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MARCH 1999
ORIGINAL: ENGLISH

UNIDO Programme for the Development
of Industrial Subcontracting and Partnership

ASSISTANCE TO THE ESTABLISHMENT OF A SUB-REGIONAL NETWORK
OF INDUSTRIAL SUBCONTRACTING EXCHANGES
IN WEST AFRICAN COUNTRIES

IDDA/STAS - CLT/97/225

FINAL REPORT (*)

Based on the work of Nicola G. Schicchi - *Consultant*
Expert in Industrial Subcontracting
and Partnership

→ Backstopping Officer: André de Crombrughe
Programme Coordinator
Industrial Subcontracting and Partnership
Investment & Technology Promotion Branch

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION
VIENNA

(*) This document has not been edited

ACRONYMS

AGI	Association of Ghana Industries
A.O.	Afrique de l'Ouest
APEXCI	Association pour la Promotion des Exportation de C.I.
ASSI	Association of Small Scale Industries, Ghana
BGC	Business Growth Centre at AGI
BSTP-CI	Bourse de Sous-Traitance et de Partenariat de C.I.
CEDEAO	Communauté Economique des Etats de l'A.O. (ECOWAS)
CEPICI	Centre de Promotion des Investissements en C.I.
CCI-C.I.	Chambre de Commerce et d' Industrie de C.I.
C.I.	Côte d' Ivoire (Ivory Coast)
CNPI	Conseil National du Patronat Ivoirien
DANIDA	Danish International Development Agency
ECOWAS	Economic Community of West African States (CEDEAO)
FAGE	Federation of Associations of Ghana Exporters
FAIAO	Fédération des Associations d' Industries de l'A.O. (FEWAMA)
FEWAMA	Feder. of West African Manufacturers Associations (FAIAO)
FIPME	Fédération Ivoirienne des PME
FNSICI	Fédération Nationale des Industries et Services de C.I.
GAB	Ghana Association of Bankers
GEA	Ghana Employers Association
GEN	Ghana Enterprise Network
GNCC	Ghana National Chamber of Commerce
GTZ	Gesellschaft für Technische Zusammenarbeit, Germany
IIAO	Institut Industriel de l' A.O., C.I.
IMF	International Monetary Fund
MAN	Manufacturers Association of Nigeria
MDIPME	Ministère du Développement Industriel et des PME, C.I.
NBSSI	National Board for SSI, Ghana
PEF	Private Enterprise Foundation, Ghana
PME	Petites et Moyennes Entreprises (SME)
PMI	Petites et Moyennes Industries (SMI)
REAO	Réseau de l' Entreprise en A.O. (WAEN)
SME	Small and Medium Enterprises (PME)
SMI	Small and Medium Industries (PMI)
SPX	Subcontracting and Partnership Exchange
SSI	Small Scale Industries
UEMOA	Union Economique et Monétaire Ouest Africaine
UFR	UNIDO Field Representative
UNOC	Union du Patronat Congolais
USAID	United States International Development Programme, USA
WAEN	West Africa Enterprise Network (REAO)

ABSTRACT

IDDA/STAS - CLT/97/225

Purpose of the Project:

To conduct a preparatory assistance and pre-feasibility study (in the English speaking countries) on the possible establishment of a Sub-Regional Network of Industrial Subcontracting and Partnership Exchanges (SPX) in ECOWAS Countries (West Africa) and to formulate and present the related recommendations with the legal, institutional, financial and operational prerequisites.

Duration:

Missions to:

3-8 December 1997 Bamako, Mali.

28 April-7 May 1998 Lagos-Abuja, Nigeria and Accra, Ghana.

14-20 March 1999 Abidjan, Ivory Coast.

of Nicola G. Schicchi, Expert in Industrial Subcontracting and Partnership.

Main Conclusions and Recommendations:

The sub-regional meetings of Bamako and Abidjan, and consultations with counterparts in Nigeria and Ghana, lead to the conclusion that the creation of a SPX Network in West Africa is feasible, in conjunction with the establishment of a first group of Exchanges where the necessary prerequisites appear secured: Ivory Coast, Senegal, Guinea and Ghana.

To this effect, it is recommended to pursue the dialogue with AGI in Accra, in order to examine the viability of a national project for the SPX of Ghana.

In depth analysis of any available option, from the institutional and financial standpoint, are recommended for Nigeria, prior to any decision on industrial subcontracting promotion in this Federation of States.

Related Documents:

Interim Reports of December 1997 and May 1998.

Reports of the Expert for the French speaking countries.

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FINDINGS

SALI 99

The first Ivory Coast Industrial Exhibition was organized by MIDPME in Abidjan from 15 to 19 March 1999 with the participation of 65 local enterprises and institutions exhibiting eight categories of products and services.

Deficiencies were noticeable, issuing mainly from a short preparatory phase and from a vague definition of the exhibition focus.

Nevertheless, SALI 99 has registered a numerous attendance, including visitors from the West African sub-region.

The Organizers contemplate a by-annual frequency and the availability of an exhibition complex to be built in a near future.

Subcontracting Forum

A Workshop on Industrial Subcontracting and Partnership centered around presentations from UNIDO and BSTP-CI was held on 18 March, in the framework of SALI 99 programme of conferences. (See Annexes).

Approximately 50 participants representing public institutions and private organizations from Benin, Burkina Faso, Camerun, Congo, Gabon, Guinea, Liberia, Mali and Senegal, besides Ivory Coast, were present.

At a specialized seminar, the proposed West African Network of SPXs, according to the UNIDO system, was debated. A visit to the BSTP-CI and IIAO facilities in Bassam concluded the seminar.

An action plan resulting from the seminar was prepared by UNIDO. It encompasses the establishment of four SPXs in Ivory Coast, Senegal, Guinea and Ghana and the implementation of a regional programme to link the national units. (See Annexes).

Subcontracting Exchange of the Ivory Coast

Operational since mid 1998, BSTP-CI is located in the premises of IIAO, an institution created in 1982 to provide specialized training and technical services to the oil sector, at present undergoing a reshaping process in order to face the new industrial environment in the country.

Results achieved by BSTP-CI in the start-up phase, entirely locally financed, are encouraging.

The requirement for a consolidation stage and the full implementation of adequate methodologies, through UNIDO assistance, were reviewed at a meeting with BSTP-CI and FNISCI.

West African SPX Network

The pilot role to be played by the Ivory Coast Subcontracting and Partnership Exchange in the proposed West African SPX Network, was discussed with BSTP-CI and FNISCI.

Due to management changes in the WAEN structure, the possibility for this sub-regional association to act as a promoting and coordinating agency for the establishment of the Network could not be assessed.

The BSTP-CI Chairman, being a WAEN influential member, will review the issue and advise accordingly.

As a first action to progress toward the Network objective, the opportunity of selecting Industrial Subcontracting and Partnership as the main focus for the next SALI edition was brought forward by UNIDO.

CONCLUSIONS and RECOMMENDATIONS

Ghana

The considerations of the Second Interim Report of May 1998 are herewith reiterated, particularly the suitability of AGI, a private sector association, to become the main counterpart for a SPX in Ghana.

AGI has meantime repeatedly expressed a definite interest in starting consultations in view of taking the responsibility of establishing and running a SPX in Accra, in spite of the inability to attend the Abidjan Subcontracting Forum on 18 March 1999 (See Report and correspondence in the Annexes).

It is consequently recommended to pursue this process, by organizing meetings with AGI and other relevant institutions, in order to finalize the project with a workplan and funding arrangements for its execution. The SPX in Ghana could ideally be appointed as a pilot unit for the Network in the English speaking countries of West Africa, if the initial operational results will support this assumption.

Nigeria

Since the preliminary mission of April-May 1998, no advances were made with regard to the identification of potential counterparts to promote Industrial Subcontracting activities in Nigeria.

The ECOWAS Director of Industries, who indicated a favorable attitude to support the proposed SPX Network in West Africa, could not attend the Abidjan Forum, as planned.

Recommendations of the May 1998 Interim Report are therefore confirmed. A comprehensive preliminary investigation of the main options available: counterparts, SPX location(s), institutional set-up and measures to ensure financial sustainability of the Exchange(s), is strongly recommended, prior to any further action.

West African SPX Network

Activities outlined in the plan of action issuing from the Abidjan Subcontracting Forum should be gradually implemented, after a preliminary effort to secure funding of the sub-regional project.

It is particularly recommended to speed up the establishment of national SPXs in Senegal, Guinea and Ghana, where suitable counterparts were already identified.

As a second priority, awareness seminars for SMI representatives and training programmes for SPX staff members are recommended.

A pre-feasibility project document for the sub-regional SPX network is available in Vienna (See also Second Interim Report).

ANNEXES

LIST OF PEOPLE MET

AkmeI AKPA	CEPICI
Jean-Baptiste AMETHIER	FIPME C.I.
Jean-Baptiste AMICHIA	BSTP-CI
El Hadj Djibril BOPAKA	UNOC Congo
Siaka COULIBALY	MDIPME C.I.
Claude CUNY	UNIDO Expert
André de CROMBRUGGHE	UNIDO Vienna
Seidou E. DIARRA	CCI-CI
Fabien Mbeng EKOREZOCK	Ministère Industrie Congo
Cydjey Noelle NANGUI	BSTP-CI
Lakoun OUATTARA	FNISCI
C.T. SAKHO	UFR Abidjan
Abdou SEYNI	UEMOA Burkina Faso
Nagolo SORO	MIDPME
Daniel TEURQUETIL	FNISCI
Malem TIDZANI	Ministère Industrie Gabon
Seydou TOURE	BSTP-CI
Mohamed Said TOFANA	Chambre Commerce Guinea
Jean-Francois VAN HOLLEBEKE	UNIDO Dakar
Mireille VERGISON	Ambassade Belgique C.I.
Ousseini Edos YEYE	PAPME Burkina Faso



ORGANISATION DES NATIONS UNIES POUR LE DEVELOPPEMENT INDUSTRIEL

DESCRIPTION DE POSTE¹

COMMUNAUTE ECONOMIQUE DES ETATS DE L'AFRIQUE DE L'OUEST (CEDEAO)

Désignation du poste: Expert en organisation rationnelle de la sous-traitance industrielle

Durée de la mission: 0.7 m/m (en 2 missions scindées)

Date d'entrée en fonctions: Octobre 1997 - mars 1998

Lieu d'affectation: Lagos, Accra, Abidjan et travail à domicile

But du projet: Effectuer une étude préparatoire ou étude de faisabilité sur la possibilité de mettre en place un réseau sous-régional de Bourses de Sous-Traitance et de Partenariat Industriel (BSTP) dans les pays membres de la CEDEAO et formuler et présenter les propositions éventuelles, y inclus ses structures juridiques, institutionnelles, financières et opérationnelles.

Attributions: L'expert sera affecté à la CEDEAO, à la FAIAO (Fédération des Associations des Industriels de l'Afrique de l'Ouest) et de CAP Développement (pour la Bourse Pilote de Côte d'Ivoire), ainsi qu'à toutes autres organisations, publiques ou privées, jugées pertinentes. L'expert effectuera les tâches suivantes:

1. Organiser des consultations avec les institutions publiques (Ministères chargés du Développement Industriel, Centres de Promotion des Investissement dans la région, Chambres de Commerce et d'Industrie) et privées (Conseils Nationaux du Patronat, Fédérations Nationales des PME, Associations Nationales de Promotion des Exportations), ainsi que des entreprises donneuses d'ordres et sous-traitantes, en vue de les sensibiliser à la création d'un

¹ Toutes candidatures ou communications relatives à cette description de poste devront être adressées à: Section de recrutement du personnel affecté aux projets, Division des opérations industrielles, ONUDI, Centre international de Vienne, B.P. 300, A-1400 Vienne (Autriche)

réseau de BSTP et faire une proposition pour l'établissement d'un Comité Régional de Coordination du Réseau de BSTP (composition, termes de références, etc.)

2. Etablir un diagnostic du système et des pratiques des relations de sous-traitance industrielle existantes dans la région (Afrique de l'Ouest).
3. Organiser une réunion préparatoire des membres du Comité Régionale de Coordination du Réseau et présenter des propositions concrètes de création de BSTP ou des antennes nationales du réseau régional, pour leur considération et approbation éventuelle.
4. Organiser un Séminaire Régionale de Sensibilisation sur les bénéfices de la sous-traitance industrielle comme stratégie de développement économique et technique des entreprises et sur les avantages à adhérer au réseau de BSTP.
5. Formuler une proposition pour l'établissement d'un Réseau de Bourses de Sous-Traitance et de Partenariat Industriel (BSTP) y inclus les structures institutionnelle, légale (statuts), financière et opérationnelle.
6. Rédiger un rapport technique, y annexant le document de projet complet de mise en place du réseau de BSTP et de son Comité Régionale de Coordination du Réseau.

**Formation et expérience
requis:**

Ingénieur Industriel, ou Economist ou équivalent, ayant une expérience professionnelle étendue en matière d'organisation rationnelle de la sous-traitance industrielle, de la création et de la gestion des BSTP et de la méthodologie développée par l'ONUDI à cet effet.

**Connaissances
Linguistiques:**

Anglais (et/ou français)

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DECEMBER 1997
ORIGINAL: ENGLISH

ECONOMICAL COMMISSION OF WEST AFRICA STATES (ECOWAS)

**ASSISTANCE TO THE ESTABLISHMENT OF A REGIONAL INDUSTRIAL
SUBCONTRACTING NETWORK**

CLT / 97 / 225

INTERIM REPORT (*)

Based on the work of Nicola G. Schicchi
Expert in Industrial Subcontracting
and Partnership

Backstopping Officer: André de Crombrugghe
Programme Coordinator
Industrial Subcontracting and Partnership
Small and Medium Industries Branch

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION
VIENNA

(*) This document has not been edited

ABSTRACT

Purpose of the Project

Conduct a preparatory assistance and pre-feasibility study on the possible establishment of a sub-regional network of Industrial Subcontracting and Partnership Exchanges (SPX) in ECOWAS member Countries and to formulate and present the related recommendations including the legal, institutional, financial and operational prerequisites.

Activity

3 - 8 December 1997. Mission to Bamako, Mali of Nicola G. Schicchi, Expert in Industrial Subcontracting and Partnership.

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FINDINGS

The Third Biannual Regional Conference of the West African Enterprise Network (REAO/WAEN) at Bamako, Mali, 5 - 7 December 1997 was dedicated to the subject of "Forging Successful Partnerships - Issues and Solutions for West Africa".

In the framework of the Conference three Workshops have focused on Direct Sourcing, Technical/Financial Partnerships and Subcontracting (Programme and list of participants in the Annexes).

The UNIDO Experts (franco and anglophone) attending the Subcontracting Workshop have contributed to the debate outlining aspects of the Industrial Subcontracting and Partnership Programme and recommending the creation of a SPX network, according to UNIDO methodology, as an engine for subcontracting growth in West Africa.

The recommendation was officially accepted and included in the conclusions of the workshop (Annexes) as one of the strategic objectives for an action plan to foster subcontracting arrangements within the Region.

The participants to the Subcontracting Workshop were private sector representatives almost exclusively from francophone countries.

A remarkable achievement is the general agreement among all participants on the need to progress toward the establishment of the SPX network, taking advantage of the first encouraging example of the Ivory Coast and of UNIDO experience in various areas worldwide. SPX independence and staff dedication was specifically mentioned.

The conference has provided an additional confirmation of REAO / WAEN dynamism and determination, an indication of a promising active involvement of the private sector for the economic/industrial growth in West Africa.

This trend finds a favourable response from International Organizations and Donor Countries, as confirmed by the representatives attending the conference (World Bank, USAID, EU Commission, France Cooperation Agency).

A new Executive Committee of REAO / WAEN was nominated. It is composed by the National Coordinators of Niger, Gambia and Burkina Faso.

It should be mentioned that the current directory of member enterprises shows a predominance of companies from the service sector (banking, insurance, consultancy, trading) with a minority of industrial enterprises.

There is therefore room for enlargement to include a larger representation of manufacturers.

CONCLUSIONS

Due to a blend of favourable features, REAO / WAEN appears the suitable counterpart for the task of promoting subcontracting and partnership in West Africa.

In fact this organization :

- a) Is an offspring of the private sector and is managed by entrepreneurs.
- b) Has a regional coverage, associating 13 National Enterprise Networks.
- c) Has perceived the key role played by SMEs and particularly by Subcontractors for industrial advance.
- d) Can make use of an existing SPX at Abidjan as a pilote unit for subcontracting development.
- e) Enjoys the encouragement and support from major International Organizations willing to incite the private sector involvement as the engine for economical growth in the region.

As a preliminary reflection, the creation of a West Africa Regional SPX Network appears feasible, providing that the networking exercise progresses in parallel with the establishment of National Exchanges in the Countries of the Region, according to priorities determined by the local industrial base and by the availability of the institutional prerequisites.

RECOMMENDATIONS

The newly appointed REAO / WAEN Executive Committee has scheduled its next meeting at Abidjan on 17 January 1998. The subcontracting issue will probably be debated.

In this context, it would be advisable for UNIDO to encourage, assist and support REAO / WAEN activities aiming at :

- 1) The preparation and implementation of a plan for the creation of national SPXs, taking Ghana and Senegal as recommended priorities.
Due to the size (30 States) and importance of the Nigeria Federation, it is recommended to address subcontracting activities in this area as a separate topic, while maintaining institutional and operational principles on line with the ones adopted for other countries of the network.
- 2) Exploring the opportunity to ensure subcontracting promotion coverage in countries offering less initial scope for a fully fledged SPX. This could be achieved through the appointment of the local REAO / WAEN coordinating units as branches of neighbouring Exchanges.
- 3) The definition of the Terms of Reference for the proposed West Africa Subcontracting Network.
Tentative areas of activity could be :
 - Assuming a coordinating role as the privileged counterpart of International Organizations and Donors to launch specific programmes for subcontracting.
 - Contributing to the diffusion of industrial subcontracting and partnership awareness in the Region with the objective to enlarge the number of SPXs operating in West Africa.
 - Enhancing the exchange of information, experiences and business opportunities among the various entities in the Region.
 - Coordinating training scheme for SPX Staff, profiting of the Ivory Coast Exchange and of the UNIDO established SPXs in other Regions.
 - Investigating the feasibility of a West Africa Subcontracting Exhibition as an event cyclically revolving in the key locations of the Region to attract potential partners at regional and international level.

As a practical recommendation to advance within the above framework, the first step should be to envisage the organization by REAO / WAEN of an awareness seminar on Subcontracting covering modalities, updating information and documentation.

The seminar should see the participation of Entrepreneurs from selected sectors (metalworking, engineering, mechanical, plastic/rubber, electrical, industrial services), Representative of Associations, Governmental Bodies, Financial Institutions and Donors.

UNIDO should provide REAO / WAEN with the services of Experts as resource persons and supply adequate information material to make the event as fruitful as possible.

As an outcome of the Seminar, the REAO / WAEN coordinators in the countries already suitable for the establishment of national SPXs, should be encouraged to work out, with UNIDO assistance, the institutional, financial and operational details and to start the mobilization of the required funds, with potential Donors or funding Organizations.

It is furthermore recommended to appoint immediately the SPX at Abidjan as the focal point/pilote unit for the proposed subcontracting network.

In this respect it is also advisable for UNIDO to assist and support the Ivory Coast SPX for the responsibilities exceeding the normal national activity.

Finally it is recommended for UNIDO to secure the availability of technical assistance through the preparation of a project document with a detailed budget covering the different phases and activities required for the establishment and implementation of the Subcontracting Network within REAO / WAEN.

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MAY 1998
ORIGINAL: ENGLISH

ECONOMICAL COMMISSION OF WEST AFRICA STATES (ECOWAS)

ASSISTANCE TO THE ESTABLISHMENT OF A REGIONAL INDUSTRIAL
SUBCONTRACTING NETWORK

CLT / 97 / 225

SECOND INTERIM REPORT (*)

Based on the work of Nicola G. Schicchi
Expert in Industrial Subcontracting
and Partnership

Backstopping Officer: Andre' de Crombrughe
Programme Coordinator
Industrial Subcontracting and Partnership
Private Sector Development Branch

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION
VIENNA

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LIST OF ABBREVIATIONS

AGI	Association of Ghana Industries
ASSI	Association of Small Scale Industries, Ghana
BGC	Business Growth Centre at AGI
CEDEAO	Communaute' Economique des Etats de l'Afrique de l'Ouest (ECOWAS)
DANIDA	Danish International Development Agency
ECOWAS	Economic Community of West African States (CEDEAO)
FAGE	Federation of Associations of Ghana Exporters
FAIAO	Fédération des Associations des Industriels de l'Afrique de l'Ouest (FEWAMA)
FEWAMA	Federation of West African Manufactures Associations (FAIAO)
GAB	Ghana Association of Bankers
GEA	Ghana Employers Association
GEN	Ghana Enterprise Network
GNCC	Ghana National Chamber of Commerce
GTZ	Gesellschaft fuer Technische Zusammenarbeit , Germany
IMF	International Monetary Fund
MAN	Manufacturers Association of Nigeria
NBSSI	National Board for Small Scale Industries, Ghana
PEF	Private Enterprise Foundation, Ghana
REAO	Réseau de l'Enterprise en Afrique de l'Ouest (WAEN)
SME	Small - Medium Enterprise
SMI	Small - Medium Industry
SPX	Subcontracting and Partnership Exchange
SSI	Small Scale Industry
USAID	United States International Development Programme, USA
WAEN	West Africa Enterprise Network (REAO)

ABSTRACT

Purpose of the Project

Conduct a preparatory assistance and pre-feasibility study on the possible establishment of a sub-regional network of Industrial Subcontracting and Partnership Exchanges (SPX) in ECOWAS member Countries and to formulate and present the related recommendations including the legal, institutional, financial and operational prerequisites.

Activity

28 April – 7 May 1998. Mission to Lagos, Abuja, Nigeria and Accra, Ghana of Nicola G. Schicchi, Expert in Industrial Subcontracting and Partnership, for consultations with potential counterparts on the proposed sub - regional network of SPXs in West Africa.

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FINDINGS

NIGERIA

FEWAMA, the Federation of West African Manufacturers Associations, initiators of the request for the UNIDO assistance project for the Promotion of Industrial Subcontracting and Partnership in the ECOWAS Sub – Region, was dissolved in December 1997.

According to MAN, main reason for FEWAMA dissolution was the insufficient cooperation and financial back-up from other Manufacturers Associations of the Federation. Therefore MAN, the host Association, decided to stop the initiative.

MAN, has 2000 Associate Members (mostly SMEs) in the Federal Republic of Nigeria. However, apparently, no initiative was taken in the past to promote specifically industrial subcontracting/partnership and, in general, to improve the business climate for SMEs.

Faced with an alarming mortality among SMEs, MAN has organized in November 1997 a National Workshop on “Evolving a National Framework for the Emergence and Sustainance of a virile SMI sub-sector in Nigeria”.

The conclusion of the conference recommended the “establishment of a national subcontracting arrangement to foster cooperation within the SMEs and between them and large scale firms” as a measure to increase overall productivity and quality improvement.

In practical terms, nothing was initiated until now. MAN while reiterating its interest in the sub – regional industrial subcontracting network and in the creation of a national SPX in Nigeria, has stated that its limited resources do not allow the creation and the sustainability of the Subcontracting Exchange.

Chambers of Commerce at State level (Lagos, Kaduna) could be more suitable as counterparts for the Subcontracting project. This option would require additional scrutiny.

As mentioned in the recommendations of the December 1997 Interim Report, is necessary to address Industrial Subcontracting promotion in Nigeria as a separate issue requiring an adequate preparatory investigation prior to the identification of the appropriate counterpart and of the most suitable arrangement (geographical, institutional, operational).

GHANA

GHANA NATIONAL CHAMBER OF COMMERCE

The organization is changing its designation to incorporate the word "industry" as an indication of the involvement in the private manufacturing sector. The new GNCC chairman is involved in components manufacturing (automotive filters) and has a definite interest in the promotion of subcontracting and partnership.

GNCC is focal point for West Africa of the Trade Information Network and has been supported by UNDP to establish a Trade and Investment Management Centre with a Internet site.

The Chamber of Commerce is willing to take part in a SPX project for Ghana, networking with AGI, PEF and other relevant institutions or even accomodating the exchange in its premises.

The UNIDO methodology and the essential prerequisites (industrial, financial, staff motivation) were made clear to GNCC. Strenghtening existing cooperation arrangements with AGI, through an influencial participation to the SPX Steering Committee could be envisaged.

PRIVATE ENTERPRISE FOUNDATION

Is an umbrella organization grouping private sector business associations (GNCC, AGI, GEA, FAGE, GAB), established in 1994 and founded by USAID, DANIDA, the Ghana Government and other international donors.

PEF plays mainly an advocacy role aimed at influencing government policies and regulations in favour of the private sector, besides undertaking sectoral studies and economic analysis.

PEF attitude toward industrial subcontracting is very positive. They could back-up SPX operations linking with other institutions and governmental bodies, besides providing specialised support for specific analysis and promotional actions.

WAEN

Since January 1998, the association has a new Executive Secretary, Mr. Mabouso Thiam of Senegal. He should be contacted for further discussions on WAEN vole in the West African Network project.

The Ghana WAEN Branch, GEN is located at the premises of Data Bank Financial Service, a private company dealing with investments in the country, and manned by Data Bank Staff.

GEN/WAEN is willing to consider accomodating the SPX in its premises. An existing data base of WAEN members by industry sector could be the starting point for the Subcontracting files. However the GEN technical skill should be verified and upgraded if required.

Probably a coordinating role for the sub-region, rather than the operational functions to manage the SPX, is more suitable to WAEN/GEN.

NBSSI

The National Board for Small Scale Industries is a governmental body established to assist and promote micro (up to 5 people) and small industries (6 to 29 employees), attached to the Ministry of Trade and Industry.

Among its activities NBSSI encourages subcontracting by creating linkages with larger manufacturing units or by preparing draft policy documents for the Ministry, to facilitate SSI's business.

A new policy containing a package of incentives for larger industries to outsource part of their requirement is due for governmental approval soon.

NBSSI is UNIDO counterpart for a project of SSI's clusters in the Accra region (textile and woodworking).

Moreover NBSSI, assisted by the German Konrad Adenauer Foundation has created ASSI, the Association of Small Scale Industries, and a Business Advisory Center under a GTZ scheme.

The Board is favourable to the SPX project and to its location within the private sector. There is a basic willingness to continue cooperating with AGI and other associations although no formal linkages are in place.

NBSSI could be member of the Steering Committee for the Ghana SPX.

AGI

The Association of Ghana Industries is UNDP counterpart for a Business Growth Centre project expiring in 1998. Among the AGI - BGC objectives is the promotion of industrial subcontracting through match - making, surveys, promotion etc. In essence the UNDP project is equivalent to UNIDO SPX concept, but without a definite specific methodology.

BGC is located next to the main AGI offices within the Ghana International Trade Fair compound.

Office facilities are largely unoccupied and could easily accommodate a fully fledged SPX. The staff of 12 members is adequate, although engineering skill should be added to comply with industrial subcontracting activity.

AGI cooperates with other private sector organizations under the PEF umbrella and with governmental bodies such as NBSSI.

AGI - BGC is carrying subcontracting/clustering activities in the field of metal fabrication, pottery and woodworking. A survey of subcontracting potential was recently conducted among 21 major industries in the country to assess their outsourcing requirements.

The organization of a subcontracting section of the Ghana Technology Fair in October 1998 is under scrutiny.

AGI is definitely attracted by the possibility to establish the SPX within its BGC project as a second specialized phase of the UNDP project.

CONCLUSIONS

The creation of a regional network of SPXs in West Africa ECOWAS States, under the WAEN coordination appears feasible if the peculiar situation of each country is carefully examined with regard to the suitability to host a SPX, immediately or on mid-term basis, with a reasonable chance for success.

Focusing on the two countries covered by the mission, Nigeria has a much greater potential for industrial subcontracting than the balance of all other ECOWAS States, owing to the size of the market and to the structure of the industrial base. However the institutional prerequisites for a sustainable SPX project are not in place, at least for the time being, and for the proposed counterparts: FEWAMA was dissolved and MAN as a national private sector association is not in the position or willing to take care of subcontracting development.

Further investigations and a re-thinking of the nation wide coverage versus a sub regional approach within Nigeria will be required.

As for Ghana, in spite of the much narrower industrial structure and market size, various signs indicate a possibility for a SPX to be established .

One of the justifications for this situation is the great emphasis on the growth of the private sector stressed by the ERP, economy recovery programme enforced by IMF.

The public industrial sector is in fact practically non existent any longer.

There is a significant number of organizations from the private sector as well as government institutions involved in SMIs promotion and linkages, mostly under projects sponsored by international donors . AGI-BGC project appears very similar to the UNIDO SPX concept and is supported by UNDP.

It should be avoided to duplicate efforts and disperse resources. Existing initiatives as the one mentioned should be used as a base for a fully fledged SPX project, providing there is a consensus and a willingness to cooperate among the various players: in Ghana it appears possible to reach this goal.

RECOMMENDATIONS

Nigeria

The identification of a suitable counterpart to handle subcontracting promotion in Nigeria is a prerequisite for any further action, especially after the dissolution of FEWAMA and the difficulty to involve MAN in the project.

Indications to explore the attitude toward subcontracting of Chambers of Commerce at State level, could not be verified during the short mission.

The recommendation to handle Nigeria as a separate issue from the West Africa Network is therefore herewith reiterated.

Because of the magnitude and complexity of the country it is furthermore recommended to address subcontracting development individually for the most significant business areas (Lagos, Kaduna, Ibadan, etc.) avoiding dilution of available resources (human, operational and financial) and early SPX mortality.

It is strongly recommended to address the SPX sustainability already from the early discussion with suitable counterparts making clear that at least $\frac{3}{4}$ of SPX operating costs should be firmly covered by the local institutions/companies.

Ghana

Based on the consultations with WAEN, AGI, PEF, NHCC, NBSSI, it is recommended:

- To consider the participation of AGI, besides WAEN, at the forthcoming Abidjan Seminar, in order to review and discuss the possibility to start a project for SPX establishment at AGI as a continuation of the UNDP project expiring in 1998.
- To work out a suitable institutional arrangement for a SPX Steering Committee including the above institutions, plus ASSI.
- Particularly promising looks the attitude of the Chamber of Commerce, that could usefully support the SPX. Further discussions with NBSSI are recommended.
- It is advisable to support AGI within the framework of the Regional Network project, in order to organize a subcontracting section of the Ghana International Fair, with a participation of other SPXs/ of the Region.
- The preparation by AGI, in consultation with the other founding institutions, of a detailed four year financial plan of costs and revenues is strongly recommended as a necessary prerequisite for SPX sustainability.

ECOWAS support

ECOWAS/CEDEAO, recently relocated at the Nigeria Federal Capital Abuja, has set as one of the priorities for economical cooperation and integration among the 16 member states in West Africa, the development of a strong subcontracting activity for SMEs.

At a meeting with the Director of Industries, ECOWAS has reaffirmed the support to the proposed sub-regional network of SPXs in the West Africa Region.

From the operational standpoint ECOWAS could consider to co-finance the project, for a limited share of the cost (tentatively 50,000\$).

It is recommended to consider following prerequisites for the project document in order to be considered by ECOWAS:

- The network should be planned for the benefit of all ECOWAS Member States.
- Gradual implementation of the project with the establishment of national SPXs should be spelled out, indicating the Countries more suitable for immediate actions, followed by antennas in the States where subcontracting is still at an infant stage
- ECOWAS support to national SPXs should be considered as steps for the establishment of the entire West African Network.
- The participation of ECOWAS Director of Industries to the Abidjan Seminar could be the occasion to finalize ECOWAS support to the SPX network and it is therefore recommended.

The Project document

The terms of reference for the proposed sub-regional network in West Africa were outlined in the interim report of December 1997, while a tentative project document and budget were annexed to the report of the Francofone Expert.

It is recommended to draw-up a more advanced version of the project document only after the conclusions of the planned seminar at Abidjan with the contribution of the Participants avoiding misunderstandings and false estimations on the different countries and local counterparts involved.

LIST OF PEOPLE MET

TINA ABABIO (Mrs.)	WAEN, Accra
KORANTEMA ADI-DAKO (Mrs.)	WAEN, Accra
ANTONIETTE ADINYIRA (Mrs.)	UNIDO, Accra
H.H. ADUSEI-HERBSTEIN (Mrs.)	AKUABA, Ltd, Accra
SAL.DOE AMEGAVIE	G.N.CC, Accra
LIMANE BARAGE	ECOWAS/CEDEAO, Abuja
S.B. BOAKYE	AGI, Accra
OHENE KWAWU BONCU	AGI-BGC, Accra
JESSE K. CLOTTEY	PEF, Accra
ELIZABETH DWOMO-ANOICHE (Mrs.)	AGI-BGC, Accra
R. YOFI GRANT	DATABANK, Accra
A.H. OBENG	AGI, Accra
Dr. ESTHER OCLOO (Mrs.)	NKULENU INDUSTRIES, Ltd., Accra
ISAAC K. ODONKOR	AGI, Accra
UZOR E. OKEKE	MAN, Ikeja Lagos
FRANCIS UKOH	UNDP, Lagos
JOKE VAN DER VEN (Mrs.)	UNIDO, Lagos



01 B.P. 1747 Abidjan 01
Immeuble CCIA, 17^e Etage
République de Côte d'Ivoire

ASSISTANCE POUR L'ETABLISSEMENT D'UN RESEAU REGIONAL DE BOURSES DE SOUS TRAITANCE ET DE PARTENARIAT INDUSTRIELS (BSTP) EN AFRIQUE DE L'OUEST

Dans le cadre du Salon de l'Industrie Ivoirienne (SALI) du 15 au 19 mars 1999, s'est tenu un atelier sur le thème « Sous Traitance et Partenariat Industriels » où étaient présentés le programme de l'ONUDI ainsi que la BSTP de Côte d'Ivoire (BSTP-CI) suivis d'une réunion de consultation sur la mise en œuvre du réseau sous-régional de Bourses de Sous Traitance et de Partenariat en Afrique de l'Ouest.

Outre la Côte d'Ivoire, étaient présents des représentants du Bénin, Burkina Faso, Cameroun, Congo, Gabon, Guinée, Liberia, Mali, Sénégal, ainsi que du secrétariat de l'UEMOA.

Ayant pris connaissance du rapport final des experts principaux C. Cuny et N. Schicchi sur l'étude de préfaisabilité du Réseau de BSTPs en Afrique de l'Ouest, le plan d'action suivant a été recommandé et approuvé par les participants.

- I. La mise en place de BSTPs nationales successivement :
 - En Côte d'Ivoire, créée en mars 1997 et opérationnelle depuis mai 1998
 - Au Sénégal, créée en juillet 1998 mais pas encore opérationnelle
 - En Guinée, telle que prévu dans le programme intégré de l'ONUDI
 - Au Ghana, si la requête de l'AGI (Association of Ghanaian Industry) est confirmée.
- II. Sur base d'une requête officielle de trois des quatre pays mentionnés ci-dessus, et avec l'appui de l'UEMOA, et éventuellement de la CEDEAO, mettre en oeuvre un programme régional qui contiendrait les volets suivants
 - 1) Renforcement des quatre BSTPs mentionnés ci-dessus dont la BSTP-CI appelé à jouer le rôle de Bourse pilote de la région,
 - 2) l'établissement d'Antennes dans des organisations professionnelles du secteur privé industriel dans les autres pays de l'Afrique de l'Ouest qui le souhaitent et éventuellement de l'Afrique centrale
 - 3) La mise en réseau des quatre BSTPs et des Antennes. Ceci inclu la mise en place d'un Comité Régional de Pilotage du réseau dont les termes de référence sont joints en annexe 6 du rapport de préfaisabilité
 - 4) l'organisation de séminaires régionaux
 - a)- de sensibilisation de la communauté industrielle de pays participants
 - b)- de formation collective des gérants et de cadres de BSTPs sur de nouvelles méthodologies, approches et outillages de gestion de BSTP.
 - 5) l'organisation éventuelle d'un Salon Régional de Sous-Traitance et de Partenariat Industriels à organiser annuellement, alternativement dans chacun des trois ou quatre pays dotés d'une BSTP,

Tel qu'il ressort de l'annexe 5 de l'étude de préfaisabilité, le budget de ce programme régional a été provisoirement estimé à US\$ 1 270 000 et une démarche commune des pays membres, de l'UEMOA, de la CEDEAO et de l'ONUDI, et en vue de mobiliser les financements requis, sera entreprise aussitôt les requêtes officielles soumises à l'ONUDI.

Fait à Abidjan le 19/03/99



Association of Ghana Industries

A.G.I. BUSINESS GROWTH CENTRES

P. O. Box 8624, Accra North ■ Tel: 021-779793 ■ Fax: 021-760890
Email: www.agibgc1@ncs.com.gh ■ www.agibgc2@ncs.com.gh

UNIDO REGISTRY

19 MAY 1998

Mr. de Crombrughe

DO NOT RETURN!
ALREADY SCANNED ON DMS

COVERING LETTER ONLY

COVERING LETTER WITH
ENCLOSURE

DISCRETE IMPORTED

Friday, May 08, 1998

Mr. Andrei Decrombrughe
Project Coordinator
Subcontracting and Partnership
Private Sector Development Branch
PO Box 300
A-1400
Vienna
AUSTRIA

Fax: 004 312 1131 5275

Dear Mr. Decrombrughe

Proposed UNIDO-AGI Collaboration on Industrial Subcontracting in Ghana

1. Following discussions held with Mr. Nicola Schicchi on the above subject matter, who also introduced you to us, I write to inform you of the Subcontracting programme the AGI Business Growth Centre is carrying out and request your technical support accordingly.

It may be relevant to state that the Business Growth Centre has been established under a UNDP Capacity Development and Utilisation Programme as an economic and technical wing of the Association of Ghana Industries.

2. Industrial Subcontracting is one of the three strategic core functions of the BGC. The centre has successfully implemented a Subcontracting programme in the Sheabutter Industry in Northern Ghana (coupled with Technology Transfer). The programme involved Women Enterprise Groups and major large-scale industries, including a multinational company.

We wish to replicate and expand the programme to cover the wood processing and furniture, poultry and metal engineering/fabrication subsectors.

3. The AGI-BGC is aware of the tremendous expertise of UNIDO in Subcontracting and Partnership. Accordingly, we are requesting your office to send us relevant publications and literature of the experiences of other countries (including conceptual framework) on Subcontracting. It would be greatly welcome if your office could also favourably consider establishing a technical collaborative arrangement with us to enable the BGC chart and develop operational systems for the Industrial Subcontracting Programme it has initiated.

19 11:45
REGISTRY

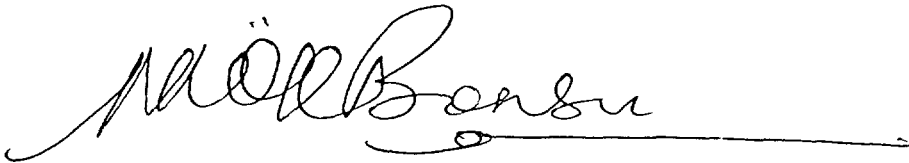
National Programme Office
Tamale, Kumasi, Takoradi, Koforidua, Accra

Establishing a Growthpath for Micro, Small & Medium Industries

4. We have also learnt that, possibly by the end of May this year, a Workshop will be held in Abidjan, Cote d'Ivoire on Subcontracting. It would be appreciated if the AGI Business Growth Centre can be invited to participate in the forum. Certainly, it will offer us the opportunity to share and gain notable experiences on the programme.
5. I am looking forward to a very active cooperation between your office and AGI.

My Regards.

Yours sincerely

A handwritten signature in black ink, reading "Ohene Kwaku Bonsu". The signature is written in a cursive style with a long horizontal flourish extending to the right.

Ohene Kwaku Bonsu
Programme Manager

Dr. Ing. Nicola G. Schicchi
Via Garibaldi, 50
I - 19030 La Serra - Lerici / SP
Italy

Tel / Fax (+ 39) ~~0187~~ 964469

Mr. Ohene Kwaku Bonsu
Programme Manager
A.G.L. Business Growth Centres
P.O. Box 8624
A C C R A North, Ghana
Fax No. 00233.21.760890

27 February, 1999

Dear Mr. Bonsu,

Re: Industrial Subcontracting in Ghana.

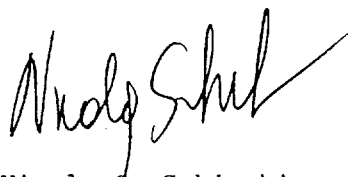
you certainly recall that at our meeting in Accra on 5 May, 1998, during my preliminary mission to Ghana, we discussed BGC activity under the UNDP Capacity Development and Utilisation Programme and the opportunity to establish an Industrial Subcontracting and Partnership Exchange with UNIDO assistance at AGI-BGC.

We have now an occasion to review the situation at the Forum on Industrial Subcontracting on 18 March, 1999 in the framework of "SALI 99", the Industrial Exhibition in Abidjan, 15 to 19 March. Mr. André de Crombrugghe, Programme Coordinator from UNIDO Vienna, and myself will be attending.

We suggest to consider the participation of AGI-BGC to the Forum. On the previous day, 17 March, we could review with you the feasibility of a project for the Industrial Subcontracting Exchange in Ghana.

Please inform Mr. de Crombrugghe if you can join us in Abidjan.

Thank you for your cooperation. With kind regards.
Yours sincerely



Nicola G. Schicchi
UNIDO Expert

Fax copy: A. de Crombrugghe, Vienna

**Association of Ghana Industries****A.G.I. BUSINESS GROWTH CENTRES**

P. O. Box 8624, Accra North • Tel: 021-779793 • Fax: 021-760890
Email: www.agibgc1@ncs.com.gh • www.agibgc2@ncs.com.gh

Tuesday, March 02, 1999

Mr. A. de Crombrugghe
Coordinator of the Subcontracting
& Partnership Programme
Private Sector Development
Vienna International Sector
PO Box 300, -1400
VIENNA, AUSTRIA

Fax: 0043-1232156

Dear Sir

Industrial Subcontracting in Ghana

I have just had a letter (Faxed) from Mr. Nicola Schicchi on an invitation to Industrial Subcontracting Forum during the Industrial Exhibition in Abidjan from 15-19 March. I had a very useful discussion with Mr. Schicchi when he was on a mission in Ghana in May last year. You may recall that following this discussion I wrote a letter to you indicating the preparedness of the Association of Ghana Industries to host the development of Industrial Subcontracting Exchange Programme in Ghana. I did receive your response dated June 17, 1998 which indicated a possible positive and active cooperation between UNIDO and AGI on this subject matter.

I must say that I am really glad that the forum is coming on at last and I am looking forward to meeting you and Mr. Schicchi to enable us probe further and determine the scope for a feasible project on subcontracting exchange. I have accepted the invitation and I will be grateful if you could inform me of the arrangements that you are making for travel, transport, boarding and lodging.

I am looking forward to this meeting in Abidjan and hope to receive a timely response.

Yours sincerely

Ohene Kwaku Bonsu
Programme Manager

cc: Mr. Nicola Schicchi
Fax: 0039-187 964469

Ing. Nicola SCHICCHI

INDUSTRIAL CONSULTANT

Via Garibaldi, 50

I - 19030 LA SERRA - LERICI (SP)

Tel./Fax (+39) 0187 96.44.69

Mr. Ohene Kwaku Bonsu
Programme Manager
A.G.I. Business Growth Centres
P.O. Box 8624
A C C R A North, Ghana
Fax No. 00233.21.760890

11 March, 1999

Dear Mr. Bonsu,

Re: Forum on Industrial Subcontracting in Abidjan.

with reference to your fax of 02 March to Mr. André de Crombrugghe in Vienna, and on his behalf, I welcome the opportunity to meet you on the occasion of the Forum on Industrial Subcontracting at the "SALI 99", Industrial Exhibition in Abidjan, 15-19 March.

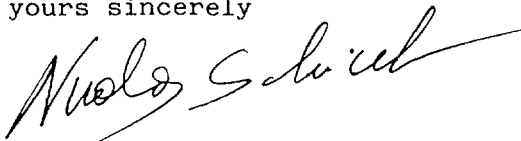
Venue of the "SALI 99" will be the Hotel Ivoire, where Mr. de Crombrugghe will be staying. The Forum, starting at 9.30 a.m. on Thursday 18 March, will dedicate the afternoon session to the proposed West African Network of Subcontracting and Partnership Exchanges. As anticipated in my previous communication, we could spend part of Wednesday 17 March to discuss any possibility of establishing an Exchange in Accra.

Participants from the West African Region are kindly requested to make their own travel and accommodation arrangements, since there is no specific UNIDO budget for the Forum.

For your convenience I wish to inform you that the Organizers are CAP Développement Abidjan, tel (+225) 21 5352, Fax (+225) 21 7258. Mr. Lakoun Ouattara is in charge of the project.

Looking forward to the meeting in Abidjan, I remain,

yours sincerely



Nicola G. Schicchi
UNIDO Expert

fax copy: André de Crombrugghe, Vienna .

Ing. Nicola SCHICCHI

INDUSTRIAL CONSULTANT

Via Garibaldi, 50

I - 19030 LA SERRA - LERICI (SP)

Tel./Fax (+39) 0187 96.44.69

Mr. Ohene Kwaku Bonsu
Programme Manager
A.G.I. Business Growth Centres
P.O. Box 8624
A C C R A North, Ghana
Fax No. 00233.21.760890

La Serra-Lerici 23 March 1999

Dear Mr Bonsu,

Re: Industrial Subcontracting Exchange in Ghana

Upon my return from Abidjan I found your fax of 18 March.

Unfortunately you could not attend the Industrial Subcontracting Forum at the SALI 99 where, among other themes, the proposed West African Network of Subcontracting and Partnership Exchanges was discussed with participants from the sub region.

Attached for your reference is the plan of action issued from the Forum, including the possibility to establish a SPX at AGI in Accra, if conditions will be favorable.

I suggest now to initiate an official procedure through the UNIDO Field Representative in Accra, to file the A.G.I. request. My assignment on the project is completed, for the time being. Please continue liaisoning with André de Crombrugghe, Programme Coordinator, Investment and Technology Development Branch at UNIDO Vienna.

Thank you again for your interest in the programme.
Kind regards.



Nicola G. Schicchi
UNIDO Expert

Attachment: Plan d' action, Abidjan 19.03.99

copy: André de Crombrugghe Fax No. 0043.1.23026.3875

- Représentant du REAO
- Représentant de la BSTPCI
- Visite de la Bourse de Sous-Traitance et de Partenariat (BSTPCI à Grand Bassam)

15 h 00 / 18 h 00 : Contacts de Partenariat

Soirée :

20 h 00 : Dîner Gala (sur invitation)

Vendredi 19 mars

Matinée :

10 h 00 / 11 h 00 : Cérémonie Officielle de clôture

Allocutions :

- Commissaire Général du SALI
- Président de la FNICI
- Ministre du Développement Industriel et des PME (MDIPME)
- Discours de clôture du Premier Ministre.

11 h 00 / 12 h 00 : Cocktail de clôture

Après-midi

18 h 00 : Clôture des stands

Informations

Ateliers et Conférences : Lieu Salle des fêtes

Président: Monsieur **SORO Nagolo**
 CoPrésident: Madame **Enoh**
 Rapporteur: Monsieur **AMANI Yao Joseph**

Bourses de Partenariat (Lieu) : Salles Bassam et San Pedro (FNICI - CEPICI)
 Président: Monsieur **Daniel TEURQUETIL**
 CoPrésident: Monsieur **Moussa DOSSO**



MDIPME

BP V 65 ABIDJAN

Tél. : (225) 21 64 76 / 21 86 94 • Fax : (225) 21 64 74

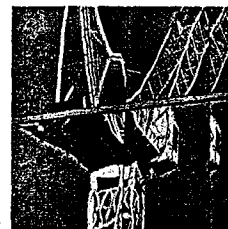
<http://www.industrie-cotedivoire.com> • e.mail : info@industrie-cotedivoire.com

SALON DE L'INDUSTRIE IVOIRIENNE

PROGRAMME



SALI



Hôtel Ivoire
ABIDJAN
 du 15 au 19 Mars
 1999

Lundi 15 mars 1999

Matinée :

- 9 h 00 : Installation des invités
10 h 00 : Cérémonie officielle d'ouverture
Projection de film
Allocutions :
- Commissaire Général du SALI ;
- Président du CNPI ;
Allocution de bienvenue du Ministre du MDIPME
Discours d'ouverture de Son Excellence Monsieur le Président de la République
- 10 h 45 / 11 h 15 : Visite des stands par le Président de la République
Atelier I - Thème :
"Atouts et Perspective de l'Industrie Ivoirienne"
Présidence : Monsieur AHOUA N'DOLI Théophile,
Ministre du Développement Industriel et des PME

Après-midi :

- 15 h 00 / 15 h 30 : Sous Thème 1 :
Présentation Générale des Atouts et Perspectives de l'Industrie Ivoirienne
Conférencier : Monsieur AHOUA N'DOLI Théophile,
Ministre du Développement Industriel et des PME
- 15 h 30 / 16 h 00 : Sous Thème 2 :
"Le rôle du CEPICI en tant qu'institution d'appui aux investisseurs"
Conférencier : Monsieur AKPA Akmel Prosper Directeur Général du CEPICI
- 16 h 00 / 16 h 30 : Sous Thème 3 :
"Le rôle de l'APEXCI en tant qu'institution d'appui aux exportations"
Conférencier : Monsieur Guy M'BENGUE Directeur Général de l'APEXCI
- 16 h 30 / 18 h 00 : Débat
15 h 00 / 18 h 00 : Contacts de Partenariat

Mardi 16 mars

Matinée :

- Atelier II - Thème :
"l'industrie Ivoirienne dans le Marché Sous -Régional"
Présidence : Monsieur DIACK Diawar, Président du Conseil National Patronat Ivoirien (CNPI)
- 9 h 00 / 9 h 30 : Sous Thème 1 :
"Situation et perspectives d'industrialisation dans le processus d'intégration sous régional"
Conférencier : Monsieur BARAOU Laouali, Commissaire chargé de l'Energie, des mines de l'industrie, et de l'artisanat de la commission de l'UEMOA



9 h 30 / 10 h 00 : Sous Thème 2 :

"Les Industriels Ivoiriens face au nouveau marché de l'UEMOA"

Conférencier : le Président de la Fédération Nationale des Industries de Côte d'Ivoire (FNICI)

10 h 00 / 10 h 30 : Sous Thème 3 :

"Industrialisation et Intégration sous-régionale, quelle chance de succès en vue de l'expérience Européenne"

Conférencier : Monsieur Matis, représentant de la Commission Européenne

10 h 30 / 12 h 00 : Débat

Mercredi 17 mars

Matinée :

9 h 30 / 12 h 00 : Contacts de Partenariat

Après-midi :

15 h 00 / 18 h 00 : Contacts de Partenariat

Jeudi 18 mars

Matinée :

Atelier III

"Sous-Traitance et Partenariat Industriels"

Présidence : Monsieur Seydou Elimane DIARRA, Président de la Chambre de Commerce et d'Industrie de Côte d'Ivoire (CCI-CI)

9 h 30 / 10 h 00 : Sous Thème 1

"Le rôle d'une Bourse de Sous Traitance dans le Développement Industriel"

Conférencier Principal : Monsieur André de CROMBRUGGHE, coordinateur du Programme de Bourse de Sous-Traitance à l'ONUDI

Sous Thème 2

"Présentation de la Bourse de Sous-Traitance et de Partenariat de Côte d'Ivoire (BSTPCI)"

Conférencier : Monsieur Jean-Baptiste AMICHIA, Président de la Bourse de Sous-Traitance et de partenariat de Côte d'Ivoire

10 h 30 / 11 h 00 : Sous Thème 3

"La recherche et la concrétisation de Partenariat, un défi à relever"

Conférencier : Monsieur Jean-Baptiste AMETHIER, Président de la Fédération Ivoirienne des Petites et Moyennes Entreprises (FIPME)

11 h 00 / 12 h 00 : Débat

Après-midi :

15 h 00 :

Réunion de concertation sur la mise en œuvre d'un réseau sous-régional de Bourses de Sous-Traitance et de partenariat à l'IIAO de Grand Bassam.

Intervenants :

- Représentants de l'ONUDI : M. André de CROMBRUGGHE, coordinateur du Programme de Bourse de Sous-Traitance à l'ONUDI ;
- MM. Claude CUNNY et Nicolas SCHICCHI ;