

## Added value for nature and humankind

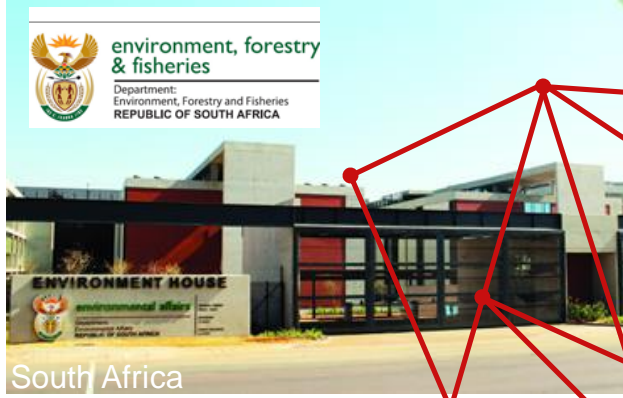
Equitable benefit-sharing for the conservation and sustainable use of biodiversity

**BioInnovation Africa** | 2019-2022

# **BIA Technical Exchange Series**

## **Session N°10: BIA training package on negotiating and drafting of Mutually Agreed Terms**

Date: Thursday, 08/07/2021



# Agenda

Time	Content	Presenter
14:00-14:10	Welcome and short introduction	Moderator
14:10-14:40	The General concept  Step 1: Preparatory e-learning <i>Q&amp;A session</i>	Anja Teschner (GIZ)
14:40-14:55	Step 2: National valorisation training <i>Q&amp;A session</i>	Suhel al-Janabi (GeoMedia)/ Anja Teschner (GIZ)
14:55-15:15	Step 3: National contract training & Step 4: Alumni platform <i>Q&amp;A session</i>	Morten Walløe Tvedt (ABS lawyer)
15:15-15:30	Training preparation: What needs to be done next? <i>Q&amp;A session</i>	Lactitia Tshitwamulomoni (DFFE)
15:30	Way forward	Anja Teschner (GIZ)

# BioInnovation Africa

*-equitable benefit-sharing for the conservation of biodiversity-*

Improving efficiency of  
national ABS frameworks

Supporting conservation &  
sustainable use

Biodiversity- based  
value chains for  
sustainable development

Reflecting biodiversity-based  
value chains in development  
cooperation

Sector-specific manuals to  
guide the ABS and  
permitting processes

**Training to support ABS  
contract development  
and support  
understanding on VCs  
and business models**

Online application systems  
to facilitate access  
procedures and follow-up

CNA guidelines for  
improving the impact of  
supply chains on  
sustainability/conservation

Financing mechanisms

Assistance in integrating  
sustainability/conservation  
aspects into supply chains  
(ABS) and corporate  
policies

Technical/legal support to  
joint ventures with African  
partners

Supporting innovations,  
products and value  
creation based on African  
biodiversity for local  
development

Technology transfer

New jobs / improved jobs

Collection and analysis of  
lessons learned / best  
practices

Provide advice on  
approaches, instruments  
and tools

Strengthen internal  
capacity

Possible long-term  
integration into the  
development portfolio

## **BIA training package on Negotiation and Drafting ABS contracts**

# BIA Training Package

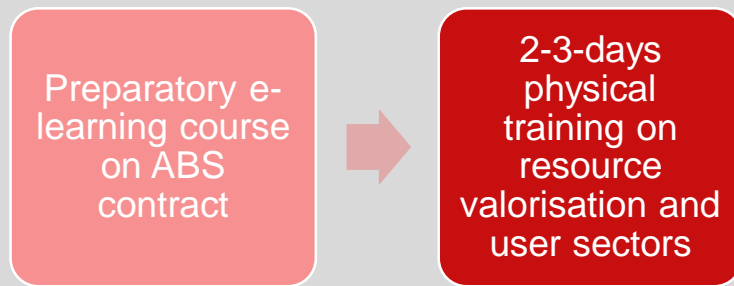
## Multi-step training package

Preparatory e-learning course  
on ABS  
contract



# BIA Training Package

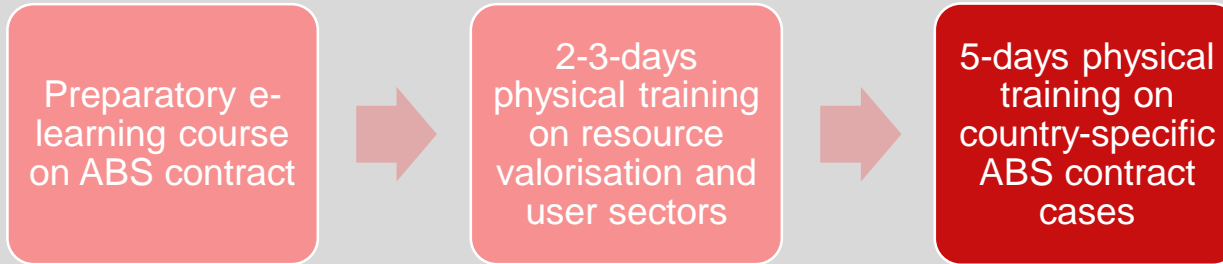
## Multi-step training package





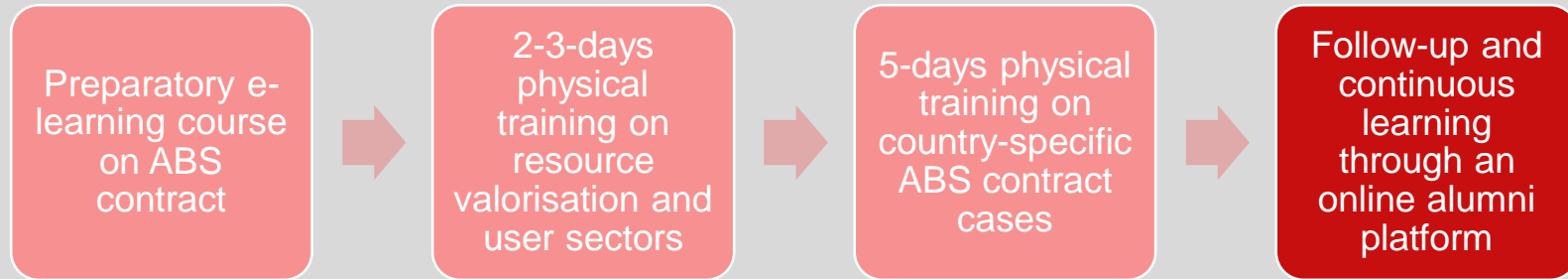
# BIA Training Package

## Multi-step training package



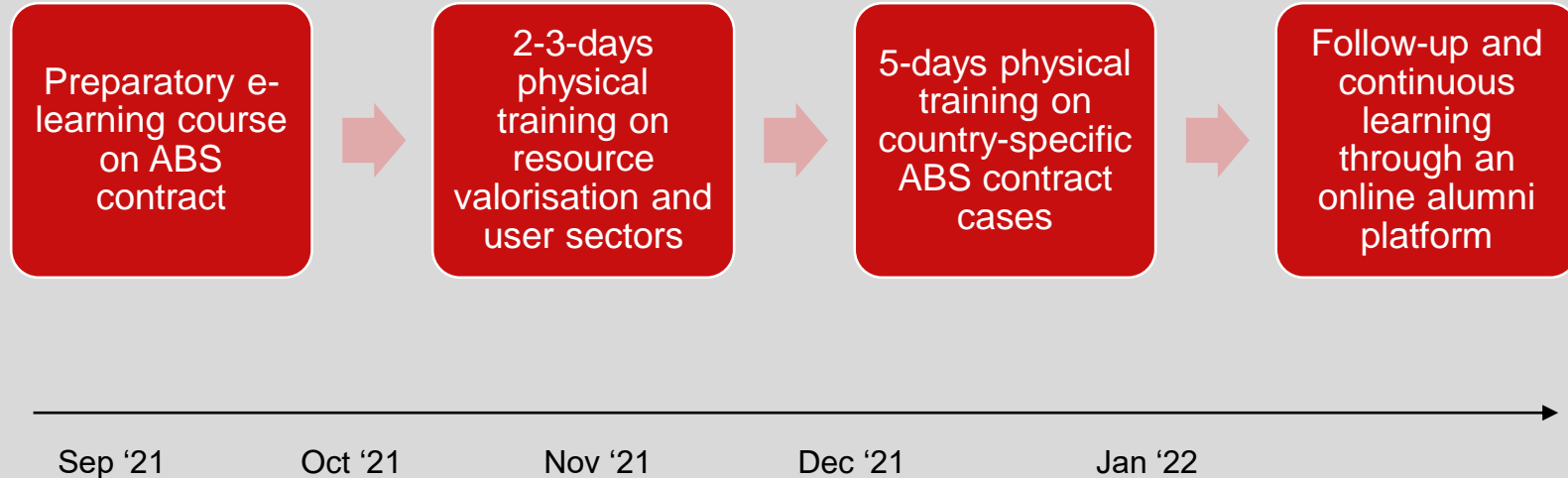
# BIA Training Package

## Multi-step training package



# BIA Training Package

## Multi-step training package



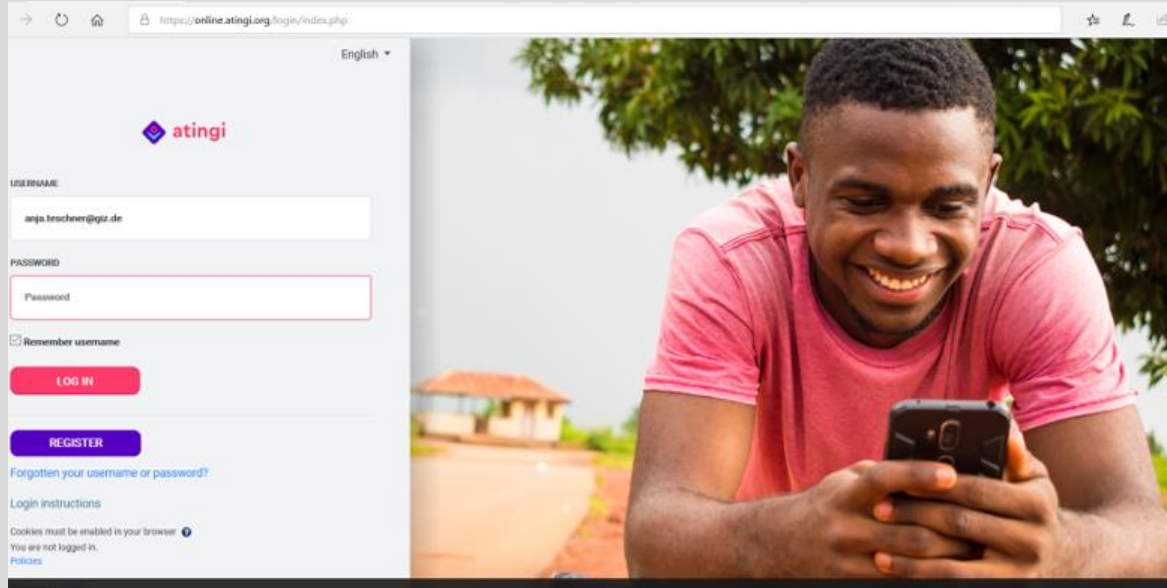
# Step 1: Preparatory e-learning

## ■ Training outline

- **Content:**
- Introduction to general ABS contract characteristics & particularities
  - *Module 1:* General introduction to contracts and key features and specificities of ABS contracts
  - *Module 2:* Identifying who are the Parties and their interests in an ABS contract and defining their legal requirements
  - *Module 3:* The golden rules of contract drafting
  - *Module 4:* Legal concept clarification
- **Langue:** English and French
- **Duration:**
  - Duration for completion: 60-90 minutes
  - Availability of online training: 1 month
- **Preparation:** Virtual Information session to guide participants

# Step 1: Preparatory e-learning

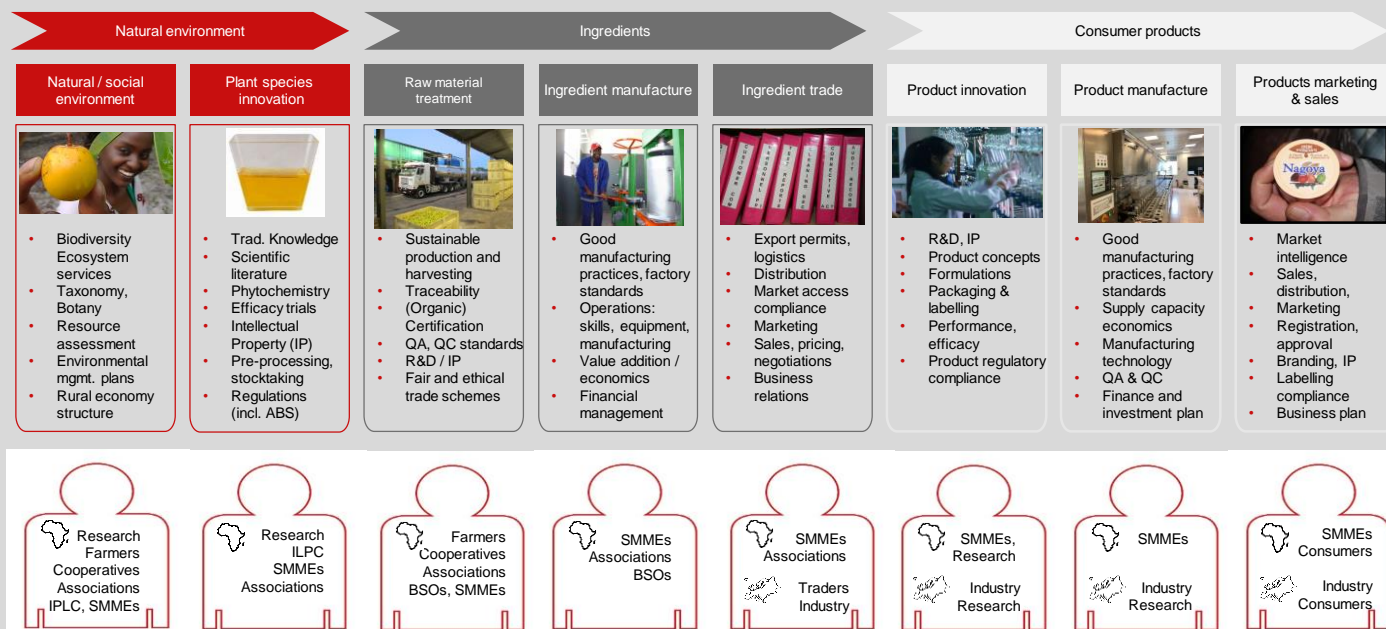
- **ABS contracts - General aspects and particularities**



## Q&A

## Step 2: National valorisation training

### ■ ABS contracts - The relevance of understanding the value chain

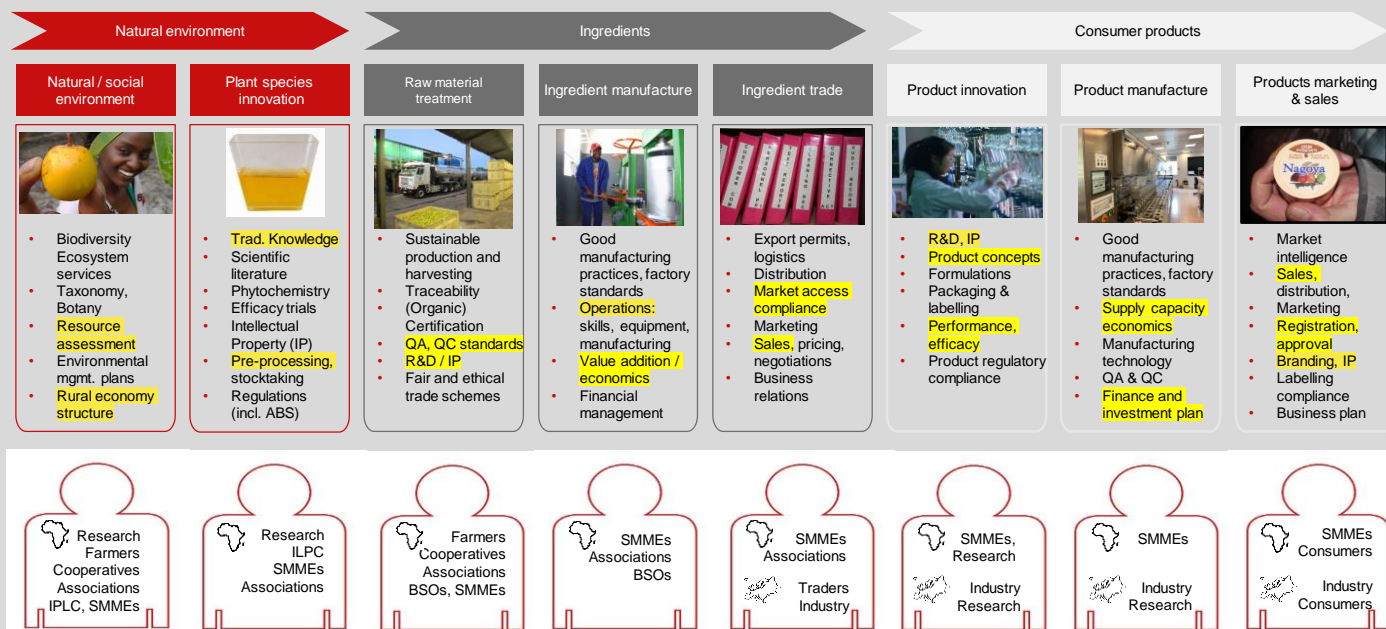




## Step 2: National valorisation training

### ■ ABS contracts - The relevance of understanding the value chain

***some aspects to consider in MAT***



## Step 2: National valorisation training

### ■ Training outline

- **Content:**
- Understanding biodiversity-based value chains, user sectors and potential ABS trigger points
- Points to consider in MAT
- Concrete national examples and cases
- **Duration:** 2-3 days national trainings in the 4 BIA countries
- **Format:**
  - in person, semi-virtual, virtual
  - Field visit to national SME(s) operating at the national/ international level

## Q&A

## Step 3: National contract training

- ABS contracts – What works, what doesn't?

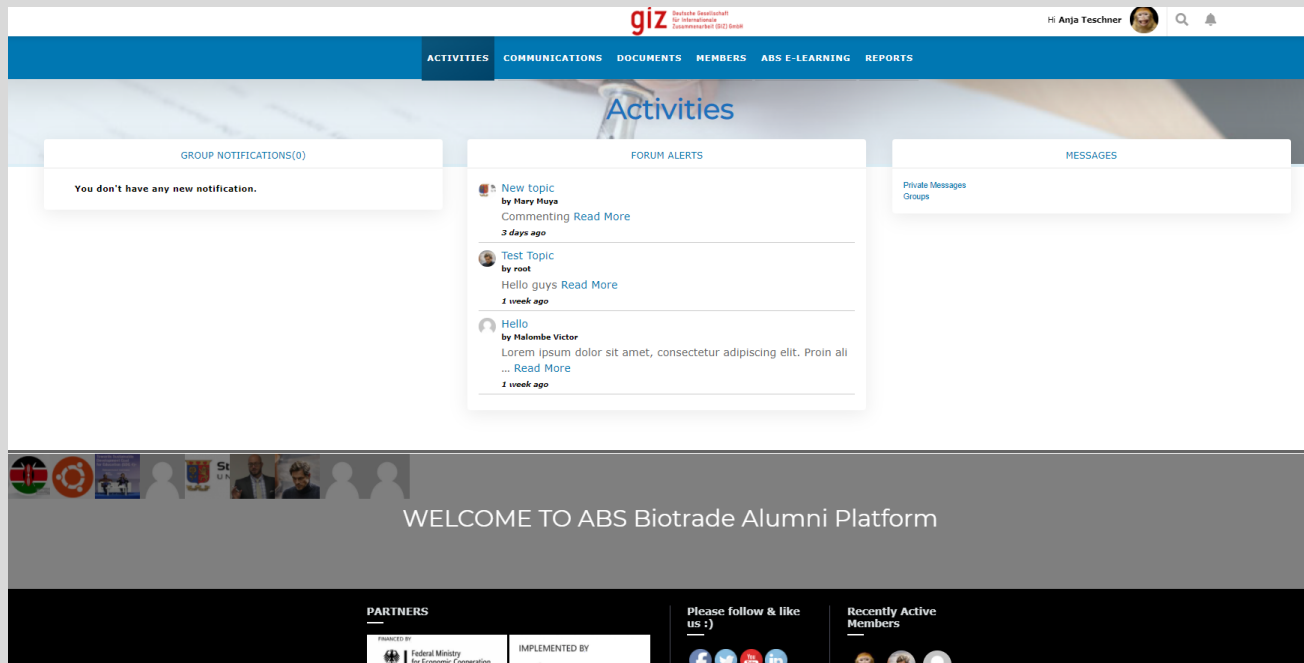


## Step 3: National contract training

- **Training outline**
  - **Content:** Use concrete national contract examples and develop example-clauses
  - **Duration:** 5 days national trainings in the 4 BIA countries
  - **Format:** in person, (semi-virtual)
  - **Preparation:** share non-confidential draft ABS contracts that are under negotiation with the trainers

## Step 4: Alumni platform

### ■ ABS contracts – Follow-up and continuous learning



The screenshot displays the ABS Biotrade Alumni Platform interface. At the top, the GIZ logo is visible, along with the text "GIZ Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH". The user profile "Hi Anja Teschner" is shown in the top right corner. The main navigation bar includes links for ACTIVITIES, COMMUNICATIONS, DOCUMENTS, MEMBERS, ABS E-LEARNING, and REPORTS. The central content area is titled "Activities" and features three main sections: "GROUP NOTIFICATIONS(0)" with a message "You don't have any new notification.", "FORUM ALERTS" listing three posts (New topic by Mary Moya, Test Topic by root, and Hello by Malombe Victor), and "MESSAGES" with links for "Private Messages" and "Groups". The bottom section of the platform includes a "WELCOME TO ABS Biotrade Alumni Platform" banner, a "PARTNERS" section listing the "Federal Ministry for Economic Cooperation", and a "Recently Active Members" section.

## Step 4: Alumni platform

### ■ Outline

- Interaction and sharing of experience and (non-confidential) ABS-relevant documents between
  - Training participants of the same or different countries
  - Participants and the (ABS contract training) trainers

**This phase will be driven both by questions and queries from the participants and will thus strongly depend on the engagement of the participants !**



## Q&A

# Training preparation



# Training preparation

Identifying participants	Selecting participants	Ensuring logistics
<ul style="list-style-type: none"> <li>• Decide on target groups</li> <li>• Create pool of potential participants (<math>\pm</math> 60)</li> <li>• Develop application form and invitation letter</li> <li>• Send out request for application</li> </ul>	<ul style="list-style-type: none"> <li>• Develop Selection Criteria Checklist</li> <li>• Pre-selection</li> <li>• Conduct interviews</li> <li>• Select max. 30 participants</li> </ul>	<ul style="list-style-type: none"> <li>• Identify field visit sites</li> <li>• Organise virtual and physical events</li> </ul>

## Q&A

## **Next steps & Next BIA Technical Exchange session**



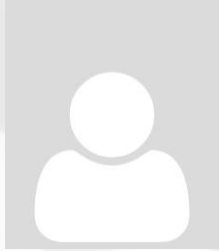
**Thank you for your participation**



Implemented by:



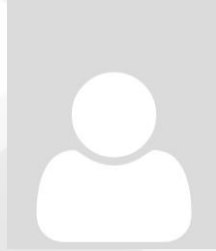
# Contact



## **Dr Andreas Drews**

Project Manager, Eschborn

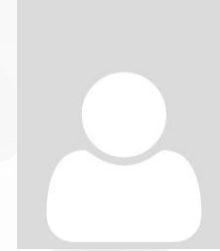
andreas.drews@giz.de  
T +49 (0) 6196 79 - 1363  
M +49 (0) 170 925 84 78



## **Friedrich zur Heide**

Project Coordinator, Bonn

friedrich.zurheide@giz.de  
T +49 (0) 228 44 60 - 1991  
M +49 (0) 152 900 512 93



## **Anja Teschner**

Technical Advisor, Bonn

anja.teschner@giz.de  
T +49 (0) 228 44 60 - 3070  
M +49 (0) 152 900 251 93



[www.giz.de](http://www.giz.de)



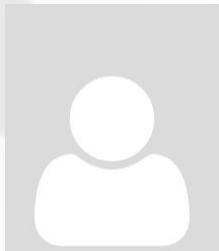
[https://twitter.com/giz\\_gmbh](https://twitter.com/giz_gmbh)



<https://www.facebook.com/gizprofile/>



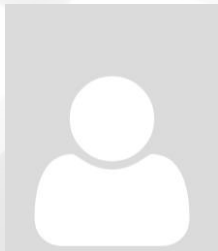
# Contact



## **Suhel al-Janabi**

Executive Director - GeoMedia GmbH, Bonn

s.aljanabi@geo-media.de  
T +49 (0) 228 90 96 620



## **Anna Lena Di Carlo**

Technical Coordinator - GeoMedia GmbH  
Bonn

l.dicarlo@geo-media.de



[www.giz.de](http://www.giz.de)



[https://twitter.com/giz\\_gmbh](https://twitter.com/giz_gmbh)



<https://www.facebook.com/gizprofile/>