

# What can the private sector do in the OIC's trade liberalization effort?

COMCEC 4th trade working group  
Ankara, October 2014

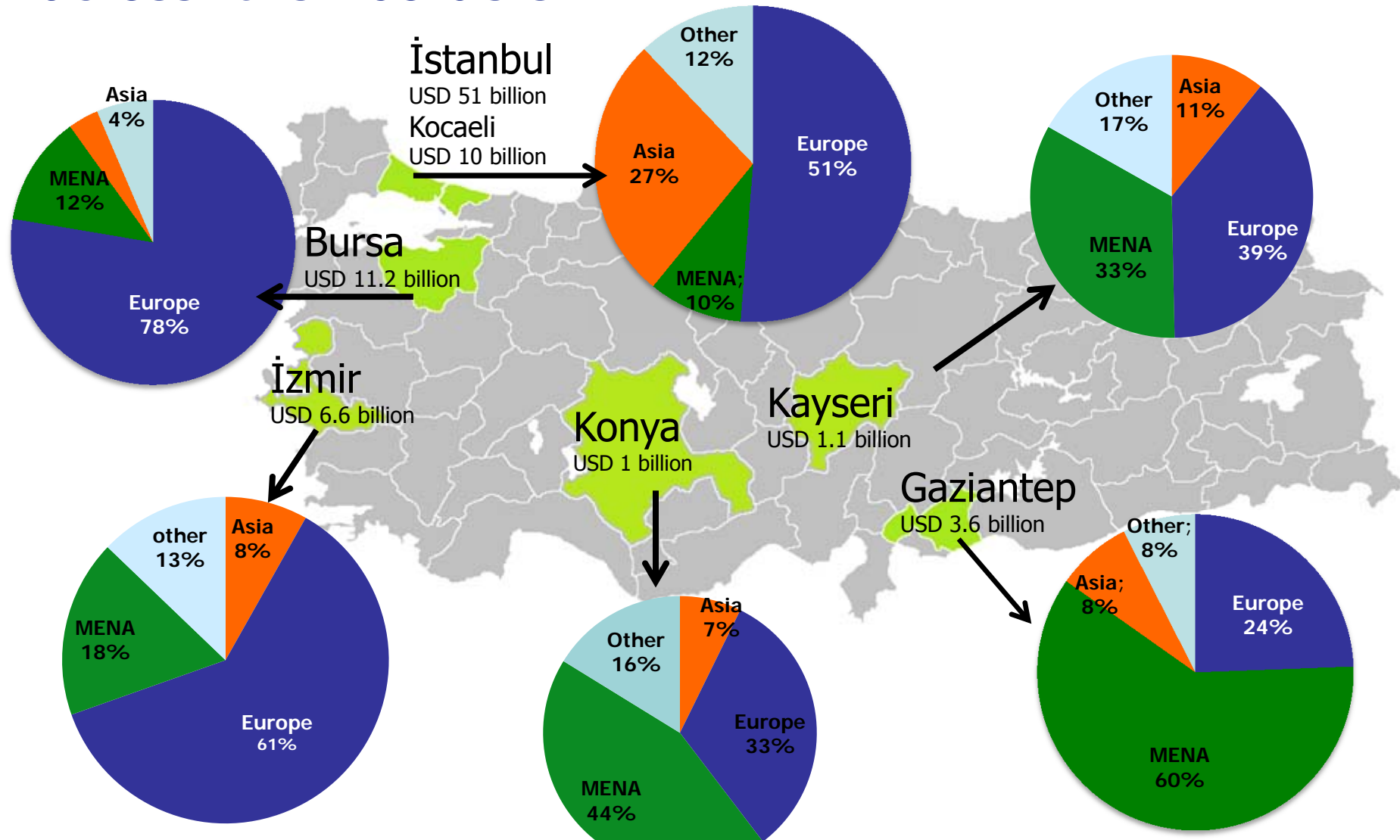
The private sector needs to institutionalize:  
Chambers and Business Associations can push for reform

- Chambers can own the domestic transformation process
  - Pressure their governments to reform markets behind the scenes
  - Act as an internal problem-solving device
- Chambers directly channel the experiences and knowledge of businessmen, who have first-hand experience in trade
  - Rising intra-OIC trade in the past decade means more businessmen have experience to develop these ties
- Chambers can realign reforms, policies, and programs to directly target constraints to business

## Mobilizing Chambers: building institutional capacity is key

- Business leaders need to learn effective ways of,
  - Adapting best-practices to their local context
  - Advocate policy reforms for private sector development
  - Organizing the nascent middle class around their goals
- Cooperation among chambers from Islamic countries can be a critical vehicle of capacity building
  - Success is contingent upon focusing on concrete, doable projects: small, but solid steps
  - The ICC could be used more effectively
- Internal reform is also vital for greater connectivity

# Example: Business leaders need to connect to markets across their borders



## How did the private sector contribute?

- TOBB proposed a public – private partnership to modernize Turkey's border gates: TOBB GTI was formed, a company owned by the chambers of commerce
- PPP model:
  - TOBB GTI signed build-operate-transfer protocols with the Government
  - TOBB GTI built, operated, and transferred back the gate infrastructure
  - Infrastructure now includes duty free, cafes, scanners, etc.

## An example from TOBB: border gates' modernization

Kapikule border gate before modernization



# KAPIKULE BORDER GATE (After Modernization)



# KAPIKULE BORDER GATE (After Modernization)





# KAPIKULE BORDER GATE (After Modernization)



## KAPIKULE BORDER GATE (After Modernization)



Fast crossing: IRU TIR-EPD (Pilot: Kapikule to Bulgaria since Nov 2012)

NEXT PROJECT: Single window (w Georgia)

