



Methodology of Work of the IIRSA Project:
“Exports through Postal Services”,
based on the implementation experience
in Perú and Uruguay

GTE of the IIRSA, Buenos Aires, May 19th, 2009

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STAGES OF THE PROJECT DEVELOPMENT

Synthesis of the Proposed Stages

Stage	Expected Duration	Products
1 – Disclosure of interest		<ul style="list-style-type: none"> •Signed agreement terms •Confidentiality agreement
2 – Definition of the National Coordination Team		<ul style="list-style-type: none"> •Coordination of the project at the national level •Terms of the project





STAGES OF THE PROJECT DEVELOPMENT

Synthesis of the Proposed Stages

Stage	Expected Duration	Products
3 - Survey		<ul style="list-style-type: none"> •To identify the main agents •To identify minimal conditions to bear the visit •Guidance of the technical visit
4A – Tech. visit 1 Pre-diagnosis	8 business days	<ul style="list-style-type: none"> •To identify the feasibility of the implantation of the project •To identify minimal conditions in the public postal operator •To identify the sponsor •Recommendations to create the project: “Exporta Fácil” – Country in the public postal operator





STAGES OF THE PROJECT DEVELOPMENT

Synthesis of the Proposed Stages

Stage	Expected Duration	Products
4B – Tech. visit 2	2 business days	<ul style="list-style-type: none"> •Presentation of the report •Terms of the technical cooperation agreement
4C – Technical visit to Brazil (or other country with implemented system)	5 business days	<ul style="list-style-type: none"> •To know the current status of the service in Brazilian Postal Service – “Exporta Fácil” Brazil •To know the programs of the institutions that help “Exporta Fácil” •To know the postal operative and strategic part of “Exporta Fácil “





STAGES OF THE PROJECT DEVELOPMENT

Synthesis of the Proposed Stages

Stage	Expected Duration	Products
5 – Signing of the technical cooperation document		<ul style="list-style-type: none"> •Endorsement of the technical cooperation terms •Start of the project •Adjustment of behavior •Signing of the technical cooperation document





STAGES OF THE PROJECT DEVELOPMENT

Synthesis of the Proposed Stages

Stage	Expected Duration	Products
6 – Technical cooperation	8 weeks	<ul style="list-style-type: none"> •Diagnosis
	12 weeks	<ul style="list-style-type: none"> •Design of “Exporta Fácil” in the public postal operator •Design of the Communication Plan of “Exporta Fácil” (External Entities) •Design of the Internal Training Plan (GTI) •Design of the Plan for the Training of the public-objective of “Exporta Fácil”
	6 weeks	<ul style="list-style-type: none"> •Pilot •Proposals for adjustments in the model •Project transfer report





STAGES OF THE PROJECT DEVELOPMENT

Synthesis of the Proposed Stages

Stage	Expected Duration	Products
7 – Accompaniment and project closure		•Workshop





SUCCESS FACTORS OF THE PROJECT

- Cooperation Experiences in:
 - Perú and
 - Uruguay





SUCCESS FACTORS OF THE PROJECT

Conception of the Project

- Sensitization
- “Country Project”
- Definition of the Coordination Team;
 - Selection of the institutions involved
 - Public and Private ones
 - Selection of the technical team





SUCCESS FACTORS OF THE PROJECT

Preparation of the Project

- Formalization of a National Strategic Group;
- Appointment of a National Technical Coordinator
- Terms among the first stages;
- Pre-diagnosis visits (evolution);
- Training for specialists;





SUCCESS FACTORS OF THE PROJECT

Preparation of the Project

- Selection of the cooperation team
 - Collaborators team;
 - Country team;





SUCCESS FACTORS OF THE PROJECT

Development of the Project

- Signing of the cooperation agreement;
 - Responsible people;
 - Handling of expectations;
 - Terms;
 - Scope;





SUCCESS FACTORS OF THE PROJECT

Development of the Project

- Appointed team;
 - Collaborators;
 - Counterparts;
- Preparation of the institutions to receive the project;





SUCCESS FACTORS OF THE PROJECT

Development of the Project

- Available infrastructure and adherence to the project;
 - Synergy among the relevant actors;
- Flexibility regarding terms
 - Of the projects;
 - Of the institutions;
 - Of the people involved.





SUCCESS FACTORS OF THE PROJECT

Externalities

- Regulatory Framework
- Country's culture
- Country's present





SUCCESS FACTORS OF THE PROJECT

Sustainability

- Support to the accompaniment of the project;
- To continue as Country Project;
- Incorporation of new actors;
- Introduction of continuous improvements.





SUCCESS

