

Part II.

1. RELEVANCE of the Project

1.1 Necessities of the Project

(1) Relevance with the needs of Indonesia : Does the Overall Goal still agree with the needs of Indonesia?	Yes(2) No n/a.	PM- The availability of RETPCs to help SME is a main key success factor for NAFED and Dinas when they would like to support SME in regions. JE- The Overall Goal is based on the five-year development plan (PROPENAS 2000-2004) and the URATA Report.
(2) Relevance with the needs of the SMEs in the target Regions : Does the Project Purpose of the Project still agree with the needs of SMEs in the target Regions?	Yes(2) No n/a	PM- Since NAFED and Dinas will help SMEs intensively, they need an organization that dedicated to SMEs that is RETPC. JE- The utilization by the SMEs of the services offered by RETPC has gradually been increased.
(3) Relevance with the needs of the NAFED : Is the Project Purpose of the Project still consistent with the organizational needs, plans, etc. of NAFED? <i>If the answer is Yes, please refer to the relevant part of the relevant documents.</i>	Yes(1) No n/a	PM- NAFED plans establish some activities in the area of product development to improve product's competitiveness through implementing brand of product and industrial cluster. The RETPCs will be involved in those activities. If there are no RETPCs in the other region, NAFED and Dinas concerned can establish them based on the system.

1.2 Priorities: *If the answer is Yes, please refer to the relevant part of the National Development Plan*

(1) Relevance with national development policy : Is the Overall Goal relevant with the latest National Development Plan?	<u>Yes</u> No na.	PM- The RETPC's project goal is relevant to the competitiveness improvement of Indonesian product exports that part of national development plan.
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1.3 Appropriateness as Means

(1) Technological Advantage of Japan : Does Japan have technical advantage in the field of training as well as information and promotion related to export of SMEs?	<u>Yes</u> No n/a	JE- Distance learning and virtual exhibition techniques have been introduced effectively.
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2. EFFECTIVENESS of the Project

2.1 Achievement level of Project Purpose ("Model RETPCS (in Surabaya, Medan, Makassar, and Banjarmasin) provide export training, trade information and promotion services to SMEs in the respective regions") : *If the answer is Fully or Mostly, please state the reasons for your judgment (if any). If the answer is Partly or Not at all, what are the obstacles, the negative impacts on the achievement of Project Purposes and the measures taken (or to be taken)?*

(1) To what extent has the Project Purpose been achieved so far?	Fully(2) Mostly(6) Partly() Not at all() n/a()	<p>PM- M: The project could create special service (training and export promotion) to exporters that was not available in Dinas before. But it still need improvement in quality of services according to operational system of RETPC.</p> <p>JE- M.</p> <p>RETPC- Head (1=SLB, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. M: Cooperate with region and related institution to arrange training, information and promotion activity</p> <p>2: M: Previously was the Vice head of RETPC.</p> <p>2* F: To enhance capacity building for CP of RETPC still need Transfer knowledge activities from Nafed, IETC and JICA.</p> <p>3 M: The preparation of management transfer to RPTC, the responsibilities " how to make a good image to entrepreneurs and government institution " in implementing RPTC activities.</p> <p>3* F: Transfer knowledge to CP at RETPC.</p> <p>4 M</p>
(2) To what extent is the Project Purpose likely to be achieved by the end of the Project?	Fully(1) Mostly(6) Partly() Not at all() n/a()	<p>PM- F: The availability the system to establish other RETPCs is the very important project purpose</p> <p>JE- M</p> <p>RETPC- Head (1=SLB, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. M: For training activity</p> <p>2. -: After the project finished. RETPC will proposed to be UPT under Dinas.</p> <p>2* M: To communicate intensively between RETPC, IETC, NAFED and JICA.</p> <p>3 M: The capacity of RPTC staffs in managing the activities, the availability of training infrastructure, and the interaction of information.</p> <p>3* M: Maintaining communication between RETPC, IETC, NAFED and JICA.</p> <p>4 M</p>
(3) Are the Outputs of the PDM appropriate in achieving the Project Purpose?	Fully(1) Mostly(1) Partly() Not at all() n/a()	<p>PM- F: Since the Outputs of PDM has been discussed many time and try to be implemented gradually then they are appropriate in achieving the Project Purpose..</p> <p>JE- M</p>

2.2 Contributing and hampering factors : *If the answer is Yes, please explain,*

(1) Are there any factors that have contributed to the achievement of the Project Purpose?	Yes(1) No(1) n/a.	<p>PM- Y: Good planning and appropriateness of activities to the SME needs contributed to the achievement of the Project Purpose.</p> <p>JE- N</p>
(2) Are there any factors that have negative impacts on the achievement of the Project Purpose?	Yes(2) No n/a.	<p>PM- Y: The lack of communication with business association create an negative impacts to the achievement of the project purpose.</p> <p>JE- Y:</p> <p>1. Shortage of the budget from Provincial Government</p> <p>2. Delay of the opening schedule of RETPCs (except Surabaya)</p>

3. EFFICIENCY of the Project:

3.1 Achievement of Outputs: *-If the answer is Fully or Mostly, please state the reasons for your judgment (if any) . If the answer is Partly or Not at all, what are the specific reasons, the negative impacts on the achievement of the Outputs and the measures taken (or to be taken)?*

(1) Output 1 ("Management and operation system of RETPCs to provide export training and information/promotion services through collaboration with the Project Team")

(a) To what extent has Output 1 been achieved so far?	Fully() Mostly(2) Partly() Not at all() n/a()	PM- M: Experience of managing REPTPC and good cooperation between RETPC with the Project team create the easing of achievement of Output 1. The Output 1 will be created as a written guidance how to manage and run RETPC operation. JE- M: Shortage of the budget from the Provincial Government and delay of the budget disbursement.
(b) Is the degree of achievement appropriate in view of the Inputs provided?	Fully() Mostly(2) Partly() Not at all() n/a()	PM- M: The Inputs provided are appropriate with the degree of achievement, but they cannot contributing fully without appropriate actions of the RETPC's staffs JE- M: Shortage of the full-time staff at RETPCs.
(c) To what extent is Output 1 expected to be achieved by the end of the Project?	Fully() Mostly(2) Partly() Not at all() n/a()	PM- M: Base on gradual experience of managing RETPC that be accumulated by the RETPC's staff and supported by The Project Team, the output 1 expected to be achieved by the end of the project. JE- M

(2) Output 2 ("C/P at RETPCs are skilled in managing export training services")

(a) To what extent has Output 2 been achieved so far?	Fully(3) Mostly(3) Partly() Not at all() n/a()	JE- F: Sufficient technology transfer and full support system from IETC. RETPC -Training Division (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. M: Nowadays, CP skilled in managing export training services good enough 2. M: Preparing the training seriously and inform to consumen immediately 2* F 3. F: Able to fulfill the participant necessity. For example instructors who have a certain quality, etc. 4. M: C/P highly skill capable to arrange training program most better
(b) Is the degree of achievement appropriate in view of the Inputs provided?	Fully(4) Mostly(1) Partly() Not at all() n/a(1)	JE- F: Sufficient technology transfer and full support system from IETC. RETPC -Training Division(1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. M: Most of export training services manage by CP with good evaluation (by participants) 2. F: Participant will be satisfy to follow the training 2* F 3. F: Always with adopted with participant necessity 4 n/a
(c) To what extent is Output 2 expected to be achieved by the end of the Project?	Fully(4) Mostly(1) Partly() Not at all() n/a(1)	JE- F: Sufficient technology transfer and full support system from IETC. RETPC -Training Division (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. M: - Export Training Management - Instructional Design Seminar and other training to increase knowledge that could support activities 2. F: C/P given more training as internal or external and more information so that improve their skill 2* F 3. F: We hope that can become a staff who professional manage the training.

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(3) Output 3 ("C/P at RETPCs and the Project Team are skilled in utilizing IT, including distance learning techniques, for export training services")

<p>(a) To what extent has Output 3 been achieved so far?</p>	<p>Fully(4) Mostly(6) Partly(1) Not at all() n/a()</p>	<p><Overall> JE: M: High rental cost of the distance learning equipment.</p> <p><For PC training> RETPC -Training Division (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. M: IT always used by C/P for export training services 2. F: Utilizing IT regarding manual operation of IT 2* M 3. M: Computer are available 4 M: C/P expected have enough skill to managing and utilizing IT</p> <p><For distance learning techniques> RETPC -Training Division (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. P: Some of C/P still lack knowledge about IT (Distance Learning techniques) 2. F: Utilizing IT regarding manual operation of IT 2* F 3. F: The using of IT equipment don't master yet. So still need knowledge to operate it. 4 M: C/P expected have enough skill in utilizing IT</p>
<p>(b) Is the degree of achievement appropriate in view of the Inputs provided?</p>	<p>Fully(5) Mostly(3) Partly() Notatall(2) n/a()</p>	<p><Overall> JE: M: High rental cost of the distance learning equipment.</p> <p><For PC training > RETPC -Training Division (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. M: It already appropriate in view of the Inputs provided 2. F: To avoid a mistake in utilizing IT 2* M 3. F: Appropriate with the using. 4 n/a</p> <p><For distance learning techniques> RETPC -Training Division (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. M: To operate Distance learning by staff already done 2. F: To avoid a mistake in utilizing IT 2* F 3. F: Appropriate with the using. 4 n/a</p>
<p>(c) To what extent is Output 3 expected to be achieved by the end of the Project?</p>	<p>Fully(6) Mostly(3) Partly() Not at all() n/a(2)</p>	<p><Overall> JE: F: Provision of distance learning equipment will contribute a lot.</p> <p><For PC training> RETPC -Training Division (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. M: C/P knowledge of IT should be increased, especially to operate all inputs provided. At least all personnel can operate it 2. F: C/P became to be skilled using and maintain IT 2* M 3. F: Become professional in using IT equipment. 4 n/a</p> <p><For distance learning techniques> RETPC -Training Division (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. M: Training of utilizing IT (Distance Learning technique) still</p>

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		<p>needed by staff to improve their knowledge</p> <p>2. F: C/P became to be skilled using and maintain IT</p> <p>2* F</p> <p>3. F: Become professional in using IT equipment.</p> <p>4 n/a</p>
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(4) Output 4 ("C/P at RETPCs and the Project Team are skilled managing trade information and promotion services (permanent exhibition, mini-resource centers, and distribution of off-line information)")

(a) To what extent has Output 4 been achieved so far?	Fully(1) Mostly(5) Partly(1) Not at all() n/a()	<p>JE- M: Less contact with foreign potential buyers.</p> <p>RETTPC -I & P Division (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. M: Give services information and promotion optimal</p> <p>2. M: Because they are has distribute information to the SME's and bring chosen SME's for trade exhibition.</p> <p>2* P: Only one quite skilled staff in Inf. & Prom. Division out of 3 (three). All are temporary staff and had no working experience . English language is one of major obstacles in responding and providing information beyond international trade.</p> <p>3. F:</p> <ul style="list-style-type: none"> - Can give information about buyer, market and products for SMEs need through Library information. - To promote South Sulawesi products through Permanent Display and Exhibition. - Inquiry services, business consultation for SMEs need <p>3* M:</p> <p>4 M</p>
(b) Is the degree of achievement appropriate in view of the Inputs provided?	Fully() Mostly(6) Partly() Notatall(1) n/a()	<p>JE: M</p> <p>RETTPC -I & P Division (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. M:</p> <ul style="list-style-type: none"> - Give information exhibition schedule - Give information trade regulation - Business consultation <p>2. M: CP of ReTPC need to added knowledge/skill for managing trade I/P services.</p> <p>2* N: This problem can be solved by providing them intensive and comprehensive and substantive English Course.</p> <p>3. M</p> <p>3* M: Some of RETPC People are degrees but they don't know how to work effectively</p> <p>4 M</p>
(c) To what extent is Output 4 expected to be achieved by the end of the Project?	Fully(2) Mostly(4) Partly() Not at all() n/a()	<p>JE: M</p> <p>RETTPC -I & P Division (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. M: C/P needed trade promotion, trade exhibition, export marketing</p> <p>2. F: Because Cp of ReTPC has learned about export promotion/international trade and they has skill to managed I/P services.</p> <p>2* M: In 3 years of age, RETPC will be more mature and known widely. It is hoped that its services and facilities will be utilized by more SMEs and public. It needs a more preofessional and skilled staff.</p> <p>3. F: We expect to increase our knowledge in the training of managing of Business Consultation, business Contact, Business matching, and Inquiry services.</p> <p>3 M: More Learn / understand Information and Promotion job discription and always work as a team with another division</p> <p>4 M</p>

(5) Output 5 ("C/P at RETPCs and the Project Team are skilled in utilizing IT for trade information and promotion services (such as virtual exhibition and business matching on the web-site))

<p>(a) To what extent has Output 5 been achieved so far?</p>	<p>Fully() Mostly(6) Partly(1) Not at all() n/a()</p>	<p>JE- M: Due to the shortage of the budget from Provincial Government, IT utilization has been less. Accordingly less contact from potential foreign buyers.</p> <p>RETPC -I & P Division (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. M: Give optimal service IT to SMEs</p> <p>2. M: Because they can operating the virtual exhibition-ReTPC and they has facilitated buyer delegation from foreign country to meet with exporter of North of Sumatera.</p> <p>2* P: Less of skilled staff in providing information by searching through internet, English international publication and also by communicating with NAFED or other int'l institution.</p> <p>3. M: - To promote South Sulawesi products through RETPC web-side. - can down load buyer information and sent it to the SMEs who need it.</p> <p>3* M 4 M</p>
<p>(b) Is the degree of achievement appropriate in view of the Inputs provided?</p>	<p>Fully() Mostly(5) Partly() Not at all(1) n/a()</p>	<p>JE- M: Due to the shortage of the budget from Provincial Government, IT utilization has been less. Accordingly less contact from potential foreign buyers.</p> <p>RETPC -I & P Division (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. M: - Sending Inquiry by E-mail to SMEs - Entry SME's product to NAFEDVE</p> <p>2. M: They are need some additional training to improve their knowledge about utilizing IT.</p> <p>2* N: It needs professional staff to provide a detailed and appropriate information at the right time.</p> <p>3. M 3* - : If People in RETPC getting IT more and they have opportunity of course they can do anything</p> <p>4 M</p>
<p>(c) To what extent is Output 5 expected to be achieved by the end of the Project?</p>	<p>Fully(2) Mostly(5) Partly() Not at all() n/a()</p>	<p>JE- M: Due to the shortage of the budget from Provincial Government, IT utilization has been less. Accordingly less contact from potential foreign buyers.</p> <p>RETPC -I & P Division (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. M: C/P needed Trade Mapping, Contact Business by TV Conference with buyer</p> <p>2. M: With experience and hard working CP of ReTPC can do the activities in utilizing IT.</p> <p>2* F: Information is a very precise commodity. People need to be serviced correctly and quickly provided by professional people</p> <p>3 F : We expect to have some skills in operating IT (multimedia)</p> <p>3* M: Beside have learning and practice more and nomore changed the person who responsible</p> <p>4 M</p>

(6) Output 6 ("CP at the Project Team obtain know-how of replicating capacity building programs of RETPCs into other regions")

(a) To what extent has Output 6 been achieved so far?	Fully() Mostly(1) Partly() Not at all() n/a()	PM- ? : Experience of establishing RETPC and good team work of the Project Team create easing of achievement of Output 6. The Output 6 will be created as a written guidance how to establish RETPC. JE- M: Manuals for daily operation have been completed and already in use, but checklists how to open new RETPC have not been completed yet.
(b) Is the degree of achievement appropriate in view of the Inputs provided?	Fully() Mostly(1) Partly() Not at all() n/a()	PM- ? : The Inputs provided are appropriate with the degree of achievement, but they cannot contributing fully without Appropriate actions of the Project Team member. JE- M:
(c) To what extent is Output 6 expected to be achieved by the end of the Project?	Fully(1) Mostly() Partly() Not at all() n/a()	PM- ? : Base on gradual experience of establishing RETPC that be accumulated by the Project Team, the output 6 expected to be achieved by the end of the project JE- F: The strong leadership of Project Manager will be expected.

3.2 Japanese Inputs: Have the following Japanese inputs been appropriate to achieve the Outputs? *-If the answer is appropriate(A) or mostly appropriate(MA), please state the reasons for your judgment (if any) . If the answer is partly appropriate(PA) or not appropriate at all(NA), what are the specific reasons, the negative impacts on the achievement of the Outputs and the measures taken (or to be taken)?*

(1) Long-term experts

(a) Timing of the dispatch	A(7) MA(2) PA(1) NA() n/a(2)	PM- A :The availability of them is always helpful JE- A PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5) 1. A 2. A 3. MA 4. n/a RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. A: Good cooperate, communication and coordination actively 2. n/a 2* A 3 MA: For the RPTC management 3* A: On schedule 4 MA
(b) Duration of the dispatch	A(7) MA(3) PA() NA() n/a(2)	PM- A :The duration of the dispatch follows the project duration JE- MA PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5) 1. A 2. A 3. PA 4. n/a RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. A: 2. n/a 2* A 3 MA: In improving the management of RPTC.

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		<p>3* A: On schedule, to develop cooperation programs smoothly 4 MA</p>
(c) Number of the experts	<p>A(7) MA(2) PA(1) NA(0) n/a(2)</p>	<p>PM- A :The three experts could be enough to support managing projects. JE- MA: Expert on trade information utilizing IT desired</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <ol style="list-style-type: none"> 1. A 2. A 3. A 4. n/a <p>RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <ol style="list-style-type: none"> 1. A; 2. n/a 2* A 3 PA: For Consultation about REPTC management. 3* A: Effective 4 MA
(d) Technical level of the experts	<p>A(8) MA(2) PA(0) NA(0) n/a(2)</p>	<p>PM- A : The technical level of them related to project needs. JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <ol style="list-style-type: none"> 1. A 2. A 3. MA 4. n/a <p>RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <ol style="list-style-type: none"> 1. A: 2. n/a 2* A 3 MA: REPTC operational. 3* A: 4 MA
(e) Specialties of the experts	<p>A(8) MA(2) PA(0) NA(0) n/a(2)</p>	<p>PM- A : Specialties of them related to project Needs JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <ol style="list-style-type: none"> 1. A 2. A 3. MA 4. n/a <p>RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <ol style="list-style-type: none"> 1. A: 2. n/a 2* A 3 MA: REPTC operational. 3* A: Professional 4 MA
(f) Degree of contribution to the achievement of Output	<p>L(8) M(2) S(0) n/a(2)</p>	<p>PM- L : The significant contribution of achievement of the outputs is from them. JE- L</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <ol style="list-style-type: none"> 1 L 2 L 3 M 4 n/a <p>RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <ol style="list-style-type: none"> 1. L:

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		<p>2. n/a 2* L 3. L: The capacity of REPTC staffs 3* L: Monitoring and evaluate the programs to enhance achievement of Output. 4 M</p>
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(2) Short-term experts

<p>(a) Timing of the dispatch</p>	<p>A(11) MA(10) PA(2) NA(0) n/a(0)</p>	<p>PM- A: The timing based on discussion before. JE- MA</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5) 1. A 2. A 3. A 4. A</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. MA: 2. MA: Appropriate with the SMEs needs 3. A: SME's needed</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. A: Suitable regarding to SME's activity 1* MA: It is better that timing of the dispatch is not same time with the Resource Indonesia (October) 2. PA: Held in November and Desember 2* MA 3. A 3* PA: It should be coordinated with NAFED, RETPC to avoid time crash</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. MA: For SMEs and REPTC staff. 1* A: Based on the proposal 2. A: Appropriate with the time 3. A: Appropriate with the time 3* MA:</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. MA 2. MA 3. MA</p>
<p>(b) Duration of the dispatch</p>	<p>A(9) MA(9) PA(4) NA(0) n/a(0)</p>	<p>PM- PA : For certain sector is too short JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5) 1. A 2. MA 3. A 4. PA: 3 weeks per 6 months (beginning & end of year)</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. A: 2. MA: The duration suitable enough, depend on SMEs need 3. PA: Appropriate SME's needed</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. A: It should be extend to 1 week programme 1* A: 2. A 2* MA</p>

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		<p>3. A 3* MA</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. PA: In transferring knowledge. 1* A 2. MA: Short time, still need increasing time 3. MA: Short time 3*</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. MA 2. MA 3. MA</p>
(c) Number of the experts	A(13) MA(6) PA(4) NA(0) n/a(0)	<p>PM- PA: For certain sector is too view, JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5) 1. A 2. MA 3. A 4. A</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. A: 2. A: Number of experts enough 3. A: Appropriate plan activity</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. A: SME's could focus in attending a course 1* A: Number of Japanese Expert who sent to RETPC is still not enough. 2. A 2* MA 3. A 3* A</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. PA: In marine and agribusiness products. 1* A 2. MA: Still need expert for another activities 3. PA: Not enough yet 3* MA</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. PA 2. MA 3. MA</p>
(d) Technical level of the experts	A(13) MA(8) PA(1) NA(0) n/a(0)	<p>PM- PA : Problems with skill of transferring knowledge. JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5) 1. A 2. A 3. A 4. A</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. A: 2. A: As far, the technical level good enough 3. A: Appropriate SME's needed</p>

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		<p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. A: Could give satisfy answer to SMEs 1* A: Professional 2. A 2* MA 3. A 3* -</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. MA: Total quality control. 1* MA: SME's in the region need a transfer of technical knowledge about design, quality and packaging 2. MA: Very good 3. A: Very good 3* MA</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. MA 2. MA 3. MA</p>
(e) Specialties of the experts	A(12) MA(9) PA(1) NA0 n/a0	<p>PM- MA : Specialties of the related to the exporter or CP needs JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <p>1. A 2. A 3. A 4. A</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. A: 2. A: Appropriate with SMEs needs 3. A: Appropriate SME's needed</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. -: SME's could focus in attending a course 1* A: Specialties of the experts should be based on product potentiality of the region. 2. A 2* MA 3. A 3* MA</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. PA: In mastering the information of market destination. 1* MA: Each region have a specific condition, that can't touch by short-term expert in partial. 2. MA: Expert in food and beverages management 3. A: Very good 3* MA</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. MA 2. MA 3. MA</p>
(f) Degree of contribution to the achievement of Output	L(12) M(11) S0 n/a0	<p>PM- M: due to short time of dispatching and lack of skill of transferring knowledge. JE- L</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p>

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	<p>1. L 2. L 3. M 4. L</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. M: 2. L: Some SMEs need consultation for their products and it can explain by short terms expert 3. L: Add SME's knowledge and skill</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. L: 1* L: There is success story for SME who had got consultation from Japanese Expert. 2. M: Not of all SME's will sell their product to abroad 2* M 3. L 3* (L & M?)</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. L: Increasing the knowledge of RETPC staff, alumni, SMEs. 1* M: SME's in the region mostly are beginner and new comer on export market. 2. M: Can help SME in improving human resources and developing effort 3. L: Still need expert for business consultation 3* M</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. M 2. M 3. M</p>
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(3) C/P training

(a) Timing of the training	<p>A(12) MA(5) PA(3) NA(0) n/a(2)</p>	<p>PM- A: Based on discussion before JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5) 1. n/a 2. A 3. MA 4. A</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. MA: Suitable with need 2. MA: The timing almost suitable 3. A: Suitable with C/P needed</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. A: 1* A 2. A 2* MA 3. A 3* A</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. PA: In RETPC operational management. 1* A: On schedule 2. - : Appropriate with participant necessity</p>
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		<p>3. MA: Appropriate with the time 3* MA</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. PA 2 n/a 3 A</p>
(b) Duration of the training	<p>A(9) MA(7) PA(3) NA0 n/a(2)</p>	<p>PM- A : Duration is appropriate with the needs JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <p>1. n/a 2. MA 3. PA 4. PA</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. MA: 2. MA: Depend on the knowledge that given 3. A: Suitable with C/P needed</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. A: 1* A 2. A 2* MA 3. A 3* MA</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. MA: (Japan-MA) (Jakarta-PA). 1* A: On schedule 2. - : Brief, so still need increasing time 3. MA: enough</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. PA 2 n/a 3 A</p>
(c) Number of C/P dispatched	<p>A(7) MA(8) PA(4) NA0 n/a(2)</p>	<p>PM- MA: For certain sector need addition number JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <p>1. n/a 2. MA 3. A 4. PA</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. MA: 2. MA: If possible all C/P could improve their knowledge 3. MA: More efficient</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. A: 1* A 2. A 2* MA 3. A 3* MA</p>

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		<p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. PA: For RETPC staff and alumni. 1* A 2. -: enough 3. PA: Still need <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. PA 2 n/a 3 MA
(d) Quality of the training	A(12) MA(7) PA(1) NA0 n/a(2)	<p>PM- A : Quality materials looks controlled JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <ol style="list-style-type: none"> 1. n/a 2. A 3. A 4. A <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. MA: 2. A: Training quality was good enough 3. A: Give service to SME's more better <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. A: 1* A 2. A 2* MA 3. A 3* MA <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. MA: Marketing and promotion. 1* A 2. -: enough 3. MA: Appropriate with CP 3* MA <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. PA 2 n/a 3 MA
(e) Contents and fields	A(12) MA(6) PA(2) NA0 n/a(2)	<p>PM- A : is related to the C/P jobs JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <ol style="list-style-type: none"> 1. n/a 2. A 3. A 4. A <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. MA: 2. A: Already appropriate with RETPC needs 3. A: Applied to give services to the SMEs <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. A: 1* A: Related with services provided by RETPC to SME's. 2. A

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		<p>2* MA 3. A 3* MA</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. MA: In the implementation of RETPC management. 1* A: Related with services provide by RETPC to SME's. 2. - : Appropriate with SME necessity 3. MA: interesting 3* PA</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. PA 2 n/a 3 MA</p>
(f) Utilization of the acquired techniques/knowledge, etc. in the Project activities	<p>A(4) MA2) PA0 NA0 n/a(1)</p> <p>Fully(3) Mostly(10) Partly(1) Not at all(0) n/a(1)</p>	<p>PM- MA – utilization depends on management of organization JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5) 1. n/a 2. A 3. A 4. MA</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. M: 2. M: Almost skill get from training utilize in export training activities 3. M: Give SME's good services through Easy Library</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. M: Regarding to each Division activities 1* F: Implemented on the export training and information/promotion programs as a services provided by RETPC to SME's. 2. F: the techniques/knowledge have been utilized in the Project activities done in RETPC activities 2* M 3. M: Training can do in classroom and direct practical method, so they can to make understand daily activity 3* P: Knowledge and technique is excellent, but we are limited of the existing condition and bureaucracy</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. M: The operational capacity of RETPC. 1* F: Implemented on the export training and information/promotion programs as a service provided by RETPC to SME's. 2. - : Appling in furniture business with finishing technique 3. M: CP apply the result of training in RETPC and share the knowledge to RETPC staff 3* M: Techniques of transfer knowledge have good enough duration</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. M 2 n/a 3 M</p>
(g) Degree of contribution to the achievement of Output	<p>L(10) M(9) S(1) n/a(1)</p>	<p>PM- M: due to in optimal utilization JE- L</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5) 1. L 2. L</p>

		<p>3. M 4. L</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. M: 2. L: It was very useful in RETPC activities 3. L: Increase knowledge and skill</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. -: 1* L: After training, C/P will transfer their knowledge to SME's through the RETPC programs. 2. L: Implementating the training in RETPC activities 2* M 3. M 3* S: Two years of age is quite hard to establish a good communication and relation with related offices and local enterpreneurs and again less of socialization. People lay their great hope on RETPC</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. L: In implementing our duties. 1* L: After training, C/P will transfer their knowledge to SME's through the RETPC programs. 2. - : Can add the knowledge and skill of human resources 3. M: Can increase the human resource 3* M</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. M 2 n/a 3 M</p>
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(4) Machinery and equipment

(a) Quality	A(15) MA(5) PA() NA() n/a()	<p>PM- A – using branded equipments JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5) 1. A 2. A 3. A 4. A</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. A: 2. A: The quality was adequate for RETPC 3. A: Suitable</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. MA: 1* A: Good 2. A 2* MA 3. 3* A</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. MA: IT 1* A: Good 2. - : Comfortable, appropriate with necessity 3. A: Appropriate with RETPC need</p>
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		<p>3* MA</p> <p>RETPC (Bajarmasin)</p> <p>1. -</p> <p>2 MA: Appropriate with RETPC necessity</p> <p>3 A</p>
(b) Timing of provision	A(12) MA(8) PA(0) NA(1) n/a(0)	<p>PM- MA – depend on availability support of RETPC such as room and other supporting facilities.</p> <p>JE- MA: Equipment for distance learning should have been provided earlier</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <p>1. NA: Video conference equipment is not delivered yet</p> <p>2. A</p> <p>3. A</p> <p>4. A</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. A:</p> <p>2. A: Suitable with RETPC needs</p> <p>3. A: Suitable</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. MA:</p> <p>1* A: On schedule</p> <p>2. A</p> <p>2* MA</p> <p>3. A</p> <p>3* MA</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. MA: In the utilization of equipments.</p> <p>1* A: On schedule</p> <p>2. - : Appropriate with the using</p> <p>3. A: Appropriate with the using</p> <p>3* MA</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. -</p> <p>2 MA</p> <p>3 A</p>
(c) Items	A(12) MA(7) PA(1) NA(0) n/a(0)	<p>PM- A – based on results of survey and discussion</p> <p>JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <p>1. A</p> <p>2. MA</p> <p>3. A</p> <p>4. A</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. A:</p> <p>2. MA: Almost fulfill all the needs</p> <p>3. MA: Almost fulfill all the needs</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. A:</p> <p>1* A: As a requirement</p> <p>2. A</p> <p>2* MA</p> <p>3. A</p> <p>3* A</p>

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		<p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. MA: Computer, information and communication media. 1* A: As a requirement 2. - : Appropriate with the necessity 3. PA: Not enough yet 3* MA</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. - 2 MA 3 A</p>
(d) Specifications	A(15) MA(5) PA0 NA0 n/a0	<p>PM- A – based on results of survey and discussion JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <p>1. A 2. A: 3. A 4. A</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. A: 2. A: Suitable with RETPC needs 3. A: Suitable</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. A: 1* A: As a requirement 2. A 2* MA 3. A 3* A</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. MA: The needs of REPTC staff and alumni. 1* A: As a requirement 2. - : Appropriate with the necessity 3. MA: enough 3* MA</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. - 2 MA 3 A</p>
(e) Quantity	A(8) MA(12) PA0 NA0 n/a0	<p>PM- A – based on results of survey and discussion JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <p>1. A 2. MA 3. MA 4. A</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. MA: 2. MA: Almost fulfill all the needs 3. MA: Almost fulfill all the needs</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. MA:</p>

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		<p>1* A: As a requirement 2. A 2* MA 3. A 3* A</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. MA: Computer and training equipment. 1* A: As a requirement 2. - : Still need addition (example: camera handy cam) 3. MA: Still need addition of equipment item 3* MA</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. - 2 MA 3 MA</p>
(f) Maintenance and operation	A(3) MA(9) PA(7) NA(1) n/a(1)	<p>PM- MA – Some find difficulties due to unavailability of vendor's service support in the region. JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5) 1. n/a 2. MA 3. MA 4. MA</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. PA: Budget of maintenance 2. PA: Sometimes trouble appears in some equipment 3. PA: Sometimes trouble</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. MA: 1* A: After warranty period, maintenance budget provided by DINAS and NAFED. 2. PA: Need more information in utilizing Eq and Mach 2* MA 3. PA: No specify budget provide 3* NA: A serious lack of maintenance. It should find a solution in handling maintenance budget. It takes time to waiting for repairman if something is out of order (photo copy machine, computer)</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. PA: The capacity of REPTC staff in IT maintenance. 1* A: After warranty period, maintenance budget provided by DINAS and NAFED. 2. - : Still need counseling 3. MA: Still need advising 3* PA: They have to know more about equipment maintenance</p> <p>RETPC (Bajarmasin) 1. - 2 MA 3 MA</p>
(g) Utilization of the provided machinery and equipment	A(6) MA(0) PA(0) NA(0) n/a(0) Fully(7)	<p>PM- A: machinery and equipment fully utilized JE- A</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5) 1. A 2. A</p>

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	<p>Mostly(8) Partly() Not at all() n/a()</p>	<p>3. A 4. A</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. M: 2. M: Almost all equipment utilize by export training activities 3. M: Almost all equipment utilize by inpro activity</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. F: 1* F: For the RETPC activities to support SME's on export training and information/promotion. 2. F: 2* M 3. F 3* F</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. F: In the implantation of activities. 1* F: For the RETPC activities to support SME's on export training and information/promotion. 2. -: Very helpful to implemented the activities 3. M: Very helpful to implemented the activities 3* M</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. - 2. M 3. M</p>
<p>(h) Degree of contribution to the achievement of Output</p>	<p>L(14) M(7) S() n/a()</p>	<p>PM- M: sometimes it is difficult to measure. JE- L</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5) 1. L 2. L 3. M 4. L</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. L: 2. L: It helpful enough in support activities 3. L: It helpful enough in support activities</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. L: Equipment and machinery has give a big contribution to achieve the outputs 1* L: It is very large contribution 2. L 2* M 3. L 3* L</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. L: The achievement of activity objectives. 1* L: Building capacity to SME's need to be specify in each region. 2. -: Can increase the knowledge 3. M: Very helpful to implemented the activities 3* M</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. - 2. M</p>

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		3 M
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(5) Local activity cost (including budget for supporting activities of RETPC)

(a) Timing of provision	A(5) MA(2) PA() NA() n/a()	PM- A – based on discussion before JE- A RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. MA: 2. A 2* A: On schedule 3. MA: In implementing the activities. 3* A: On schedule 4. MA
(b) Quantity	A(5) MA(2) PA() NA() n/a()	PM- A – based on discussion before JE- A RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. A: 2. A 2* MA: We don't have any budget for Japanese short-term expert program in RETPC 3. MA: In implementing the activities. 3* A: As a proposal 4. MA
(c) Utilization	A(6) MA(1) PA() NA() n/a()	PM- A : based on plan that be discussed before. JE- A RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. A: 2. A: 2* A: As a proposal 3. A: To achieve the target / result. 3* A: As a proposal 4. MA
(d) Management	A(2) MA() PA() NA() n/a()	PM A : looks good manage JE- A
(g) Degree of contribution to the achievement of Output	L(7) M() S() n/a()	PM- L – smoothing the project action. JE- L RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. L: 2. L: 2* L: Contribute to achievement of the Output 3. L: For the output achievement. 3* L: Contribute achievement of the Output smoothly 4. -

3.3 Indonesian inputs:

(1) Counterpart (CP) personnel

(a) Timing of assignment	A(4) MA(4) PA() NA() n/a()	PM- MA :Some tirhes terminated before the original schedule JE- A RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. MA: 2. A: Starts before RETPC grand opening
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		<p>2* A 3. MA: In developing net work.. 3* A: On schedule 4. MA</p>
(b) Duration	<p>A(4) MA(4) PA() NA() n/a()</p>	<p>PM- MA : some times should be extended for another 6 months. JE- A</p> <p>RETPEC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. MA: 2. A: Must extend until project finished 2* A 3. MA: For management cooperate 3* A: On schedule 4. MA</p>
(c) Number of the C/P	<p>A(4) MA(4) PA() NA() n/a()</p>	<p>PM- A : relevant with the needs JE- MA: C/P from NAFED not sufficient</p> <p>RETPEC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. MA: 2. A: To deliver know how to local C/P and staff 2* A 3. MA: Appropriate with the assignment 3* A: As a planning 4. MA</p>
(d) Technical level of the C/P	<p>A(3) MA(2) PA(2) NA() n/a()</p>	<p>PM- PA: Some of them is not appropriate with he needs of the project JE- MA: CP for exhibition and inquiry not sufficient</p> <p>RETPEC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. MA: 2. A: Suitable for positions 2* A 3. PA: In doing assignment 3* A: As a requirement 4. -</p>
(e) Specialties of the C/P	<p>A(3) MA(3) PA(2) NA() n/a()</p>	<p>PM- PA: Some of them has not specialties JE- MA: CP for exhibition and inquiry not sufficient</p> <p>RETPEC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. MA: 2. A 2* A 3. PA: Mastery of assignment subject 3* A: As a requirement 4. MA</p>
(f) Degree of contribution to the achievement of Output	<p>L(6) M(2) M & S O S</p>	<p>PM- M: due to the limited technical capacity of them. JE- L</p> <p>RETPEC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. L: 2. L 2* L 3. L: can work to the achievement of the outputs 3* L: As a planning 4. M</p>

(2) Land , building and other facilities for the Project

(a) Timing of the provision	<p>A(4) MA(6) PA() NA()</p>	<p>PM- MA, some coming late due to certain local condition JE- MA: Took long time for the renovation of the building, especially in Makassar</p>
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	n/a()	RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. MA 2. A: Ready before Grand Opening 2* A: On schedule 3. MA: Appropriate with activities planning 3* A: On schedule 4. A
(b) Quality	A(3) MA(3) PA(2) NA() n/a()	PM- PA: due to problems in renovation of the certain building JE- MA: Leaking problem of the Makassar building RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. MA: 2. A: Good contribution 2* A: As a requirement 3. PA: Need roof repair (2006). 3* A: As a requirement 4. MA
(c) Utilization	A(4) MA(4) PA() NA() n/a()	PM- MA: almost all fully utilized JE- A RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. MA: 2. A: Utilize as planned 2* A: As a planning 3. MA: In implementing the REPTC activities. 3* A: As a planning 4. MA
(d) Management	A(4) MA(4) PA() NA() n/a()	PM- MA, some difficulties hampering management JE- A RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. MA: 2. A: Managed properly 2* A: As a requirement 3. MA: Useful in doing activities 3* A: As a requirement 4. MA
(e) Degree of contribution to the achievement of Output	L(6) M(2) S() n/a()	PM- M: due to certain building is not good quality. JE- L RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. L: 2. L 2* L 3. L: Very useful to achievement of the output 3* L: As a planning 4. M

(3) CP Budget

1) Budget from Central Government

(a) Timing of the provision	A(3) MA(3) PA() NA() n/a()	PM- MA: some times coming little bite late JE- A RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. MA: 2. A: Covered the needs of C/P from Central 2* A: On a schedule 3. MA: Appropriate with timing of activities planning 3* A: On a schedule
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		4. MA
(b) Quantity	A(3) MA(3) PA() NA() n/a()	PM- MA: some times is not too sufficient JE- A RETTC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. MA: 2. A: Covered 2* A: As a planning 3. MA: Appropriate with activities planning 3* A: As a planning 4. MA
(c) Utilization	A(3) MA(3) PA() NA() n/a()	PM- MA: some times is not fully utilized due to the late coming JE- A RETTC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. MA: 2. A: Utilized properly 2* A: As a planning 3. MA: In supporting of implement the activities 3* A: As a planning 4. MA
(d) Management	A(3) MA(3) PA() NA() n/a()	PM- MA: some difficulties hampering management due to late coming JE- A RETTC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. MA: 2. A: Manage properly 2* A: As a requirement 3. MA: In supporting of implement the activities 3* A: As a requirement 4. MA
(e) Degree of contribution to the achievement of Output	L(5) M(1) S() n/a()	PM- M: due to late coming. JE- A RETTC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. L: 2. L 2* L 3. L: Support for the achievement of the output 3* L: As a planning 4. M

2) Budget from Provincial Government

(a) Timing of the provision	A(2) MA(2) PA(3) NA(1) n/a()	PM- PA: due to late coming. JE- PA: Delay of the budget disbursement except Surabaya RETTC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. MA: 2. A: Some delay on implementing local budget 2* NA: Not on schedule 3. MA: Appropriate with timing of activities planning 3* A: On schedule 4. PA
(b) Quantity	A(2) MA(3) PA(3) NA() n/a()	PM- PA: the number is not sufficient JE- PA: Budget allocation not sufficient does not meet the request RETTC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. MA: 2. A: Very depend on Financial condition

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		<p>2* MA: Not enough to cover all the RETPC operation</p> <p>3. MA: Appropriate with activities planning</p> <p>3* A: As a planning</p> <p>4. PA</p>
(c) Utilization	<p>A(2)</p> <p>MA(4)</p> <p>PA(2)</p> <p>NA()</p> <p>n/a()</p>	<p>PM- PA: due to late coming and is not sufficient</p> <p>JE- MA</p> <p>RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. MA:</p> <p>2. A: Utilize</p> <p>2* MA: As a planning</p> <p>3. MA: In supporting of implement the activities</p> <p>3* A: As a planning</p> <p>4. PA</p>
(d) Management	<p>A(2)</p> <p>MA(3)</p> <p>PA(2)</p> <p>NA()</p> <p>n/a()</p>	<p>PM- PA: some difficulties hampering management</p> <p>JE- MA</p> <p>RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. MA:</p> <p>2. -: Manage properly</p> <p>2* A: As a requirement</p> <p>3. MA: In supporting of implement the activities</p> <p>3* A: As a requirement</p> <p>4. PA</p>
(e) Degree of contribution to the achievement of Output	<p>L(5)</p> <p>M(2)</p> <p>S()</p> <p>n/a (1)</p>	<p>PM- M: due to late coming and is not sufficient</p> <p>JE- M</p> <p>RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. L:</p> <p>2. L</p> <p>2* L</p> <p>3. L: Support for the achievement of the output</p> <p>3* L: As a requirement</p> <p>4. n/a</p>

3) Revenue from the provision of the services

(a) Quantity	<p>A()</p> <p>MA(3)</p> <p>PA(3)</p> <p>NA()</p> <p>n/a()</p>	<p>RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. PA: Limit from SME</p> <p>2. PA: Revenue only from Training Fee</p> <p>2* MA: Need efforts to enhance revenue</p> <p>3. PA: The subsidy activities.</p> <p>3* MA: Out of planning</p> <p>4. MA</p>
(b) Utilization	<p>A(3)</p> <p>MA(3)</p> <p>PA()</p> <p>NA()</p> <p>n/a()</p>	<p>RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. MA:</p> <p>2. A: Used for Training Kit and expenses</p> <p>2* A: As a planning</p> <p>3. MA: To support the RETPC activities.</p> <p>3* A: As a planning</p> <p>4. MA</p>
(c) Management	<p>A(3)</p> <p>MA(3)</p> <p>PA()</p> <p>NA()</p> <p>n/a()</p>	<p>RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. MA:</p> <p>2. A: Managed properly</p> <p>2* A: As a requirement</p> <p>3. MA: Target indicator</p> <p>3* A: As a requirement</p> <p>4. MA</p>
(e) Degree of contribution to the achievement	<p>L(2)</p> <p>M(3)</p> <p>S(1)</p>	<p>RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. M:</p> <p>2. S:</p>

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of Output	n/a ()	2* L; 3. M: A half of the budget getting from activities cost 3* L: Measurable 4. M
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(4) Equipment and machinery provided by NAFED

(a) Quality	A(5) MA(1) PA() NA() n/a()	RETPC- I & P Division (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. A: Suitable 2. A 2* A 3 A: Appropriate with RETPC need 3* MA 4 A
(b) Timing of provision	A(4) MA(2) PA() NA() n/a()	RETPC- I & P Division (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. A: Suitable 2. A 2* MA 3 A: Appropriate with the using 3* MA 4 A
(c) Items	A(3) MA(1) PA(2) NA() n/a()	RETPC- I & P Division (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. MA: Almost fulfill al the needs 2. A 2* A 3 PA: Not enough yet 3* PA: Not enough Variation 4 A
(d) Specifications	A(4) MA() PA(2) NA() n/a()	RETPC- I & P Division (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. A: Suitable 2. A 2* A 3 PA: enough 3* PA: Especially books 4 A
(e) Quantity	A(3) MA(3) PA() NA() n/a() u	RETPC- I & P Division (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. MA: Almost fulfill al the needs 2. A 2* A 3 MA: Still need addition of equipment item 3* MA 4 A
(f) Maintenance and operation	A(2) MA(3) PA(1) NA() n/a()	RETPC- I & P Division (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. PA: Almost fulfill al the needs 2. A 2* MA 3 MA: Still need advising 3* MA 4 A
(g) Utilization of the provided machinery and equipment	Fully(2) Mostly(4) Partly() Not at all 0 n/a()	RETPC- I & P Division (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. M: Almost all equipment utilize by inpro activity 2. F 2* F 3 M: Very helpful to implemented the activities 3* M 4 M
(h) Degree of contribution to the achievement of Output	L(4) M(2) S() n/a()	RETPC- I & P Division (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. L: It helpful enough in support activities 2. L 2* L 3 M: Very helpful to implemented the activities

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		3* L
		4 M

3.4 Pre-Conditions: *If the answer is No, when was it concluded or what was an alternative measure taken? Have there been any negative impacts on the Project?*

(1) Was a Technical Cooperation Agreement concluded between NAFED and the respective provincial government prior to the start of the Project?	Yes(1) No n/a. Y & N (1)	PM: Yes, even written document is still prepared. JE: Yes & No: TCA concluded for Surabaya and for Medan, but not concluded yet for Makassar and for Banjarmasin.
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3.5 Coordination with other Japanese and International Projects: *If Yes, please list the organization and, title of the Projects and explain type of coordination.*

(1) Has there been any coordination with other Japanese Projects?	Yes No n/a.	JE- Coordination with the Polytechnic Project in Surabaya through provision of instructors and curriculum materials for IT training. Coordination with AOTS distance learning program.
(3) Has there been any coordination with other international projects and/ or organizations?	Yes No n/a.	JE- Coordination with AUSAID by Surabaya, and with Australian Business Volunteers by Medan. Coordination with Swiss Import Promotion Program by NAFED.

3.6 Coordination between RETPC and DINAS: *-If the answer is appropriate(A) or mostly appropriate(MA), state the reasons for your judgment (if any). If the answer is partly appropriate(HA) or not appropriate at all(NA), what are the reasons, the negative impacts on the achievement of the Outputs and the measures taken (or to be taken)?*

(1) Has the coordination between NAFED and DINAS been appropriate?	A() MA(2) PA0 NA0 n/a.	PM- MA, some times change of Head of Dinas create difficulties at the beginning JE- MA: Provincial Government has not been positive after completion of the building, especially for budgetary and personnel matters.
(2) Has the coordination between RETPC with DINAS been appropriate?	A(5) MA(1) PA0 NA0 n/a.	JE- MA: Policy of the Provincial Government has not been consistent especially for budgetary and personnel matters. RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. A: 2. A: RETPC is under Dinas coordination and will be UPT 2* A: Good coordination to support RETPC 3. A: REPTC activities. 3* A: Good coordination to support RETPC 4. - : In the beginning communication not good but starting to be better

4. IMPACT of the Project

4-1 Impact on SME:

(a) Positive	Yes(19)	PM- Y: RETPC provide services that needed by exporters
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<p>impacts</p>	<p>No0 n/a(1).</p>	<p>JE- Y: Participants of Export Marketing Training in Japan organized the alumni networking among themselves, such as in Surabaya and Medan.</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <ol style="list-style-type: none"> 1. Y: The SMEs in the region can attend he qualified training without traveling to Jakarta (IETC) therefore acceleration the capacity building of HR in the region are improve 2. Y: They can communicate directly with expert or buyer from Japan. They can sharing experience with other SMEs in their regions 3. Y 4. n/a <p>RETTC (Surabaya)</p> <ol style="list-style-type: none"> 1. Y: To rise export knowledge for SME 2. Y: Lack of export training knowledge, so they need export training 3. Y: Increasing selling product, market opportunity <p>RETTC (Medan)</p> <ol style="list-style-type: none"> 1. Y: SME's has a specific supporting bodies in term of Export activities 1* Y: Indirect indicator of impact can be Measured through number of SME's using the RETTC programs and facilities (Number of Training alumny, visitor of library and mini display, business consultation, exhibition etc) . 2. Y: Transferred knowledge and experience 2* - : RETTC very useful for SMEs in increase Human resource quality 3. Y: They could find potential buyer which attracted to their product 3* Y: SMEs feel more closer to the market by providing them actual and correct information (fair/exhibition calendar, target market, buyers information) <p>RETTC (Makassar)</p> <ol style="list-style-type: none"> 1. Y: Improving human resources of SMEs and product development / quality 1* Y: Could measure through number of SME's using the RETTC programs and facilities. 2. - : Can increase the knowledge of SMEs 3. Y: They can get buyer and market information , contact business. 3* Y: Most of the SMEs in South Sulawesi felt help during RETTC Exist <p>RETTC (Bajarmasin)</p> <ol style="list-style-type: none"> 1. Y: Better knowledge on export. Better market information 2 Y: Increasing number of SMEs who have knowledge in export management 3 Y
<p>(b)Negative impacts</p>	<p>Yes(1) No(10) n/a(3)</p>	<p>PM- N JE- N</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <ol style="list-style-type: none"> 1. N: 2. N 3. N 4. n/a <p>RETTC (Surabaya)</p> <ol style="list-style-type: none"> 1. N: 2. N 3. N <p>RETTC (Medan)</p> <ol style="list-style-type: none"> 1. N: 1* n/a 2. - 2* - 3. N

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		<p>3* -</p> <p>RETPC (Makassar)</p> <p>1. - : Some small business cannot implement it.</p> <p>1* n/a</p> <p>2. -</p> <p>3. - : Still not familiar in all region in South Sulawesi</p> <p>3* Y: Not All Region suport RETPC</p> <p>RETPC (Bajarmasin)</p> <p>1. -</p> <p>2 N</p> <p>3 -</p>
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4-2 Impact on establishment of RETPCs in other Regions: If the answer of (a) is Yes, please provide the information on the name of the Regions, progress of establishment, etc. as well

(a) Positive impacts	<p>Yes 0</p> <p>No 0</p> <p>n/a.</p>	<p>PM- Yes, the other provinces could utilize RETPC as well and encourage the other provinces to prepare establishment of RETPC.</p>
(b) Negative impacts	<p>Yes 0</p> <p>No 0</p> <p>n/a.</p>	

4-3 Impact on DINAS

(a) Positive impacts	<p>Yes (6)</p> <p>No 0</p> <p>n/a.</p>	<p>RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. Y: Support for export develop</p> <p>2. Y: RETPC could help Dinas support SME's in term of Export</p> <p>2* Y:</p> <ul style="list-style-type: none"> - RETPC could be proud of DINAS. - Enhancing CP of RETPC from Dinas and staff of Dinas - Build networking between Dinas and stackholder (company, related government institution, association, etc) <p>3. Y: Helping the smooth duties and function.</p> <p>3* Y: Dinas rovide selected CP of RETPC</p> <p>4. Y</p>
(b) Negative impacts	<p>Yes 0</p> <p>No (2)</p> <p>n/a (2).</p>	<p>RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. N:</p> <p>2. N</p> <p>2* n/a</p> <p>3. -</p> <p>3* n/a</p> <p>4. -</p>

4-4 Impact on business associations related to SME(s)

(a) Positive impacts	<p>Yes (6)</p> <p>No 0</p> <p>n/a.</p>	<p>RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. Y: Cooperation on training and information promotion actively</p> <p>2. Y: Business Assc, has a partner to support SME's in term of Export</p> <p>2* Y: Through RETPC activities, business association get benefit in providing services to SMEs and make closer between themselves.</p> <p>3. Y: Business networking among the alumni and developing of activities</p> <p>3* Y: Understand function of RETPC as a whole</p> <p>4. Y:</p>
(b) Negative impacts	<p>Yes 0</p>	<p>RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)</p> <p>1. N:</p>

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No(2)	2. N
n/a(2).	2* n/a
	3. - : Some SMEs can not supply the demand
	3* n/a
	4. -

4-5 Other Impacts:

(a) Positive impacts	Yes(13)	PM- Y. helping Dinas providing service to exporters
	No(1) n/a (2)	PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5) 1. Y: IETC has broad network to implement training i.e. support instructor from region 2. Y: The Can View and need knowledge direct from overseas like Japan 3. n/a 4. n/a RETTPC (Surabaya) 1. Y: Cooperation with university 2. Y: Help their export activities, develop their product, wide their market 3. Y: Help their activity, develop their product RETTPC (Medan) 1. Y: Kabupaten/Kota could sent their officer up grade knowledge in expoet 1* - 2. Y: To know the RETTPC services 2* -: Can increase in Regional Export for North Sumatera 3. Y: To add knowledge and export information for SME's 3* -: In fact Government can provide them more than they predicted RETTPC (Makassar) 1. - 1* N 2. -: Can increase the knowledge of RETTPC staff 3. Y: 3* -: If they need trade / training information came to RETTPC RETTPC (Bajarmasin) 1. Y 2 Y: Improve knowledge for HRD in product development 3 Y
(b) Negative impacts	Yes(1)	PM- N JE- N
	No(9) n/a.(3)	PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5) 1. Y: New competitor for IETC (challenge for IETC to improve continuously) 2. N 3. n/a 4. n/a RETTPC (Surabaya) 1. N: 2. N 3. N RETTPC (Medan) 1. N 1* - 2. - 2* - 3. N

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	3* -
	RETPC (Makassar)
	1. -
	1* N
	2. -
	3. -
	3* -: RETPC doesn't have Accomodation
	RETPC (Bajarmasin)
	1. -
	2 n/a
	3 .

5. SUSTAINABILITY of the Project

5.1 Institutional Aspect-If the answer is Yes please state the reasons for your judgment. If the answer is No, what are the obstacles and the required actions?

(1) Policy support

(a) Is it likely that current policy supports for export promotion of SMEs will continue?	Yes No n/a.	The policy of export promotion is one important support for SMEs to develop their export
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(2) Position of CP Personnel

(a) Is it likely that the C/P trained through the Project remain with NAFED?	Yes No n/a.	The C/P trained will work in fields that NAFED will facilitate SMEs
(b) Is it likely that the C/P trained through the Project be posted in appropriate position to sustain the project effect?	Yes No n/a.	In the future the C/P trained will posted in appropriate position in NAFED

(3) -1 Institutional and management capacity - NAFED

(a) Does NAFED have enough institutional and management capacity to establish RETPCs in other Region by itself?	Yes(2) No n/a.	PM- Y: NAFED has already started to establish an embryo of RETPC in Central Java and West Java provinces JE- Y: NAFED has already been supporting Central Java and Yogyakarta Provincial Governments for their RETPC establishment. NAFED launched new "Strategic Plan for NAFED 2005-2009" which covers their own capacity building.
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(3) -2 Institutional and management capacity - RETPC

(a) Has RETPC developed enough institutional and management capacity to continue the related activities after the end of the Project?	Yes(5) No(2) n/a.0	JE- Y: RETPC Surabaya started management by local staff only with the full commitment by Provincial Government for budget and manpower. RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. Y: For institutional and management but for HRD not enough 2. N: RETPC still need more supporting at least cooperation with NAFED and JICA. 2* Y: 3. Y: Through the improvement of the capacity and quality REPTC staff. And co-operating with the other institution. 3* Y: DINAS will propose to local parliament, RETPC to legalize as an UPTD 4. N: Lack of knowledge
(b) Has RETPC	Yes(2)	RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM)

developed a plan for the post-project period? <i>If Yes, please explain briefly</i>	No(1) n/a.(1)	1. Y: Will be unit under Dinas (UPT) 2. -: RETPC will be UPT under DINas (ess.3). 2* -: We propose to DINAS that RETPC to legalize as an UPTD (Strategic Planning). 3. Y: Through evaluation and need survey for the next planning. 3* n/a 4. N:
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(4) Support for the model RETPCs:

(a) Would the support for the model RETPCs continue after the end of the Project? <i>If yes, please explain the type of support.</i>	Yes No n/a.	In line with transformation of NAFED's organization, the role of RETPC as a closed NAFED in the region will be strengthened.
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(5) Collaboration/coordination with other organizations

(a) Are there collaboration/coordination with the relevant organizations? (ministries and agencies, private enterprises, universities, research institutes, NGOs, local governments, etc.) <i>If Yes, please provide a list of the organizations with information of type of coordination/collaboration.</i>	Yes(4) No(1) n/a.(0)	RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. Y: Kadin, export association, university 2. -: Collaboration with KADIN SUMUT, KADIN Medan, USU, Dinas Cooperative, Handycraft Board etc., to make customized supporting among each bodies like Trade promotion, Training and Seminar. 2* Y: Asmindo, Gapkindo, Chamber of Commerce (Medan and North Sumatera), North Sumatera University, related local government (Cooperation and SME, Agriculture, PT. BEI, PT Bank Mandiri, Dekranasda, Australia Business Volunteer, etc. 3. Y: The regional government of North Luwu, East Luwu, Bantaeng, and Jennepono in case of the training, promotion, and information. 3* Y: 1. Related Dinas, 2. Bank BRI, 3. Bank MANDIRI, 4. PT. IKI, 5. PT. Samudera Indonesia, 6. KALLA Lines, 7. PT. Propan Raya, 8. Univ. of Hasannudin, 9. Faculty Pertanian, Pangkep, etc. 4. N: No plan to collaboration with other relevant organization, espec, with KADIN (Chamber of Commerce
(b) If <u>Yes</u> in (a), the current coordination likely to continue for the remaining period and to be ensured after the end of the Project?	/	RETPC Heads (1=SBY, 2=MDN, 3=MKS, 4=BJM) 1. Member of RETPC Committee / Dewan Penasehat 2. Yes, collaboration and coordination will extend to other related subjects. 2* The institutions mentioned above have commitment to support to RETPC activities in SME's development. 3. - 3* The institution mentioned above support to RETPC activities in SME's development.
(c) If <u>No</u> in (a), what is your plan to enhance the coordination?	/	4: To come to Chamber of Commerce and make a good relationship with them

5.2 Financial sustainability - If the answer is Yes, please state the reasons for your judgment. If No, explain the obstacles and the required actions.

(1) What are the expected sources of revenues after the end of the Project?	/	PM- Y: Currently is still rely on government budget
(2) Is it likely that the sufficient budget necessary for establishment of RETPCs in other regions will be secured?	Yes No n/a.	PM- Y: Since we start with embryo one the budget could be covered it.
(3) Is it likely that the financial support will be provided to the model RETPCs after the end of the Project?	Yes No n/a.	PM-Y: Since it is our commitment then we support it after the project finish

5.3 Technical sustainability -If the answer is **Fully or Mostly**, state the reasons for your judgment (if any) . If the answer is **Partly or Not at all**, what are the reasons and the measures to be taken?

(1) Technical capacity of the C/P :		
(a) Has the C/P acquired enough skills and knowledge to implement the necessary activities so far?	Fully(6) Mostly(15) Partly(2) Not at all(0) n/a.(0)	<p>PM- M: The Successfulness of skill and knowledge. Transfers right know depend on the seriousness of C/P of NAFED.</p> <p>JE- M</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <ol style="list-style-type: none"> 1. F: 2. M 3. M 4. M <p>RETTPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. M: Develop by CP training on the job, in house training 2. M: As far , the skill and knowledge enough to implement necessary activities 3. M: As for the personnel can give optimal services to SMEs <p>RETTPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. F: Because local C/P should have more skills and access in term of export and training compare to SME's as 1* F: Through tranfering knowhow and learning by doing, CP of RETTPC can manage RETTPC activities. 2. F: 2* F 3. M: The daily activities they serve I/P to SME's 3* P: Only one skilled power, the other 2 (two) is less. English is an obstacle and knowledge of international trade is another matter <p>RETTPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. M: Management information, training, and promotion. 1* F: On export training, information/promotion and management of RETTPC. 2. M: We still need increase our knowledge. 3. M: But we still need improve our knowledge and skills. 3* P: They not enough Maintenace Website <p>RETTPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. M: Management conflict with the very solid culture of HR 2 M: C/P increasing to knowledge and skill during to become C/P to be able and implement of the training activities 3 M
(b) Do you think the CP will be able to acquire enough skills and knowledge to sustain the effect of the Project by June 2006? (For example, will they be able to plan and conduct	Fully(4) Mostly(15) Partly(1) Not at all(1) n/a.(0)	<p>PM- M: (C/P for NAFED) To learn how to plan and conduct relevant activities must be done continuously . As a result, they can do by themselves and the can be able to cope with new issue in their field.</p> <p>JE- M</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <ol style="list-style-type: none"> 1. M: As long as the region want to cooperate to develop their institution capacity 2. M: 3. M 4. M <p>RETTPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. M: IT field

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<p>the relevant activities by themselves? Will they be able to cope with new issues in their fields?)</p>		<p>2. M: Already able to plan, conduct and monitor relevant activities 3. M: Already able to plan, conduct, and monitor relevant activities.</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. M: Some local C/P(staff) needs more training to up grade their skills and capabilities to support SME's 1* F: They're able enough to implement by themselves. 2. F 2* F: 3. M: Because need to add knowledge English business practice. Operating inquiry/internet browsing about home page related export activity. 3* M: Yes, if they are given the chance to learn more, give them a trust and Dinas should hire them as permanent staff</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. M: CP Involved in the evaluation, planning, and implementation according to their own duties 1* F: They're able to implement by themselves 2. M: Still need counseling 3. M: -Before make a plan, CP consulting with the head of RETPC or relevant division. -If we have some problem we will discuss it with RETPC staff to solve the problem. 3* M</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. N: They need the time to build their capability in order to implement RETPC service to the right companies especially SMEs 2. P: Partly C/P able to plan and conduct training activities if they have to chance to improve knowledge 3. M</p>
<p>(2) Utilization and dissemination of technologies, methodologies, etc.</p>		
<p>(a)-1 Are the technologies, etc. being developed and transferred appropriate in terms of the technical level and needs of Indonesia?</p>	<p>Fully() Mostly(3) Partly() Not at all() n/a.(1)</p>	<p>PM: M: For some activities, even out of RETPC's project, we have implemented the technologies and knowledge that being developed and transferred through the project. JE: M</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5) 1. M: 2. M 3. M 4. n/a</p>
<p>(a)-2 Are the techniques, methodologies, etc. related to the training being developed and transferred by the Project appropriate in terms of the technical level and needs of RETPC and the region?</p>	<p>Fully(5) Mostly(13) Partly(1) Not at all() n/a.(0)</p>	<p>PM-F: By design, services that provided by each RETPC is to meet SME needs in the regions. JE: M</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. M: 2. M: Almost all of transfer knowledge could be received good enough by training division personnel 3. M: Almost all transfer knowledge can be received b staff of Inpro Division</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div) 1. M: Because some Small Company don't have proper resources to absorb RETPC support 1* F: Through conducted activities of training, dissemination of inquiry, Consultation (market & product), business meeting, Mini Display, Mini</p>

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		<p>Library, exhibition, Video Conference for training, IT training, making printed material</p> <p>2. F</p> <p>2* F</p> <p>3. M: Because its also depend on communication with Nafed, ITPC or commercial attaché</p> <p>3* P: The training is provided mostly in technically and practically in operating equipment, do not in promotion and international trade (how to make product mapping, market segmentation, etc)</p> <p>RETPEC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. M: Some of thing is appropriated with the region needs</p> <p>1* F: 1. Dissemination of inquiry, 2. Consultation (market & product), 3. business meeting, 4. Mini Display, 5. Mini Library, 6. exhibition, 7.Video Conference for training, 8. IT training, 9. printed material (catalogue).</p> <p>2. M: Still need more increasing</p> <p>3. M: But they need to be improved</p> <p>3* M</p> <p>RETPEC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. M</p> <p>2 M: All the activities of the project are important to develop region in human resources development</p> <p>3 M</p>
<p>(b) Do you think the services provided by the model RETPECs have been relevant with the needs and levels of the SMEs in the respective regions?</p>	<p>Fully(3) Mostly(14) Partly(2) Not at all() n/a.(2)</p>	<p>JE- M</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <p>1. M:</p> <p>2. F</p> <p>3. n/a</p> <p>4. n/a</p> <p>RETPEC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. M: Base on need survey and information from region</p> <p>2. M: The plan of training arrange accordance with training need survey and other demand from participants and other related institution</p> <p>3. P: Limited budget and facility SMEs</p> <p>RETPEC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. M: Because some Small Company don't have proper resources to absorb RETPEC support</p> <p>1* M: Some needed to be modify based on level of SME's.</p> <p>2. P: SME's need a implementation how to do something related with subject training</p> <p>2* F</p> <p>3. M: Because its depend on capacity of SME's it self to meet requirement from buyers</p> <p>3* M: Especially for SMEs exporters, who are ready to enter int'l market</p> <p>RETPEC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. M: Some of SMEs, export orientation have been appropriate with their needs. The others SMEs try to create business communication among alumni</p> <p>1* F: Need to be modify based on level of SME's.</p> <p>2. M: Still need appropriated with SME necessity</p> <p>3. M: We must study SMEs needs and will in the respected regions at first.</p> <p>3* -</p> <p>RETPEC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. M</p>

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		<p>2 M: Training services provided by RETPC are relevant for the develop SMEs in the region</p> <p>3 M</p>
<p>(c)-1 Does NAFED have a plan/strategy for establishment of RETPCs in other regions (including target Regions, allocation of budget, assignment of necessary personnel, etc.)? <i>If Yes, please explain.</i></p>	<p>Yes(0) No(0) n/a.(0)</p>	<p>PM- Y: Since 2005, NAFED started to establish embryos of RETPC in Central Java and West Java Province. At the first step, NAFED establish an Information and Promotion section in cooperate with each Dinas.</p>
<p>(c)-2 Does your Division of RETPC have strategies/plans for the post-project period? <i>If Yes, please explain briefly.</i></p>	<p>Yes(9) No(1) n/a.(1)</p>	<p>RETPC (Surabaya) (2= Training Div, 3=Info & Pro Div)</p> <p>2. Y: Next, we have to approach region government, institution, association and other related organization to conduct training that could support SMEs needs</p> <p>3. Y: In future, we have to cooperate with region Government, Association and other related RTPC to conduct Seminar</p> <p>RETPC (Medan) (2= Training Div, 3=Info & Pro Div)</p> <p>2. Y: Conduct the training and simulation</p> <p>2* Y: Continual increase human resource quality in IT sector</p> <p>3. Y: Collaboration with other related institution such KADIN, Dekranas etc</p> <p>3* Y: We plan to cooperate with private company, Chamber of Commerce in how to utilize Permanent Exhibition and commercialize it by providing a compulsory contribution to participant exhibitors</p> <p>RETPC (Makassar) (2= Training Div, 3=Info & Pro Div)</p> <p>2. Y:</p> <p>3. Y: Print the brochure, leaf let of RETPC activities. We will arrange business matching and contact business</p> <p>3* Y: Beside teamwork, they will be cooperate with the Assosiation, RETPC graduate, International Trade in Dinas and another interagency</p> <p>RETPC (Bajarmasin) (2= Training Div, 3=Info & Pro Div)</p> <p>2 n/a</p> <p>3 N</p>
<p>(3) Utilization of the provided machinery and equipment:</p>	/	
<p>(a) Would the machinery and equipment provided be utilized effectively and efficiently after termination of</p>	<p>Fully(4) Mostly(10) Partly(3) Not at all() n/a.(1)</p>	<p><Equipment for NAFED></p> <p>PM- F: NAFED will utilized all the machinery and equipment fully and providing the budget support for maintenance.</p> <p>JE- M: To secure the sufficient budget and staff are the prerequisite for the effective and efficient utilization of the provided machinery and equipment.</p> <p><Equipment for RETPC></p> <p>JE- M: To secure the sufficient budget and staff are the prerequisite for the effective and efficient utilization of the provided machinery and equipment.</p>

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<p>the Project (especially in terms of needs, capacity of C/P, system of operation and maintenance, availability of spare parts and consumables, budget, etc.)?</p>	<p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. P: Maintenance budget 2. M: It will utilized effectively and efficiently with the support of East Java Trade and Industrial Office (especially maintenance and budget) 3. M <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. -: Maintenance and availability of spare parts from machinery and equipments could not covered regarding limitation of local budget and resources 1* M: Availability budget for maintenance need to be covered by local budget. 2. P: For Distance Learning equipment still need more training in utilizing it 2* M 3. M: Because budget of operation and maintenance, spare part didn't supported sufficiently 3* P: Less sense of belonging will have the right effect to the maintenance matter. This matter should be one to be considered. <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. M: For specific operation of machinery still needed development depend on situation. 1* M: Availability budget for maintenance 2. F: Very useful with necessity 3. M: We need some guidance and knowledge to operate and to maintain them. 3* F <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. M 2. n/a 3. F
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Part III

Recommendations and Suggestions

i Recommendations and Suggestions: If Yes, please list the major ones.

<p>(1) Do you have any suggestions for the improvement of the Project in the remaining period?</p>	<p>Yes() No() n/a.()</p>	<p>PM: Y: Together with long terms JICA's expert, C/P of NAFED should written all documentation of the project.</p> <p>JE- Y:</p> <ol style="list-style-type: none"> 1. Coordination and closer cooperation between NAFED and RETPCs are to be intensified (by utilizing TV conference system). 2. Increasing CP's understanding on the importance of the maintenance of IT equipments, so that manuals being made and necessary budget allocated. <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <ol style="list-style-type: none"> 1. Y: It is expected to supervise RETPC by visiting regularly 2. Y: Beside the TV conference system, we suggest to have the transfer knowledge of WBT (web Base Training)/E-learning 3. Y: Need project to develop potency in other regions 4. Y: <ul style="list-style-type: none"> - Set up standard schedule & procedure for regular basis maintenance of IT equipments ex. Hardware reliability, software up-dates, removing unwanted files, software etc. - Optimalization the function of File Server ex develop local exporter database, file sharing etc. - Maintain RETPC's website in regular basis <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. Y: Develop CP by training 2. N: 3. Y: Develop C/P by in – House Training <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. Y: Coordination among related parties should move intensive by build and effective and efficient systems 1* Y: Communication should be maintain more intents among parties related with RETPC. 2. Y: More supports from JICA for long term expert and training for C/P 2* Y: We hope JICA Project can support RETPC each in increase human resource quality at IT sector. 3. Y: Make proposal about regional potential product for export market and it related 3* Y: <ul style="list-style-type: none"> - English Training program should be a priority beside international trade. - Coordination and close cooperation among the stakeholders should be more intensify. <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. Y: Specially about management information and information link with relevant institution. 1* Y: Communication should be maintain more intents among parties related with RETPC. 2. Y: Developing of human resources for RETPC staff 3. Y: We do hope the project can increase the capacity of CP human resources. 3* -: All Division must be aware and realize how hard to be exist in the competition with another institution so they have to work hard as a team <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. Y: To transfer know how to all staff RETPC, in the area how to utilize the IT
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		and Attitude 2 Y: Fully equipped all the equipment to support training program. Training staff to operate the equipment 3
(2) Do you have any suggestions for post-project period?	Yes() No() n/a.()	<p>PM: Y: We invite JICA to see RETPCs and the embryos in order to know about the current progress of RETPC operation</p> <p>JE- Y:</p> <ol style="list-style-type: none"> 1. Coordination and closer cooperation between NAFED and RETPCs are to be intensified (by utilizing TV conference system). 2. Increasing CP's understanding on the importance of the maintenance of IT equipments, so that manuals being made and necessary budget allocated. <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <ol style="list-style-type: none"> 1. Y: According to the delivering of video conference equipment close to the termination of the Project, suggested to have the Follow Up Project 2. -: JICA will give follow-up this project 3. N 4. n/a <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1 Y: Continue support for suitable by 2nd phase project 2 Y: For the next, RETPCs C/P still need training to improve their knowledge 3 Y: Continue supporting budget <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. Y: This project should have continued phase. RETPC needs more support to meet challenge from changing Global Environment 1* Y: Follow-up project from JICA and NAFED needed to support RETPC. 2. Y: Continuity Project 2* Y: We hope JICA Project extensible for support RETPC each. 3. Y: Need to maintain a good communication to Nafed, ITPC, JETRO and other International Institution 3* Y: JICA and NAFED kindly always pay attention by giving ideas and suggestion or possibly arrange another project to make RETPC to be matured and prestigious institution <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. -: Information relation with another institution 1* Y: Follow-up project needed to support RETPC more independent and useful for SME's. 2. Y: We Expect RETPC will become UPT. 3. -: Socialization of RETPC have to be done in all region of South Sulawesi and Indonesia East area. 3* N <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <ol style="list-style-type: none"> 1. Y: Relationship management with SMEs. Call service for SMEs. Export House for SMEs. 2 Y: Monitor and evaluate every RETPC activities 3 N

2 Lessons learned: If Yes, please list the major ones

Are there any lessons learned which can be applied	Yes() No() n/a.()	<p>PM - Y: A lot of experience has already been achieved and accumulated. It could be a valuable asset to start executing similar projects.</p> <p>JE- Y:</p> <ol style="list-style-type: none"> 1. The "dual posting" issue should be unavoidable given condition for staffing of
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<p>to similar projects?</p>	<p>any new project.</p> <p>2. Budget allocation by the Provincial Government, especially its operational budget, are to be affected by such outer factors as general election and natural disasters.</p> <p>PT-TC (1=CP for Output 2, 2=for Output 3, 3=for Output 4, 4=for Output 5)</p> <p>1. Y: How to build the network within different working culture 2. Y: the transfer knowledge of WBT (web Base Training)/E-learning 3. -: More specific knowledge in each field 4. Y:</p> <p>RETPC (Surabaya) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. Y: Cooperate with region 2. Y: Support from other institution , Association and organization which are related to is very important 3. N</p> <p>RETPC (Medan) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. -: The Project should be not depend on too many related parties. Some difficulties on coordination and communication can occur among process 1* Y: Commitment from related parties, especially from region are very important for successful of the project. 2. Y: Trade Tie-up Promotion Program 2* Y: Because this project very useful to develop for human resource quality 3. Y: Need to establish a foreign market information to use by SME's sell their products 3* Y: Achievement Management Training (AMT) & Exhibition Management</p> <p>RETPC (Makassar) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. -: For IT, training and promotion 1* - 2. Y: The result of the Training of TOT has been applied in RETPC activities, specially in making "modul" for training activities 3. Y: The result of the Training of Mini Display and Library management has been applied in RETPC Makassar. 3* Y: Most of them team in RETPC makassar new person so they should have learn about destination RETPC are.</p> <p>RETPC (Bajarmasin) (1=Head, 2= Training Div, 3=Info & Pro Div)</p> <p>1. Y: From secretary general MOT of Indonesia. Diklat Kemeterian Koperasi 2 n/a 3</p>
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