



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



SSTIC Impact Stories

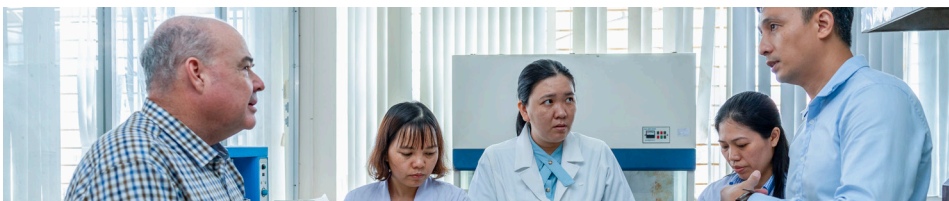
Global Quality and Standards Programme Vietnam Phase 1

SUMMARY

The Global Quality and Standards Programme (GQSP) is a triangular cooperation initiative between the Government of Switzerland and UNIDO aimed at promoting trade and competitiveness by strengthening quality and standards compliance capacity to facilitate markets for SMEs implemented in over four continents, including Global South countries such as Colombia, Costa Rica, Ghana, Indonesia, Kyrgyzstan, Peru, Philippines, South Africa, and Vietnam.

The GQSP (Global Quality and Standards Programme) project in Vietnam enhances quality standards and compliance capabilities within the Mekong River Delta's mango value chain to improve market access. The initiative primarily supports mango producers and other tropical fruit stakeholders through a comprehensive approach. This includes strengthening national quality infrastructure institutions to ensure compliance with technical regulations

and international market requirements, while building SMEs' understanding of and capacity to meet target market standards. The project also focuses on raising industry awareness about quality standards and fostering public-private dialogue to support mango exports and market development, ultimately aiming to boost the region's competitive position in international markets.



UNIDO collaborates with the Sub-Institute of Agricultural Engineering and Post-Harvest Technology (SIAEP) in Ho Chi Minh City to enhance Vietnam's mango value chain

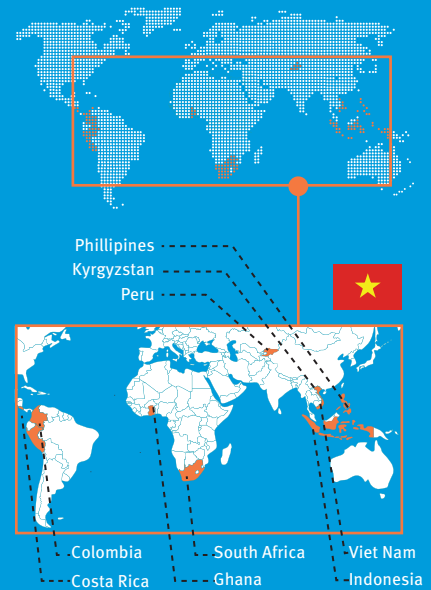
WORKING TOWARDS THE SDGs



SOUTH-SOUTH COUNTRIES:

Colombia, Costa Rica, Ghana, Indonesia, Kyrgyzstan, Peru, Philippines, South Africa, and Viet Nam

IDENTIFIED COUNTRIES:



SOUTH-SOUTH PARTNERS:

- United Nations Industrial Development Organization (UNIDO)
- Ministry of Agriculture and Rural Development of Vietnam (In-kind contribution)

DONOR

- Swiss State Secretariat for Economic Affairs (SECO)

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CAPACITY BUILDING INITIATIVES

1 Technology Transfer: The GQSP holds technology transfer workshops to share expertise in quality infrastructure, standards, and conformity assessment. These programs aim to enhance the skills of QI institutions and personnel worldwide by transferring knowledge about advanced technologies and methodologies.



2 Experience Exchange: The GQSP creates a global community through forums and conferences where stakeholders from different countries share experiences, challenges, and success stories related to quality infrastructure and standards implementation.

3 Capacity Building: The GQSP's capacity building webinars focus on quality infrastructure such as laboratory accreditation, product certification, and standardization. They provide knowledge dissemination, skill development, and capacity enhancement for professionals and institutions in quality assurance.



4 Knowledge transfer: The program offers technical assistance missions, with experts providing direct support and guidance to QI institutions and professionals in partner countries through on-site assessments, training, and customized solutions.

5 Consolidation of southern Partnership: The GQSP boosts technical capacity, shares best practices, and facilitates expertise transfer, indirectly fostering partnerships and investments in the Global South. It supports SMEs in implementing quality systems, aligning with global tools, and enhancing attractiveness for investments in southern regions.



WHAT IS SSTIC?

South-South and Triangular Industrial Cooperation (SSTIC)

Is a process whereby two or more developing countries pursue their individual and/or shared national capacity development objectives through exchanges of knowledge, skills, resources and technical know-how, and through regional and interregional collective actions. UNIDO's SSTIC services are following the guiding principles for South-South cooperation set out in the Buenos Aires outcome document:

- 1 respect for national sovereignty
- 2 mutual benefit
- 3 national ownership and independence
- 4 equality
- 5 non-conditionality
- 6 non-interference in domestic affairs

CASE STUDY

A 5-day visit tour to Switzerland

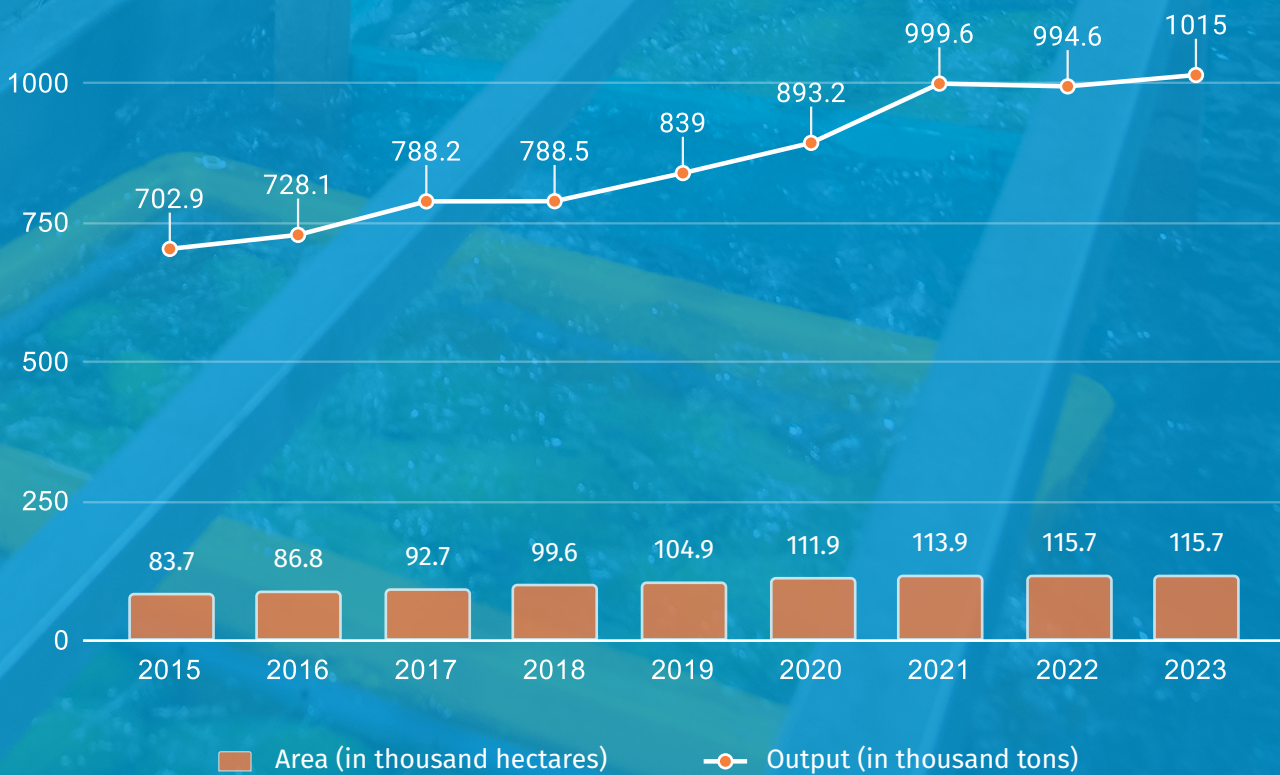
A comprehensive study tour was conducted in Switzerland from July 1-5, 2019, bringing together representatives from seven GQSP beneficiary countries, including Ghana, Indonesia, Kyrgyzstan, South Africa, and Vietnam. The program focused on capacity building through knowledge exchange and fostering partnerships between beneficiary countries and Swiss institutions. Participants engaged in numerous activities, including visits to the Swiss Association for Standardization (SNV) and specialized workshops on Quality Infrastructure at the Swiss Federal Institute of Metrology in Bern. The tour encompassed technical presentations on metrology, standardization, and industry perspectives, while also providing opportunities to attend significant events like the WTO Aid for Trade Global Review 2019 and participate in discussions on sustainability standards for global trade at Geneva-based international organizations. Through these experiences, participants gained valuable insights into trade and development practices, which they were encouraged to implement in their respective countries.

GQSP Global Meeting

A global dialogue on August 25, 2020, brought together 116 participants from 16 GQSP countries, including Vietnam, to address challenges, share experiences, and explore future opportunities. The event facilitated meaningful exchanges among project teams, stakeholders, and beneficiaries at both national and global levels, with discussions centered on trade, value chains, quality infrastructure, and standards and conformity assessment in the context of the COVID-19 pandemic. This collaborative meeting successfully identified common challenges and potential solutions, enabled the sharing of best practices, and fostered new partnerships among participating nations.



Mango Production in Vietnam





1

THE CHALLENGE

What the project aims to achieve.

Global trade has grown increasingly complex, with quality and standard requirements becoming paramount within value chains. Despite developing countries' efforts to integrate into the global trade system, many exporters struggle to access international markets, primarily due to challenging non-tariff measures such as technical regulations and standards.

Vietnam holds a significant position as the world's 13th largest mango producer, with 87,000 hectares of growing area, half of which is concentrated in the fertile Mekong River Delta. As of 2019, the country's annual mango output reached 969,000 tons, yet only 4% of this production is exported. While Vietnam aims to expand its mango exports to higher-value markets, success hinges on meeting increasingly stringent quality and standard requirements to enhance competitiveness in the international marketplace.

Currently, China dominates Vietnam's mango export market, receiving 95% of exports through cross-border trade. Vietnam enjoys competitive advantages in this market due to favorable logistics and seasonality. While this market presents significant growth potential, the introduction of stricter standards, including traceability and residue testing requirements, could temporarily impact supply and growth as the industry adapts to meet these new specifications.

In response to these challenges, UNIDO, in partnership with the Government of Switzerland, has implemented the GQSP Programme in Vietnam. Working in cooperation with the Ministry of Agriculture and Rural Development (MARD), the program supports Mekong River Delta mango producers throughout the value chain, helping them comply with technical regulations and international market requirements while strengthening their overall trade capacity.

2

THE SOLUTION

The methodology used that led to successful outcomes

Which key procedures were implemented?

The UNIDO-SECO GQSP employs a systematic approach to strengthen SMEs' quality and standards compliance capacity, ultimately facilitating better market access. This comprehensive strategy focuses on enhancing enterprises' ability to meet market requirements, bolstering quality infrastructure to verify compliance with standards and regulations, and promoting public-private dialogue to ensure coordinated efforts across all levels. In Vietnam, the GQSP Project specifically aligns the demand for and supply of quality services needed to prove and verify product quality through three key interventions: enhancing quality infrastructure by strengthening relevant national institutions, building producers' capabilities by improving SMEs' understanding of target market requirements, and increasing industry-wide quality awareness while facilitating public-private dialogue to support mango export and market development.

What are key goals the project aims to achieve?

The Project aims to improve the competitiveness and the compliance capacity of all the stakeholders in the mango value chain to access markets with higher values in terms of quality and standards, to diversify the export markets, and to increase the volume of mango exports as well as to ensure the sustainability of the mango value chain.

3

SOUTH-SOUTH IMPACT

How were South-South and Triangular cooperation utilized to achieve results?

Which project elements characterize as SSTIC?

In July 2019, GQSP project beneficiaries from Ghana, Indonesia, Kyrgyzstan, South Africa, and Vietnam participated in a comprehensive five-day study tour in Switzerland. This educational initiative focused on knowledge transfer, capacity building, and best practice sharing, featuring specialized workshops on quality infrastructure, standardization, and industry perspectives. Building on this collaboration, UNIDO organized a milestone GQSP global dialogue in August 2020, bringing together 116 participants from 16 countries. The dialogue created a valuable platform for GQSP southern counterparts to exchange experiences, discuss shared challenges, and explore future opportunities, while fostering meaningful interactions among project teams, stakeholders, and beneficiaries at both national and global levels.



Which key SSTIC collaboration/partnerships led to the outcome achieved?

The GQSP Vietnam emerged from a strategic triangular partnership between UNIDO, the Swiss State Secretariat for Economic Affairs (SECO), and the Government of the Socialist Republic of Vietnam. This collaboration has played a crucial role in enhancing trade and competitiveness by strengthening quality standard compliance capacity, particularly within the Mekong River Delta's mango value chain. The program's focus on developing quality and standard compliance capabilities has been instrumental in accessing targeted markets and increasing exports to China. The active involvement of the Ministry of Agriculture and Rural Development (MARD) has been particularly valuable in fostering a culture of quality management among producers and facilitating access to high-value export markets.



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SUSTAINABILITY AND REPLICABILITY

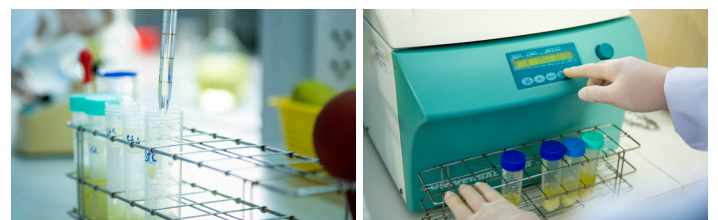
How is it sustainable and replicable?

Which methods can be transferred and shared?

Leveraging more than 50 years of technical cooperation, UNIDO implemented the GQSP Vietnam based on a systemic approach, 'the UNIDO approach,' which has evolved to help countries create a healthy business environment for trade and competitiveness. This UNIDO approach focuses on developing productive capacities to strengthen their capacities to comply with trade-related standards, technical regulations, and buyer specifications and, more generally, increase the productivity and performance of private sector operators. This is complemented by developing quality infrastructure and conformity assessment services as essential elements of enabling the business environment. UNIDO strengthens national quality infrastructure systems at standards, metrology, and accreditation and conformity assessment services.

How does the outcome of the project contribute to the SDGs?

GQSP Vietnam significantly contributes to SDGs 1, 3, 8, 9, 10, 12, and 17 by improving market access for mango exports and value-added products to selected target export markets through enhanced technical competence and sustainability of the quality infrastructural systems. The project also strengthens conformity assessment services related to export value chains, ensuring compliance with the quality and standards requirements of the target export markets. It will establish a quality culture among mango producers, enabling them to access high-quality export markets and adopt sustainable practices in the mango value chain sector. Additionally, the project will strengthen trade capacity and competitiveness for small and medium enterprises (SMEs) in the Mango value chain, facilitated by the project's focus on quality standards compliance capacity building.



SSTIC Executive Summary

The Global Quality and Standards Programme (GQSP), a strategic partnership between the Swiss Government and the United Nations Industrial Development Organization (UNIDO), promotes systematic trade development along specific value chains by strengthening quality infrastructure, enhancing private sector compliance, and fostering a culture of quality, with particular emphasis on small-medium enterprises (SMEs).

GQSP-Vietnam, focusing on the mango value chain in the Mekong River Delta region, is part of a broader global initiative spanning four continents, including Global South countries such as Colombia, Costa Rica, Ghana, Indonesia, Kyrgyzstan, Peru, the Philippines, and South Africa. The program systematically enhances SMEs' compliance capacity through the development and adoption of Standard Operating Procedures (SOPs), good practices, and innovative post-harvest technologies.

Given that mangoes are economically significant in almost every developing country and face similar challenges across growing regions, the learnings from GQSP Vietnam have proven highly transferable to other South-South cooperation countries. The program's documented technologies and SOPs have successfully enabled industry access to modern retail markets in developed countries, establishing a replicable model for other nations. This methodology, emphasizing value chain approaches and commercial partnerships, has been successfully adapted across various sectors: Indonesia's aquaculture value chains,

Kyrgyzstan's fruit industry, and South Africa's essential and vegetable oils sector.

Through South-South and Triangular Industrial Cooperation, GQSP Vietnam actively shares knowledge, best practices, and replicable solutions among GQSP counterparts. The project establishes a quality culture among mango producers and tropical fruit growers while promoting sustainable practices and market access. Significantly, it advances key Sustainable Development Goals (SDGs 1, 3, 8, 9, 10, 12, and 17) related to economic growth, industry innovation, and sustainable partnerships.





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 [View project in UNIDO OpenData Platform](#) 

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Scan the QR code to access more information about SSTIC. You will be directed to a website or a resource that provides detailed information about the concept, principles, benefits, and examples of SSTIC in action.

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