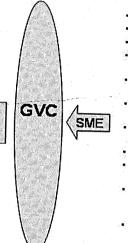
(left hand column) or encourage SME entry into GVCs (right hand column). In the current environment, the drivers applicable to SMEs are heavily skewed to the left hand column.

SME/GVC Access Drivers

- Low import content
- Opportunistic behavior with limited growth focus
- Fragmented industry sector
- Low IT/strategic capabilities
- No national capabilities, inadequate supporting programs and policies
- Disructive domestic trade dynamics
- Short term driven with operational focus
- Industry practices
- Risk adverse



- Large Import content
- FDI out established
- Complex value chain
- Major buyer/seller concentration
- Secondary domestic
 - IT enabled
- Qualified as High growth potential
- International experience
- National government platform available
- Supporting policies strategic programs and regulations
- Long term performance driven
 - Industry practices

E-Trade Services Facilitation Platforms (e-platforms)

SME

Numerous e-platforms have been developed in recent years which provide a mature portfolio of business tools and trade technology applications. Some examples are:

- Alibaba, E Bay
- Taitra (Chinese Taipei)
- UTrade Hub (Korea)
- Tradelink/DTTN (Hong Kong, China)
- TradeNet/Trade Exchange//Lawnet/Portnet/Marinenet (Singapore)
- Project A/B/C (Chinese Taipei)
- Nafinsa (Mexico)

These include private and public/private platforms. Moreover, each of these can be further categorized in many different ways: many to many, one to many, buyer oriented, supplier