



# USAID Middle Corridor Transportation and Logistics Program

## Overview

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October 29, 2024



# Program Objectives

- 1. Strengthen Georgian Trade, Transport and Logistics System**
  - Lower cost and time to transit goods across Georgia
  - Strengthen competitiveness of Georgian transport and logistics
- 2. Catalyze rural public passenger transport, and**
- 3. Reduce greenhouse gas emissions from transport and logistics**

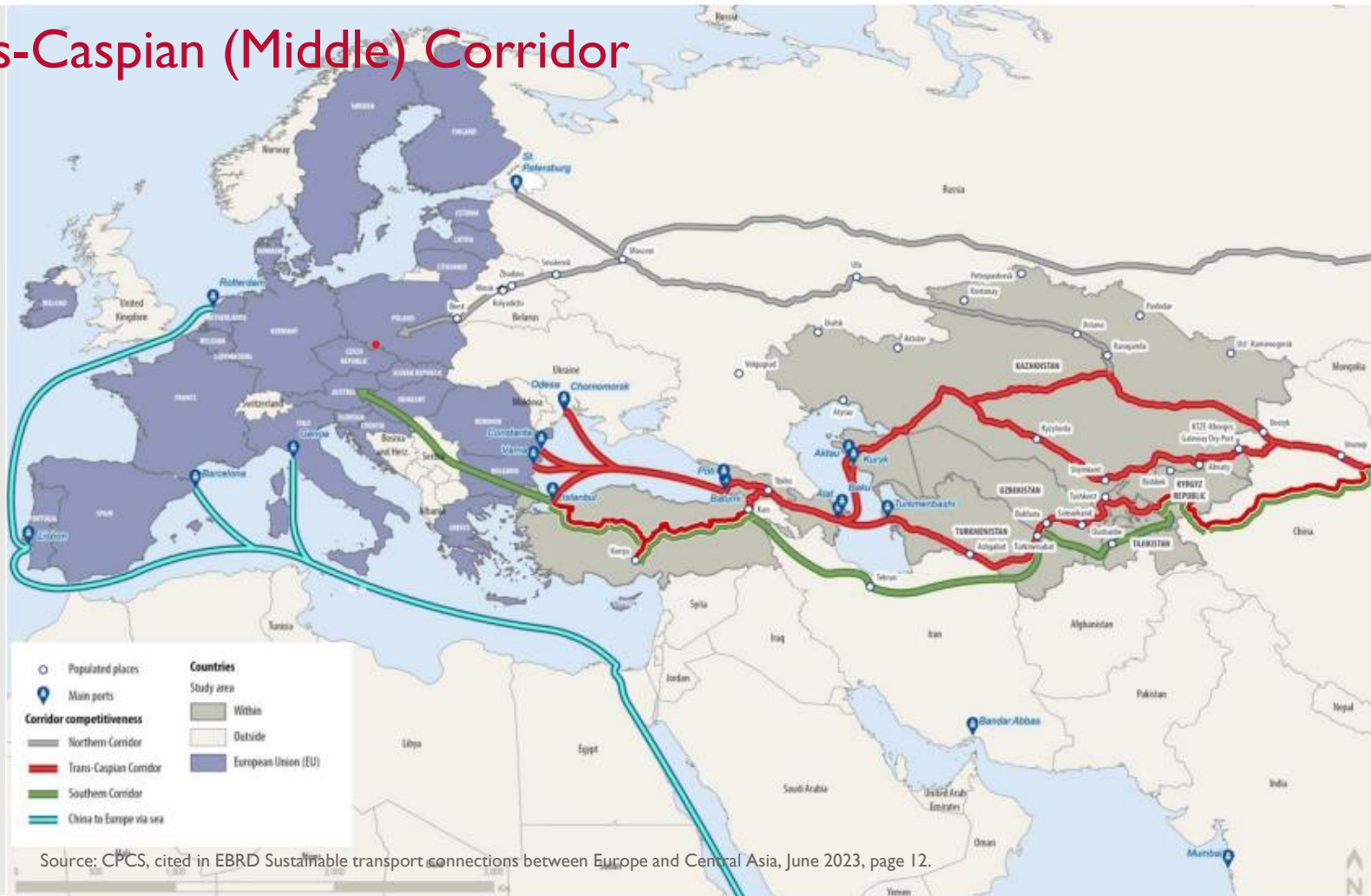


# The Program

- Consortium Members
  - Deloitte Consulting US
  - Deloitte Georgia
  - Spectrum Consulting Ltd, Tbilisi
  - Remisia Sustainable Development Center
  - CPCS Ltd (formerly Canadian Pacific Consulting Services), global
  - Infrastrategies, California
- Program Period (Feb 20, 2024 – Feb 19, 2029)
- Team: 20 staff in Tbilisi, Melikishvili Business Center (opposite Philharmonic)



# Trans-Caspian (Middle) Corridor



Source: CPCS, cited in EBRD Sustainable transport connections between Europe and Central Asia, June 2023, page 12.

# Program Activities in Georgia – Part I

- Strengthen services available to small and medium road transport and logistics operators, such as, access to finance, IT systems, training, operational advice, truck parks, certification, fleet upgrade advice, etc.
- Strengthen vocational and short-term training options for transport and logistics workers, e.g. Georgian International Road Carriers Association (GIRCA) driver training center, introduce CILT logistics courses, strengthen business advisory service providers.
- Facilitate third party logistics operations and improved warehouse management practices, such as, warehouse mapping, association strengthening, IT support, operational advice, etc.
- Facilitate access to railway wagons for Georgian transport operators and forwarders
- Reduce green house gas emissions as a general criteria of support



## Program Activities in Georgia – Part II

- Support EU approximation and regulatory implementation
- Support industry dialogue/advocacy/networking including with Middle Corridor counterparts – e.g. position paper for incoming government, annual conference, quarterly newsletter
- Facilitate improvements to intercity bus station and bus services
- Pilot new rural road passenger transport service
- Support Georgian contributions to TRACECA, TITR, CAREC, BSP initiatives



# Delivery Mechanisms

- Cost-sharing initiatives with private sector entities through grants and contracts
- Direct procurement of goods and services, e.g. consulting expertise, equipment, research, etc.

Examples:

- **Enhancing Access to Finance** through feasibility studies, transaction advice (technical, financial or legal), results-based funding e.g. success fees, green finance awareness raising, application support, pipeline development. No debt and no equity co-investments.
- **Digitalization Helpdesk:** work with one or more Georgian IT developers to create a virtual/in-person helpdesk to:
  - Provide IT advice to transport and logistics companies
  - Discount sale of IT services and products to broad market
  - Develop, customize and test new IT applications with cooperating Georgian companies

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