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## FOR IMMEDIATE RELEASE

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## ICLogistics to help Macedonia Improve its Competitive Position in Global Markets

**Frederiksted, Saint Croix, USVI (July 17, 2007)** – Inner Circle Logistics (ICLogistics) was selected by the US Agency for International Development (USAID), as part of a team led by CARANA Corporation, to implement its Macedonia Competitiveness for the 21<sup>st</sup> Century Project (MAC21). The MAC21 Project will solidify USAID's legacy for transformational development and diplomacy in Macedonia. CARANA, ICLogistics and the other consortium members, comprised of U.S. and local Macedonian firms, will provide technical assistance in improving business practices, introducing new technologies, developing workforce skills, establishing business advocacy organizations, and improving access to capital. To accomplish USAID's goals, CARANA and ICLogistics will work to inject new dynamism into the private sector; promote modernizing firms and supply chains in high potential, export-oriented industries; and address structural issues limiting firms' ability to grow and flourish.

"We are proud that ICLogistics' solutions and expertise continue to provide value to Macedonia, and our success in the Balkans has fueled interest and acceptance of ICLogistics' solutions and processes at an international level by organizations such as the United Nations," says John Clendenin, CEO and founder of ICLogistics. ICLogistics has been working with USAID on trade facilitation projects in Macedonia and the Balkans since 2004, and its successful selection in the MAC21 competitive process is recognition of the importance and need to continue that work. Specifically, ICLogistics will support the MAC21 project by:

- Providing short-term technical assistance in selecting, tailoring, configuring, and applying a wide range of IT solutions for business, applicable changes in business practices, and software development.
- Providing and contributing intellectual resources, including its patented *Method and System for Business Information Networks*.
- Providing consulting and Business Process Management (BPM) tools for introducing and or improving business practices in Macedonia.
- Conducting research and industry assessments that pave the way for technical assistance and knowledge transfer on improved business practices.
- Supporting benchmarking efforts for quality effectiveness, and where appropriate, introducing quality and benchmarking techniques.
- Providing logistics, supply chain integration, operational support and agribusiness value chain consulting and optimization resources to the effort.
- Supporting the redesign of business practices, at the firm-level and at the sector level, to accommodate new and appropriate technologies relating to Small- and Medium-sized Enterprises (SMEs).

ICLogistics' participation in the MAC21 Project is a complement to ICLogistics' recent selection by the Macedonian Customs Administration (MCA) as the contractor to provide technical assistance and manage the pilot project on a US Trade and Development Agency (USTDA) grant awarded to the MCA in late May 2007. Increasing trade capacity in South East Europe along Corridor X has been identified by the European Union (EU) as one of the five most important strategic transport routes in Europe and is the objective of the grant award. The grant will be used to partially fund a technical assistance program and pilot project that will facilitate trade by simplifying transit documentation requirements through a regional "single window" entry system for the Customs Administrations of Macedonia, Serbia and Bulgaria.

**About ICLogistics**

ICLogistics provides the connectivity required to complete the "last mile" of supply chain integration in an inexpensive and easy-to-use format. It delivers significant cost savings, international reach and an unprecedented level of access to supply chain information to large corporations and small and medium enterprises (SMEs) by combining a business-to-business (B2B) technology model with a patented process for exchanging inventory and supply chain data. ICLogistics combines Web-enabled data and document management with the integration and information management capabilities of enterprise resources planning (ERP) to power full supply chain integration. [www.iclogistics.com](http://www.iclogistics.com).

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