



SCO TRADE COUNCIL

SCO



**TRADE COUNCIL
TRADE COMMISSIONER
PROGRAMME CATALOGUE**



1. ABOUT SCO TRADE COUNCIL

MISSION STATEMENT

TO PROMOTE STABLE, SECURE, AND PROSPEROUS TRADE RELATIONS AMONG SCO NATIONS THROUGH INSTITUTIONAL COOPERATION, ECONOMIC DIPLOMACY, AND SUSTAINABLE COMMERCIAL PARTNERSHIPS WHILE FOSTERING MUTUAL RESPECT, EQUALITY, AND DEVELOPMENT.

CORE OBJECTIVES

1. STRENGTHENING MULTILATERAL TRADE COOPERATION.
2. FACILITATING CROSS-BORDER INVESTMENTS.
3. SUPPORTING SUSTAINABLE ECONOMIC DEVELOPMENT.
4. ENABLING INSTITUTIONAL TRADE DIPLOMACY.
5. BUILDING STRATEGIC PUBLIC-PRIVATE PARTNERSHIPS.





2. INSTITUTIONAL BENEFITS

2.1 BENEFITS TO BUSINESS PERSONS

MARKET EXPANSION

1. ACCESS TO SCO REGIONAL MARKETS.
2. EXPORT–IMPORT CORRIDOR DEVELOPMENT.
3. SECTOR DEMAND IDENTIFICATION.

TRADE FACILITATION

1. BUYER–SELLER MEETS.
2. TRADE DELEGATIONS.
3. INTERNATIONAL EXPOS.

INVESTMENT ENABLEMENT

1. JOINT VENTURES.
2. TECHNOLOGY TRANSFERS.
3. INDUSTRIAL COLLABORATIONS.

POLICY NAVIGATION

1. CUSTOMS REGULATIONS GUIDANCE.
2. TARIFF ADVISORY.
3. TREATY FRAMEWORKS.

FINANCIAL LINKAGES

1. EXPORT CREDIT AGENCIES.
2. DEVELOPMENT FINANCE INSTITUTIONS.





2.2 BENEFITS TO GOVERNMENTS

ECONOMIC DIPLOMACY

1. BILATERAL TRADE IS STRENGTHENING.
2. STRATEGIC ECONOMIC DIALOGUES.

EXPORT PROMOTION

1. NATIONAL PRODUCT SHOWCASES.
2. MSME GLOBAL EXPOSURE.

INVESTMENT ATTRACTION

1. SOVEREIGN INVESTMENT FORUMS.
2. POLICY ROUNDTABLES.

TRADE INTELLIGENCE

1. MARKET ANALYTICS.
2. COMMODITY MAPPING.

DEVELOPMENT COOPERATION

1. INFRASTRUCTURE PARTNERSHIPS.
2. ENERGY CORRIDORS.





3. TRADE COMMISSIONER APPOINTMENT

APPOINTING ECOSYSTEM

- 1. TRADE COUNCILS.**
- 2. BILATERAL CHAMBERS.**
- 3. PARTNER INSTITUTIONS.**
- 4. DIPLOMATIC TRADE BODIES.**

PROFESSIONAL ELIGIBILITY

- 1. INDUSTRIALISTS.**
- 2. EXPORTERS.**
- 3. TRADE CONSULTANTS.**
- 4. POLICY ADVISORS.**
- 5. INVESTMENT SPECIALISTS.**

4. ROLE & FUNCTIONAL MANDATE

TRADE REPRESENTATION

- 1. INSTITUTIONAL LIAISON.**
- 2. COMMERCIAL DIPLOMACY INTERFACE.**

CORRIDOR DEVELOPMENT

- 1. SECTORAL TRADE ROUTES.**
- 2. SUPPLY CHAIN LINKAGES.**

DELEGATION LEADERSHIP

- 1. TRADE MISSIONS.**
- 2. MoU FACILITATION.**

INVESTMENT MOBILISATION

- 1. INFRASTRUCTURE INVESTMENTS.**
- 2. MANUFACTURING PARTNERSHIPS.**





5. BUSINESS GENERATION MODELS

5.1 B2B – BUSINESS TO BUSINESS

MECHANISMS

1. BUYER–SELLER MEETS.
2. DISTRIBUTOR APPOINTMENTS.
3. CONTRACT MANUFACTURING.

REVENUE STREAMS

1. DEAL COMMISSIONS.
2. CONSULTING RETAINERS.

5.2 B2G – BUSINESS TO GOVERNMENT

ENGAGEMENT AREAS

1. PUBLIC PROCUREMENT.
2. INFRASTRUCTURE EPC.
3. ENERGY PROJECTS.

COMMISSIONER FUNCTIONS
VENDOR EMPANELMENT.
TENDER FACILITATION.
COMPLIANCE ALIGNMENT.

REVENUE STREAMS
SUCCESS FEES.
PPP CONSULTANCY.

5.3 B2C – BUSINESS TO CONSUMER CHANNELS

CROSS-BORDER E-COMMERCE.
RETAIL FRANCHISING.
MEDICAL TOURISM.

FACILITATION SCOPE
BRAND LOCALISATION.
DISTRIBUTION LICENSING.



6. STRATEGIC ADVANTAGES DIPLOMATIC RECOGNITION

1. SEMI-DIPLOMATIC TRADE STATUS.
2. EMBASSY ENGAGEMENT ACCESS.

GLOBAL NETWORKING

1. MINISTERS.
2. TRADE SECRETARIES.
3. INDUSTRY LEADERS.

COMMERCIAL GAINS

1. COMMISSION EARNINGS.
2. DEAL STRUCTURING FEES.
3. JV EQUITY PARTICIPATION.

POLICY INFLUENCE

1. TRADE REFORM ADVOCACY.
2. BILATERAL AGENDA SHAPING.



7. OPERATIONAL TOOLS PROVIDED

TRADE INTELLIGENCE DATABASES.
MARKET RESEARCH REPORTS.
DELEGATION PLATFORMS.
EXPO PARTICIPATION ACCESS.
GOVERNMENT INTERFACE CHANNELS.

8. MACRO-ECONOMIC IMPACT TRADE COMMISSIONERS CONTRIBUTE

EXPORT GROWTH ACCELERATION.
INVESTMENT INFLOWS.
SME GLOBALISATION.
SUPPLY-CHAIN DIVERSIFICATION.
REGIONAL ECONOMIC INTEGRATION.

9. CONCLUSION

THE TRADE COMMISSIONER ROLE UNDER THE SCO TRADE COUNCIL REPRESENTS A STRATEGIC CONVERGENCE OF DIPLOMACY, COMMERCE, AND GLOBAL INVESTMENT FACILITATION—POSITIONING OFFICE BEARERS AS INSTITUTIONAL CATALYSTS OF INTERNATIONAL TRADE EXPANSION





CHAIRMAN'S MESSAGE
SCO TRADE COUNCIL
PROF. DR A. V. SRINIVASAN



IT GIVES ME IMMENSE SATISFACTION TO PRESENT THE TRADE COMMISSIONER PROGRAMME CATALOGUE UNDER THE INSTITUTIONAL FRAMEWORK OF THE SCO TRADE COUNCIL—AN INITIATIVE CONCEIVED TO ADVANCE MULTILATERAL ECONOMIC COOPERATION, STRENGTHEN COMMERCIAL DIPLOMACY, AND CATALYSE SUSTAINABLE TRADE PARTNERSHIPS ACROSS THE SCO REGION.

THE SCO REPRESENTS ONE OF THE MOST STRATEGICALLY SIGNIFICANT ECONOMIC AND GEOPOLITICAL GROUPINGS IN THE CONTEMPORARY GLOBAL ORDER. WITHIN THIS DYNAMIC FRAMEWORK, THE SCO TRADE COUNCIL HAS BEEN ESTABLISHED WITH A CLEAR AND FORWARD-LOOKING MANDATE: TO PROMOTE STABLE, SECURE, AND PROSPEROUS TRADE RELATIONS AMONG MEMBER NATIONS THROUGH INSTITUTIONAL COLLABORATION, POLICY ALIGNMENT, AND STRUCTURED COMMERCIAL ENGAGEMENT.

OUR MISSION IS ROOTED IN THE PRINCIPLES OF MUTUAL RESPECT, ECONOMIC EQUALITY, AND SHARED DEVELOPMENT. WE SEEK NOT MERELY TO FACILITATE TRADE TRANSACTIONS BUT TO BUILD ENDURING ECONOMIC CORRIDORS THAT INTEGRATE MARKETS, INDUSTRIES, AND INVESTMENT ECOSYSTEMS ACROSS BORDERS.

THE COUNCIL'S INSTITUTIONAL ARCHITECTURE HAS BEEN CAREFULLY DESIGNED TO DELIVER MEASURABLE VALUE TO BOTH THE PUBLIC AND PRIVATE SECTORS.

FOR THE GLOBAL BUSINESS COMMUNITY, THE COUNCIL SERVES AS A GATEWAY TO REGIONAL MARKET EXPANSION, ENABLING STRUCTURED ACCESS TO EXPORT–IMPORT CORRIDORS, SECTORAL DEMAND MAPPING, AND CROSS-BORDER DISTRIBUTION NETWORKS. THROUGH CURATED BUYER–SELLER MEETS, TRADE DELEGATIONS, AND INTERNATIONAL EXPOS, ENTERPRISES ARE PROVIDED WITH VERIFIED PLATFORMS FOR COMMERCIAL ENGAGEMENT. INVESTMENT ENABLEMENT REMAINS A CORNERSTONE OF OUR APPROACH, ENCOURAGING JOINT VENTURES, TECHNOLOGY TRANSFERS, AND INDUSTRIAL COLLABORATIONS SUPPORTED BY POLICY ADVISORY AND REGULATORY NAVIGATION.

FOR GOVERNMENTS, THE COUNCIL SERVES AS AN INSTRUMENT OF ECONOMIC DIPLOMACY, FACILITATING BILATERAL TRADE DIALOGUES, SOVEREIGN INVESTMENT FORUMS, AND NATIONAL

EXPORT PROMOTION PLATFORMS. BY PROVIDING TRADE INTELLIGENCE, COMMODITY ANALYTICS, AND INFRASTRUCTURE PARTNERSHIP FRAMEWORKS, WE CONTRIBUTE TO LONG-TERM DEVELOPMENT COOPERATION AND REGIONAL ECONOMIC INTEGRATION.

AT THE HEART OF THIS INSTITUTIONAL MECHANISM LIES THE TRADE COMMISSIONER'S OFFICE.

THE TRADE COMMISSIONER PROGRAMME HAS BEEN CONCEPTUALISED AS A LEADERSHIP PLATFORM FOR DISTINGUISHED INDUSTRIALISTS, EXPORTERS, TRADE CONSULTANTS, POLICY ADVISORS, AND INVESTMENT SPECIALISTS WHO POSSESS THE VISION AND CAPABILITY TO OPERATE AT THE INTERSECTION OF COMMERCE AND DIPLOMACY.

TRADE COMMISSIONERS SERVE AS INSTITUTIONAL LIAISONS—ADVANCING COMMERCIAL REPRESENTATION, FACILITATING TRADE CORRIDORS, LEADING BUSINESS DELEGATIONS, AND MOBILISING STRATEGIC INVESTMENTS. THEIR MANDATE EXTENDS ACROSS SUPPLY-CHAIN DEVELOPMENT, MANUFACTURING PARTNERSHIPS, INFRASTRUCTURE FINANCING, AND CROSS-BORDER ENTERPRISE CREATION.

TO ENSURE OPERATIONAL EFFECTIVENESS, THE COUNCIL HAS STRUCTURED MULTIPLE BUSINESS GENERATION MODELS ENCOMPASSING B2B, B2G, AND B2C ENGAGEMENT FRAMEWORKS.

FROM CORPORATE PARTNERSHIPS AND DISTRIBUTOR NETWORKS TO PUBLIC PROCUREMENT FACILITATION AND CROSS-BORDER E-COMMERCE EXPANSION, COMMISSIONERS ARE EMPOWERED TO CREATE SUSTAINABLE REVENUE STREAMS WHILE DELIVERING MACRO-ECONOMIC VALUE. THESE MODELS ARE SUPPORTED BY COMPLIANCE GUIDANCE, VENDOR EMPANELMENT SYSTEMS, AND PPP CONSULTANCY STRUCTURES.

BEYOND COMMERCIAL FACILITATION, THE PROGRAMME OFFERS SIGNIFICANT STRATEGIC ADVANTAGES. COMMISSIONERS BENEFIT FROM SEMI-DIPLOMATIC TRADE RECOGNITION, HIGH-LEVEL GOVERNMENT INTERFACE ACCESS, AND OPPORTUNITIES TO ENGAGE WITH MINISTERS, TRADE SECRETARIES, AND GLOBAL INDUSTRY LEADERS. THIS POSITIONING ENABLES NOT ONLY TRANSACTION CREATION BUT ALSO POLICY ADVOCACY AND THE SHAPING OF BILATERAL TRADE AGENDAS.

TO STRENGTHEN EXECUTION CAPACITY, THE SCO TRADE COUNCIL PROVIDES A COMPREHENSIVE SUITE OF OPERATIONAL TOOLS—INCLUDING TRADE INTELLIGENCE DATABASES, MARKET RESEARCH SYSTEMS, DELEGATION PLATFORMS, EXPO PARTICIPATION CHANNELS, AND GOVERNMENT INTERFACE

MECHANISMS. THESE INSTITUTIONAL RESOURCES ENSURE THAT COMMISSIONERS FUNCTION WITH ANALYTICAL DEPTH AND DIPLOMATIC ALIGNMENT.

THE MACROECONOMIC IMPLICATIONS OF THIS INITIATIVE ARE PROFOUND. THROUGH EXPORT ACCELERATION, INVESTMENT INFLOWS, SME GLOBALISATION, AND SUPPLY-CHAIN DIVERSIFICATION, TRADE COMMISSIONERS ACT AS CATALYSTS OF REGIONAL PROSPERITY AND ECONOMIC RESILIENCE.

IN AN ERA DEFINED BY INTERDEPENDENCE AND GEO-ECONOMIC TRANSFORMATION, STRUCTURED TRADE DIPLOMACY IS NO LONGER OPTIONAL—IT IS IMPERATIVE. THE SCO TRADE COUNCIL, THROUGH THIS PROGRAMME, ASPIRES TO BUILD A NEW GENERATION OF TRADE LEADERS CAPABLE OF BRIDGING NATIONS, INDUSTRIES, AND INVESTMENT COMMUNITIES.

I EXTEND MY APPRECIATION TO OUR PARTNER INSTITUTIONS, DIPLOMATIC BODIES, AND INDUSTRY STAKEHOLDERS WHOSE COLLABORATION HAS MADE THIS INITIATIVE POSSIBLE. I ALSO CONGRATULATE THE DISTINGUISHED PROFESSIONALS WHO WILL ASSUME THE RESPONSIBILITY OF TRADE COMMISSIONERS AND CARRY FORWARD THIS INSTITUTIONAL MISSION.

TOGETHER, LET US SHAPE A FUTURE OF INTEGRATED MARKETS, SUSTAINABLE PARTNERSHIPS, AND SHARED ECONOMIC ADVANCEMENT ACROSS THE SCO REGION.

PROF. DR A. V. SRINIVASAN
CHAIRMAN
SCO TRADE COUNCIL





CHAIRMAN

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CONTACT US

