

TRADE FACILITATION & REGIONAL INTEGRATION



imani
DEVELOPMENT
global vision, local knowledge

TRADE & REGIONAL INTEGRATION PORTFOLIO

Imani Development is an award-winning, Africa based consultancy that works with national and regional governments, international donors, civil society, and the private sector to reduce poverty and improve livelihoods across Sub-Saharan Africa.

For over 40 years, Imani Development has been actively engaged in shaping Africa's trade agenda. Our work focuses on reducing trade barriers, and creating inclusive policy environments that allow for quicker, easier, and more affordable movement of goods and services across the region.

Since 1982, we have worked alongside governments, regional economic communities, and international donors to strengthen trade agreements and assist in their practical implementation. We have extensive experience in operationalisation of free trade agreements and regional economic commitments, with a focus on negotiations, implementation, monitoring on international trade, investment, and development cooperation agreements such as the EU EPA, AGOA, AfCFTA, TIDCA, EBA and the tripartite FTA.

Imani Development has committed to developing stronger regional, continental and global linkages, working alongside the African Regional Economics Communities such as Common Market for Eastern and Southern Africa (COMESA), Southern African Development Community (SADC) and the East African Community (EAC).

TRADE & REGIONAL INTERGRATION SERVICES OFFERED



**TECHNICAL
ASSISTANCE
SUPPORT**



**PROGRAMME DESIGN
AND MANAGEMENT**



**CAPACITY BUILDING
AND TRAINING**



**MONITORING AND
EVALUATION**



**CUSTOMS
MODERNIZATION
TRADE FACILITATION**



**TECHNICAL STUDIES
AND RESEARCH**

“I would like to thank Imani Development for the great work in helping to design the COMESA Cross-Border Trade initiative. The design study was thoroughly executed which was demonstrated by the quality of work they delivered.”

Nicolas Gérard,
European Union

TRADE & REGIONAL INTERGRATION PROJECTS (TECHNICAL ASSISTANCE)

Strengthening National-Regional Linkages (SNRL) in the SADC Region

GIZ & SADC Secretariat | 2023 - Ongoing

This GIZ-funded facility provides on-demand technical assistance and capacity-building support to the SADC Secretariat, other SADC institutions, and the 16 SADC Member States to accelerate domestication, ratification, and implementation of SADC commitments, instruments, and protocols. Implemented by a Particip-led consortium to which Imani Development is a partner, the facility mobilises short-term technical expertise under five thematic areas: Strengthening SADC Implementing Structures; Monitoring & Evaluation; Domestication of the SADC Regional Integration Agenda; Dialogue and Negotiations, and Communications and Visibility.

Selected assignments delivered and/or managed by Imani Development include, inter alia:

- Support to the Secretariat to Develop and Pilot the Protocol Compliance Mechanism and Monitoring of the SADC Trade Protocol;
- Development of Operational Planning and Capacity Training on Regional Integration and Project Management for the eSwatini SADC National Committee;
- Development of the Madagascar National Policy on SADC National Regional Integration;
- Development of Policy Briefs on SADC Real-Time Gross Settlements (RTGS) and the Impact of SADC Public Lectures; and,

Promoting Export-Led Economic Transformation under the SACUM/UK EPA

UK FCDO | 2024 - 2025

The UK Government is committed to supporting inclusive and sustainable economic transformation and deepening trade and investment relations for partner countries under the SACUM/UK Economic Partnership Agreement (EPA). In support of this, an Imani Development-led consortium was commissioned to support the UK FCDO in engaging with SACUM/UK EPA states to identify priority sectors and value chains with high potential to drive export-led growth, job creation, and poverty reduction.

Services included in-depth analysis of UK trade-enabling cooperation instruments, as well as other regional frameworks (incl. AfCFTA, SADC, and SACU), benchmarking lessons from Aid for Trade and Trade & Sustainable Development best practices, conducting trade and investment performance analyses, and facilitating consultations with the public sector, private sector firms, donors, and civil society through country missions in Botswana, eSwatini, Lesotho, Mozambique, and Namibia, roundtables in the UK, and a regional validation workshop with BHC country offices in the SACUM region. The resulting findings and recommendations informed UK priority actions, partners, and resource mobilisation in support of refinement and operationalisation of the SACUM/UK EPA, complemented by audience-friendly communications materials for wider dissemination.

TRADE & REGIONAL INTERGRATION PROJECTS (TRADE FACILITATION)

National Roll-Out of Coordinated Border Management in Malawi

World Bank Group | 2025 - Ongoing

Following a successful piloting of the Malawi CBM Model at Mwanza Border Post (2021-2023), this project implements a national roll-out of CBM across 21 ports of entry, exit, and transit in Malawi, in collaboration with the Ministry of Trade and Industry (MoTI) and Malawi Revenue Authority (MRA). This initiative will modernize, harmonize, and standardize border operations by reducing the number of agencies involved in border clearance processes to six, and improving inter- and intra-governmental and cross-border coordination.

Imani Development delivers this project under three workstreams: project management support to MoTI and MRA in planning, coordinating, and managing the procurement of border equipment, HR recruitment, inter-agency coordination, change management, and performance monitoring; technical assistance in reengineering clearance processes, conducting physical site suitability and readiness assessments, establishing JBOCs, facilitating the removal of non-core agencies, and providing support in legislative and regulatory matters, and; the delivery of over 50 on-site awareness seminars and capacity building workshops to border agency staff and other government ministries, and border users (incl. importers, exporters, informal traders, sector bodies, clearing agents, transporters, and logistics service providers).

Feasibility Study to Improve Export Potential for Ugandan Exports into African Markets

UNDP & Private Sector of Uganda | 2023 – 2024

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TRADE & REGIONAL INTERGRATION PROJECTS (TRADE FACILITATION)

Supporting AGRA's Priorities in Enhancing the Participation of Women & Youth in Trade

AGRA | 2024 – 2025

The aim of this assignment was to generate solid evidence, establish baseline data, and identify policy, market, and institutional gaps that limit the participation of the youth and women-led businesses in trade in Eastern, Southern, and West Africa, identifying key areas for AGRA to target programmatic interventions.

The project was delivered by an Imani Development-led consortium under five workstreams: (1) identifying the most impactful agricultural value chains for youth and women; (2) carrying out a baseline assessment to understand current levels of and challenges to increased participation in regional trade; (3) reviewing trade-related policies, strategies, and instruments at regional and continental levels; (4) evaluating the effectiveness of NTB reporting and monitoring platforms used by youth and women, and; (5) mapping and profiling key stakeholders involved in trade, including business associations and cross-border trader groups.

Development of a High-Level TiS Policy Guide for the AfCFTA Secretariat

AFREXIMBANK & AfCFTA Secretariat | 2023 – 2025

To support finalisation of services negotiations and operationalisation of the AfCFTA Protocol on Trade in Services, Imani Development was contracted to develop a comprehensive, practical, and action-oriented policy guide to inform activities by the AfCFTA Secretariat and its various directorates.

Services included a detailed technical review of the state of services liberalisation across AfCFTA Member States and RECs, and the identification of relevant support initiatives by the Secretariat, Afreximbank, RECs, and development partners. This was complemented by stakeholder consultations with national regulators and other public sector stakeholders to uncover challenges and support needs. The resulting policy guide detailed priority action, implementation partners, resource mobilisation strategies, a time-based delivery roadmap, and a draft regulatory framework on Travel and Tourism.

Enhancing Maritime Connectivity Project in the South-West Indian Ocean (EMCP-SWIO)

IOC Secretariat | 2021 – 2022

The objective of the assignment was to strengthen regional cooperation on maritime trade among members of the Ports Management Association of Eastern and Southern Africa (PMAESA) and the Indian Ocean Commission (IOC) by improving access to shipping and port data for better planning by shipping service providers, and to support the development of a Maritime Single Window.

Services were delivered across two key components: (1) project management and stakeholder engagement support to strengthen the IOC and PMAESA secretariats' capacities to plan, execute, and coordinate project execution (2) technical and diagnostic services in preparing maritime trade transport diagnostic reports for involved countries, developed and piloted the SWIO Regional Maritime Information System.

TRADE & REGIONAL INTERGRATION PROJECTS (TECHNICAL STUDIES)

Study on Africa-US Trade and Investment Relationship Beyond AGOA 2025

AU Commission & AFREXIMBANK | 2022

In exploring how Africa and the United States could strengthen their longer-term economic ties and trade relationship, this study provided a comprehensive and detailed diagnostic of their trade and investment relationship under AGOA and various other Africa-US instruments.

A detailed review of the contents and performance of these instruments, as well as comparative instruments with other trading partners (incl. EU, China, India, etc), complemented by extensive consultation with high-level public and private sector stakeholders and futures scenario modelling informed recommendations presented to an Extraordinary Meeting of African Ministers in Washington, DC.

Development of the COMESA Regional AfCFTA Implementation Strategy

COMESA Secretariat | 2023 - 2025

The primary objective of this assignment was to formulate an implementation strategy to guide COMESA in providing technical assistance, capacity development, and resourcing support to assist its Member States in taking full advantage of the AfCFTA by improving coordination at the regional level, supporting national implementation efforts, and unlocking new opportunities for trade, job creation, and industrial development, particularly for women and youth.

Services delivered in production of the AfCFTA Implementation Strategy included identifying high-potential products and markets.

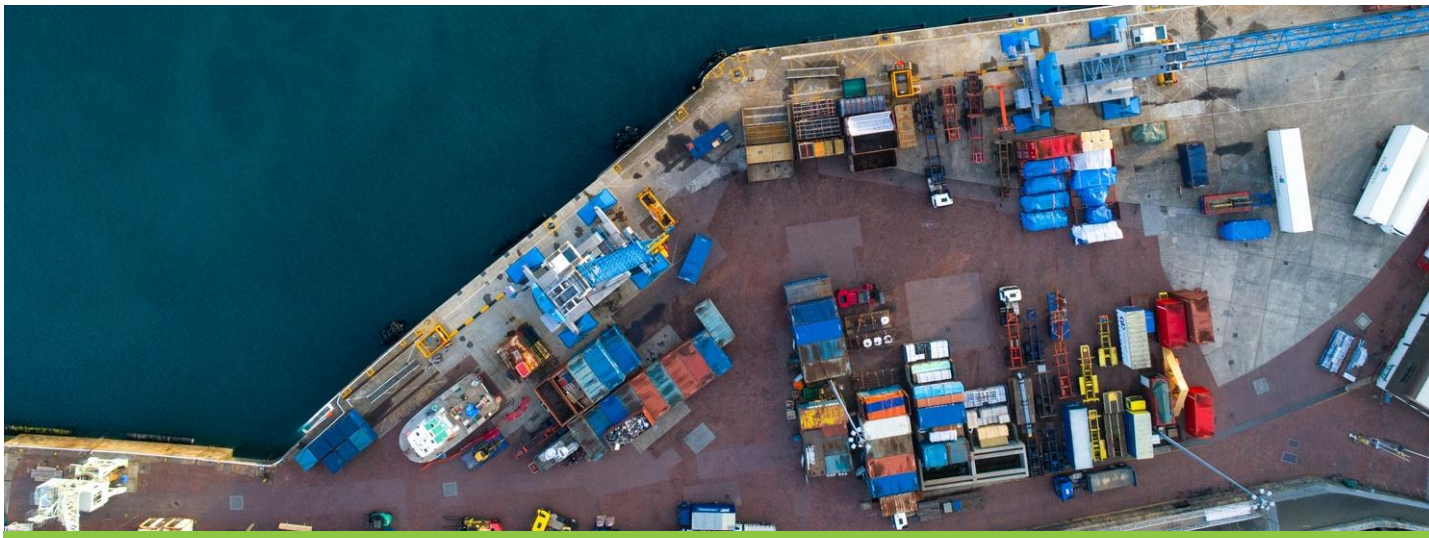
under the AfCFTA, mapping regional and continental value chains with high integration potential for Member States, in-depth review of national AfCFTA strategies to identify common gaps and support requirements, highlighting unique COMESA advantages to leverage, and working with its Statistical Unit to enhance data management systems.

Implementation of a Trade Release Study Plus (TRS+) for Mozambique

World Bank Group | 2024 - 2025

A Time Release Study (TRS) reports on the real time taken for import, export, and transit procedures across all involved agencies at borders and ports of entry, exit, and transit. The TRS+ expands on this to include procedures for the application and issuance of Licenses, Certificates, Permits, and Other (LCPOs) mandatory documentation issued by Cross-Border Regulatory Agencies (CBRAs). This assignment saw Imani Development deliver a TRS+ to provide evidence-based data and a performance baseline for clearance and LCPO procedures, and build the capacity of selected Government Ministries, Departments, and Agencies (MDAs) involved in implementing the TRS+ study.

Services included establishing the TRS Working Group, mapping processes and procedures for border clearance and documentary applications, conducting site readiness assessments and on-site stakeholder sensitisation, mobilising enumerators for primary data collection at nine delivery sites and various CBRAs, and analysing collected data to provide an evidence-based diagnosis.



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