U.S. Trade and Development Agency

Information and Communication Technology

The U.S. Trade and Development Agency (USTDA) helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries.

USTDA Programs

USTDA promotes economic growth in emerging economies by facilitating the participation of U.S. businesses in the planning and execution of priority development projects in host countries. The Agency's objectives are to help build the infrastructure for trade, match U.S. technological expertise with overseas development needs, and help create lasting business partnerships between the United States and emerging market economies.

USTDA advances these objectives through its two key programs, the *International Business Partnership Program* and the *Project Development Program*.

USTDA's reverse trade missions (RTM) are the mainstay of its *International Business Partnership Program (IBPP)*. Created in 2010 in response to President Obama's National Export Initiative, the *IBPP* is USTDA's signature program for linking the U.S. private sector to foreign buyers. These visits are carefully planned to enable foreign decision-makers to meet with U.S. businesses and to observe the manufacture and demonstration of U.S. goods and services that can help them achieve their development goals. These RTMs also include meetings with financial institutions to observe financing options and technical and regulatory bodies that can assist with strengthening the project sponsor's technical capacity.

Through feasibility studies, technical assistance and pilot projects, USTDA's *Project Development Program* helps overseas project sponsors identify technological solutions and various sources of financing for priority infrastructure projects.

Through these programs, USTDA funds an array of activities that promote the procurement of U.S. information and communication technologies (ICT) and the development of ICT infrastructure projects in partner countries.

Success Story

Bringing broadband communications to Africa through the sale of more than $400 million in U.S. exports demonstrates USTDA's success in utilizing U.S. technologies and services to expand ICT infrastructure overseas. The Agency's investment in a regional ICT conference in Ghana and a reverse trade mission to the United States proved successful when a group of African ministers, traveling on the USTDA-funded RTM, convinced potential financiers that undersea fiber-optic cable connecting East Africa to the rest of the world could be commercially attractive. As a result, the SEACOM fiber optic cable network has revolutionized communications in Africa.

The Tyco Resolute laying cable along the eastern coast of Africa

Recent Activities

Egypt Forward: Partnering for Trade and Economic Growth

To demonstrate that Egypt is "open for business" as it transitions to a new governing structure, USTDA hosted Egypt: Forward, a two-day forum in Washington, DC followed by four sector-specific RTMs across the country. Over 50 Egyptian public and private sector delegates connected with hundreds of U.S. government and industry representatives. The Egyptian ICT officials, consisting of entrepreneurs as well as established businesspeople, discussed their country's needs given the transformative changes and learned about U.S. technological advances in e-government, cloud computing, data centers, and other solutions.

Kazakhstan Digital Broadcasting

U.S. businesses were given the opportunity to present digital TV solutions to a delegation from Kazakhstan during this reverse trade mission. The delegates visited U.S. facilities and met with leading U.S. companies and U.S. government agencies active in digital television broadcasting, including Harris Corporation, Broadcast Electronics, and Axcera. These visits included trips to Washington DC, Melbourne, FL, Quincy, IL, and Pittsburgh, PA.

Kenya Cybersecurity

USTDA hosted a delegation of senior Kenyan ICT decision makers in Washington, DC, and Silicon Valley, CA, to explore best practices and innovative cybersecurity technologies to protect Kenya's growing ICT infrastructure.

Vietnam Financial Information Management Modernization

Introducing a delegation from the State Bank of Vietnam to U.S. central bank operations best practices and the ICT systems used in the management and supervision of the sector was the goal of this USTDA-sponsored mission, which visited Washington D.C., New York, NY and Silicon Valley, CA. The RTM directly supported the Vietnamese government in developing a centralized and integrated ICT platform to include a data warehouse and core banking system, while simultaneously opening up business opportunities for U.S. ICT providers.

India Integrated Emergency Communications System Feasibility Study

This project partially funds a feasibility study for the Indian Ministry of Home Affairs (MHA) to establish an Integrated Emergency Communications System (IECS) and supporting infrastructure in Hyderabad. The MHA requested funding for a study to assess the current IECS communications architecture; analyze the operational, financial, and organizational aspects that would lead to a national IECS; and address the implications of project implementation focused on a pilot project in Hyderabad.

Brazil Data Center Feasibility Study

In order to facilitate communication between the agencies within the state of Rio de Janeiro, as well as improve their services, USTDA awarded a grant to the Rio de Janeiro IT Company (PRODERJ) for a feasibility study to develop an implementation plan for a new data center. The study will review the state's overall IT strategy, providing recommendations and standards to ensure that all future systems coordinate with the new data center.

Contact us for more information!
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USTDA: ICT by the Numbers

1/5
In fiscal year 2011 one-fifth of USTDA's activities focused on ICT sector development.

16
USTDA funded 16 new ICT-oriented activities in fiscal year 2011 that directly support the National Export Initiative.

50%
Half of all USTDA activities in sectors such as clean energy and transportation have significant ICT sub-components.

NEI NATIONAL EXPORT INITIATIVE www.export.gov

USTDA supports the NEI's mission as a member of the President's Export Promotion Cabinet.