

# opportunities in the EU for **Architects and Engineers**



EU MARKET ACCESS DOCUMENTARIES

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# opportunities



Use this booklet as your guide and begin today putting the measures in place for export **success**.

## Introduction

Maybe you've heard mention of the CARIFORUM-EC Economic Partnership Agreement (commonly referred to as the EPA) and are curious about the opportunities in the EU. Perhaps you've been contemplating selling your services in markets outside of your national market and need some guidance. Possibly even, you already are exporting your services and are open to some good advice to enhance your competitiveness and export potential. We're glad you've picked up this booklet.

The purpose of this booklet is to assist architects and engineers in the CARIFORUM region to take advantage of export opportunities in the EU. It has been developed through a combination of desk research investigating and simplifying the legal, regulatory and administrative frameworks for exporting to the EU and based on the results of a practical trade mission of architects and engineers to Europe, specifically: Malta, Germany, France, UK and the Netherlands, where business opportunities and strategic alliances were explored.

This booklet is an element of a wider project, The European Union Market Documentaries, funded through the Caribbean Aid for Trade and Regional Integration Trust Fund (CARTFund), administered by the Caribbean Development Bank (CDB). We thank the CDB for their support, the A-Z Jamaica Information Ltd. consulting team for their efforts in this project, as well as Michelle Hustler for her work in synthesising the information and putting this guide together.

The TTCSI recognises that exporting, especially to the distant and mostly unfamiliar markets of the EU can seem daunting – but it is not necessarily difficult. Use this booklet as your guide and begin today putting the measures in place for export success.

We wish you luck in your export ventures and remain at your disposal for any additional support.

Best Regards,

Angela Lee Loy  
President

Trinidad and Tobago Coalition of Services Industries

## The CARIFORUM-EC Economic Partnership Agreement

In 2008, CARIFORUM and EU countries signed an Economic Partnership Agreement – a trade agreement that covers not only goods, but services as well.

The EU has liberalised 94% of its services subsectors in this agreement, allowing architects and engineers, amongst others, special access to this market.

It is expected that the EPA will not only stimulate trade, but will support economic growth in the Caribbean by promoting the development of more value-added economic activities and enhancing competitiveness.

As it relates to this booklet, market access has been granted to the following services sectors by the EU:

- architectural services;
- urban planning and landscape architecture services;
- engineering services and
- integrated engineering services.

## The European Union

The European Union (EU) is an economic and political union of 28 member states. The EU has 24 official languages.

The combined population of the EU is over 500 million inhabitants. This accounts for 7.3% of the world population. In comparison, the combined population of CARICOM is 16.8 million.

In 2012, the EU generated a nominal gross domestic product of 16.584 trillion US dollars, which is the largest economy by nominal GDP in the world.

With just 7% of the world's population, the EU's trade with the rest of the world accounts for around 20% of global exports and imports. The EU is the world's largest importer. It accounted for 16.4% of global imports in 2011.

These stats alone, make the EU a market worth exploring.

## The Modes of Supplying Services

Unlike goods, services can be supplied and traded in different ways. In trade agreements, such as the EPA, market access is negotiated and granted through four different 'modes of supply'. The mode depends on the 'origin' of the service supplier and service consumer. It is important to understand these modes of supplying services as well as the commitments and restrictions made in each mode for the various services categories, in this case by the individual European countries. This is important in order to determine how best to take advantage of the opportunities that exist. The market access commitments, in tandem with how you choose to supply your service will shape your export strategy.

### Mode 1: Cross Border Supply

Cross Border Supply is when a service is provided from a supplier in one country, to a consumer in another and only the service crosses the border. This is most often done using electronic delivery, namely the internet.

Eg. An architect sells Caribbean-styled house-plans online.

### Mode 2: Consumption Abroad

Consumption Abroad is when a service is supplied in the country of the supplier, but to a consumer from another country (i.e. the consumer goes abroad).

Eg. An architect provides design services to a foreign-owned hotel in the architect's home country.

### **Mode 3: Commercial Presence**

Commercial Presence is when the supplier of a service establishes a presence in another country by setting up a subsidiary or branch, for example. The consumer then purchases the service from the subsidiary in their own country.

Eg. A Jamaican engineering firm sets up an office in the UK from which to offer their services.

### **Mode 4: Movement of Natural Persons**

Movement of Natural Persons is when a supplier of a service temporarily visits the country of a consumer to offer a service (i.e. the service provider goes abroad).

Eg. A Trinidadian architect designs and oversees the construction of a Caribbean styled-home for a consumer in France.

Often, Caribbean service providers are particularly interested in exporting services via Mode 4 – where they provide a service, on a short term basis, in another country. As you will note below, with respect to the EU market, at this time, a Mode 4-focused strategy may not be the best one for architects and engineers to pursue exclusively.



# business

The EPA offers  
substantial **provisions**  
for Mode 4 access for  
CARIFORUM service  
providers.



## Business Facilitation Mechanisms

The EPA offers substantial provisions for Mode 4 access for CARIFORUM service providers. The market access commitments are complemented with mechanisms that will make trade easier, in particular, travel related to doing business.

As it relates to architects and engineers, the options for business travel, including the travel necessary in providing a service, are noted below. The options of most relevance are: 'Contractual Service Suppliers' and 'Independent Professionals'.

### Contractual Service Suppliers

A CARIFORUM company that does not have an office or permanent presence in the EU but has a contract to supply services in an EU member state may send an employee to provide the services necessary. This employee is referred to as a 'Contractual Service Supplier'.

They are permitted to provide services in the EU under the following conditions:

- The Contractual Service Supplier must have been employed at the contracted firm for at least a year prior to the contract date;

- They also must have been employed for at least one year preceding the date of submission of applications for visas and temporary work permits;
- They must have at least three years experience in the relevant field;
- They must have a university degree and relevant professional qualifications (as required by law);
- They must be paid by their CARIFORUM employer during their stay;
- They may not stay for a cumulative period exceeding six months in any twelve month period;
- They may only provide the specific contracted services while in the country and
- The number of persons covered by a particular contract should not be larger than necessary to fill the contract.

### **Independent Professionals**

A CARIFORUM self-employed professional who does not have an office or permanent presence in the EU but has a contract to supply services in an EU member state is permitted to do so under the following conditions:

- They have obtained a contract to provide services for a period not exceeding twelve months;
- They must have at least six years experience in the relevant field;

- They must have a university degree and relevant professional qualifications;
- They may not stay for a cumulative period exceeding six months in any twelve month period and

They may only provide the specific contracted services while in the country.

**Other business facilitation mechanisms include:**

- **Key personnel: short term visitors for business purposes** – the senior staff responsible for setting up a business;
- **Key personnel: intra-corporate transfers** – managers and persons with specialist knowledge can support those who have established a business in the EU for a period of up to three years;
- **Graduate trainees** – university graduates can support those who have established a business in the EU for a period of up to one year;
- **Business services sellers** – those negotiating a sale or other agreement but not selling directly to the general public;
- **Short term visitors for business purposes** – those undertaking market research, participating in training, conferences or trade shows.

# travel

...travel with ease  
across the EU on an  
ordinary passport.



## Schengen Visa

A Schengen visa facilitates travel between twenty two EU member states (and three non-EU members) by enabling the traveler to move between countries on one single visa.

While this simplifies travel across the EU, the process has been made even easier for several countries that have secured a visa waiver, including Barbados, St. Kitts and Nevis, and Antigua and Barbuda. The citizens of these countries do not require a Schengen visa, but rather, they can travel with ease across the EU on an ordinary passport. Trinidad and Tobago has applied for a Schengen visa waiver. The waiver process is ongoing but is expected to be completed in 2014. In the interim, the EPA guaranteed market access is one basis for obtaining a visa.

If you believe that you have been unfairly denied a visa, it is very important that you notify the TTCSI or your national CSI. By reporting any challenges, the CSIs can assist you and others like you in resolving them.

## Mutual Recognition

Regardless of any market access commitment made, a country has a right to require that service providers, such as architects and engineers, possess the necessary qualifications and/or experience in order to be able to provide services in that country.

The qualifications and/or experience needed would be equal to those required of professionals in their own country. Therefore, in order for a Caribbean architect or engineer to provide services in the EU (directly to the consumer) their qualifications must be recognized in the EU and vice-versa. Recognition is based on a principle of equivalence and is established through a 'Mutual Recognition Agreement' (MRA).

It is important to note that the right to practice a professional service in one EU country does not automatically confer the right to practice in another EU country.

Mutual recognition agreements are presently being negotiated for both architects and engineers. This process is being driven by the TTCSI on behalf of the Caribbean Network of Service Coalitions (CNSC), Caribbean Export, the Office of Trade Negotiations (OTN) and the CARIFORUM directorate. While possible scope and content for the MRAs have been identified, this is an ongoing effort and there is no guarantee that MRAs will be concluded in the near future.

## Opportunities

The absence of a concluded MRA does not mean that there is no scope for export to the EU. It does mean however that it is more difficult for CARIFORUM professionals to be able to get work directly from clients in the selected EU countries since they individually have to navigate the professional requirements (as well as the indemnity insurance requirements in these countries).

If, however, a CARIFORUM architect or engineer were highly interested in a specific EU market, they could become registered in that market. The requirements for the UK are noted in the online version of this booklet available on the TTCSI website – [www.ttcsi.org](http://www.ttcsi.org).

In place of registration, strategic alliances with EU professionals are a critical component of export strategies to the EU.

CARIFORUM architects and engineers need to develop export strategies based on their competitive advantages which may include:

- market sensitivity advantages - greater understanding of the needs and tastes of the diaspora populations;
- price related advantages – services offered at a lower rate than EU counterparts;





- specialized skills - based on experience gained in small island developing states and in more tropical climatic zones;
- niches - services offered that set Trinidad and Tobago architects and engineers apart from competitors, for example in the energy sector or green building.

Note, the United States and the EU are presently negotiating a trade agreement (Transatlantic Trade and Investment Partnership) under which services will be liberalized. Africa and the Pacific are also negotiating EPAs with the EU. There is also an international trade in services agreement (TISA) being negotiated with 50 participants, representing 70% of the world's trade in services. CARIFORUM service providers will face additional global competition once these trade agreements are concluded.

## Architects

Trinidad and Tobago architects are in a good position to enhance their competitiveness with respect to the EU market for the following reasons:

- There is no skills or competency gap between CARIFORUM architects and their EU counterparts; for the most part, they have studied in the same countries and universities and use the same equipment and software in their practices;
- Half of all EU architects can be considered independent architects so the small size of many CARIFORUM architectural firms is not an inherent disadvantage;
- 97 per cent of EU architects work or reside in the same country in which they are registered. EU architects are therefore not developing significant export capacity. This could indicate that there is room for export strategies to third markets involving strategic alliances. There is an opportunity for CARIFORUM architects and engineers to capitalize on knowledge-induced early mover advantages gained from being able to play a lead role in tenders in countries around the world that their EU counterparts may not know about;
- The attitude of professional associations and professionals in the five countries visited (Germany, France, Malta, Netherlands, UK) towards strategic alliances with foreigners was highly positive;
- There is an opportunity to provide services via Mode 1, for example outsourced work under contract to EU firms.

## **Architectural Regulatory Environment – Example**

If a CARIFORUM architect were highly interested in a particular EU market, they could also consider the possibility of becoming registered in that market. The regulatory environment for architects varies across EU member states. As an example of the types of requirements necessary, the regulatory environment for the United Kingdom has been outlined below.

### **United Kingdom**

In the UK, the designation and title are protected by law. It is illegal for people to represent themselves as architects if they are not registered with the Architects Registration Board (ARB) under the Architects Act, 1997. The only exceptions include those of ‘naval’, ‘landscape’ or ‘golf-course’ architects.

To qualify as an architect under UK law, a combination of academic studies and professional experience within a practice must be acquired, usually taking a minimum of seven years to complete. ARB publishes criteria, which set out the minimum levels of awareness, knowledge, understanding and ability that students of architecture must acquire at key stages in the process of qualifying as an architect. The underlying framework for the criteria is contained in Articles 3 and 4 of European Union Council Directive 85/384/EEC, the Architects’ Directive. Further information and the full range of entrance requirements can be found on the web pages of Oxford Brookes University.

Architects qualified outside of the EU must undertake assessment with the Architects Registration Board (ARB) to gain equivalence to Parts 1 and 2 and complete a minimum of 24 months experience (including 12 months in the UK) before they can undertake Part 3 and join the ARB register. The ARB has a published set of guidance booklets for those outside the EU/EEA and want to be registered. These may be found at:

<http://www.arb.org.uk/registration/applying-for-reg-world.shtml>.

In regard to training and continuing professional development (CPD), architecture students are required to undertake a minimum of two years professional experience in architectural practice, before becoming eligible to complete their qualification by taking a recognised examination in Professional Practice and Management. The examination assesses applied professional knowledge, skill and judgment. The obligation to maintain professional competence is set out in guidelines issued by the ARB. Section 9 of the Architects Act 1997 requires that architects demonstrate competence to practice. In addition, Standard 6 of the Architects Code provides that 'Architects should maintain their professional service and competence in areas relevant to their professional work, and discharge the requirements of any engagement with commensurate knowledge and attention.'

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For the UK, under the EPA, there are no restrictions other than the mutual recognition of professional qualifications and the general legal requirements described above.

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## Engineers

CARIFORUM engineers are in a good position to enhance their competitiveness with respect to the EU market for the following reasons:

- There is no skills or competency gap between Trinidad and Tobago engineers and their EU counterparts; they have studied in the same countries and universities and use the same equipment and software in their practices. Engineering degrees of The University of the West Indies (UWI) are accredited by the Engineering Council of the UK;
- There is an opportunity for Trinidad and Tobago engineers to capitalize on knowledge-induced early mover advantages gained from being able to play a lead role in tenders in countries around the world that their EU counterparts may not know about;
- The attitude of professional associations and professionals in the five countries visited (Germany, France, Malta, Netherlands, UK) towards strategic alliances with foreigners was highly positive;
- there is an opportunity to provide services via Mode 1, for example outsourced work under contract to EU firms.



## Engineering Regulatory Environment – Example

If a CARIFORUM engineer were highly interested in a particular EU market, they could also consider the possibility of becoming registered in that market. The regulatory environment for engineers varies across EU member states. As an example of the types of requirements necessary, the regulatory environment for the United Kingdom has been outlined below.

### United Kingdom

The title of ‘engineer’ is not protected in UK law and the profession is not regulated per se. Indeed, the title is used by a whole range of people from those with very basic skills to those with very advanced qualifications and experience.

In order to be registered as an engineering technician with the Engineering Council UK (ECUK) an applicant must have one of the following qualifications:

- a National Certificate or National Diploma in Engineering or Construction & the Built Environment;
- an approved qualification in engineering or construction at level 6 in the Scottish Qualifications and Credit Framework;
- the City & Guilds Higher Professional Diploma in Engineering;
- a technical certificate as part of an approved Advanced Apprenticeship Programme;
- an NVQ3 or SVQ3 which has been approved for the purpose

- by a licensed engineering institution;
- a work-based learning route approved by a licensed professional engineering institution;
- or qualifications in similar areas providing they are assessed as equivalent by a licensed professional engineering institution.

For Chartered Engineers (CEng), the ECUK holds details of academic qualifications that partially or fully satisfy the education requirement for CEng and IEng registration. An applicant can search their database of qualifications accredited by UK professional engineering institutions at:

<http://www.engc.org.uk/registration/acad/search.aspx>

In addition to these qualifications the applicant will have to satisfy the professional competence standards laid down for a chartered engineer and set out at:

[http://www.engc.org.uk/documents/EC0006\\_UKSpecBrochure\\_MR.pdf](http://www.engc.org.uk/documents/EC0006_UKSpecBrochure_MR.pdf)

The applicant will also be required to submit to a Professional Review Interview (PRI), undertaken by two trained representatives of his particular engineering institution.

For Incorporated Engineers (IEng), in order to be registered as an engineering technician with the Engineering Council UK the applicant will ordinarily have one of the following qualifications:

- an IEng accredited Bachelors or honours degree in engineering or technology;
- a Higher National Certificate or Diploma or a Foundation Degree in engineering or technology plus appropriate further learning degree level;
- or an NVQ4 or SVQ4 which has been approved for the purpose by a licensed engineering institution.

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No restrictions other than the mutual recognition of professional qualifications to be developed and the general legal requirements described above have been tabled by the UK under the EPA.

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## Enhancing Competitiveness

While barriers to trade between the EU and CARIFORUM exist, such as the recognition of professional qualifications and the conditions relating to Contractual Service Suppliers and Self Employed Professionals, as well as other reservations and exclusions, one of the most significant barriers to trade faced by CARIFORUM architects and engineers (and service exporters in general) is establishing credibility in new markets.

Barriers exist when foreign services providers are unable to effectively demonstrate their capabilities in a market or communicate with their potential customers. These market-determined or “soft” barriers can be just as serious obstacles to cross-border trade in services as legal barriers; however they are often not treated seriously by exporters and trade support institutions.

By implementing the following suggestions CARIFORUM architects and engineers can enhance their competitiveness in the EU as well as on a national and regional basis:

- Refine the quality of your newsletters and websites. Ensure that they are world-class;
- Make sure that your website and newsletters highlight your professional licenses, certifications and any awards that you may have won;

- Websites should also highlight the technologies and tools used in your practice to demonstrate compatibility to/with your EU counterparts;
- Collect international referrals and testimonials from your clients and add them to your website;
- Show specific examples of work that are likely to appeal to potential EU partners and clients;
- If you have not already done so, consider a LinkedIn account. Ensure that your profile well reflects your company's strengths. Join EU based architectural and engineering groups on LinkedIn and participate in the conversations;
- Create a 30 second 'elevator pitch' that effectively describes your offerings;
- Identify national and regional conferences in the EU in which you can participate in, or possibly even make a presentation;
- Identify national and regional industry related magazines and newsletters in the EU to which you can contribute. Ensure you forward any published pieces to your EU network;
- Join industry associations in target markets where possible.

For more advice on establishing credibility, obtain a copy of Strategies for Service Exporters Series: Establishing Credibility, published by the Caribbean Network of Service Coalitions and available at the TTCSI.

## Export Readiness

The next step in penetrating the EU market is to develop an export strategy which should include include export marketing plans:

- Clearly define the range of services being offered, highlighting any specialties you may have;
- Be specific about seeking partnerships or outsourcing;
- Undertake desk research. Which markets seem the most appealing? Speak to the TTCSI for more information regarding the trade mission results;
- Collect information on rates and fees in the EU and ensure that your rates are competitive;
- Find associations, companies and other entities in the EU that can provide you with valuable information on the market. Sign up for their newsletters and monitor their websites;
- Identify scope for collaboration and other business opportunities, e.g. outsourcing;
- Develop a promotional strategy for reaching targeted companies and clients. Bring something to the table such as a tender request or RFP;
- Use your website and newsletter to your advantage; send the newsletter and/or website address to prospects. Send emails to targeted companies. Send copies of your newsletter and your website address to associations and Chambers.

For more advice on export readiness, obtain a copy of Strategies for Service Exporters Series: Are You Export Ready?, published by the Caribbean Network of Service Coalitions and available at the TTCSI.



## Strategic Alliances

Strategic alliances are the fastest, easiest, cheapest and most successful means of penetrating a new market. With respect to the EU market, consider both regional alliances (CARIFORUM) as well as alliances with EU firms.

### Regional Alliances

Even though most architectural and engineering firms in the EU tend to be small (with less than 10 employees), there are some very large multidisciplinary firms with thousands of employees. These firms usually have on board a full suite of construction sector professionals - architects, engineers, quantity surveyors, land surveyors, building contractors, etc.

Architects and engineers from the region should consider working together in multidisciplinary teams in their efforts to penetrate the EU market. In cases where a larger critical mass and a broader range of disciplines create a more favorable impression this approach may have merit. It would also allow the administrative burden to be shared amongst several members of the team rather than borne by a one person operation, which would be stretched to deal with their domestic clients while pursuing export market opportunities. In such cases, for example, if a visit to the EU market is necessary to negotiate a deal or meet a potential client, then one company/person could go and represent the team.

This approach could also make EU partners more comfortable as they might feel less vulnerable than when they are working with a single person, far away in the Caribbean.

### **EU Alliances**

In the absence of recognized qualifications, it is necessary to partner with EU firms so that they serve as the direct market interface.

CARIFORUM architects and engineers are in the position to provide outsourcing services to EU firms, thus potentially enhancing the capacity, range, and even influencing the price of the services offered by the EU firms.

Do note that alliances require proper planning. Develop a strategy first and foremost, initiated by a clear need (e.g. access to EU networks, or a specific market opportunity) and then select a partner based on these needs. Be sure to do your due diligence as it relates to background checks on potential partners.

For more advice on export readiness, obtain a copy of Strategies for Service Exporters Series: Strategic Alliances published by the Caribbean Network of Service Coalitions and available at the TTCSI.

## Consider Culture

It is very important to be culturally sensitive. Lack of sensitivity can cause potential partners and clients to become uncomfortable and result in a loss of business. European countries are quite dissimilar. On choosing an export market, do some research as it relates to business etiquette and follow the advice offered.

As an example, consider these ten tips for business etiquette and protocol in Germany. Note that these tips serve as example only; there are many other cultural rules to understand before engaging the German market:

1. Germans do not need a personal relationship in order to do business. They will be interested in your academic credentials and the amount of time your company has been in business.
2. Germans display great deference to people in authority, so it is imperative that they understand your level relative to their own.
3. Germans do not have an open-door policy. People often work with their office door closed. Knock and wait to be invited in before entering.
4. German communication is formal. Following the established protocol is critical to building and maintaining business relationships.
5. Germans will be direct to the point of bluntness.



6. Appointments are mandatory and should be made well in advance.
7. If you write to schedule an appointment, the letter should be written in German.
8. Punctuality is taken extremely seriously. If you expect to be delayed, telephone immediately and offer an explanation. It is extremely rude to cancel a meeting at the last minute and it could jeopardize your business relationship.
9. Meetings adhere to strict agendas, including starting and ending times.
10. Germans prefer to get down to business and only engage in the briefest of small talk.





## Important Contacts

The list below includes some of the important contacts for architects and engineers in the EU. There are many more. Conduct desk research and establish all important contacts before engaging the EU market.

### Architects

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- **Royal Institute of British Architects (RIBA)**  
[www.architecture.com](http://www.architecture.com)

Check out the 'What's On' page for events you might wish to participate in.

- **Commonwealth Association of Architects (CAA)**  
[www.comarchitect.org](http://www.comarchitect.org)

The Trinidad and Tobago Institute of Architects is a member.

- **The Architects' Council of Europe (ACE)**  
[www.ace-cae.eu](http://www.ace-cae.eu)

Read: The Architectural Profession in Europe 2012: A Sector Study Commissioned by the Architects' Council of Europe.

- **British Expertise**  
[www.britishexpertise.org](http://www.britishexpertise.org)

A good place to start when seeking a strategic alliance in the UK.

- **International Union of Architects**  
[www.uia-architectes.org](http://www.uia-architectes.org)

Enter an international competition to strengthen credibility and competitiveness.

### **Engineers**

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- **Institution of Engineering and Technology (IET)**  
[www.theiet.org](http://www.theiet.org)

Many events and resources listed.

- **Engineering Council-United Kingdom (EC-UK)**  
[www.engc.org.uk](http://www.engc.org.uk)

Become a chartered engineer. Other Caribbean colleagues have this designation. It will enhance your credibility and competitiveness significantly.

- **European Federation of National Engineering Associations (FEANI)**  
[www.feani.org](http://www.feani.org)

Sign up for the newsletter and learn about the Engineering Card.

- **European Network for Accreditation of Engineering Education (ENAAE)**

[www.enaee.eu](http://www.enaee.eu)

European quality label for engineering degree programmes.

- **European Society for Engineering Education (SEFI)**

[www.ieagreements.com](http://www.ieagreements.com)

Learn about the international agreements governing mutual recognition of engineering qualifications and professional competence.

- **Commonwealth Engineering Council**  
<http://cec.ice.org.uk>

A good place to network and seek partners.

- **World Federation of Engineering Organizations**

[www.wfeo.net](http://www.wfeo.net)

Attend the World Engineering Convention.



## Trinidad and Tobago Coalition of Service Industries

In October 2006, the Trinidad & Tobago Coalition of Services Industries (TTCSI) was launched to function as the national umbrella body that brings together all services sector organizations and associations in Trinidad & Tobago.

In addition to representing the local services' sector interests towards decision makers as well as and international, regional and local stakeholders, the TTCSI serves to assist in trade negotiations and to strengthen the local private sector to face the challenges and opportunities arising from decisions taken at the

Included in its objectives are the following:

- To provide national service providers with knowledge of export opportunities;
- To identify and exploit market opportunities;
- To encourage national service providers to engage in developing export programmes and promotional activities through collaboration locally, regionally and internationally;
- To promote the further development and competitiveness of the national services sector;
- To support and facilitate the development of industry standards;
- To educate the national service providers on relevant aspects of trade agreements that affect trade in services;

- To represent the interests of the national services sector, including lobbying Government and promoting fair multilateral rules for trade in services.

In order to achieve the above objective, the TTCSI has adopted a services sector strategy, which can be described as a four-step mechanism: “Education – Business Development – Export Promotion – Lobbying”.

With a growing membership (currently at 51 members), the TTCSI is represented in several Government Ministerial and Advisory Bodies, and has gained a reputation in the region as the leading voice of the Private Sector. TTCSI is Trinidad & Tobago’s “voice of services” and has been instrumental in the launching of several associations including:

- Private Hospitals Association of T&T (PHAT)
- The Printing and Packaging Association of Trinidad & Tobago (PATT)
- The Caribbean Institute of Management Consultants Trinidad & Tobago Chapter, and
- The Trinidad & Tobago Green Building Council

To date, the TTCSI continues to make way for the development of the country's services sector through the hosting of workshops, meetings, educational conferences and engaging in proactive lobbying in an effort to achieve its mission outlined below:

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“... monitor and assess the global business environment, facilitate and assist the local services sector to become increasingly competitive international and to the development and growth of the country's economy.”

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The current project is another example of the TTCSI pursuing its Mission.





## References

The EPA Implementation Unit, Foreign Trade Division Ministry of Foreign Affairs and Foreign Trade; Opportunities for Business Services in the CARIFORUM-EC, Barbados, 2010.

Caribbean Network of Service Coalitions, Strategies for Service Exporters Series: Establishing Credibility/Strategic Alliances/ Are You Export Ready? Barbados, Michelle Hustler, Deutsche Gesellschaft für Internationale Zusammenarbeit, 2012-2013

International Trade Centre; EC-CARIFORUM Economic Partnership Agreement: Services and Investment Commitments, Geneva, 2009

A-Z Information Jamaica Ltd.; The European Union Market Access Documentaries: Inception Report/Secondary Report/Final Report, Trinidad and Tobago Coalition of Services Industries, 2013



For more information on the EPA, exporting to the EU or trade in services, please contact your local Coalition of Service Industry or the Caribbean Export Development Agency. They will be happy to assist.

**Antigua and Barbuda Coalition  
of Service Industries (ABCSI)**

[www.abcsi.org](http://www.abcsi.org)  
[info@abcsi.org](mailto:info@abcsi.org)

**Barbados Coalition of Service  
Industries (BCSI)**

[www.bcsi.org.bb](http://www.bcsi.org.bb)  
[info@bcsi.org.bb](mailto:info@bcsi.org.bb)

**Belize Coalition of Service  
Providers (BCSP)**

[www.bcsp.info](http://www.bcsp.info)  
[info@bcsp.info](mailto:info@bcsp.info)

**Dominica Coalition  
of Service Industries**

[www.dominicacoalition.org](http://www.dominicacoalition.org)  
[info@dominicacoalition.org](mailto:info@dominicacoalition.org)

**Coalición de Servicios de la  
República Dominicana (CSIRD)**

[info@csird.org](mailto:info@csird.org)

**Grenada Coalition  
of Service Industries**

[gcsi@spiceisle.com](mailto:gcsi@spiceisle.com)

**Jamaica Coalition  
of Service Industries**

[www.jamaicacsi.org](http://www.jamaicacsi.org)  
[info@jamaicacsi.org](mailto:info@jamaicacsi.org)

**Saint Lucia Coalition  
of Services Industries**

[www.slcsi.org.lc](http://www.slcsi.org.lc)  
[slcsi@candw.lc](mailto:slcsi@candw.lc)

**St. Vincent and the Grenadines  
Coalition of Service Industries**

[www.svgcsi.org](http://www.svgcsi.org)  
[info@svgcsi.org](mailto:info@svgcsi.org)

**Trinidad and Tobago Coalition  
of Services Industries**

[www.ttcsl.org](http://www.ttcsl.org)  
[info@ttcsi.org](mailto:info@ttcsi.org)

**Caribbean Export  
Development Agency**

[www.carib-export.com](http://www.carib-export.com)  
[info@carib-export.com](mailto:info@carib-export.com)



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