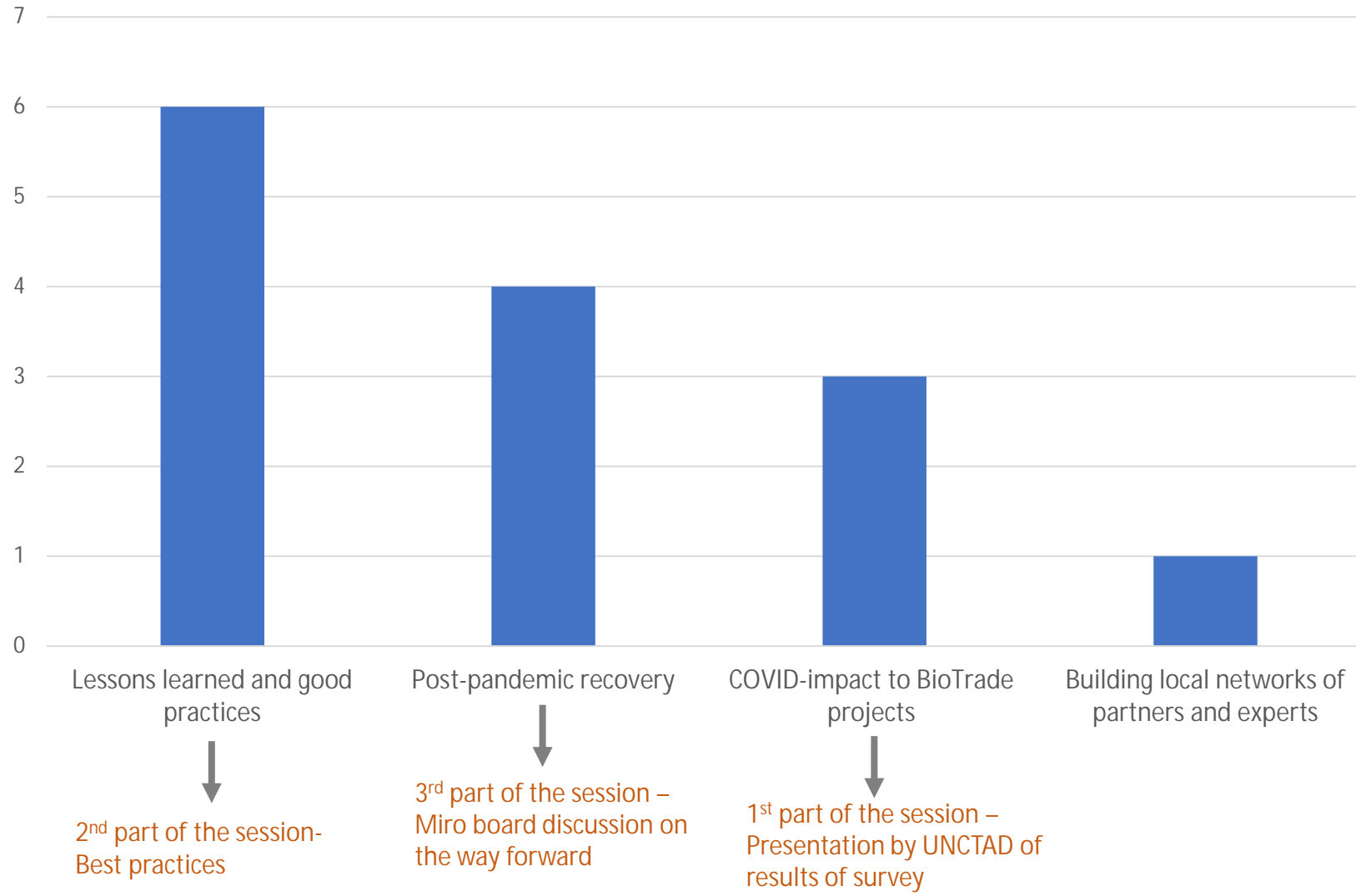
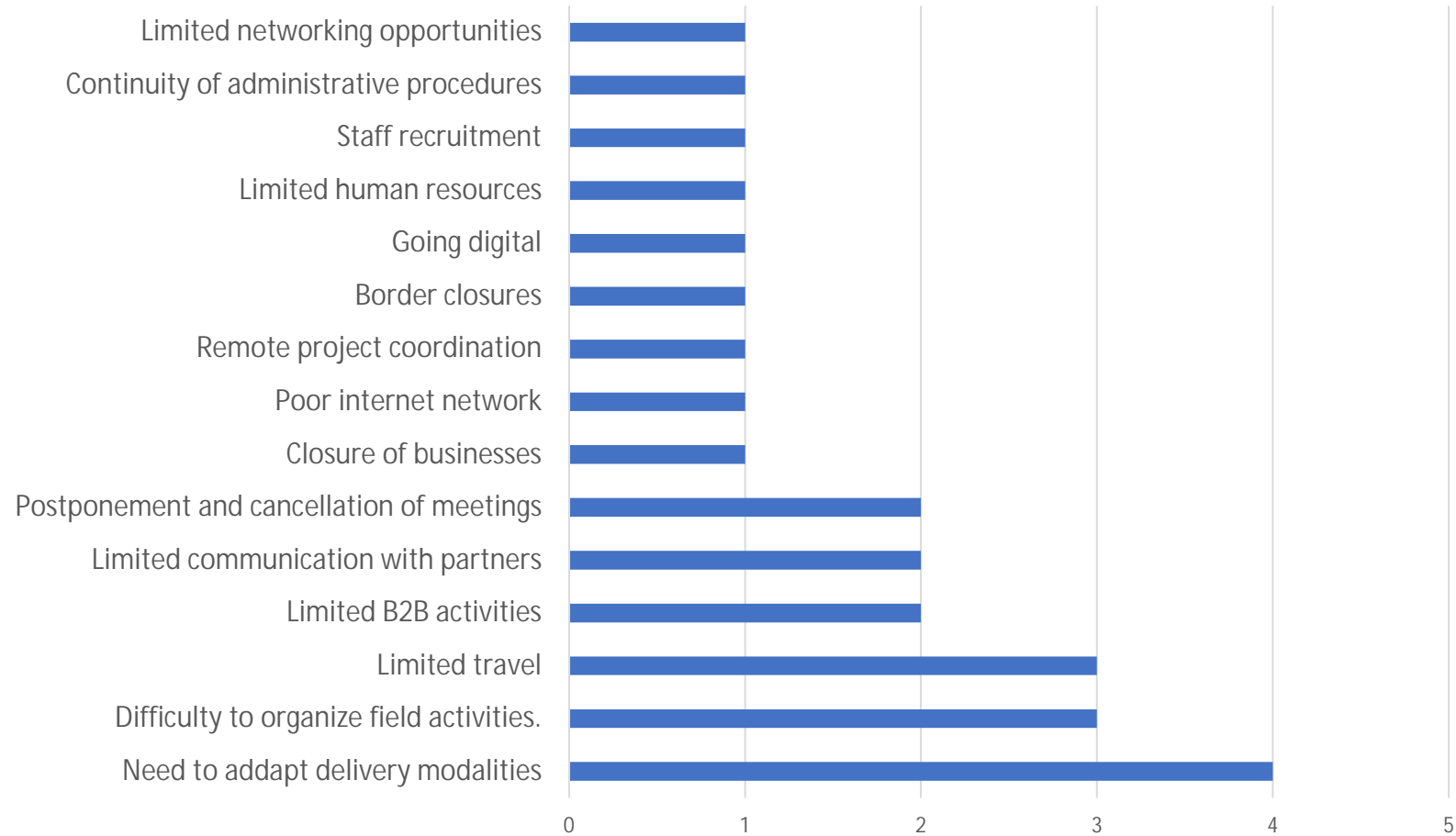


# Covid-19 session – *survey* *results*

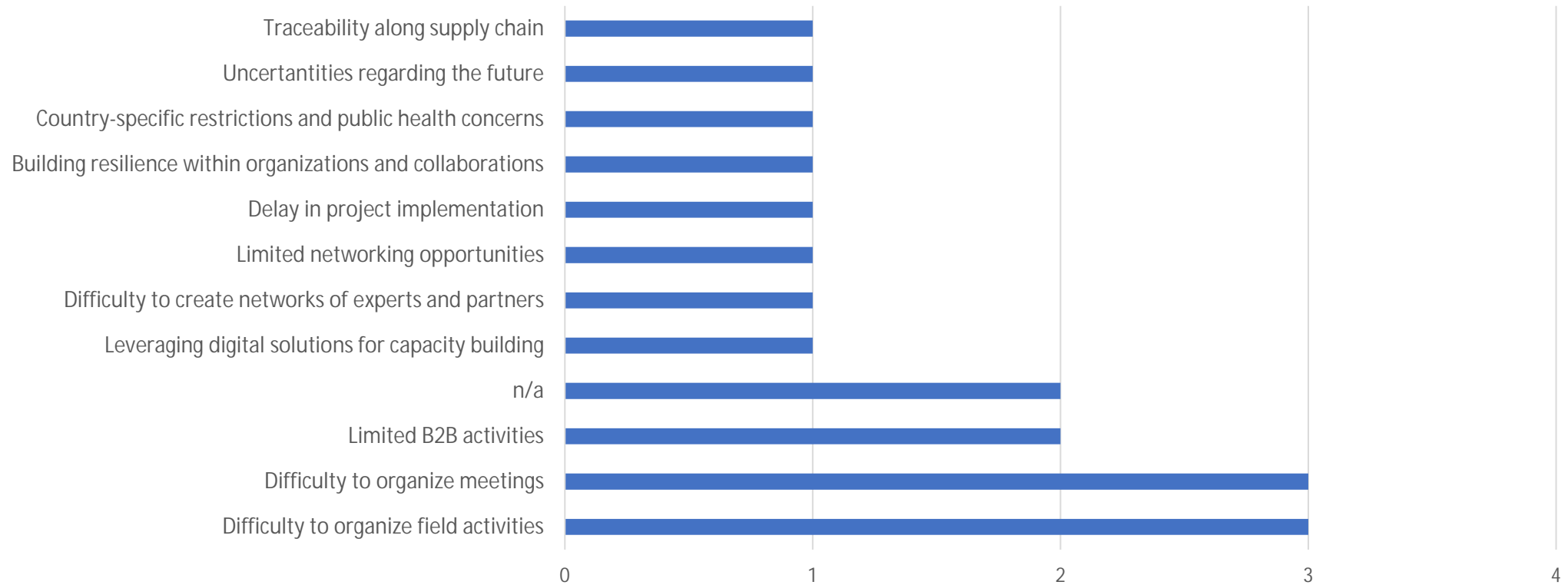
# What specific COVID-19 topic(s) would you like the session to highlight that would be helpful for your project/organization?



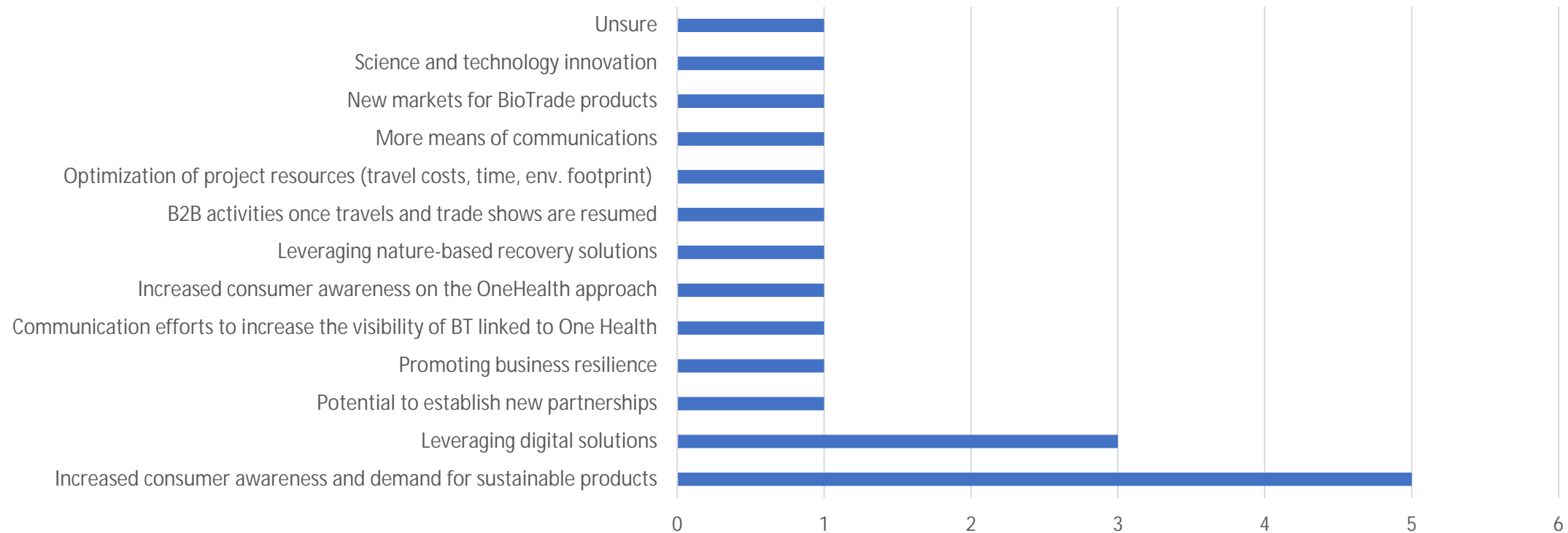
# In the first year of COVID-19 pandemic in 2020, what were your project's/ organization's main challenges?



# What remains as your project's/organization's challenge(s) as the pandemic continues to unravel?



# What positive prospects and opportunities do you see for your projects/organization in the COVID-19 recovery phase?



## II. Best practices

# Presentations on best practices

## 1. PromPeru

**Challenge:** Limited B2B activities during the pandemic. Need to adapt delivery modalities

**Response:** creation of the online platform [ecoybionegocios.pe](http://ecoybionegocios.pe)

## 2. UEBT

**Challenge:** Difficulty to organize field activities. Limited travel. Need to adapt delivery modalities

**Response:** **not clear which solution they found (based on the survey). UEBT says "UEBT modified (temporarily) service delivery modalities."**

**Questions for discussion:**

- Similar experiences from other partners? Key challenges to implement digital solutions? How can marketplaces complement traditional B2B activities (trade fairs)? Needs (capital/knowledge) that companies have to implement digital solutions? How will this shape future BioTrade projects?
- Experience of partners with virtual/online activities in replacement of visits in the field? How will this shape future activities? How to leverage networks for greater project coordination and outreach?