off interventions. The object of such calculation is to work out the effective balance between trade-related investments, as substantial economies come out of investing in components in correct proportions. For each suggested operation, the work will state what additional economic and/or financial value is created under a new additional type of AfT operation and how it will complement operations in the subregion that are already planned in sectors such as in SMEs; trade finance; transport; connectivity and logistics; trade policy reform; and industrial, agribusiness, and service export.

14. The regional policy and advisory TA will develop an implementation plan to build up institutional capacity for developing, regionally coordinating, and implementing road maps. This will result in a rigorous sector framework for investment with suitable indicators that link into the ADB results framework.

### **C. Cost and Financing**

15. The TA is estimated to cost \$600,000. It will be financed as a grant from the Investment Climate Facilitation Fund under the Regional Cooperation and Integration Financing Partnership Facility,<sup>7</sup> to be administered by ADB. It will cover remuneration, travel, and per diem for international and national experts, as well as for eminent resource persons; training and workshop-related expenditures; publications; and report and knowledge dissemination. A detailed cost breakdown and proposed financing plan are in Appendix 2. No activity will be financed in any member country under this TA unless and until a letter of no objection in respect of it has been received from its government.

### **D. Implementation Arrangements**

16. ADB will be the Executing Agency for the TA, and the Financial Sector, Public Management, and Trade Division of SARD will administer and implement it. ADB will coordinate with subregional organizations and WTO. The TA will require 13 person-months of international expert inputs, inclusive of resource persons, and 15 person-months of national expert inputs. The national consultant(s) will be based at ADB headquarters and assist in the overall implementation of the TA. ADB will engage the consultant experts in accordance with its *Guidelines on the Use of Consultants* (2007, as amended from time to time). The outline terms of reference for consultants and eminent resource persons are in Appendix 3. Disbursements

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<sup>6</sup> The Paris Declaration on Aid Effectiveness, agreed by both donor and beneficiary countries in 2005, includes principles to guide aid delivery.

<sup>7</sup> Established by the Government of Japan.

under the TA will be made in accordance with ADB's *Technical Assistance Disbursement Handbook*.<sup>8</sup>

17. The quality- and cost-based selection method will be used in selecting the firm to field the international experts in evaluation, results monitoring, trade modeling, value chains, and market access. The eminent resource persons will be selected directly and individually according to their special expertise using quality-based selection. The national consultant(s) will be selected individually.

18. The team leader will submit an inception report to the eminent resource persons sufficiently in advance of the scoping workshops. One workshop will involve the countries' nodal agencies. After this, the consultant team, under the team leader, will finalize the inception report, inclusive of the work program for interim, midterm and draft final reports. At the AfT stock-taking meetings and presentation, the consultants will receive comments that they will take into account in the draft final report before delivering a final report in hardcopy and electronic form that includes data and model descriptions and relevant software source codes.

19. The TA is expected to run for 15 months from April 2009 until July 2010.

#### **IV. THE PRESIDENT'S DECISION**

20. The President, acting under the authority delegated by the Board, has approved ADB administering technical assistance not exceeding the equivalent of \$600,000 to be financed on a grant basis by the Investment Climate Facilitation Fund under the Regional Cooperation and Integration Financing Partnership Facility for the South Asia Strategic Framework for Aid for Trade Road Map, and hereby reports this action to the Board.

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<sup>8</sup> ADB. 2008. *Technical Assistance Disbursement Handbook*. Manila.

## DESIGN AND MONITORING FRAMEWORK

<b>Design Summary</b>	<b>Performance Targets and/or Indicators</b>	<b>Data Sources and/or Reporting Mechanisms</b>	<b>Assumptions and Risks</b>
<p><b>Impact</b> Increased competitiveness of South Asian economies results in higher economic growth and employment creation.</p>	<p>Lowering trade and transaction costs in South Asian economies by 5% of traded value generates a real income gain of 2.5% of GDP.</p>	<p>Trade and logistics statistics from WTO, UNCTAD, and World Bank</p>	<p><b>Assumptions</b> Government support for private sector-led growth</p> <p>International market access conditions improve with, for instance, the completion of Doha round negotiations.</p> <p><b>Risks</b> International trade policies interfere with openness.</p> <p>Inadequate investment in social and economic infrastructure.</p> <p>Insufficient commitment by government technical agencies to cooperate</p>
<p><b>Outcome</b> Increased trade focus in the subregion and globally aligned with the economic size and potential of South Asian economies. This will arise from a set of recommended interventions that will combine to work for the greatest impact on the subregional economies as a whole.</p>	<p>Private sector signs to co-invest with public sector in service and production networks (or value chains) and trade-related soft and hard infrastructure</p> <p>In key service and production networks, transaction and transformation costs are lower by up to 50%.</p>	<p>Trade and logistics statistics from WTO, UNCTAD, and World Bank</p>	<p><b>Assumptions</b> Adequate coordination arrangements between public and private sectors within countries and across South Asia</p> <p>Technical expertise can be absorbed by technical agencies.</p> <p><b>Risk</b> Lack of coordination between public and private sectors in individual countries</p>
<p><b>Outputs</b></p> <ol style="list-style-type: none"> <li>1. Endorsed Aft business plan for South Asia and the creation of national road maps that help create political commitment to implement it</li> <li>2. Implementation plan to build up institutional</li> </ol>	<p>Measuring cost and time along specific value chains will identify impact in terms of business costs and benefits from critical investments that remove constraints specific to value chains for trade competitiveness</p>	<p>Endorsed documents</p> <p>Field investigation</p> <p>International comparators and market analysis and efficiency measures</p>	<p><b>Assumption</b> Consultant team has access to market know-how and players.</p> <p><b>Risks</b> Political and regional buy-in to approach for Aft road map</p> <p>Slow institutional response to proposed actions</p>

<b>Design Summary</b>	<b>Performance Targets and/or Indicators</b>	<b>Data Sources and/or Reporting Mechanisms</b>	<b>Assumptions and Risks</b>
<p>capacity for developing, regionally coordinating, and implementing national road maps</p> <p>3. Sector framework for investment with suitable indicators that link into the ADB results framework</p>			
<p><b>Activities with Milestones</b></p> <p>1.1 Dissemination of study proposal for eminent persons' review, and scoping workshops with South Asian and eminent experts (Q2, 2009)</p> <p>1.2 Work program by consultants' interim and midterm reports (Q3, 2009)</p> <p>1.3 Organization of field visits to regional sites within or outside of South Asia for capacity building</p> <p>1.4 The draft final report (Q1, 2010)</p> <ul style="list-style-type: none"> <li>• quantifies the effects of the inefficiencies of logistics, current trade infrastructure network, supporting services, and regulatory and policy impediments on the firm's competitiveness and productivity in the strategic products and as part of service and production networks (or value chains) as identified above;</li> <li>• prioritizes policy, procedural, and physical constraints along the service and production networks;</li> <li>• compares with internationally recognized benchmarks and standards;</li> <li>• recommends policies and investment interventions to reduce inefficiencies and improve competitiveness;</li> <li>• structures a results-monitoring framework based on the Paris Principles; and</li> <li>• formulates, on the basis of the above, the AfT business plan with investments identified on a prefeasibility basis.</li> </ul> <p>1.5 AfT stock-taking meetings and presentations (Q1, 2010)</p> <p>1.6 Organization of knowledge management activities, as appropriate, to disseminate results/outputs (Q2, 2010)</p> <p>1.7 Final report (Q2, 2010)</p>			<p><b>Inputs</b></p> <p>ICFF: \$600,000 for 13 international person-months, 15 national person-months, reports, presentations, website, training, and travel to international forums</p>

ADB = Asian Development Bank, AfT = Aid for Trade, GDP = gross domestic product, ICFF = Investment Climate Facilitation Fund, UNCTAD = United Nations Conference on Trade and Development, WTO = World Trade Organization.

**COST ESTIMATES AND FINANCING PLAN**  
(\$'000)

<b>Item</b>	<b>Total Cost</b>
<b>Investment Climate Facilitation Fund under the Regional Cooperation and Integration Financing Partnership Financing<sup>a</sup></b>	
1. Consultants and Resource Persons	
a. Remuneration and Per Diem	
(i) International Consultants	305.0
(ii) National Consultants	70.0
(iii) Eminent Expert (Resource) Persons	50.0
b. International and Local Travel <sup>b</sup>	80.0
c. Reports, Printing, and Communications	5.0
2. Workshops (training including best-practice site visit and scoping)	40.0
3. Contingencies	50.0
<b>Total</b>	<b>600.0</b>

<sup>a</sup> Established by the Government of Japan and administered by the Asian Development Bank.

<sup>b</sup> Estimated at \$55,000 for international consultants, \$5,000 for national consultant(s), and \$20,000 for eminent expert (resource) persons (including per diem).

Source: Asian Development Bank estimates.

## OUTLINE TERMS OF REFERENCE FOR CONSULTANTS

### A. International Consultants

#### 1. Value Chain and Market Access Expert (international, 4.5 person-months)

1. The principal objective of the integrated value chain analysis is to compile indicative data for priority products to achieve the following six goals:

- (i) Quantify the effects of the inefficiencies of logistics, current infrastructure network, supporting services, and regulatory impediments on the firm's competitiveness and productivity in the strategic products as identified above.
- (ii) Prioritize policy, procedural, and physical constraints along the value chains.
- (iii) Compare with internationally recognized benchmarks and standards.
- (iv) Recommend policies and interventions to reduce inefficiencies and improve the competitiveness of the firm.
- (v) Complete a business proposal and financing plan for four or five key product value chains.
- (vi) Determine investment prefeasibility along key trade networks in the subregion and develop a road map for initiating investment.

2. The data compiled will reflect cost, time, and reliability factors in obtaining inputs, where applicable, and delivering products to the final markets identified. The analysis needs to consider the time taken for the various activities along the chain, for instance from the point where the goods are picked up from a factory or field until they are delivered to the final market. In the case of transport nodes and sea movement, specific information needs to be gathered, while the cost of container movement needs to be quantified. Specifically, the consultant will provide a cost and time estimate of the major steps in the value chain of each product and service. As such, the consultants must be familiar with related donor work, specifically Government of Japan diagnostic studies of trade integration and the work by the Japanese overseas development assistance task force in Bangladesh.

3. Prefeasibility analysis will include, but not be limited to, the following:

- (i) Measure cost and time along the entire supply chain of a product—including logistics costs and time in moving the products on selected routes within the country, in the region, and in international markets—and quantify the impact of these costs on firm competitiveness in responding to markets, demand, and competition.
- (ii) This exercise will be undertaken for both informal and formal producers in the value chain to understand such implications of operating a formal business as licensing, taxes, the time required to comply with existing laws and regulations, and other public sector costs, as well as the implications of running an informal business, in which an operator may be required to pay bribes and other informal payments to participate in markets.
- (iii) Benchmark costs against a similar value chain in a similar market regionally and internationally to identify specific areas where producers in the subregion are most inefficient and how they can become the most efficient in their market segment.
- (iv) Establish investment costs with subproject details to mitigate such inefficiencies.

## 2. Eminent Evaluation, Results Monitoring, and Trade Model Expert (international, 6.5 person-months)

4. The expert will have a graduate or postgraduate background in mathematics, statistics, and related computer models applied to trade models that can discern economic impact related to geography. The evaluation and results monitoring expert will devise an applied framework for prioritizing potential trade-related interventions and investments according to the expected strength of their economic impacts. Also important is to evaluate the complementarities and positive economic spillovers that a set of interventions offers in comparison with one-off interventions. The object of such calculation is to work out the effective balance between trade-related investments, as substantial economies come out of investing in components in correct proportions. Using the model, the consultant will undertake analysis based on trade benefit creation, including producer, productivity, and employment benefits and related to the geographic location of investment and the geographic location of potential benefits.<sup>1</sup> For each suggested operation, the consultant's work will state what additional economic and/or financial value is created under an additional type of Aid for Trade (AfT) operation and how it will complement operations in the subregion that are already planned in sectors such as small and medium-sized enterprises; transport; connectivity and logistics; trade policy reform; and industrial, agribusiness, and service export. What is important is to look at the entire 4–5 value chains that can be developed in a network of investments across the subregion.

5. Under the supervision of the Asian Development Bank (ADB) staff, the consultant will do the following:

- (i) Prepare a detailed outline for the work on the strategic framework for AfT in South Asia. Bangladesh, Bhutan, Maldives, and Nepal have high priority for establishing national strategic frameworks. India's size will require focus on key areas with low income or poor access.
- (ii) Prepare the interim, midterm, and final reports based on the outline approved by ADB.
- (iii) Contribute to the research needs of the AfT Technical Working Group for Asia and the Pacific, including inputs to prepare the South Asia investment proposal for AfT in Asia and the Pacific.
- (iv) Ensure that the proposal includes a road map implementation schedule identifying needed institutional capacity building and financing and structuring a monitoring framework based on the Paris Principles.
- (v) Revise the proposal and reports following ADB's and others' review.
- (vi) Undertake consultations with stakeholders, participate in site visits as necessary, and make presentations at events, as required.
- (vii) Advertise in all meetings that the technical assistance (TA) is funded under the Government of Japan Investment Climate Facilitation Fund and implemented as ADB's policy-based support for AfT.

## 3. Eminent Resource Persons (international, 2.0 person-months combined)

6. The TA will require the services of a pool of eminent resource persons to prepare scoping workshops in cooperation with the consultant expert team. Workshops will be attended by key stakeholders and consultant expert team representatives. The consultants will

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<sup>1</sup> This can be done in an economic agent-based model operating on directed production networks and geographic space. Appropriately scaled, the model focuses on key policy and investment parameters.

disseminate the study proposal and work plan as an inception report to be reviewed and revised by the pool of eminent resource persons and to be finalized in the scoping workshops.

7. The pool of eminent resource persons will review the interim and draft final report, as provided by the consultant team, and will provide expert advice for them.

8. The TA will require the services of a pool of eminent resource persons to (i) make a presentation and provide expert materials for workshop participants in national, regional, and high-level consensus and capacity-building workshops on AfT and (ii) moderate and facilitate active discussion and exchanges of ideas among participants, with linkage to the regional technical group Aid for Trade for Asia and the Pacific.

9. If and when warranted, eminent resource persons will accompany key stakeholder representatives on field visits to regional sites in South Asia and/or elsewhere in Asia.

10. The eminent resource persons will have expertise in specific areas, such as trade network modeling, economic geography and related computer expertise, global value chains and market know-how, model design, and programming.

11. The pool of eminent experts will include a trade economist. This economist will be familiar with the findings of ongoing and completed World Bank and other aid agencies' studies on the subregion's competitiveness. The eminent trade economist will validate the economic models used by the consultants for their impact analysis, help with trade sector empirical analysis, and coordinate with other experts on the required information, economic, and data inputs.

## **B. National Consultant(s)**

### **1. Trade Model, Evaluation, Results Monitoring Specialist(s)** (national, 15 person-months combined)

12. The consultant(s) should have a post-graduate degree in economics, statistics, and trade facilitation, as well as substantial experience in building results-oriented, monitorable strategic investment road maps. Excellent coordination and communication skills are required. The consultant(s) will work at ADB headquarters and in specific areas where value chains are analyzed during TA implementation. Under the direct supervision of ADB, the consultant(s) will:

- (i) Provide technical and economic analysis support toward building the strategic framework for the AfT road map.
- (ii) Support the preparation of field work and undertake research on, for instance, development operations in the subregion that are already planned in sectors that relate to value chain development such as small and medium-sized enterprises; trade finance; transport connectivity and logistics; trade policy reform; and industrial, agribusiness, and service export.
- (iii) Provide technical support to international consultants and ADB staff in implementing the TA and organizing capacity building and workshops.
- (iv) Undertake quantitative, economic, and computer analysis (including programming).
- (v) Help establish and support national AfT focal points and core teams.
- (vi) Perform other tasks as may be required by ADB staff.