



Reports of the Day One Breakout Sessions

Breakout Session Track One Standardization, Market Access and Company-to-Company Assistance

NIST
National Institute of Standards and Technology
Technology Administration, U.S. Department of Commerce



Options for Action Summit
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Eastern Europe, the Middle East, Africa, Central America, South America, Central and Southeast Asia, China and the Pacific Rim

Discussion topics:

- ❑ **What was the range of organizations, agencies, companies and sectors that were represented in your breakout session?**
- ❑ **What were current individual activities identified in your session?**
- ❑ **Were there any areas of overlapping or duplicative efforts identified in your session?**
- ❑ **What opportunities for coordination/ harmonization/partnering were identified in your session?**
- ❑ **What current activities were identified that must be unique, even if they are overlapping/duplicative of another effort, due to specific or mission-critical needs?**



Range of participating organizations, agencies, companies and sectors

- Broad balance of all stakeholders – industry, trade associations, SDOs, government agencies, donor agencies, and foreign standards developers.



Range of current individual activities

- ❑ **What's working well: diverse U.S. participation in standards development that actually represent the industry and broad stakeholder groups**
- ❑ **FTAs (WTO+) / MRAs are good first steps (support trade)**
- ❑ **Building and sustaining relationships with other countries**
- ❑ **incorporate regulatory info in training (sometimes difficult to include)**
- ❑ **MOU programs, workshops, open houses, training modules, outreach / friendship agreements, trade shows**
- ❑ **Involve representatives from developing countries on boards, policy and technical committees**
- ❑ **DOC/NIST Standards in Trade Workshops**
- ❑ **DOC/ITA/FCS standards attachés and commercial staff training**



Range of current individual activities

- **SDO & professional society liaison**
- **ANSI meetings with foreign NSBs and outreach meetings**
- **USNC liaison with other national committees (IEC members)**
- **bilateral and multilateral meetings at IEC meetings; regional offices**
- **committee meetings in foreign countries**
- **invite representatives from other countries to annual/special meetings**
- **assist other associations in exporting using standards**
- **involved in government employee training**
- **regulatory vs. standards process outreach**
- **still large need for US standards in foreign countries**
- **targeting countries who want US assistance / tied to trade**



Areas of overlapping or duplicative efforts

- Meeting with counterparts when overseas without common message
- airing of U.S. dirty laundry abroad is counter to US interests
- No coordination of money and resources



Opportunities for coordination, harmonization and partnering

- ❑ **Make staff available for visits, workshops, meetings, etc. in the US and abroad**
- ❑ **identify opportunities for participation in FTA/MRA discussions;**
- ❑ **coordinate with FCS/standards attaches**
- ❑ **Regardless of sector-specific standards strategy approaches – remember common developing country practices and the importance of maintaining US participation within traditional ISO/IEC/ITU processes when possible (and the perils of not)**
- ❑ **Coordination of US standards system-wide technical assistance efforts**
- ❑ **stronger US participation (experts) in important international areas**
- ❑ **funding needed (education/training can help & shared funding)**
- ❑ **recruiting new people – new generation of standards and CA experts**
- ❑ **education (benefits of standards) at all levels**
- ❑ **Create and maintain a central resources of information on US technical assistance**
- ❑ **Create and maintain a database/process of experts/resources to talk on standards**



Opportunities for coordination, harmonization and partnering

- Use same message about standards/regulations system/process
- Create simple overview of US standards system (3 slides)
- Support subject matter experts support (manage within co.)
- orgs need to determine strategic direction (what to accomplish)
- government/non-government partnership/support
- reach out to counterpart trade associations
- regulatory harmonization/alignment/compatibility between countries
- use standards process to minimize regulatory impact
- Remember that some economies are users more often than developers of standards
- Look to reduce costs of participating in intl stds development
- work with local associations to leverage resources



Activities that must remain unique

- None specifically identified - Several proposed actions and/or mechanisms may be unique



Actions for consideration

- ❑ **Mechanism/Database of funding, opportunities, and method to link them**
- ❑ **Education of US donor agencies on international and US standardization – link funding and strategies to existing efforts (similar to relationship between APEC and APEC Specialist Regional Bodies) – show how helpful to development needs.**
- ❑ **Innovate ways for private-sector interests to be involved in public-sector programs**
- ❑ **Expand DOC/NIST Standards in Trade Workshops and SABIT programs**
- ❑ **Expand (or reinstate) DOC/ITA/FCS Training funding**
- ❑ **Within the Americas, examine opportunities for cooperation (especially training) between OAS/CITEL and other related efforts in the region**
- ❑ **Three slide presentation for executive/board elevator speech**
- ❑ **Clearly identify US and foreign market access requirements**
- ❑ **Encourage increased industry involvement in foreign standards development**
- ❑ **Increased regulatory cooperation between governments**
- ❑ **Within US, find mechanism to increase coordination and cooperation between**
 - **Standards Community**
 - **Regulators**
 - **Trade-related government agencies**
- ❑ **Use ‘if you can’t beat-em / join-em’ strategies (eg. TIA / ETSI)**

