



FOR IMMEDIATE RELEASE

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## PRESS RELEASE

### USAID DEVELOPS EXPORT PARTNERSHIPS IN CENTRAL ASIA

**ALMATY, KAZAKHSTAN** — USAID’s Regional Economic Integration Project in alliance with the Central Asian Tax Research Center of KIMEP University will hold an “Export Partnerships” training seminar for Central Asian small- and medium-sized enterprises and NGOs. The three-day training session will be held in the Alatau Resort Hotel in Almaty, April 27-29, 2012.

Sixty entrepreneurs from Kazakhstan, Uzbekistan, Kyrgyzstan and Tajikistan will participate. The training program focuses on incorporating tax planning into a company’s export plan, using lean production principles based on Kaizen methodology, sanitary, phyto-sanitary and veterinary technical regulations norms of the Customs Union, intellectual property issues, master classes on business negotiations, and export strategy. Participants will share experiences, establish business ties, discuss issues on export partnerships, and promote their products to neighboring and overseas countries.

Alisher Zhurayev, Director of Gerfed Impeks of Uzbekistan, participated in the first training session in March and said: “It is not easy to choose partners and new markets, meet customer requirements in a timely manner, and promptly and professionally solve problems. In the series of trainings, we learn international marketing and management best practices, and discuss export problems and solutions. I find these seminars very useful. The acquired knowledge and skills will help us to expand export operations and enter new markets.”

The training is part of the Export Partnership Initiative that the United States Agency for International Development (USAID) launched in 2011. To date, USAID has organized two export partnership groups, one uniting companies dealing with production and processing of organic agricultural products, and the other connecting textile producers. With the goal of reaching competitive advantage and expanding the export potential of small- and medium-sized enterprises, USAID’s Regional Economic Integration project will continue to strengthen and support these partnership groups, as well as facilitate the creation of new export clusters.

The Regional Economic Integration Project is one of the many assistance projects made possible with the support of the American people through the United States Agency for International Development.

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