

Capacity Building collaborative activities include:

- 1 - Common Capacity Development activities in the fields of business management, financial management, BDS awareness program, service delivery, corporate governance, networking and advocacy. In addition to social development programs (cross cutting issues) that affect the SME sector.
- 2 - Business Advisor Program (BAP)
BAP is a capacity development training program aims to develop and enhance the skills of young business advisors to SME and create new generations of practical BDS technical resources in Egypt.
- 3 - Coaching, monitoring, technical assistance support, job shadowing, study missions, job exchange and learning by doing.
- 4 - BDS Internal Systems Development
Provides technical support to all BDS units and establishes internal systems including a system for cost recovery, client databases and manuals.

2- Cross Cutting Issues Strategy

The BDSSP is using innovative approaches to mainstreaming the social dimension in business development and integrating cross-cutting issues of gender equality, child protection and environment in various activities.

1. Gender Equality

BDSSP seeks to support women in realizing their economic potential through identifying and addressing their needs as entrepreneurs, managers and employees.

2. Children at Work

BDSSP seeks to find win-win interventions where child workers can improve the SMEs' bottom line and where SMEs can improve the quality of employment they offer children

3. Environment

The BDSSP's environment strategy incorporates two streams, the workplace environment and the external environment that is impacted by the workplace.



BDSSP

Business Development Services Support Project

Providing Non-Financial
Business Development Services
to Small and Medium Enterprises
in Egypt



Head Office: 48 El Nasr St., Maadi, 6th floor, Egypt
Tel.: +202 - 27547625 Fax: +202 - 27058924

Minia Office: 24 Cornich El Nile St., 6th floor, Minia, Egypt
Tel.: +086 - 2325412 Fax: +086 - 2369162

Alexandria Office: 95 Ismail Mehana St., El Labban,
Ground floor, Alexandria Egypt
Tel. & Fax: +03- 3913852

www.bdsspegypt.net

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The project is funded by the Canadian International Development Agency (CIDA) and executed by the Association of Canadian Community Colleges (ACCC) and Emerging Market Group - Canada.

Vision

To foster better employment opportunities through support to small and medium enterprise development with emphasis on the country's marginalized groups, in a particular women and youth.

Mission

To enhance the SME sector in the governorates of focus (Minya and Alexandria) and other areas of high levels of unemployment & poverty by supporting existing and/or new business development services providers and facilitators.

Strategy

- Improve BDS staff skills in designing, delivering, managing and monitoring new products and services.
- Assist BDS providers to identify and deliver demand driven non-financial Business Development Services to SMEs.
- Introduce fee for services from the outset with incremental and timely increase in fees to cover operating costs.
- Provide financial support to facilitators/providers on a declining basis (for service provision).
- Build the institutional capacity of BDS service providers to implement and sustain cost effective services that respond to the needs of SMEs and marginalized groups.
- Use local BDS Facilitators to help develop the market for business development services on a sustainable basis and the capacity of service providers to develop new service products and building.
- Support linkages and networking between services providers, Government of Egypt (GOE) officials and SMEs.

BDSSP Strategic Approaches

1. Provision of Non-Financial Business Development Services for SMEs
2. Improving SME Regulatory Environment

Provision of Non-Financial Business Development Services for SMEs

The project is supporting the provision of non-financial services to SMEs through:

1- BDS Capacity Building Facilitators

who assist in building the capacity of the BDS Providers in developing new business development products and services.

2- BDS Providers who directly interact with SMEs in providing Business Development Services through designing and delivering new demand driven non-financial services on a cost recovery basis.



Business Development Services (BDS) provided:

- Market Access
- Input Supply/suppliers/sources
- Technology and Product Development
- Training & Technical Assistance
- Problem Solving in Manufacturing
- Policy/Advocacy
- Access to Finance

Improving SME Regulatory Environment Strategic Approach

The Project uses a multi-faceted approach at the local, regional and national levels to mitigate the negative impact on SMEs caused by the excessive bureaucracy and regulatory impediments through:

- Reviewing laws, policies & regulations affecting SMEs growth.
- Proposing and testing changes facilitating SMEs growth and development
- Promoting the importance of the concept of BDS to policy makers
- Cooperating with government and donor agencies.

The project cooperates with **BDS Enabling Environment Facilitators, to:**

- Promote the role of services provision to SMEs and focus on advocacy and streamlining the policy and regulatory business environment for SMEs and expanding the demand for services by SMEs.
- Provide awareness and coaching sessions with BDSF/Ps on the BDS concept (strategic and operational levels), fund management procedures/proposals and needs of women entrepreneurs and how cross cutting issues can be integrated in services

Related Activities:

Access to Information

Facilitating access to information / statistics relevant to SME development in Egypt.

Improve Regulatory Processes

Establishing licensing One-Stop-Shops (OSS) where conditions are appropriate and local support and financing are available.

Access to Credit

Develop new financial services, products and procedures for SME's with partner banks and local banking institutions.

Implementation Strategies and Tools

1- Capacity Development Strategy

Capacity Development is an integral part of the project's activities, planning and implementation, associated with the project staff and its BDS partners and aims at enhancing performance capacity of BDS Providers/Facilitators.

