



# Summit Alliances International - Development Trade Solutions (SAI)

*Vision on solutions, together forging bonds*



*With 164 Member States and growing, rules negotiated, agreed, and implemented at the World Trade Organization (WTO) cover 90% of global trading. Around two thirds of the WTO membership consist of developing and least developed countries (LDC) who are actively participating in the premier international rule making forum. In addition, those Member countries are participating in regional and bilateral trade arrangements which converge with the WTO in a universe of interlocutors never seen before since the dawn of civilization and the emergence of global trade systems.*

*The participation of developing and LDCs in today's global trading system fulfills an essential role, which is to foster peaceful ties and cooperation among nations to tackle global problems and promote economic development. In addition their participation also promotes common understanding of shared rules, which increases buy-in at the regional and domestic level.*

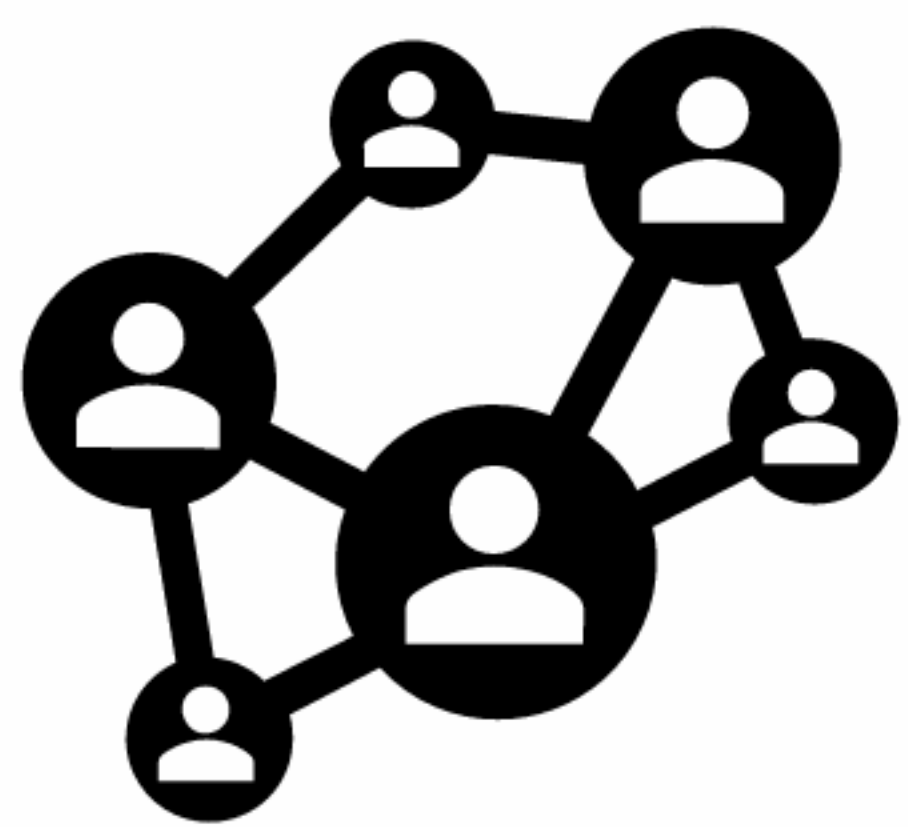
*Since July 2009, Summit Alliances International - Development Trade Solutions (SAI), based in Geneva, Switzerland, the seat of international organizations and rulemaking, has been supporting the active participation of developing and LDCs in the Geneva global negotiating and rules making process. Our support is driven by individual countries and negotiating coalitions such as the Africa, Caribbean, and Pacific Group (ACP) and LDC Group.*

*Such demand is rooted in decades of trusted relationships with delegates and Ambassadors, formed in the trenches by President and CEO, Alicia Greenidge, a veteran former negotiator in Geneva. SAI has brought together other experts with similar experience and depth on several key trade issues to deliver for developing countries and LDCs on a consistent basis.*



## What makes our work unique?

We deliver technical and advisory support to delegations and negotiating coalitions, which feed into deliberations across a diverse range of issues and thematic areas. Moreover, unlike other global economic institutions, each WTO Member – irrespective of their size, wealth or share in world trade – have a voice and contribute to consensus, which underlies the decision-making process within the institution.



Developing and least developed countries have found our technical and analytical support highly beneficial, involving convergence building and strategic advice governing the multilateral umbrella of interaction that complements bilateral and regional trade agreements. Notably the Trade Facilitation Agreement and advancements in fisheries negotiations are successes in recent work.

The more countries at different levels of development are supported to participate in international forums such as the WTO, the more they eagerly forge alliances together to solve international problems at the scale of their trade with each other. Furthermore, when developing countries are able to identify with new common rules they develop together, they are more likely to implement those rules domestically. Our technical support has enriched the work of other countries who are in the process of acceding to the WTO.



## How do we characterize our support?

In a nutshell, we deliver customized “in-house” training and advisory support to enhance the negotiating and deliberative skills of delegations. We also prepare technical papers on topical areas relevant to the expectations from the WTO member. We also conduct trainings and provide advice in the form of workshops and webinars or one to one counselling. We partner with international organizations and institutions in delivering development trade support.

At a time when reform of the way Members operate in the WTO has become a burning issue, supporting the participation of developing countries and least developed countries within the WTO further increases the legitimacy of the institution.

Due to the small size of the delegations, SAI contributes inputs for their reporting to their respective capitals. The advisory support provided assists them in developing negotiating strategies, stimulate internal deliberation within the Group and enhance their capacity.

The long running partnership with our client governments is a testament to the excellent working relationship SAI maintains. Continued support is critical in preserving institutional knowledge of the respective coalitions in the multilateral rules arena.

At the critical juncture of the outbreak of covid-19 where so much uncertainty loomed, SAI support enabled the respective groups to successfully remain engaged among themselves and with other countries in forging a way ahead.