COLEACP can be very useful to our customers. It provides a service for those who want to develop their export business and establish the practices that will get them market-ready promptly. Many growers who want to export their produce ask us about the restrictions on the EU market. Now we offer them a framework to implement COLEACP and its programmes, to help them relaunch and extend the historical trade relations between our continents.

Reinout PUISSANT
Regional Cargo Sales Manager West Africa, Brussels Airlines

Le COLEACP, plus qu’une association à laquelle je me suis jointe, a été un modèle de choix pour renforcer mes compétences professionnelles, développer mon activité et nouer des relations d’affaires à l’horizon le réseau des membres.

Olga KOUASSI
Directrice, Bureau Norme Audit, Côte d’Ivoire

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COLEACP’s impact to KHE is remarkable, with highest significance evident on business efficiency demonstrated by the incredible activities supported by PIP. Through this enormous support the Company today boasts of cutting edge ICT framework on data management systems and highly competent staff. In addition the Company Boast of World Class Small Grower base through Capacity building not limited to GAP, crop protocols, EU regulations e.g on MRLs, Environmental Sustainability has contributed to improved systems, guaranteeing food safety and market access.

Apollo OWUOR, Director of Agriculture and Corporate Affairs, KHE Kenya LTD

MARKET ACCESS: monitoring changes in regulations and trade standards in order to identify the obstacles to be removed, and progress required, for a business to meet the regulatory and qualitative requirements of purchasers and to comply with the public regulations in force. This analysis also guides interventions by other COLEACP services.

TECHNICAL ASSISTANCE: providing support for businesses, organizations and public bodies, identifying and coordinating the technical or economic benefits to achieve their objectives – diagnosis of quality systems,creening, training, technical advice, learning – through using COLEACP’s ACP network of experts.

TRAINING: developing and coordinating collective or specific learning, in the field or at a distance (e-learning), so that managers and staff of beneficiary businesses and bodies, as well as consultants, can improve their own skills. This service also relies on COLEACP’s ACP network of consultants.

RESEARCH AND DEVELOPMENT: improving agronomic solutions that yield benefits to sustain and improve the quality and profitability of their products. Research may be specific, following a request from a member or beneficiary, but usually is initiated on the basis of agronomic needs expressed in the field.

NETWORKING: running and reinforcing the internal and external COLEACP network, sharing experiences, and identifying and seeking out potential customers or suppliers, making through attending trade fairs.

INFORMATION AND COMMUNICATION: producing and distributing (physically or digitally) materials produced by the other services (e.g. training tools and production guides), informing stakeholders about COLEACP’s activities, and developing partnerships.

PUBLIC RELATIONS: defending the interests of COLEACP members and beneficiaries, through discussions with policymakers at all levels of the private and public sectors, both national and international levels.