Presentation of the Chamber Promotion Project

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PROJECT GOAL



The Services of the Chamber is in accordance with national and international requests, especially concerning Customs Union with the EU



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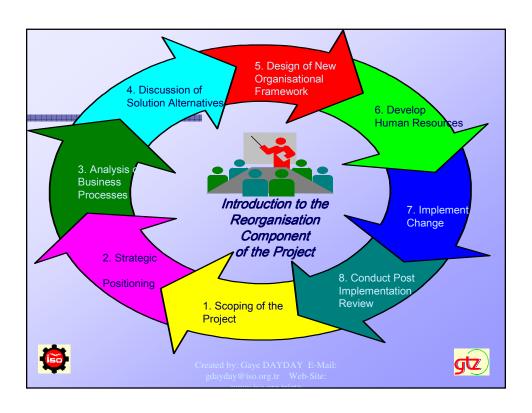
REORGANISATION

The Chamber is reorganised in line
with international / national standards
and is in a position to deliver
services of strategic importance to its members

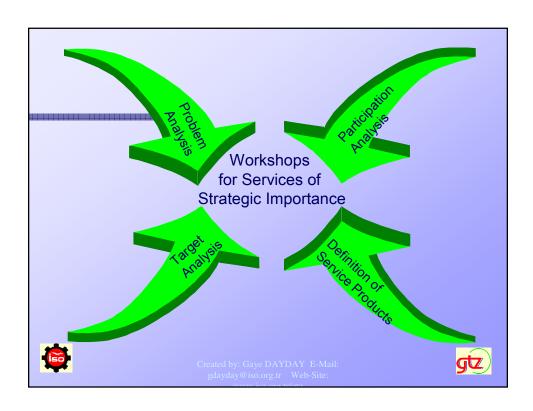


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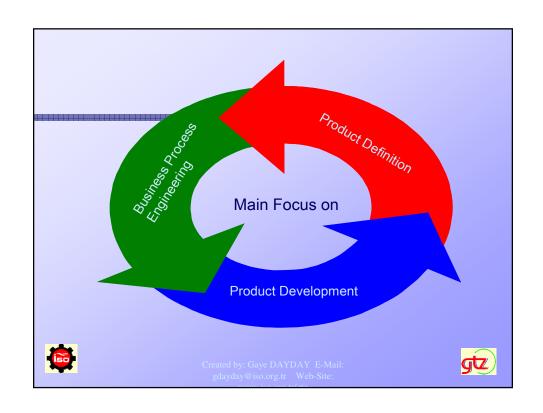




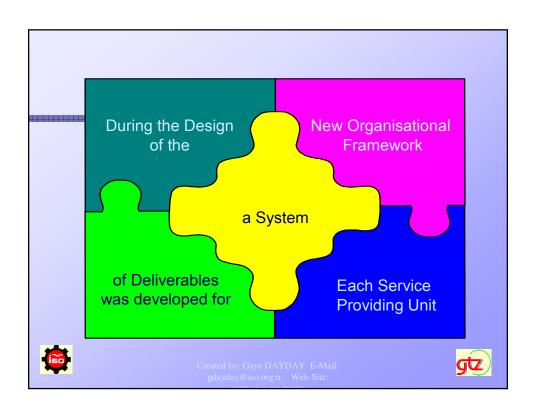


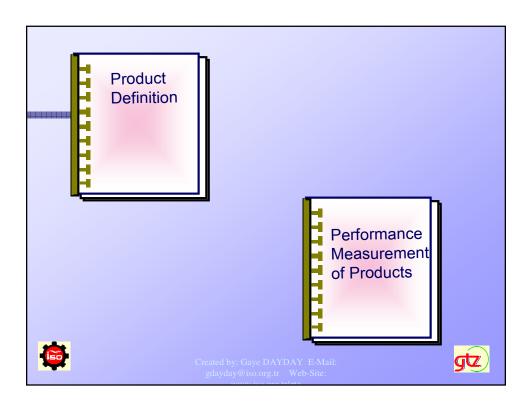


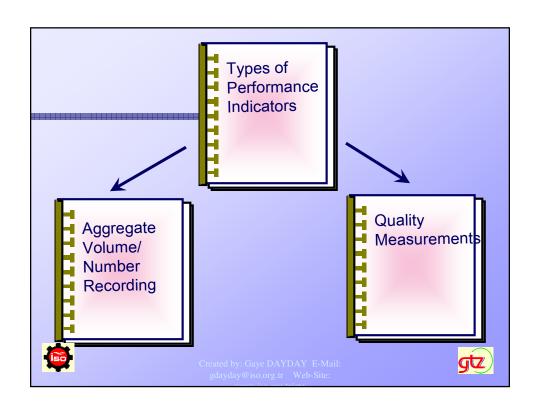


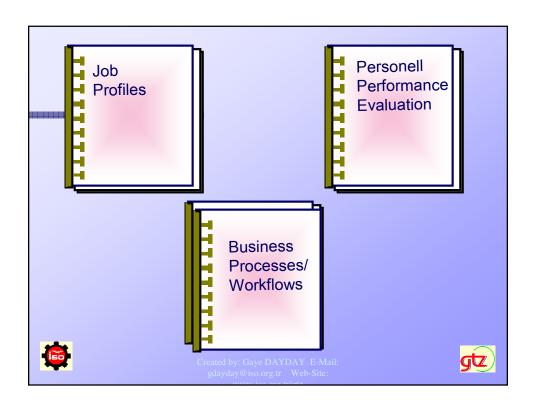


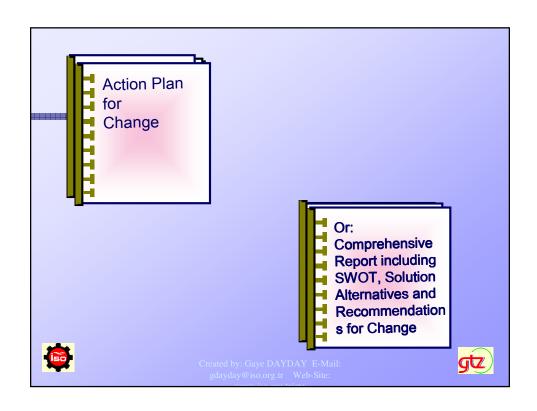














Important Products: Establishment of ...

- Joint Ventures
- Licence Agreement
- Job Processing
- Trade Agreement

Volume and Quality Measurement:

Comparison between accepted cooperation requests and number of cooperations achieved.

Customer satisfaction survey.



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COMPANY COOPERATION

Job Profile

- •Knowledge of major industrial products.
- •Ability to describe the function of product groups to potential cooperation partners with verbal and other means

Action Plan

Develop reporting format for company profiles



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After three years of project life cycle the design work is finalised and substantial parts of the implementation have been done.

Other parts of the implementation are still missing.

There are doubts that the system could be fully implemented and sustained without an outphasing period of further assistance and monitoring by the GTZ.



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TRAINING

The staff of the Chamber has been trained according new demands

- Comprehensive Training Programs for the staff of the Computer Center. In financial terms this was the biggest training portion
- 2 training courses on Internet Usage and Internet Search Engines Usage for 35 participants. Internet usage for Chamber related services with 17 participants



Word and Excel Training for 50 participants



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TRAINING

- Short term training courses on Strategic Management, Risk Management, Time Management, Critical Path Method, MS Project, Re-Engineering of Business Processes held for members of the Project Team (Average of 10 participants
- 3 Marketing courses with alltogether 31 participants





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TRAINING

- Project Management and Monitoring for 19 staff members
- •Training Measures for individuals in the areas of Human Resources Development and Quality Management



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COMPANY COOPERATION

Cooperation between
German/European and Turkish Companies
established



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COMPANY COOPERATION

- Under the leadership of GTZ/DEG 12 cooperation agreements have been established between 1.5.1997 and 30.8.1998
- •ISO itself established Cooperation agreements since 1.9.1998 with minor assistance from GTZ



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INFORMATION TECHNOLOGIES

The advanced usage of information technologies allows for a comprehensive internal and external exchange of information



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INFORMATION TECHNOLOGIES

- Complete Cabling, machine and software replacement
- Local area network environment established
- •MS Office set and office automation introduced to whole staff
- •Computerized fax services



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INFORMATION TECHNOLOGIES

- CD ROM Exporters Data Base and Query System
- •Intranet solution for internal information exchange and information exchange between Chambers in Istanbul, Kayseri and Gaziantep
- •Internet access, internal and external e-mail functions



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INFORMATION TECHNOLOGIES

- Access to Library Catalogue
- •Access to CD ROM Server and CD ROMs from inside and outside of the Chamber
- •Build up of Information Broker Competence by securing access to professional Internet services and CD ROMs



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INFORMATION TECHNOLOGIES

- Electronic Archiving, retrieval and processing of membership documents introduced.
- •Electronic processing of incoming post introduced in Membership, Foreign Trade and Industry Divisions
- •Electronic processing of outgoing post introduced in Foreign Trade Division



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