



Secretary General

Date: .....

No.: .....

# **Memorandum of Understanding for Developing a Network of Business Enhancement, Benchmarking, Ranking & Matching of Firms in ECO Member States**

**Between:**

**ECO chamber of Commerce and Industry**

**&**

**Intelligent Persian Corporation**

Review No. : 28

March/12 2014

In the Name of ALLAH



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This Memorandum of Understanding (MOU) is signed on 12/March/2014 between **ECO Chamber of Commerce & Industry** (hereinafter referred to as "ECO Chamber") in the one hand and **Intelligent Persian Corporation** (hereinafter referred to as "IPC") on the other hand. ECO Chamber and IPC may individually be referred to as "Party" or collectively as "Parties".

**WHEREAS**, ECO Chamber is represented by Dr. Mohammad Reza Karbasi and sited at 3<sup>rd</sup> floor, No. 15, Khordad Ave., Taleghani St., Tehran, Iran. Telephone numbers: +982188306121.

**WHEREAS**, IPC is represented by Mr. Farshid Shokrehodae and sited at Number 14 , 5<sup>th</sup> floor, No. 2, 12th Alley, Sarafraz St., Beheshti St., Tehran, Iran. Telephone numbers: +982188173407

**WHEREAS**, the Parties share the objectives of fostering cooperation and business development within the ECO member states and promoting strategic alliances through exchange of ideas, information, and knowledge;

**NOW, THEREFORE**, the Parties hereto have agreed to cooperate as follows:

## 1. INTRODUCTION:

In order to develop the commercial relations and improve the competitiveness and empowerment of economic activists of the member states, **ECO Chamber** is intended to develop the concepts of scientific management specially Productivity, Quality, Benchmarking, Ranking and Business Matching, within Industrial and service firms of the member states. ECO Chamber is interested in accomplishment of the above mentioned mission through development of partnership and collaborations with specialists and experts of the member states.

IPC is active in Productivity Management, Quality, Business Excellence, Ranking, Benchmarking and Business Matching in national and international levels and has special expertise in the mentioned areas. Also IPC is the owner of an eight-year data base of financial, economic and productivity indices of more than 800 companies and an online





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website for measuring, comparing and analysis of performance indicators of Asian Benchmarking Network ([www.asiabenchmark.com](http://www.asiabenchmark.com)). IPC is willing to develop, and execute the applied concepts of Productivity Management, Quality, Business Excellence, Ranking, Benchmarking and Business Matching in industrial and service firms of the ECO member states.

**2. AREAS OF COOPERATION**

- 1- Cooperation for developing ECO benchmarking Network in connection with Global Benchmarking Network (GBN) to provide detailed comparison of different sectors of member states & publishing industry averages and good practices in productivity indicators.
- 2- Cooperation for ranking and empowerment of firms, associations and assemblies of ECO member states.
- 3- Cooperation for developing a professional and effective Business Matching System to foster business ties between companies of ECO member states.
- 4- Cooperation for developing structures and models to organize ECO Excellence Award & productivity festival.
- 5- Cooperation for developing a network of productivity improvements in ECO member states, for measuring and analysis of productivity indices.
- 6- Cooperation in Credit Rating of companies in ECO member states.
- 7- Cooperation for Energy Optimization and improvement of Industrial processes.
- 8- Cooperation in designing short-term applied educational packages suitable for SMEs.
- 9- Cooperation in mutual introduction within and out of country in business guild and experts communities.
- 10- Cooperation in organizing mutual congress and meetings related to MOU targets.





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- 11- Cooperation in other issues related to productivity, benchmarking, ranking and business matching, holding International Awards which there should be a signed agreement by representative of both sides for each of the mentioned issues.

### 3. IPC COMMITMENTS

- 1- Introducing ECO Chamber as one of the sponsors of productivity, benchmarking, ranking and business matching in the region.
- 2- Establishing the secretariat of ECO Chamber's network of productivity development, benchmarking, ranking and business matching in Tehran.
- 3- Presenting special offers and facilities to use the mentioned network for those introduced by ECO Chamber.
- 4- Other issues which is agreed in written by representatives of both sides.

### 4. ECO CHAMBER COMMITMENTS

- 1- Suitable declaration and advertisement about productivity, benchmarking, ranking, business matching and services of the mentioned network to the members.
- 2- Providing facilities and office area for secretariat of ECO Chamber's network for productivity development, benchmarking and ranking, if needed.
- 3- Inviting and organizing meetings for developing and introducing the main concepts of productivity management, benchmarking and ranking in ECO region.
- 4- Organizing regular meetings for network of productivity development, benchmarking and ranking with presence of different stakeholders.
- 5- Inviting stakeholders for organizing different training courses.





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6- Inviting IPC to participate in special congresses and meetings of the region related to productivity, benchmarking and ranking.

7- Other issues which is agreed in written by representatives of both sides.

## 5. RESPONSIBILITIES AND AUTHORITIES

IPC is responsible and authorized for establishment and executive management of the network. This activity will be accomplished in a steering committee which consists of two top managers of IPC and three top managers of ECO Chamber.

## 6. EXCHANGE OF INFORMATION

1. The Parties shall keep each other informed through seasonal reports and newsletters.
2. The Parties shall exchange relevant information on matters of common interest.

## 7. IMPLEMENTATION MECHANISM

In order to implement specific activities in the areas of cooperation envisioned herein, the Parties will meet in Tehran and discuss the details in order to make specific arrangements as may be necessary and appropriate. The activities envisaged under this MOU shall be carried out by each Party in accordance with its internal regulations, rules, and directives.

## 8. CONFIDENTIALITY

Each Party shall undertake to observe the confidentiality and secrecy of documents, information, and other data received from or supplied to the other Party during the period of implementation of this MOU or any other agreement made pursuant to this MOU. The Parties agree that the provisions of this Article shall continue to be binding on the Parties notwithstanding termination of this MOU.

## 9. DURATION

This MOU shall be effective from the date of the last signature for a five years term period.







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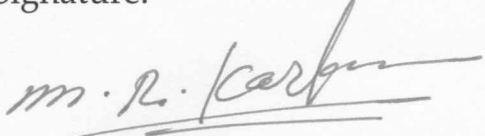
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**10. NOTICES**

IN WITNESS WHEREOF, the undersigned, duly appointed representatives of ECO CHAMBER and IPC, respectively, have on behalf of the Parties signed the present MOU with 10 Articles in two copies.

<b>For and on Behalf of</b>  <b>IPC</b>
Name: Mr. F. Shokrehodaee  Title: CEO  Date: 12/March/2014  Signature:  

<b>For and on behalf of</b>  <b>ECO CHAMBER</b>
Name: Dr. M.R. Karbasi  Title: Secretary General  Date: 12/March/2014  Signature:  12/3/2014