



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION

SECOND FORUM

# ISID

**INCLUSIVE AND  
SUSTAINABLE  
INDUSTRIAL  
DEVELOPMENT**

4 – 5 NOVEMBER 2014

VIENNA INTERNATIONAL CENTRE



## AIDE MEMOIRE

PARTNERSHIPS TO SCALE UP  
INVESTMENT FOR **ISID**





## UNIDO FORUM

on

### PARTNERSHIPS TO SCALE UP INVESTMENT FOR INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT (ISID)

4–5 November 2014  
Vienna, Austria

#### AIDE MEMOIRE

##### **A. Building partnerships to leverage resources for extended inclusive and sustainable industrial development impact**

1. In the last decade successful achievements of Millennium Development Goals have led to poverty reduction. However, development strategies, which have been implemented to date cannot meet the current challenges to concurrently address the sustainable social, economic and environmental dimensions of our planet. More than one billion people are still living in extreme poverty and income disparities continue to rise within countries.
2. New interlinked development strategies must be identified that call for integrated, sustainable and inclusive solutions to foster the creation of decent jobs, safe and universal energy access, sustainable cities, food security, access to clean water and sustainable agricultural production.
3. In this context, the United Nations post-2015 development agenda has reinforced the international community's commitment towards poverty eradication through, among others, inclusive and sustainable industrial development (ISID). To support this new mandate that UNIDO was given through the Lima Declaration in 2013, the Director General of UNIDO is convening two global Forums on ISID in 2014.
4. Drawing on international expertise and regional knowledge, the first ISID Forum, which took place on 23 and 24 June 2014, engaged Member States in a strategic dialogue, on how to formulate inclusive and sustainable industrial development strategies and policies. It also asserted the Organization's role in promoting smart policies and innovative business models for ISID. Furthermore, it provided a global platform to debate on how to operationalize these strategies according to international best practices and country tailor-made solutions, as well as supporting the development of state-of-the-art business infrastructure and industrial parks. The event drew more than 300 participants and high-level delegations from around 70 countries, including researchers and senior economists.
5. At this first Forum, debates reflected the diversity of Member States experiences and views, as well as their understanding of both local and global interests, with a consensus on the need to extend the impact of sustainable and inclusive development through tailor-made solutions for countries and regional industrial needs.
6. Panellists concluded that very often the market forces alone do not lead to a proper allocation of resources. Governments have a role to play with regards to ensuring financial stability, food security, social and economic inclusion, and safeguarding the environment. However, modern collective actions through public-private partnerships can create institutional innovations, which can effectively deal with the provision of public goods, such as hard and soft infrastructure, and knowledge and information sharing. Individual firms are rarely in a position to provide this type of services. Collective actions are especially needed to support the growth of



SMEs, which are generally flexible and innovative. SMEs have a high potential for job creation and contribute considerably to the gross domestic product (GDP) of many countries, including developed countries.

7. Forum panellists further elaborated on instruments of inclusive and sustainable industrial policymaking. According to the shared experiences, the holistic and partner-based approach of industrial parks emerged as being one of the instruments, which cut across different development strategies, such as those on investment generation, science and technology, innovation, job creation, education, and regional development. In addition, industrial parks have been successfully used as a testing ground for new reforms, policies and approaches to improve the business environment, as demonstrated in many East Asian countries. When these countries had limited resources, industrial parks helped solve business infrastructure problems in specific geographical areas, and were used to overcome barriers to firm entry, attract foreign direct investment (FDI), foster skilled manpower, and facilitate the growth of local industrial SME clusters.

8. The key outcomes of the first Forum serve as the foundation for this second Forum, underpinning confidence in well-structured partnerships for ISID. In line with the post-2015 development agenda, the second Forum aims to pilot the development of innovative partnership “business models” to implement ISID strategies. The main thrust behind the partnership business model is the mobilization of external partners and resources to extend the impact of UNIDO’s technical cooperation. UNIDO, through partnerships with Governments, development finance institutions, UN agencies, multi- and bilateral development agencies, civil society and the private sector, will have a much larger impact on the ground when its technical expertise is applied according to the needs of the Government and combined with the financing strength of financial institutions and the private sector.

### **B. The rationale of UNIDO’s partnership approach: A catalytic role to increase aid effectiveness**

9. UNIDO has already reaffirmed in the first Forum that sustainable development is closely connected to global systemic changes, and that multiple actors are needed to facilitate a transformation to sustainable societies. ISID calls for larger resources than a development organization can individually provide.

10. Beyond UNIDO’s capacity-building services, an ISID momentum requires infrastructure, roads and utilities. It also calls for mechanisms and strategies, which achieve concrete results in terms of market access, employment generation, attraction of foreign direct investment, technology upgrading, export development and foreign exchange earnings, and equitable labor policies, particularly in terms of gender, wage levels and benefits, ultimately for environment sustainability. Financing such a comprehensive development process postulates public and private capital.

11. UNIDO’s partnership approach is a holistic process including macroeconomic as well as institutional, social and environmental assets for achieving consensus among the partners on the priorities and resources from local and global actors of business, Governments, finance, research and academic institutions, multi- and bilateral aid organizations and NGOs. The approach calls for collective actions and catalyzes local and international development partners to provide the necessary support and knowledge, as well as raise the financial resources that are needed for inclusive and sustainable achievements.

12. The process claims close cooperation with Governments to create a conducive framework, which is needed to attract the interest of the private sector through profitability and impact of development initiatives. The leading principle is not a blueprint scheme for all, but tailor-made partnerships with each beneficiary country keeping the ownership and guidance of the entire process by defining its needs and required support, and finally ensuring the success of its delivery.



13. This approach also takes into account the current scenario of emerging southern countries building up significant capacities to address with northern countries key current issues such as environment and climate change, energy, food and clean water security, as well as global requirements for equitable growth. UNIDO's role is to facilitate the flow of available resources globally in the context of a global inclusive approach to the management of global problems, and also for building a wider foundation for sustainable economic growth.

14. To achieve this goal, the partnership approach aims to increase resource mobilization by strengthening cooperation between Governments and the development finance sector to create workable frameworks that will reduce the risk or lower the cost of capital for investors in financing sustainable development.

15. On the one hand, this partnership approach should be developed in close cooperation with development finance institutions (DFI) based on mutual interest, allowing DFIs to benefit from UNIDO's technical competence to screen their project portfolios and assess the interventions required to address common ISID challenges, as well as recommend pilot technical interventions/solutions at technology and market access levels. On the other hand, UNIDO's limited technical cooperation resources are strategically invested so as to leverage parallel flows of financial resources and trigger a tangible ISID impact.

16. Last but not least, to attain ISID goals UNIDO has to meet the increasing interests of the financial and industrial private sector through engaging in poverty reduction. Especially in the last years, and affected by the global financial crisis, this has become the marquee trend in international development. An increasing number of private companies are seeking partnership opportunities to share the responsibility of Governments in raising the living conditions of the poor on our planet.

17. UNIDO is a strong advocate for and experienced promoter of strategic partnerships with the private sector in development matters. Partnering with private businesses increases effectiveness and outreach in the achievement of ISID goals. Donors' aid often lacks committed and capable implementing partners. While business partners not only have knowledge and capacities to make such joint developmental initiatives possible, they can also provide an essential contribution to the financing of shared initiatives.

18. In a win-win scenario, UNIDO's partnership approach ensures that private investors are not left alone in taking the risk to contribute with their own resources to initiatives with developmental outcomes. Instead, they will be directly involved in its technical cooperation initiatives, securing their sustainability and replication for inclusive results.

19. All in all, through strategic partnerships, it is expected that the impact of UNIDO's operation will extend well beyond the grant-funded, capacity-building assistance traditionally delivered. This will be of additional benefit to UNIDO's Member States. Through strategic partnerships, UNIDO will be in a stronger position to support Member States' national ISID strategies. The benefits of this approach for Member States will be demonstrated in two pilot countries. It should be noted that it is not only the recipient countries that will benefit from the partnership approach, but also mid- and high-income countries may identify investment opportunities and new markets.

20. Successful inroads were made by UNIDO in recent years towards sister United Nations agencies and private enterprises to scale up the impact of technical cooperation delivery; partnerships are now extended to private investors and development finance institutions.



### C. The road map for the second Forum

21. To begin with, in order to reach a common level of understanding, UNIDO will brief Member States and major stakeholders on the approach of developing innovative partnership “business models”. A few pilot initiatives applied at country level for the development of the ISID Programme for Country Partnerships (ISID-PCP) will be showcased as well.

22. The first ISID-PCP will be piloted in Africa, the region currently most in need of ISID assistance. Two pilot countries have been selected: Ethiopia, in English-speaking East Africa, and Senegal in French-speaking West Africa. It is expected that the ISID-PCP will demonstrate five main characteristics:

- (i) A strong country ownership
- (ii) A clear alignment to UNIDO’s ISID objectives
- (iii) A close alignment with the national resource mobilization strategies of the countries concerned, and the potential to scale up technical cooperation services through the establishment of partnerships
- (iv) An opportunity to deploy a multi-disciplinary array of UNIDO services
- (v) A rigorous monitoring and reporting mechanism so that Member States and partners can measure the concrete benefits of this new approach.

23. Yet, the focus of this business model is not limited to the two pilot countries. It is an open process, which goes beyond to encompass various partnership opportunities for impact investment in all beneficiary countries contributing to the achievement of ISID.

24. The two country pilot initiatives are expected to lead to the development of integrated impact investment plans through an action- and partnership-based methodology. These plans are expected to finance institutional infrastructure for industry and/or industrial value chains aimed at raising local value addition, as a strategy to expand job creation and reduce poverty while preserving the environment.

25. A platform will be offered to partners to discuss new modalities to mobilize resources for the ISID Programme for Country Partnerships and engage in concrete follow-up actions to leverage technical, human and financial capacities for a more effective partnered delivery and a better impact of technical cooperation.

26. This Forum provides an opportunity to gain valuable inputs from all Member States, and continue the discussions on how to operationalize the ISID Programme for Country Partnerships in their respective countries.

### D. Objective, outcome and outputs of the Forum

27. *Objective:* Extend impact and larger outreach of ISID goals through strengthening the partnership dialogue between UNIDO, recipient Governments, DFIs, other development agencies, the private sector, and donors to scale up ISID investment in developing countries.

28. *Outcome:* Gain momentum and a better understanding of UNIDO’s partnership-based approach in order to define concrete working models of cooperation between Governments, UNIDO and stakeholders for promoting ISID investment in line with post-2015 SDGs.



#### 29. *Outputs:*

- (i) Showcase UNIDO's ISID Programme for Country Partnerships through two pilot countries to private and public stakeholders, and initiate a partnership dialogue in selected beneficiary countries
- (ii) Define collaboration modalities for innovative business models to forge partnerships in order to scale up ISID investment and impact in assisted Member States
- (iii) Agree on the way forward for the sustainable development of UNIDO partnerships for ISID investment in 2015 and beyond.

#### **E. Dates and Venue**

30. The Forum will take place in Vienna on 4 and 5 November 2014, at the Vienna International Center, Wagramerstrasse 5, 1400 Vienna, Austria.

#### **F. Language requirements**

31. The working language of the Forum will be English. Simultaneous translation to Arabic, Chinese, French, Russian and Spanish will be offered to the participants. All documentation and background materials will be available in English.

#### **G. Participation provisions**

32. The Forum audience is fourfold: (i) it gathers representatives from relevant ministries of Member States interested in partnerships to upscale investments for ISID; (ii) it includes representatives of United Nations agencies and other multilateral and bilateral organizations; (iii) it targets representatives of development and commercial finance institutions, which can support partnerships for funding of Country and Thematic Partnerships Portfolios of investment opportunities for ISID; (iv) the fourth target group is composed of private investors and private sector representatives. Based on active role of the above participants, Country and Thematic Partnerships Portfolios of investment opportunities for ISID will be promoted jointly by participating governments and UNIDO.

33. Prior to this Forum a UNIDO Donor Meeting is scheduled to take place in Vienna on 3 November 2014 between 2.30 and 6 p.m. This meeting will showcase recent success stories from UNIDO's technical cooperation portfolio by sharing experiences and insights in an interactive session where donor representatives are invited to participate. Please indicate in the conference registration form if you wish to participate also in the Donor Meeting.

34. UNIDO will engage all internal and external field networks to mobilize partnerships of investors to the Forum, such as UNIDO Investment and Technology Promotion Offices (ITPO), UNIDO South-South Industrial Cooperation Centres (UCSSIC), UNIDO Subcontracting and Partnership Exchange (SPX) network and Investment Promotion Agencies (IPA) of respective Member States.

#### **H. Management arrangements**

##### *Air tickets & Subsistence allowance*

35. Travel costs to/from Vienna, subsistence allowance and accommodation expenses will not be borne by UNIDO.



36. UNIDO will not assume responsibility for any other costs, including, but not limited to, the following expenditures, which may be incurred by participants:

- (i) Costs incurred by participants with respect to private local travel, any insurance, medical bills, and hospitalization fees
- (ii) Incidental costs incurred with travel, e.g. passport, visas, private stopover
- (iii) Compensation in the event of death, disability or illness
- (iv) Loss of or damage to personal property
- (v) Purchase of personal belongings and compensation for damage caused to them by climatic and other conditions
- (vi) Other unforeseen expenditures.

#### *Accommodation*

37. Participants should make their own reservations by the end of September, as hotel rooms are scarce at this time of the year. A list of hotels together with contact numbers is attached. Please see annex 4 for a list of hotels.

#### *Visas*

38. Prior to leaving their home country, participants are requested to make their own arrangements for entry visas, or travel permits, that may be required for the entire travel (including for transit countries) to Vienna, Austria. A Letter of Assistance from UNIDO to facilitate the receipt of visas could be issued when needed. Please note that issuance of visas is subject to consultations among all Schengen countries and requires three weeks.

#### *Registration procedure*

39. To facilitate arrangements, a registration form is attached. All participants are requested to complete and return the form as soon as possible by fax or e-mail to the contact person referred in the form. Furthermore, it would be appreciated if participants could submit a scanned picture together with the completed registration form to the contact person below in order to help with early preparation of UN grounds passes at the Vienna International Centre (VIC). This would help expedite the registration process significantly.

40. Registration will be open at Checkpoint 1 of the VIC on 4 November from 8:30 to 9:00 a.m. Participants are kindly requested to present their national passports with them for VIC Registration procedures.

#### *Transportation arrangements*

41. The Forum will be held at the Vienna International Center (VIC), at Wagramerstrasse 5, 1040 Vienna, Austria.

42. Regular airport buses run directly to the VIC from Vienna International Airport. The nearest U-Bahn (metro) Station to the VIC: Kaisermühlen-Vienna International Centre – located on the 'U1' line to the north-east of the city centre.

43. A map of Vienna's U-Bahn service is attached as Annex 2 and the Shuttle Airport Bus time table in Annex 3.



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DEVELOPMENT  
4 – 5 NOVEMBER 2014  
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## I. Enquiries and correspondence

All enquiries and correspondence prior to the meeting should be addressed to:

Contact persons at UNIDO Headquarters:

### **Mr. Ciyong ZOU**

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Partnerships and Results Monitoring Branch  
Programme Development and Technical Cooperation Division  
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E-mail: [c.zou@unido.org](mailto:c.zou@unido.org)  
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### **Mr. Weixi GONG**

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[www.unido.org](http://www.unido.org)



**REGISTRATION FORM**

UNIDO Forum on  
 “Partnerships to Upscale Investments for  
 Inclusive and Sustainable Industrial Development (ISID)”  
 Vienna, Austria  
 4-5 November 2014  
 and  
 “UNIDO Donor Meeting”  
 3 November 2014 from 2.30 to 6 p.m.

**Registration Form**

Please return this form together with a short CV and your photo by e-mail to the address given below:

UNIDO (attn: Romana Benisch and Kjell Sundin)

Phone: +43-1-26026 - 3391 and 3431

E-mail: [r.benisch@unido.org](mailto:r.benisch@unido.org) [k.sundin@unido.org](mailto:k.sundin@unido.org)

Full name (first name and family name as in Passport): .....

Country: .....

Institution: .....

Position: .....

Work Address: .....

Telephone: .....

E-Mail: .....

- I will attend the UNIDO Forum on Tuesday 4 and Wednesday 5 November 2014
- I will attend the UNIDO Donor Meeting on Monday 3 November 2014

Other comments/requests: .....

Do you need visa support?

Yes

No

If yes, please provide your passport details and attach a scanned copy of the first page:

Passport No:	Passport Type:	Passport Issued by:
Nationality:	Place of Birth:	Date of Birth:
Address:	Date of Issue:	Date of Expiry:



ANNEX 2 – MAP OF VIENNA'S U-BAHN (METRO) SERVICE





ANNEX 3 – AIRPORT SHUTTLE BUS-TIME TABLE: AIRPORT TO VIENNA INTERNATIONAL CENTRE



Gültig ab 15.12.2013. Fahrplanänderungen vorbehalten.

**1183 Flughafen Wien ↔ Wien Kaisermühlen VIC ↔ Wien Donauzentrum**

Fahrnummer		1183 102	1183 132	1183 106	1183 108	1183 110	1183 112	1183 130	1183 116	1183 118	1183 120
Fußnoten											
Nr.											
1	Flughafen Wien Busterminal ↔ ab	7.10	8.10	9.10	10.10	11.10	12.10	13.10	14.10	15.10	16.10
2	Wien Donaumarina (Wehlstraße) ↔	↙ 7.27	↙ 8.27	↙ 9.27	↙ 10.27	↙ 11.27	↙ 12.27	↙ 13.27	↙ 14.27	↙ 15.27	↙ 16.27
3	Wien Stadion (Stadion-Center) ↔	↙ 7.30	↙ 8.30	↙ 9.30	↙ 10.30	↙ 11.30	↙ 12.30	↙ 13.30	↙ 14.30	↙ 15.30	↙ 16.30
4	Wien Kaisermühlen VIC (Wagramer Straße) ↔	↙ 7.40	↙ 8.40	↙ 9.40	↙ 10.40	↙ 11.40	↙ 12.40	↙ 13.40	↙ 14.40	↙ 15.40	↙ 16.40
5	Wien Julius-Payer-Gasse (Hotel Park Inn)	↙ 7.43	↙ 8.43	↙ 9.43	↙ 10.43	↙ 11.43	↙ 12.43	↙ 13.43	↙ 14.43	↙ 15.43	↙ 16.43
6	Wien Donauzentrum ↔ an	7.49	8.49	9.49	10.49	11.49	12.49	13.49	14.49	15.49	16.49

Fahrnummer		1183 122	1183 124	1183 126	1183 128
Fußnoten					
	Flughafen Wien Busterminal ↔ ab	17.10	18.10	19.10	20.10
	Wien Donaumarina (Wehlstraße) ↔	↙ 17.27	↙ 18.27	↙ 19.27	↙ 20.27
	Wien Stadion (Stadion-Center) ↔	↙ 17.30	↙ 18.30	↙ 19.30	↙ 20.30
	Wien Kaisermühlen VIC (Wagramer Straße) ↔	↙ 17.40	↙ 18.40	↙ 19.40	↙ 20.40
	Wien Julius-Payer-Gasse (Hotel Park Inn)	↙ 17.43	↙ 18.43	↙ 19.43	↙ 20.43
	Wien Donauzentrum ↔ an	17.49	18.49	19.49	20.49

↙ Kurs hält nur zum Aussteigen  
Am 24.Dez. und 31.Dez. Verkehr wie an schulfreien Samstagen

Fahrpreis: Einfache Fahrt 8,00 Euro,  
Hin- und Rückfahrt 13,00 Euro

Fares: One-way ticket 8.00 Euro,  
return ticket 13.00 Euro

04.02.2014 08:16:51

ÖBB-Postbus GmbH  
Check-in 3, Ankunft, 1300 Wien Flughafen  
www.postbus.at  
Kundeninformation 0810 222 333 (täglich von 6 bis 22 Uhr)



ANNEX 3 – AIRPORT SHUTTLE BUS-TIME TABLE: VIENNA INTERNATIONAL CENTRE TO AIRPORT



Gültig ab 15.12.2013. Fahrplanänderungen vorbehalten.

**1183** Wien Donauzentrum ☉ > Wien Kaisermühlen VIC ☉ > Flughafen Wien ✈

		Fahrnummer	1183 101	1183 103	1183 105	1183 129	1183 109	1183 111	1183 113	1183 115	1183 131	1183 119
Nr.	Fußnoten											
1	Wien Donauzentrum ☉ ab		5.58	6.58	7.58	8.58	9.58	10.58	11.58	12.58	13.58	14.58
2	Wien Kagraner Brücke (Hotel Lenas Donau)		▶ 6.01	▶ 7.01	▶ 8.01	▶ 9.01	▶ 10.01	▶ 11.01	▶ 12.01	▶ 13.01	▶ 14.01	▶ 15.01
3	Wien Hotel NH Danube City		▶ 6.05	▶ 7.05	▶ 8.05	▶ 9.05	▶ 10.05	▶ 11.05	▶ 12.05	▶ 13.05	▶ 14.05	▶ 15.05
4	Wien Kaisermühlen VIC ☉		▶ 6.10	▶ 7.10	▶ 8.10	▶ 9.10	▶ 10.10	▶ 11.10	▶ 12.10	▶ 13.10	▶ 14.10	▶ 15.10
5	Wien Stadion (Stadion-Center) ☉		▶ 6.20	▶ 7.20	▶ 8.20	▶ 9.20	▶ 10.20	▶ 11.20	▶ 12.20	▶ 13.20	▶ 14.20	▶ 15.20
6	Wien Donaumarina (Wehlstraße) ☉		▶ 6.23	▶ 7.23	▶ 8.23	▶ 9.23	▶ 10.23	▶ 11.23	▶ 12.23	▶ 13.23	▶ 14.23	▶ 15.23
7	Flughafen Wien Busterminal ✈ an		6.40	7.40	8.40	9.40	10.40	11.40	12.40	13.40	14.40	15.40

		Fahrnummer	1183 121	1183 123	1183 125	1183 127
Nr.	Fußnoten					
	Wien Donauzentrum ☉ ab		15.58	16.58	17.58	18.58
	Wien Kagraner Brücke (Hotel Lenas Donau)		▶ 16.01	▶ 17.01	▶ 18.01	▶ 19.01
	Wien Hotel NH Danube City		▶ 16.05	▶ 17.05	▶ 18.05	▶ 19.05
	Wien Kaisermühlen VIC ☉		▶ 16.10	▶ 17.10	▶ 18.10	▶ 19.10
	Wien Stadion (Stadion-Center) ☉		▶ 16.20	▶ 17.20	▶ 18.20	▶ 19.20
	Wien Donaumarina (Wehlstraße) ☉		▶ 16.23	▶ 17.23	▶ 18.23	▶ 19.23
	Flughafen Wien Busterminal ✈ an		16.40	17.40	18.40	19.40

▶ Kurs hält nur zum Einsteigen  
Am 24.Dez. und 31.Dez. Verkehr wie an  
schulfreien Samstagen

Fahrpreis: Einfache Fahrt 8,00 Euro,  
Hin- und Rückfahrt 13,00 Euro

Fares: One-way ticket 8.00 Euro,  
return ticket 13.00 Euro

ÖBB-Postbus GmbH

Check-in 3, Ankunft, 1300 Wien Flughafen

www.postbus.at

Kundeninformation 0810 222 333 (täglich von 6 bis 22 Uhr)

04.02.2014 08:16:51



## UNIDO Hotel List in Vienna

These hotels in Vienna offer special UN and UNIDO rates for 2014/15 (subject to direct reservation with hotels). Unless otherwise noted, rates are per room, per night, including breakfast, service, and taxes.

It is the traveler's responsibility to make his/her hotel reservations in Vienna when traveling, and to give a personal credit card number.

**Grand Hotel Wien \*\*\*\*\*** At underground U1, few stops from the VIC;  
Address: Kärntner Ring 9, 1010 Vienna  
Tel. +43 (1) 515 80-9900, Fax +43 (1) 515 13 13, reservation@grandhotelwien.com  
Single and double room rate: EUR 200, breakfast EUR 31 (per room, per night, including service and taxes)

**Hotel Imperial \*\*\*\*\*** At underground U1;  
Address: Kärntner Ring 16, 1010 Vienna  
Tel. +43 (1) 501 23-368, Fax +43 (1) 501 23-345, email andrea.schich@luxurycollection.com  
Single or double room: EUR 410 including breakfast (per room, per night including service and taxes)

**Ambassador \*\*\*\*\*** Near underground U1, few stops from the VIC;  
Address: Kärntner Strasse 22, 1010 Vienna  
Tel. +43 (1) 961 61 0, Fax +43 (1) 513 29 99; email reservations@ambassador.at  
Single room: EUR 240 to 271 (depending on time), double room: EUR 304 to 343; (per room, per night including service and taxes); Breakfast: EUR 20 per person

**Hotel Bristol \*\*\*\*\*** Near underground U1; Address: Kärntner Ring 1, 1010 Vienna;  
Tel. +43 (1) 501 23-368, Fax +43 (1) 501 23 345; e-mail: andrea.schich@luxurycollection.com  
Single or double room: EUR 197, breakfast: EUR 35 (per room, night including service and taxes) subway stop: U2/Stadium

**Hilton Vienna Danube \*\*\*\*\*** with the underground few stops and free shuttle service to the VIC every morning;  
Address: Handelskai 269, 1020 Vienna  
Tel. +43 (1) 727 77-70000, Fax +43 (1) 727 77-71000; email reservations.vienna@hilton.com  
Single or double room: EUR 125, breakfast EUR 24 (per room, per night, incl. service and taxes), subway stop: U2/Stadium

**Hilton Vienna \*\*\*\*\*** Underground U4, Stadtpark, change to U1, few stops from the VIC; Address: Am Stadtpark 3, 1030 Vienna  
Tel. +43 (1) 717 00 10000, Fax +43 (1) 717 00 11000, email reservations.vienna@hilton.com  
Single or double room : EUR 150, breakfast EUR 27 (per room, per night, incl. service and taxes), subway stop: U3/U4 Landstrasse

**Hilton Vienna Plaza \*\*\*\*\*** few minutes walk to the centre and underground U1; Address: Schottenring 11, 1010 Vienna  
Tel. +43 (1) 31 390 20000, Fax +43 (1) 31 390 21000; email reservations.vienna@hilton.com  
Single or double room: EUR 150, breakfast buffet EUR 27 (per room, per night, incl. service and taxes), subway stop: U2/Schottenring



**Hotel NH Danube City** \*\*\*\* few minutes walking distance from the VIC;  
Address: Wagramer Strasse 21, 1220 Vienna, Tel. +43 (1) 260 20 8266 (Ms. Berger), Fax +43 (1) 260 20/8108;  
E-mail : nhdanubecity@nh-hotels.com  
Single/double room: EUR 99/118 including breakfast (per room, per night, incl. services and taxes; not applicable during congress, exhibition and festival periods)

**Hotel Park Inn & Suites by Carlson** \*\*\*\* few minutes walking distance from the VIC;  
Address: Wagramer Strasse 16, 1220 Vienna  
Tel. +43 (1) 260 400, Fax +43 (1) 260 40-699; email reservation.vienna@rezidorparkinn.com  
Single room: EUR 97 and double room: EUR 112 (per room, per night, incl. breakfast, garage, service and taxes)

**Hotel Donauzentrum** \*\*\*\* in the Shopping Centre nearby, with the underground two stops only from the VIC;  
Address: Wagramer Strasse 83-85, 1220 Vienna  
Tel. +43 (1) 203 55 45-113, Fax +43 (1) 203 55 45-183; email reservierung.donauzentrum@austria-trend.at  
Single room: EUR 96, Double room: EUR 111, subway stop: U1/Kagran

**Best Western Hotel Opernring** \*\*\*\* Next to the Opera House, underground stop nearby;  
Address: Opernring 11, 1010 Vienna  
Tel. +43 (1) 587 55 18, Fax: +43 (1) 587 55 18 29; email reservation@opernring.at  
Single room: EUR 135, double room: EUR 155

**Hotel Lasalle** \*\*\*\* with the underground a few stops away from the VIC;  
Address: Engerthstrasse 173-175, 1020 Vienna  
Tel. +43 (1) 213 15-151, Fax +43 (1) 213 15-100; email reservierung.lasalle@austria-trend.at  
Single room: EUR 96, Double room: EUR 124

**Hotel Erzherzog Rainer** \*\*\*\* Few minutes walk from the underground;  
Address: Wiedner Hauptstrasse 27-29, 1040 Vienna  
Tel. +43 (1) 501 11-316, Fax +43 (1) 50111-350; email rainer@schick-hotels.com  
For special fares as below, please refer to ABTA-membership at time of reservation  
Single room: best price guaranteed, code 771894114

**Hotel Capricorno** \*\*\*\* With the underground, few stops from the VIC;  
Address: Schwedenplatz 3-4, 1010 Wien  
Tel. +43 (1) 533 31 04-0, Fax +43 (1) 533 76 714; email capricorno@schick-hotels.com  
For special fares as below : Please refer to ABTA-membership at time of reservation  
Single room: best price guarantee, code 771894114

**Hotel Stefanie** \*\*\*\* Few minutes walk to underground direction VIC;  
Address: Taborstrasse 12, 1020 Vienna  
Tel. +43 (1) 211 50-520, Fax +43 (1) 21150-526; email stefanie@schick-hotels.com  
For special fares as below : Please refer to ABTA-membership at time of reservation  
Single Room: best price guarantee, code 771894114

**Hotel City Central** \*\*\*\* Few minutes walk to underground direction VIC;  
Address: Taborstrasse 8, 1020 Vienna  
Tel. +43 (1) 211 05-0, Fax +43 (1) 211 05-140; email city.central@schick-hotels.com  
For special fares as below : Please refer to ABTA-membership at time of reservation



Single room: best price guarantee, code 771894114 [City Apartments (in the building of Hotel City Central)];  
Address: see above  
Reservation: +43 (1) 211 50-500, e-mail: Barbara.Danzer@schick-hotels.com  
best price guarantee, code 771894114

**Hotel Am Parking \*\*\*\*** Few steps from underground, change once to VIC;  
Address: Parkring 12, 1015 Vienna  
Tel. +43 (1) 514 80-0, Fax +43 (1) 514 80-40; email parkring@schick-hotels.com  
Single room: best price guarantee, code 771894114

**Hotel Radisson SAS Palais Hotel \*\*\*\*** Few steps from underground, change once to VIC;  
Address: Parkring 16, 1010 Vienna  
Tel. +43 (1) 515 17-0, Fax +43 (1) 512 22 16; email Sales.Vienna@RadissonSAS.com  
Single room: best price guarantee, code 771894114 (per room, per night, incl. service and taxes), approx.  
Euro 149, subway stop: U4/Stadtpark

**Hotel Marriott \*\*\*\*** Few steps from underground, change once to VIC;  
Address: Parkring 12a, 1010 Vienna  
Tel. +43 (1) 515 18-53, Fax +43 (1) 515 18-6722; email vienna.marriott.reservations@marriott-hotels.com;  
Single and double standard room: EUR159, breakfast: EUR 27 (reservation code: 17 BSCG) (per room, per  
night, incl. service and taxes), subway stop: U4/Stadtpark

**Hotel Sacher \*\*\*\*** Few steps from underground, direction VIC;  
Address: Philharmonikerstrasse 4, 1010 Vienna  
Tel. +43 (1) 51 456-0, Fax +43 (1) 51456-810; email wien@sacher.com (att. Mr. Glueck)  
Single and double room: EUR 199, breakfast: EUR 31 (per room, per night, incl. service and taxes)

**Austria Trend Hotel Europa Wien \*\*\*\*** located in the centre of Vienna, with the underground a few steps from  
the VIC;  
Address: Kärntnerstrasse 18, 1010 Vienna  
Tel. +43 (1) 515 77-88, Fax +43 (1) 515 94-888; email [1]  
Single room: EUR 125, Double room: EUR 140

**Hotel Kunsthof \*\*\*\*** With the underground a few steps from the VIC;  
Address: Mühlfeldgasse 13, 1020 Vienna  
Tel. +43 (1) 214 31 78, Fax +43 (1) 214 31 78-66; email welcome@hotelkunsthof.at  
Single room: EUR 72, Double room: EUR 90

**Hotel InterContinental Wien \*\*\*\*\*** With the underground a few steps from the VIC;  
Address: Johannesgasse 28, 1030 Vienna  
Tel. +43 (1) 711 22-275, Fax +43 (1) 711 22-345; email christian.nedbal@ihg.com  
Single and double room: EUR 175, breakfast EUR 28 (per room, per night, including service and taxes),  
subway stop: U4 Stadtpark

**ARCOTEL Kaiserwasser \*\*\*\*** Opposite Vienna International Centre;  
Address: Wagramerstrasse 8, 1220 Vienna  
Tel. (43-1) 5851111 or (43-1) 22424-0, Fax +43 (1) 22424-710; email [2]  
Single and double room : EUR 109 including breakfast (per room, per night including service and taxes); for  
double occupancy plus EUR 15 for second breakfast, subway stop U1/VIC.



**Hotel Am Schottenfeld \*\*\*\*** 5 minutes walk from U6 Burggasse-Stadthalle;  
Address: Schottenfeldgasse 74, 1070 Vienna  
Tel. +43 (1) 5265181, Fax: 526 51 81-160; email [schottenfeld@falkensteiner.com](mailto:schottenfeld@falkensteiner.com)  
Single room: EUR 90, Double room: EUR 121

**Premium Apartments - MyPlace \*\*\*\*\*** At underground U1;  
Address: Vorlaufstrasse 3, 1010 Vienna  
Tel. +43 (1) 317 1717 75; email [sales@my-place.at](mailto:sales@my-place.at)  
Studio (46 m<sup>2</sup>): EUR 135 - 150, Deluxe Apartment (49 to 57 m<sup>2</sup>): EUR 100 for stay of 22 nights (per room, night, incl. service and taxes, 24 hrs concierge service, internet, fully equipped kitchen, fitness lounge and use of roof terrace)

**Premium Apartments - MyPlace \*\*\*\*\*** At underground U4;  
Address: Roßauer Lände 23, 1090 Vienna  
Tel. +43 (1) 317 1717 75; email [sales@my-place.at](mailto:sales@my-place.at)  
Studio (46 m<sup>2</sup>) : EUR 110 - 135, Deluxe Apartment (49 to 57 m<sup>2</sup>): EUR 100 for stay of 22 nights (per room, night, incl. service and taxes, 24 hrs concierge service, internet, fully equipped kitchen, fitness lounge and use of roof terrace)

**Hotel Capri \*\*\*** With the underground 4 stops to VIC -  
Address: Praterstrasse 44-46, 1020 Vienna  
Tel. +43 (1) 214 84 04, Fax +43 (1) 214 27 85; email [office@hotelcapri.at](mailto:office@hotelcapri.at)  
Single room: EUR 88, Double room: EUR 120, subway stop: U1/Nestroyplatz

**Austria Classic Hotel Wien \*\*\*** With the underground few stops from the VIC;  
Address: Praterstrasse 72, 1020 Vienna  
Tel. +43 (1) 211 30-0, Fax +43 (1) 211 30-72; email [info@classic-hotelwien.at](mailto:info@classic-hotelwien.at)  
Single room: EUR 88, Double room: EUR 110

**Hotel Post \*\*\*** directly in the centre of Vienna, with the underground a few stops from the VIC;  
Address: Fleischmarkt 24, 1010 Vienna  
Tel. +43 (1) 515 83-0, Fax: 515 83 808; email [office@hotel-post-wien.at](mailto:office@hotel-post-wien.at)  
Single room: EUR 78, Double room: EUR 117

**Hotel Kärntnerhof \*\*\*** in the centre of Vienna, with the underground few stops from the VIC;  
Address: Grashofgasse 4, 1010 Vienna  
Tel. +43 (1) 512 19 23, Fax +43 (1) 513 22 28-33; email [karntnerhof@netway.at](mailto:karntnerhof@netway.at)  
Single room: EUR 70 -112, Double room: EUR 108 - 167

**The Levante Laudon Apartments \*\*\*** Near underground, change once to VIC;  
Address: Laudongasse 8, 1080 Vienna  
Tel. +43 (1) 407 13-70, Fax +43 (1) 407 13 71; email [reservationlaudon@thelevante.com](mailto:reservationlaudon@thelevante.com)  
Single room: EUR 135, double room: EUR 160 (per room, per night, incl. breakfast buffet, service and taxes)

**Hotel Wandl \*\*\*** In the centre of Vienna, underground U1/Stephansplatz;  
Address: Petersplatz 9, 1010 Vienna  
Tel. +43 (1) 53 455; email [reservation@hotel-wandl.com](mailto:reservation@hotel-wandl.com)  
Single room : EUR 96 - 114

All rates include taxes, services, and breakfast, unless otherwise indicated and are subject to change.





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**ISID** INCLUSIVE AND  
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INDUSTRIAL  
DEVELOPMENT

4 – 5 NOVEMBER 2014

VIENNA INTERNATIONAL CENTRE

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INDUSTRIAL DEVELOPMENT ORGANIZATION

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