

Rapport Forum



2019

Forum Opportunités

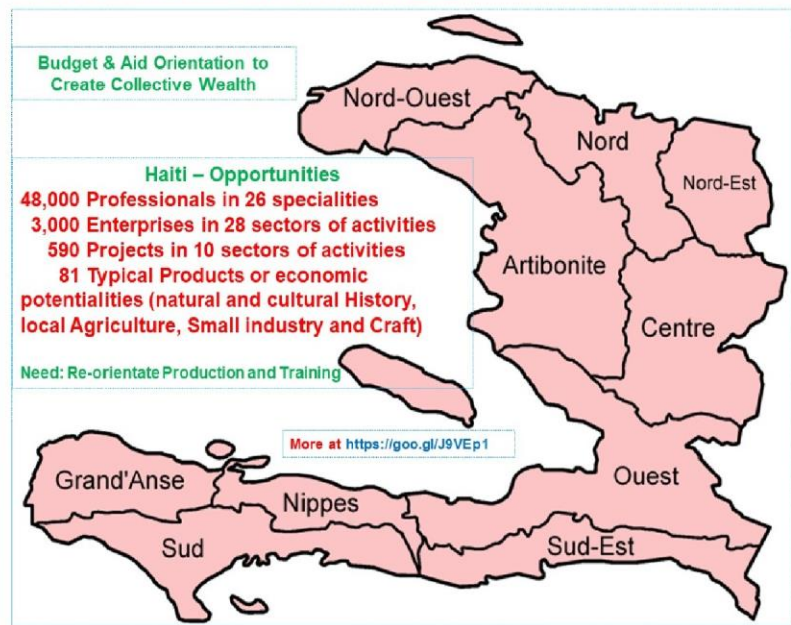
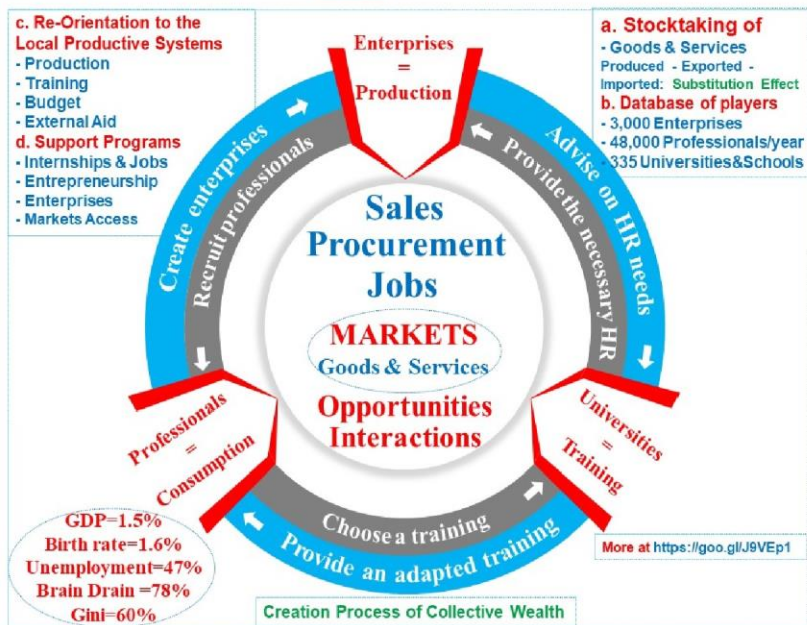
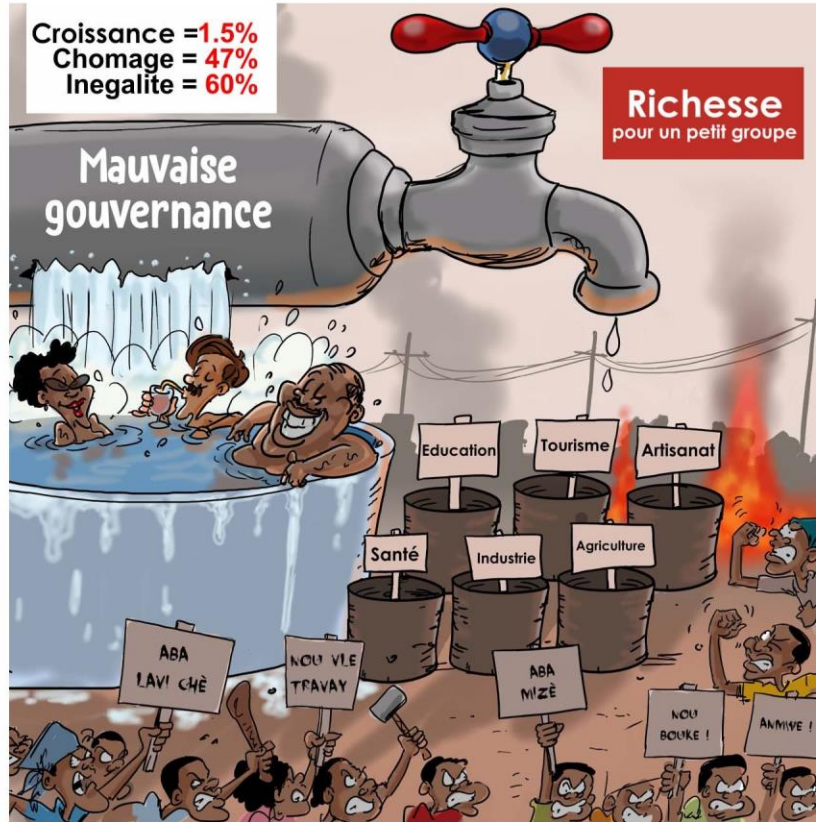
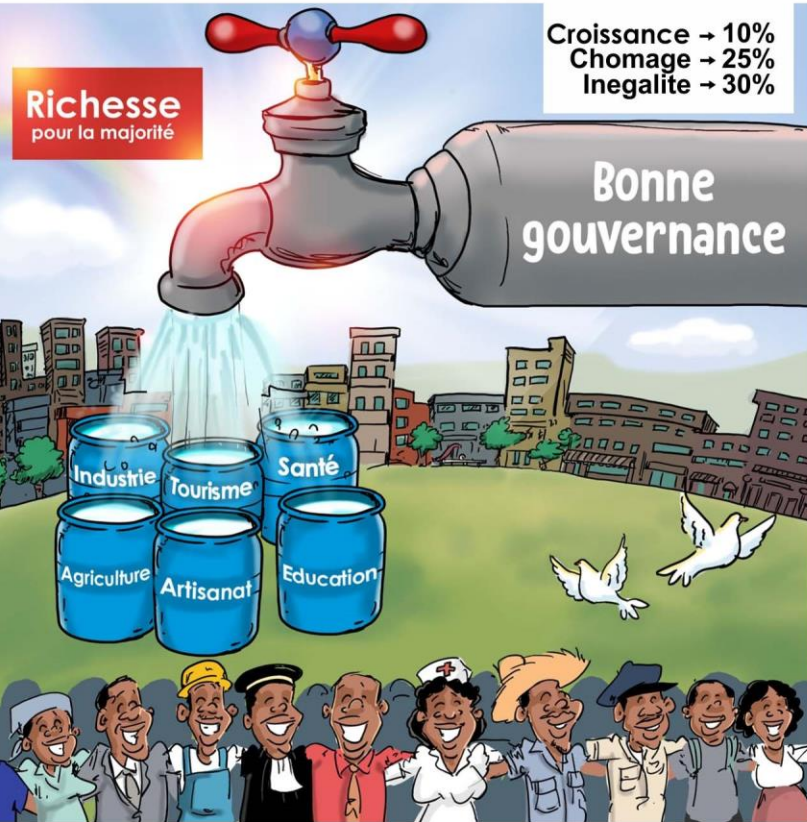


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Haiti - Growth Opportunities Forum through Employment, Entrepreneurship and Training

Summary : An Opportunities Forum, aimed at thought and search for practical solutions to low employment and insufficient enterprises growth, was held on June 27, 2019 at the Karibe Convention Center, Juvenat. After explaining the Forum context with a diagram on the ecosystem and the interaction of the actors, an introduction was made by the Ministry of Trade and Industry (MCI) and the State University of Haiti (UEH). Official opening and conclusion were made respectively by the United States Embassy in Haiti and the Presidency of Haiti. The Forum focused, among other things, on Markets and Opportunities in the Economy, Business Support and Guidance Programs, Training including Career Guidance and Access to Internships, Programs Support for Employment and Entrepreneurship, Specific Opportunities with United Nations Agencies and the Need to Connect Enterprises, Universities and Professionals, through a web platform, to have permanent and systematic interactions and synergies between actors, sectors and clusters and to promote training, employment, entrepreneurship, production and business growth.

To face the market access challenges, the proposal to quickly develop and implement a Public Policy to [Promote Micro, Small and Medium Local Enterprises](#) (similar to [the one developed in Congo](#)) with a Synergy and Harmonization of Public Institutions (MCI, CFI, FDI, BRH, BNC, etc.) and Programs and Projects (International, public, private) supporting Business and entrepreneurship and a sound [Public Finance Management](#) including the tariffs and customs duties review and [the fight against smuggling along borders](#), aiming at growth, business profitability and job creation, seemed adequate. The Forum also agreed on drafting and implementing a [Public Training Policy](#) facilitating access to internships, employment and entrepreneurship. A budget oriented towards [Local Productive Systems](#) of the 81 economic potentialities of the 11 departments of Haiti (studied by the MCI with the support of UNDP) together with the preparation and execution of a [Local Consumption Food Policy](#) will create the currently missing link between Training, Production and Consumption. Haiti has a human resource pool based in Haiti and in the diaspora that could have been better exploited to develop, implement and evaluate public policies.

The platform <https://www.JobPaw.com> has integrated information - about professionals, enterprises, universities and vocational schools, salaries, projects and opportunities available by department - that can be used to develop such public policies. See <https://goo.gl/J9VEp1> and [Addenda 1 and 2](#).

2. Report : Participants in the Opportunities Forum include Representatives of the State (MCI, MEF, CFI, BRH, INFP, MENFP, etc.), International (IDB, Spain, United States, France, Great Britain, United Nations, European Union, USAID, Better Work, UNDP, UN Women, CRS, Plan, EdM, ASF, CLIO, etc.), Universities and vocational Schools (UEH, ISTEAH, ESIH, EPJSA, New Vision, etc.), Enterprises (Marriott, Transversal, Turbo System, Solutions, Magic Touch Pro Entertainment, Growth Group, Apaid Group, CRESKA, Fonkoze, Kreativ ID, Karibe, Reinbold, Papyrus, etc.), Associations (SHAMARH, CCIIO, CCIHC, etc.), Professionals. Luckner Garraud (Journalist and Presenter, Radio Métropole) served as Master of Ceremony.

The Forum was supported technically and financially by partners and contributors such as: JobPaw, Haiti State University, United Nations, Better Work, School of Work, Terminal of Technology, Haiti Start up Talent. Chokarella allowed to follow forum live on Facebook and provided images and videos available on <https://www.forumopportunitite.com>. The event was covered by the following media: Chokarella, Télé Métropole, RadioTélévision Caraïbes, Télé Ginen, Radio Télé Superstar, TV Nice, Le Nouvelliste, etc. The forum allowed the exhibition of products and services such as: the [British Embassy Scholarships](#), the Créations Lumières articles (clothes, liqueurs, soaps, shampoo, etc.), the [Flawie online sale](#), etc.

3. Forum Context – After introductory remarks by Darline Monfort (Forum Communications Officer), Dr. Waddle (Forum Coordinator) presented the macroeconomic data showing the current economic system failures unable to provide neither the scale effect (expansion capacity of the current production) nor the catalytic effect (added and shared value capacity derived from the interactions between the actors, sectors, clusters, etc.) and the need to address it quickly.

In fact, wealth created in 2018, as measured by Gross Domestic Product (GDP), grew by 1.5% in Haiti. On the other hand, it is insufficient because it is lower than the population growth rate of 1.6%. In addition, it is poorly distributed because we have a high inequality measured by the Gini index of 60%. This leads to an unemployment rate of 47% with the 48,000 graduates per year who cannot be hired by the 3,000 enterprises. This also leads to a brain drain rate of 78% of qualified professionals going abroad searching for a better life.

It is therefore essential to create collective wealth, that is, to produce more goods and services in order to create more jobs. Producing or creating wealth implies, among other things, identifying the opportunities

associated with a solvent demand and having the training (knowledge, know-how, etc.) and the technology to benefit from it.

For this, all the involved actors (enterprises, universities, professionals, representatives of the State and international organizations) must meet, through an Opportunities Forum, to think and find together solutions to create more jobs. All the available resources (budget and external assistance) should be dedicated to the creation of collective wealth for the benefit of all.

4. Forum Introduction by MCI and UEH – Herrick Dessources, Representative of the Ministry of Trade and Industry (MCI), praised the forum idea to bring together the important stakeholders around these challenges to share knowledge and experiences for business and private sector development. This will allow coordination and synergy actions to improve individual and collective effectiveness. He presented the three objectives of the MCI as part of the country's economic growth policy: creating added value, fostering business creation and fostering job creation.

Fritz Deshommes, Rector of the State University of Haiti (UEH) expressed his awareness of the desperation of young people who, after 5 years of study, cannot find job and look for odd jobs. Through the 2011-20 strategic plan of the UEH, the Memorandum of Understanding between the UEH and the State (2011-20) and the agreement between the UEH and the MCI, it undertook to readjust the training offered by the UEH to the market needs, to get closer to the private business sector and the public and international sectors and to carry out studies and research on their behalf. He promised to develop within the UEH a Professional Integration Unit to facilitate the meeting between professionals and enterprises wishing to recruit graduates and a Business Incubation Center to help create new enterprises.

5. Forum Opening by the United States Embassy in Haiti – H.E. Michèle J. Sison, Ambassador of the United States to Haiti, recalled that the United States are a fervent ally of Haiti with respect to growth economic and stability, a prerequisite for business development. She called for a greater transparency and the strengthening of anti-corruption bodies to attract more external and domestic investment in Haiti.

She praised the work of Better Work Haiti funded and supported by the US Department of Labor to improve working conditions and improve the competitiveness of the textile industry enterprises which generates about 50 thousand jobs in the country.

She said that over the last ten years, USAID has supported more than one thousand micro, small and medium-sized enterprises (MSMEs) that have created more than 27,000 new jobs by providing them with professional training and management skills and enabling them to access to financial services (credit, insurance).

The Ambassador highlighted the new Haiti Invest project, led by USAID, which facilitates sustainable access to capital by SMEs with a network of local and international financial advisors to help SMEs develop sustainable business plans and modern techniques to raise capital. This project will contribute to set the environment condition to create a capital market in Haiti. She spoke about the launch of a new Training Academy for women entrepreneurs in Haiti who are invited to register on the website (<https://ht.usembassy.gov/>) and social networks (Facebook, Twitter, etc.) of the Embassy.

6. Round Table 1 - How to exploit markets and opportunities in the economy? It was moderated by Etzer Emile (Economist, [Author](#), CEO Haiti Effective) and led by: Jean Erick Belinette and Dr. Gérald Chery (MEF), Isaac Michel (USAID), Aniceto Rodriguez Ruiz (EU), Rafael Julia (BID), Ivy Kuperberg and Reynold Hyppolite (CRS), Claudie Marsan (Cabinet Marsan)

Jean Erick Belinette (Ministry of Economy and Finance/MEF) presented the generality of the Haitian public market and the level of GDP that it brought back to the Haitian economy in 2014 especially with the help of the PetroCaribe Fund. The MEF explained the conditions and procedures to be followed in order to access the public markets while underlining the free access of public bids to all the suppliers, SMEs and large companies. He gave a list of markets for the public sector as well as the types of services and goods sought. The mass of the public order includes: Intellectual services markets, Works contracts (roads and buildings),

Procurement markets of the administration, Public service concession contracts. Annual public procurement plans and public contracts are published on the website of the National Commission for Public Procurement/CNMP (cnmp.gouv.ht). See [Addendum 2](#).

Isaac Michel (USAID) explained that USAID intervenes in Haiti in the following activities: Financial Inclusion, Real Estate Market Development, Investment Platform, Support to General Direction of Tax (DGI), Support to General Administration of Customs (AGD), Guarantees to Financial institutions.

He reported that over 80% of SMEs are in the informal sector. USAID has contributed to the creation of 27,000 jobs and has enabled 84,000 households living in rural areas to increase their incomes. USAID publishes its opportunities on web platforms such as: Fedbizzop.gov, Grants.gov and uses a competitive strategy to select its implementing partners.

Aniceto Rodriguez Ruiz (European Union / EU) reacted on the causes of the under-exploitation of the purchases opportunities (goods, services and works) in the projects realized in Haiti, through the Delegation of the European Union or the Office of the National Authorizing Officer (BON). He said that the EU applies transparency and fairness rules in the publication of tenders or contracts because all the countries signing the cooperation agreements with the EU receive the same treatment. The EU uses different procedures depending on the amount and type of contracts and publishes notices and contract notices on websites such as: https://eeas.europa.eu/delegations/haiti_en, <https://webgate.ec.europa.eu/europeaid/online-services/index.cfm>, <http://www.bonfedhaiti.gouv.ht/appele-proposition>, <https://tinyurl.com/yxtj4fxz>

Rafael Julia (Inter-American Development Bank / IDB) spoke about the Haitian state's 70% international aid budget and IDB's difficulties to find local suppliers. He lamented the lack of resources and information available on Haitian companies while all IDB member countries have the same access to its markets whose annual procurement plans are published on <https://tinyurl.com/y5pe7vw3>. Procurement processes are implemented by the Project Execution Units and receive the IDB's non-objection. Economic operators are invited to contact these units to stay informed about these market opportunities.

Ivy Kuperberg and Reynold Hyppolite (Catholic Relief Services / CRS) mentioned that the CRS places a lot of importance on formal local providers. They gave a list of opportunities available in the CRS markets in sectors such as: Education, Youth, Agriculture, Health, Risk Management. For this, the organization needs computer equipment, school supplies, risk prevention materials in cyclone, etc. Formal sector operators are invited to fill out a form at the CRS office to become an accredited CRS provider.

Claudie Marsan (Cabinet Marsan) presented her firm which offers expertise services on public and international markets including business law. It supports SMEs and NGOs in their efforts to find legal recognition and opportunities. It enables its clients to have access to the provisional procurement plan, the presentation of the call for tenders memorandum. Claudie Marsan gave references to books on procurement that are available in bookstores La Pléiade and Asterix.

Dr. Gérald Chery (MEF) spoke about the inoperability of many public markets. He pleaded for the state to support Haitian companies so that they can have the necessary capacities to respond to calls for tenders and seize opportunities while ensuring the respect of existing ecological standards. He believes that if public procurement is geared towards growth, the following industries could be developed and supported by public procurement: School equipment, School books and supplies, Leather and Footwear, Home equipment, Office equipment, Construction, Materials Construction, Pharmaceuticals, Agribusiness, Research and Development of know-how.

7. Round Table 2 - How to have more profitable Enterprises and more Jobs in the Economy with Support and Guidance Programs? It was moderated by Stanley Figaro (Journalist, CEO GraphCity) and moderated by: Herrick Dessources (MCI), Wilgens Siguineau (CFI), Jean Armand Mondelis (BRH), Marie-Lyne Thomas (Better Work, ILO, UN), Carl Darbouze (Turbo System SA), Kurt Jean-Charles (Solutions SA), Max Larson Henry (Transversal), Lydie Marcelin Choute (SHAMARH), Dr. Ronald Laroche (DASH, CCIO)

with the presentation of the practical case of Marriott by Edwidge Solages (HR Manager, [Marriott](#)) and the case study of Better Work.

Herrick Dessources (MCI) advocated for the following programs and activities: establishment of value chain identification mechanisms that offer better opportunities; setting up of a real support plan; programs of support and direct support for the development of value chains; accelerator program for companies such as start-ups and microenterprises: technical support, financing, production and quality improvement; development of micro-industrial parks with support in terms of space, equipment and contacts for commercial exchanges and obtaining financing.

Wilgens Siguineau (Center for Investment Facilitation/CFI) has defined the roles of the CFI: working with institutions that want to invest in Haiti to guide them, help them find promising sectors; ensure that investments are profitable and profits are reinvested to create new jobs; maintain permanent contact with foreign investors to help them meet their challenges and overcome their difficulties; develop tools and platforms for people to find all the information they need about existing opportunities in Haiti.

He referred to online platforms such as: the CFI website ([cfihaiti.com](#)), Haiti Open Data of +150 databases on Haiti on ([opendata.investhaiti.ht](#)), Haitian supplier services of + 600 Haitian companies providing products and/or services ([haitiserviceproviders.com](#)), Haiti Digital Services of 13 BPO Employers and +1,700 Applicants Available ([haitidigitalservices.com](#)), Exportable Product Catalog of 40 Exporters & 70 Products ([exporthaiti.online/index.php/fr](#)).

Jean Armand Mondélis (Bank of the Republic of Haiti/BRH) explained that the BRH wants to improve access to credit in order to stimulate economic growth and reduce the trade deficit. He mentioned the constraints of financial institutions preventing them from financing risky businesses. He argued that the funds used by the banks consist largely of short-term deposits made by clients.

BRH has launched a set of programs and activities to promote economic growth such as: Housing Program (2011) in agreement with the banks; Promotion of real estate development projects (2017) in agreement with the banks; Industrial Free Zones (2015) in agreement with the banks and aimed at increasing the capacity of foreign investment in the textile sector; Export enterprises (2016) in agreement with FDI and SOFIHDES, Tourism and Hotels (2015), Agriculture and agribusiness (2016 and 2018, Circulars 108 and 113) in agreement with banks and financial institutions, cooperatives savings and credit, leasing companies, microfinance institutions; Promotion of leasing in accordance with SOFIN S.A. (Ayiti Leasing) available to young people who want to start their business. Economic operators are invited to call the BRH Call Center at 8274 and consult the BRH website ([brh.ht](#)) to inquire about these programs.

Marie-Lyne Thomas (Better Work, ILO, United Nations) focused on the textile sector in Haiti, which covers 90% of Haitian exports. She highlighted the attractiveness of the Haiti textile sector with: Free Trade Agreements (Hope & CBTPA), Geographical proximity to the United States, Products with higher added value, Expansion of the value chain.

She mentioned that all the major brands around the world ensure that a set of parameters are respected before doing business with a supplier. Taking this into account, she felt that to be profitable, the company must fulfill a set of conditions: create good working conditions for employees; value employees through training and a reasonable salary; develop good relationships with employees; enable employees to access health care in the event of illness. The interventions and results of Better Work in Haiti can be viewed at <https://betterwork.org/where-we-work/haiti/>

Carl Darbouze (CEO, Turbo System S.A.) explained that his company has been providing for 30 years engineering services information systems such as: Web and Mobile Application Development, IT Systems Auditing, IT Solution Integration, Database Design, etc. to all the sectors of the national and international market. Turbo System has designed systems such as: Human Resources and Payroll Management, Accounting Management, Fixed Asset Management, Inventory Management, Management of the Collection and Payment of Money Transfers and Goods, Production Report of credits, etc. It also offers e-governance

products such as: taxes Online payment, issuance and renewal of vehicle insurance policy, name transfer for sold cars, etc.

Ing. Darbouze believes that profitability is not possible in an unstable political environment. It encourages the State to set a protection policy of Haitian firms against discrimination for the benefit of foreign firms in major contracts. The state should require the participation of local resources in large-scale donor projects to ensure the transfer of knowledge.

Kurt Jean-Charles (CEO, Solutions S.A.) explained that his company offers services such as: tailor-made software design, continuous training in IT, support and project management, etc. Solutions S.A. has experience with results in the following areas: Insurance management system with more than 200 thousand insured and dependents, Municipal Administration via CIVITAX with revenues of 5M to 80M HTG in 18 months, Traceability of Agricultural Products with more of 40 thousand registered producers, National Public Health System Management with interoperability of more than 400 thousand patients and 800 health workers.

Ing. Jean-Charles has identified key measures to have more profitable businesses: to have a shared opinion on the market vision, to facilitate access to investors who want to invest in the provinces, to act on the Haitian culture in order to get out of the resignation in raising awareness among business leaders and employees, training employees in identifying and solving problems, investing in human capital in an intelligent way, contributing to setting up research groups in universities.

Max Larson (CEO, Transversal) said that his company offers services such as: Mobile Application Development, IT Support for Specialists in IT, Certified Training in Partnership with Microsoft and CISCO, Diaspora Investor Support, Training in artificial intelligence and soft skills in training centers, etc. Transversal has designed MerchantPro, a comprehensive electronic voucher service platform used by national and international companies and organizations.

Ing. Henry identified weaknesses in human resources (quality and quantity) and infrastructure (Electricity, Internet and Roads) as the major challenges to business creation and growth.

Lydie Marcelin (Member, SHAMAH) argued that SHAMARH is a reference in terms of human resources organization. She trains people in human resources, creates networking to establish contact between professionals, organizes seminars and conferences for professionals and works with partners such as SOFHIDES, FIDES, etc.

SHAMARH has identified challenges to be addressed such as imbalances between human resources, the lack of normative frameworks on the management of human resources at the national level, the lack of valuation and investment in human capital.

Dr. Laroche (DASH/CCIO) believes that there would be many more jobs in Haiti if everyone in all the sectors respected the principles and laws. He commended organizations like WHO and others that invest in the health sector and advocate for the right to health care for all employees.

Edwidge Solages (Human Resources Manager, [Marriott Hotel](#)) spoke about the Marriott Employee Orientation Model that helps them to: Know the Business Environment, Adapt to International Service Standards through Marriott's Values, Treat the client with the LEARN model (Listen, Empathize, Apologize, React, Notify).

She also mentioned three innovative Marriott initiatives such as: Development of small technicians or operation specialists (elevator, air conditioning, industrial machinery and pool) to have a local workforce; Application to customer service of three principles related to the art of hosting (create personal links, respond to signals and make an unforgettable experience); Adaptation of the Marriott Hotel to the Hotel sector change with the new Information Technology with a Guest Experience/GXP system (put everything on the profile to give it personalized attention) and a Meeting Service App/MSA (put employees in touch with each other by instant messaging).

8. Round Table 3 - How to align training programs with the needs of the labor market and entrepreneurship? It was moderated by Wendell Theodore (Journalist and Presenter, Radio Métropole) and moderated by: Paul Antoine Bien-Aimé (UEH), William Savary (INFP), Dr. Jacques Abraham (ISTEAH), Simon Vallet (EPSJA)

Paul Antoine Bien-Aimé (Cooperation and Partnership Department, State University of Haiti/UEH) identified blocking factors: the lack of interaction between professionals and universities, the absence of a mechanism enabling to observe the evolution of the labor market, the absence of precise and easily usable indicators to determine the market profile. He expressed his concern about the human sciences graduates who do not find opportunities, because this sector is more valued with a master's degree or doctorate.

He spoke about the mechanisms that the UEH is starting to set to allow students to benefit from solid professional internships. The UEH receives 5,000 students every year across the country. It also plans to increase the supply of short-term training over two years. The UEH will review and improve the training offered. She has already introduced the doctoral level in the human sciences field.

William Savary (National Institute of Vocational Training/INFP) presented the objective of the vocational training which should allow technicians either to find a job or to create a company that will generate jobs. The INFP must take into account the new professions available such as robotics and the transformation of natural energy. It will set up training centers of excellence through professional schools established throughout Haiti. It will provide young people in the country sides with training in fishing, agriculture and other trades in order to create an ecosystem enabling them to create their own economic activity in the absence of direct employment.

Dr. Jacques Abraham (member of ISTEAH) presented ISTEAH (isteah.edu.ht) which currently offers two programs of study: a 30-credit specialized graduate diploma (DESS) and a professional master's degree (M. Sc.A.) of 60 credits. He explained that the DESS Program pursues objectives such as: mobilize an extensive knowledge base in their specialty; carry out professional work based on the knowledge acquired in the specialty; communicate clearly the nature of the issues and the results of the work; demonstrate civic awareness, rigor, critical thinking, integrity and respect for intellectual property. He deplored the lack of qualification of the teaching staff and the lack of working materials.

Simon Vallet (Director, Saint-Joseph Artisan Professional School/EPSJA) highlights the objectives of the EPSJA such as: make vocational training a lever in the development of Haiti, train young people through methods based on discipline, sense of responsibility, autonomy, ethics, adaptability etc.

EPSJA has an innovative strategy in the choice of training offered (solar electricity and building, water treatment and plumbing, refrigeration and air conditioning, computer network and troubleshooting etc.). She goes to companies to provide training according to their needs. As a result, the insertion rate of EPSJA graduated technicians into the labor market is 65%, most of whom are employed by BRANA.

9. Round Table 4 - How to improve access to the labor market and help create innovative enterprises?

It was moderated by Robenson Geffrard (Journalist and Presenter, Télé Métropole) and moderated by: Dr. Ernst Joseph (DVE, UEH) and Dr. Hillary Thomas Lakes (HillTop Ethics), Clifford Reginald Nau (Alpha Haiti), Faustin Caille (Ecole du Travail), Philippe Saint Cyr (Haiti Start up Talent), Hélène Mauduit (Entrepreneurs of the World).

Dr. Ernst Joseph (Director, Student Value Branch / DVE) and Dr. Hillary Thomas Lakes (CEO, HillTop Ethics) spoke on how to value human resources. They said that young people are trained, but they do not have information on the opportunities available. Companies also do not know where to find qualified professionals. They called for a strategy to educate young people to become familiar with professional networks such as LinkedIn.

They focused on the theorization of practical experiences of SEV such as: Training the individual, even without experience professional experience, to work well and to be open to specific training at the workplace; Contribute to increase one's level of emotional intelligence in the business or service where he is hired; Develop the student's confidence to understand his added value to the company. The SEV will control the UEH Professional Integration Center (CIP) to be financed by the State, the private sector and the UEH itself.

Clifford Reginald (Coordinator, Alpha Haiti) suggested flagship measures such as: create an ecosystem, regulate the labor market, allow businesses to subsist and to be competitive, network to help young people know the basics who govern the market and how to access it. He argues that the ecosystem is made up of a set of stakeholders that contribute to business growth such as: financing, an enabling environment, human

capital, an accessible market. He believes that the public, private and international sectors must work together to ensure not only business creation but also job creation.

Hélène Mauduit (Coordinator, Entrepreneurs du Monde / EdM) pointed out that EdM offers services such as: Social Microfinance, Support for the creation of Very Small Business (TPE) or Access to sustainable employment, Access to energy. It helps job seekers prepare their application and funding application documents for those who want to start a business. It proposes to adapt the research to the type of employment because the formal sector generates only 7% of jobs and does not publish all available positions. It encourages jobseekers to get to know companies. The information is available at <https://www.entrepreneursdumonde.org/>.

Faustin Caille (School of Labor) explained that his institution is working to develop a coherent professional project with young professionals and graduates, in line with the existing training and the capacities of the learners. It strengthens the soft skills and job search techniques of young graduates and supports them in their professional integration, through support in the preparation of their application for job search. It provides primary school support for home-schooling students.

Philippe St-Cyr (CEO, Haiti Start-up Talent) has informed that Haiti Start Up Talent supports young people to reach out their business creation goal. He gives them training on drafting business plans, on basic computer software, on communication so that they are able to convince their interlocutors to accept and finance their project. He reacted to the problem of financing SMEs for their start up by stating that, in general, financial institutions do not grant loans to start-up. He called for these companies to identify a market and potential customers before seeking financing.

10. United Nations Presentation on How to Become a United Nations Provider in Haiti? This presentation was made by Jean Fritz Cherestal (Vice President, Operations Management Team/OMT of the United Nations) who highlighted the procurement procedures of the United Nations Agencies in Haiti. He showed all the Economic Operators how to create an account (free for the basic level and level 1, paying for level 2) on the United Nations Global Market/UNGM platform (ungm.org). He also unveiled the rules to comply with United Nations procurement procedures and become suppliers. By 2021, UNWTO is targeting a consolidated and joint procurement process for all 18 United Nations agencies active in Haiti. The global United Nations market is US \$18 billion while it is US \$180 million in Haiti (10% of GDP) where only US \$40 million (25%) is captured by local suppliers.

After outlining the distribution of UN agencies in Haiti (Specialized Agencies, Funds and Programs and the Secretariat), Jean Fritz Cherestal outlined the products, services and works procured by the United Nations agencies in Haiti following the four main general principles (best value for money, fairness, integrity and transparency, effective competition, interest of the United Nations organizations) through the four types of informal solicitation (shopping, request for quotation) and formal solicitation (invitation to tender or call for tenders, call for proposals) and evaluation criteria (acceptance of United Nations payment terms and delivery terms, compliance with technical documents, administrative documentation, proven production capacity and financial viability, warranty conditions in the event of advance, service after appropriate sales, contract of reference, life cycle cost, general terms and conditions, etc.)

Products include: vehicles, computer equipment and hardware, office equipment (furniture), electronic equipment, medical equipment and pharmaceuticals, laboratory equipment and accessories, office supplies, generator and machinery, materials and construction materials, food products, agricultural products and supplies, petroleum products, pneumatic, spare parts, solar equipment, etc.

Services include rent, security, travel, engineering, transportation, transit / customs clearance, catering, room rental, LAN network cabling, printing, translation, consulting, telecommunication, moving, cleaning, etc.

The works include: infrastructure, civil engineering construction, office container construction, construction of micro-dams, rehabilitation and construction of buildings, metal construction, rehabilitation of irrigated perimeters, etc.

He highlighted the different web portals of the various UN agencies in Haiti that have useful information for suppliers: un.org, unicef.org, bhcdh.org, oms.org, ocha.org, unido.org, unops.org, undp.org, wfp.org, minujusth.org, unwomen.org, unfpa.org, betterwork.org, etc.

11. Presentation of JobPaw.com web platform on How to connect Enterprises, universities and professionals? This presentation was the brainchild of Dr. Waddle (CEO, JobPaw) who highlighted a unique

platform that aims to establish a permanent and systematic interaction between the three actors (Enterprises, Universities and Professionals) for the promotion of employment, entrepreneurship and business growth.

Dr. Waddle particularly emphasized the data available on the platform <https://www.JobPaw.com> relating to the opportunities available in each department. He showed a map of Haiti with, by department, the following information: professionals (quantity and specialties), companies (quantity and sectors of activities), projects (quantity and sectors of activities), typical products, etc. This paves the way for redirecting the budget and external aid to local productive systems with the interaction and synergy between the sectors, clusters and players. By doing so, training will be reoriented towards local production and consumption. Enterprises, Universities and Professionals will be automatically connected. See <https://goo.gl/J9VEp1> and Appendix 1.

He also showed that Haiti has a human resource pool based in Haiti (including former scholars from programs funded by Cuba, France, Taiwan, the United States, etc. as well as those working in NGOs and international organizations) and those based in the diaspora who work in large international institutions and companies. All these resources could have been better exploited to develop, implement and evaluate public policies.

The multi-platform web <https://www.JobPaw.com> serves as bridge and ecosystem and helps, among others:

- Students to choose a technical or university training oriented towards employment or entrepreneurship;
- Universities and vocational schools to offer training adapted to the job market and for entrepreneurship (including modules of continuous training to always be aware of the market evolution and new technologies);
- Graduates and professionals to have wider access to the labor market (visible market and hidden market) and business creation opportunities and to change their career, if necessary;
- Enterprises to have more opportunities to win contracts and market shares and to recruit professionals;
- The State to have the data and statistics necessary to draft adequate Public Policies (employment, education, economy, trade, industry, food, etc.) which will be supported, among others, by the Public Funds and External Assistance and reflected in the budget.

Given the importance of those useful information for the State, International organizations, Enterprises, Universities and vocational Schools, and Professionals, it is in the interest of all to advertise, access and enjoy information on: jobs, tenders, seminars, projects, training & research, scholarships, etc., in the process of professional orientation, integration to the labor market, career development, creation and growth enterprises, etc. All those information are available for free at <https://www.JobPaw.com>.

12. Conclusion by the Presidency of Haiti – H.E. Nahomme Dorvil, Cabinet Director to the President of the Republic of Haiti, summarized the lack of awareness of the opportunities on the national and international markets and the lack of interaction between actors and sectors as the key factors behind the low number of jobs and the insufficient growth of firms. He advocated a constant dialogue between the training and employment sectors, arguing that the existence of enterprises is linked to that of training and vice versa.

He pleaded for the launching of a society program similar to the neighbor countries (Jamaica, Dominican Republic). He also encouraged the adoption of a plan for sound governance and economic growth. He hoped that the forum work would actually help to increase employment opportunities, especially for young people.

13. Miscellaneous – The Forum highlighted Haiti's rich culture that could be better exploited to improve Haiti's image and brand. The audience enjoyed the three productions of the [Vision Nouvelle](#) Orchestra made up of young artists and students of different ages from the eponymous school. He also savored the performance of [BELO artist](#) (Jean Belony Murat) with his song "Vann dlo". The public was also able to appreciate the fashion shows and exhibitions of Créations Lumières stylists, with Joly Production and Joly Beauty making clothes, liquor, soap, shampoo, etc. A call has been launched to finance the team that

supports young people in orphanages, hospitals and prisons. The cover page of the [Forum Report](#) was designed by [Teddy Concept](#).

14. Implications and Actions – The Forum presented an outline of the public, private and international procurement opportunities available with the technical, financial and legal challenges faced by universities, professionals, established companies and incoming companies. See [Addenda 1 and 2](#)

It would be appropriate for the budget and external assistance to be geared towards these opportunities. Employment should be put at the heart of the budget. Universities and vocational schools and Business associations should be more involved early in the budget process.

Financing and investing, as a matter of priority, in [Local Productive Systems](#) of the 81 economic potentialities of the 11 departments of Haiti (studied by the MCI with the support of UNDP) is essential to create collective wealth, reduce the level of poverty and inequality and start the development process.

First of all, it is essential to decline the [Strategic Plan for the Development of Haiti](#) (PSDH) in Sectoral Plans serving as a basis for programs and projects of the budget oriented to employment.

Then, it is essential to draft an Employment Policy, a [Public Training Policy](#), a [Policy for the Promotion of Micro, Small and Medium-sized Local Enterprises](#) with a Synergy and Harmonization of Public Institutions and Programs and Projects (International, Public, Private) of Support to entrepreneurship and a [Local Consumption Food Policy](#) with sound [Public Finance Management](#) including the revision of tariffs and the [fight against smuggling along the borders](#) with a costed Sequential Action Plan, to be financed through the budget and implemented quickly.

The example of the [Partnership between MCI, IDB, USAID and BRANA](#) through SMASH initiative of LEVE/RTI to increase the production of sorghum or millet (petit-mil), one of the ingredients of the Malta drink shows that a public, private and international partnership is possible to fund local productive systems. It is desirable that this type of partnership be extended to other sectors and other donors.

Activities like [Saveurs Lakay](#), [Burger Week](#), [Konsome Lokal](#), etc. show that Haiti has organic agricultural products and a varied and highly appreciated gastronomy that could be further enhanced in restaurants, hotels, catering services, etc.

[Marriott's](#) example of how international standards work and its relationship with farmers and the fishing industry show that it is possible to make profit in Haiti while contributing to local production and people's mentality change. This is an innovative example to replicate in all hotels and other sectors in Haiti.

Better Work Haiti results praised by the US Embassy show that respect for working conditions (a prerequisite for doing business with major brands) generates a win-win situation for companies and employees. It would be interesting to see if similar incentive mechanisms could be applied in other sectors to have better political and economic governance in Haiti.

The quality of works and systems designed by Solutions S.A., Transversal, Turbo S.A., etc. shows that Haiti has excellent ICT pilot companies that could be used more by public, private and international sectors and that a good training (like the one offered at the [Faculty of Science/FDS](#) of the UEH, the [Master's Program in Database and Systems/MBDS](#) of the FDS, at the [Ecole Supérieure d'Infotronique d'Haiti/ESIH](#), to [EPSJA](#), etc.) facilitates professional integration with the creation and growth of innovative companies. This illustration training-production with faculties and schools (FDS, MBDS, ESIH, EPSJA) is a model to be followed by the [UEH](#) who wants to readjust the training. This shows that improved training in other disciplines can lead to similar ICT outcomes.

15. Comments – The interventions at the Forum show that the majority of players have a good understanding of the actions to undertake to take advantage of inclusive growth opportunities. What seems to be missing is a consensus on sequential priorities, modes of implementation and means of financing. Even then, all the public institutions, under the management of leaders, should work and deliver effective results.

The following critical issues should be discussed and agreed with stakeholders:

- How to introduce an obligation of results with accountability mechanisms with sanctions and rewards in the institutions? How to have an efficient public administration (staffed, equipped and functional)?
- How to put in place a better governance capable of accelerating the creation of collective wealth?
- What political and economic system would promote such governance?

- How to obtain a consensus for the establishment of such a system and get it functional?

Our future depends on our understanding and our response to these issues at the heart of the Haitian paradox of insufficient wealth creation (despite the existence of opportunities) in Haiti and its unequal distribution. Our survival depends solely on our ability to produce collective wealth for the benefit of all.

The Opportunities Forum aims to access and disseminate integrated information on opportunities available in the economy with the options to benefit from them. It remains open to all public, private, international and association players who want to collaborate with the Forum and use such information for the benefit of the entire society. All the players, participants and media are encouraged to share and relay this information.

The images and video (taken by Chokarella) of all the presentations of the forum are available on the website <https://www.forumopportunité.com>, which was designed by Terminal of Technology (TOT).

The Opportunities Forum (2019) was made possible thanks to the support of the contributors to whom we express our thanks and with whom we will continue to collaborate in the next edition.

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