

LETTER OF INTENT

between

Ghana Standards Authority (GSA)

Accra, Ghana

and

Mango Round Table

Accra, Ghana

The Ghana Standards Authority (hereinafter referred to as 'GSA') is the National Standards Body of Ghana and provides services in standardization, metrology and conformity assessment for the country.

The Mango Round Table is a stakeholder-led initiative that brings together mango framers, processors and support organisations including the Federation of Associations of Ghanaian Exporters (FAGE) and the Germany Society for International Cooperation (GIZ) to foster the export potential of Ghanaian mangoes.

GSA in collaboration with the Yilo Krobo, Volta and Dange-West Mango Farmers Associations and supported by the National Metrology Institute of Germany (PTB) has implemented a so-called Calidena process for the mango value chain. The Calidena methodology is based on a rapid participatory assessment of a value chain. The focus lies on the quality of the processes and products in each one of the value chain links. The participating stakeholders identify quality gaps and address the capacities and weaknesses of quality-related services, including certification, inspection, standards, testing and calibration laboratories (Quality Infrastructure).

The Calidena process for the mango value chain was initiated in October 2017, after a training of trainers for local Calidena facilitators had taken place in July 2017. During the kick-off workshop and a follow-up workshop in February 2018, the stakeholders defined concrete actions to increase quality in the mango value chain. The action plans were then implemented in the months following the workshops.

In the frame of the third workshop in this Calidena process in July 2018, the Calidena activities are handed over to the Mango Round Table. The Mango Round Table provides a framework for the value chain actors to meet on a regular basis and discuss opportunities and challenges. By taking in the Calidena process for mango, the Mango Round Table will also systematically address quality questions.

GSA and the Mango Round Table (collectively referred to as the 'Parties') express their willingness to cooperate to foster quality in the mango value chain and agree on the following:

Article 1 Purpose

The parties agree to collaborate systematically on quality-related challenges of the mango value chain. The focus of the activities lies on quality aspects relevant for exporting mango products. The purpose of this cooperation agreement is to define the roles and responsibilities of each party within this process.

Article 2 Contributions of each party

The systematic collaboration starts with the Calidena Hand-over Workshop that brings together the representatives of the value chain, including the parties, for the third time. The workshop aims at discussing what has already been achieved, which additional activities are needed, and how these and future activities will be defined and implemented.

After the workshop, the parties will continue their collaboration in the implementation of defined actions and through regular meetings to further the quality improvement process.

To systematically address quality challenges in the mango value chain, GSA and the Mango Round Table will contribute the following:

A. Contributions of GSA

GSA will:

❖ Hand-over Workshop

1. Host the workshop in collaboration with the farmers' associations, providing the necessary facilities and staff.
2. Request the necessary financial support to arrange workshop facilities, catering and transport allowances from PTB.

❖ From then on

3. Support the implementation of the activities defined in the Hand-over Workshop and in future meetings of the Mango Round Table.
4. Regularly participate in meetings of the Mango Round Table and contribute to discussions on quality challenges, and to the definition of suitable solutions.
5. Request PTB support when deemed necessary for the improvement of quality infrastructure services relevant for the mango value chain.
6. Participate in the dissemination of the results (documents, videos, etc.).

B. Contributions of the Mango Round Table

The Mango Round Table will:

❖ **Hand-over Workshop**

1. Support the organization of the Hand-over Workshop and assure participation of the relevant representatives of the Mango Round Table.
2. Discuss and agree on how the Calidena activities will be taken up by the Mango Round Table with the workshop participants.

❖ **From then on:**

3. Support the implementation of the activities defined in the Hand-over Workshop and in future meetings of the Mango Round Table.
4. Regularly address quality issues in meetings of the Mango Round Table.
5. Assure that the necessary stakeholders, including GSA and PPRSD, participate in the respective meetings to support the definition of suitable solutions.
6. Participate in the dissemination of the results (documents, videos, etc.).

Article 4 Amendment

This agreement may be amended at any time by the Parties, by mutual consultation and documentation.

Article 5 Settlement of Disputes

Any dispute arising out of or in connection to this agreement shall be resolved amicably in good faith by direct consultations between both Parties.

For and on behalf of the Mango Round Table:

For and on behalf of GSA:

(Name and position of signatory)

(Name and position of signatory)

Accra, 10 July 2018

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