

ITC & ITDG ENTERPRISE DEVELOPMENT CAPABILITY STATEMENT



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ITDG

PRACTICAL ANSWERS
TO POVERTY

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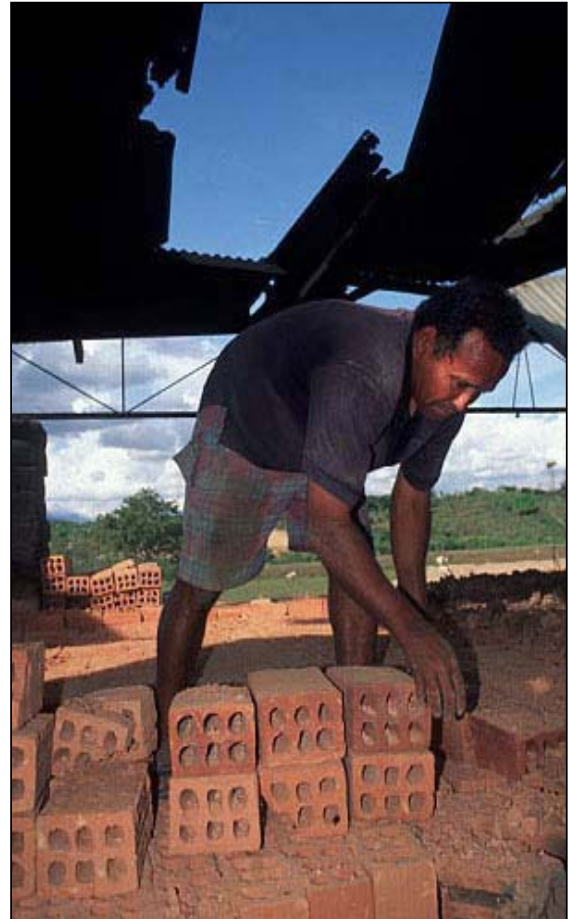
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DEVELOPMENT PROJECTS**

Enterprise Development

Who we are, how we work



As the consulting arm of the international NGO, [ITDG](#), we provide high quality, independent and professional advice to governments, NGOs, aid agencies and the private sector. Our consultants are international and include 200 professionals in eight country offices working in *two strategic theme areas*:

1) Rural and Urban Infrastructure

To improve access of communities to essential basic services (such as transport, energy, waste, communications and housing) through various mechanisms including private sector delivery.

2) Increasing Enterprise Opportunities and Access to Markets

To enhance livelihoods by creating opportunities for the use of technology by small enterprise through capacity building, business development services and improved access to markets.



Our core competencies are in improving access of enterprises and communities to a broader choice of technology options through developing local capacity. ITC staff use participatory methods and work with stakeholders at all levels. Under our two strategic themes we specialise in:



€# [Energy and Environment](#), we focus on decentralised electrification, renewable energy services, energy from biomass, energy efficiency of small enterprises and energy usage and demand surveys as well as water supply, transport and low cost construction.

€# [Enterprise Development](#), we work with Small and Medium Enterprises (SMEs), helping to stimulate innovation, improve

productivity and support business development across all sectors. We facilitate private sector involvement in a variety of urban and rural sectors such as transport, waste and energy.

ITC provide the following services:

- ⌘ **Project Design and Management - monitoring and evaluation of** complex projects with international multi-disciplinary teams.
- ⌘ **Institutional Development** and organisational development to provide efficient, customer and client-focused support and services.
- ⌘ **Training and Capacity-building** – conducting training, designing training manuals, training trainers.
- ⌘ **Policy and Strategy development** and **Policy Guidelines** to improve infrastructure service for the poorest.
- ⌘ **Market Analysis and Participatory Approaches** - studies to identify needs and opportunities for technology change for sustainable production.



ITC has been working in the field of Manufacturing and Enterprise Development for 30 years. It has a proven track record of managing complex, multidisciplinary international projects in South America, Africa and Asia.



Small businesses need good information about market opportunities and support to upgrade their technologies to access local, regional or international markets on favourable terms. The programme follows a well-established approach based on strategies that seek to identify and overcome the constraints that limit the growth of enterprises in less developed countries.

ITC projects tackle these constraints at many levels and intervention points range from local providers of business support services, through enterprises themselves to customers right at the end of the distribution chain.



The overall objective of the programme is to enable poor people to build secure livelihoods, through improved systems of production, processing and marketing, by:

- €# Increasing the productivity of small scale businesses
- €# Improving the access of poor people to the resources, support and infrastructure they need to build their livelihoods
- €# Advocating for policy changes that enable poor people to access and benefit from markets

Some key components of current ITC Enterprise development projects are;

Business Development Services

- €# Direct provision of management and business training
- €# Capacity building within emerging local business support service providers
- €# Developing and testing innovative new products for Business Service Providers

Market Research and Market Information

- €# Identifying and building linkages between enterprises and potential markets
- €# Exploring the potential for manufacturing and marketing new products to rural mass markets

Supply and Distribution Chains

- €# Building and developing product supply chains through sub-sector analysis and networking



New Products

- ≠ Assisting with new product design and development to create new products for rural mass markets (irrigation equipment, solar lanterns and agro-processing equipment)
- ≠ Building the capacity of local enterprises to innovate by developing and testing strategies that help them manage the risk inherent in developing and marketing new products.

New Manufacturing Processes

- ≠ Assisting local enterprises to acquire appropriate manufacturing and process technologies that will improve their productivity

Rural Mass Markets

- ≠ Working alongside enterprises to provide large numbers of rural poor with products and services that contribute to more sustainable rural livelihoods.
- ≠ Working alongside partner organisations to research and develop marketing and distribution techniques that allow manufacturers to reach large numbers of poor people.



ITDG's Making Markets Work for Poor People Theme

ITC draws upon the experiences and knowledge available in ITDG's Markets and Livelihoods programme which seeks to explore issues, test solutions and provide practical answers to poverty, through three kinds of research:

1. Preparing to Learn (Groundwork)

Among the essential prerequisites for effective “learning” projects are:



- €# mutually trustworthy relationships with poor producers and communities,
- €# good baseline information about women’s and men’s livelihoods,
- €# a basic level of organisational capabilities (social capital) among target groups,

€# meaningful partnership with key stakeholders.

€# Monitoring and analysing impact of interventions.

We seek to capture the knowledge and refine best practices that create the conditions for high quality action-research projects.

2. Understanding the Market & Livelihood Context

To improve livelihoods requires, in the first place, a good understanding of the structure, functioning, trends, constraints and opportunities present in any trade or product sub-sector that poor people work and compete in.

We work to understand the “market and livelihood” context of specific target groups that we work with. Beyond this, we will also seek to improve the general relevance and accessibility of the tools (e.g. value-chain analysis, sub sector analysis, market assessment) that are used to acquire this understanding.



Creating a more Enabling Environment



The policy and regulatory environment – expressed through both official and unofficial practices - plays a huge part in determining the income and other benefits that poor people get from their work.

ITDG seeks to understand and document the impact that policy, regulation, official and unofficial practices have on poor people's enterprises and livelihoods. Beyond this, we explore, test and document practical ways of bringing about a more enabling environment.

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**SELECTED ENTERPRISE
DEVELOPMENT PROJECTS**

Selected ITC and ITDG International Enterprise Development Staff

Name	Title	Specialist Area	Regional Office
Joseph Mathuva	Project Manager	BDS programme design and development, M&E systems development and research	ITC-East Africa
Abdur Rob	Small Enterprise Unit Manger	Development Economist, Small Enterprise, Micro-credit	ITDG-Bangladesh
Anisur Chowdhury	Research Co-ordinator, SEU	Small Enterprise, Monitoring and Evaluation techniques	ITDG-Bangladesh
Nurun Nahar	Training Officer, SEU	Gender and Development, PRA BDS and Subsector Analysis	ITDG-Bangladesh
Isabella Masinde	Reducing Vulnerability Team Leader	Rural Agriculture, Environmental Assessment, Ecology	ITDG-East Africa
Eileen Mwangi	Business Advisor	Small Enterprise, Credit access	ITDG-East Africa
Elizabeth Matioli	Project Manager	Small Enterprise Promotion, Technology development & transfer, Engineering	ITDG-East Africa
Mary Obara	Project Officer	Information Communication technologies for SMEs	ITDG-East Africa
Julius Njagi	Technical Officer	Small Enterprise Development, Technology development, BDS program design and development	ITDG-East Africa
Daniel Rodriguez	Markets and Livelihoods Team leader	Agro-processing, Rural and Community Development	ITDG-Peru
Diana Colquichahua	Technical Officer	Gender and Development, Food technology, Training	ITDG-Peru
Alex Mugova	Markets and Livelihoods Team leader	Development Economics, Small Enterprise promotion, Engineering	ITDG-Southern Africa
Upali Pannilage	Markets and Livelihoods Team leader	Community Development and Sociology, Engineering, PRA	ITDG Sri Lanka
Susil Lianarachchi	Head of Quality Assurance	Agro-processing, transport, Rural development, Energy, Governance	ITDG-Sri Lanka
Jayantha Gunasekara	Technical programme Manager	Agro-processing, Enterprise Development	ITDG-Sri Lanka
Ranga Pallawala	Research Project Manager	Community based Enterprises, Solid waste recycling, globalisation	ITDG-Sri Lanka
Ahmed Hanafi Abdelmagid	Markets and Livelihoods Team leader	Natural Resource Management, Policy and Advocacy, Monitoring	ITDG Sudan

International Enterprise Development Staff Contd.

Name	Title	Specialist Area	Regional Office
Babu Ram Pathak	Markets and Livelihoods Team leader	Horticulture and agronomy, Development planning, PRA	ITDG Nepal
Alison Griffith	Markets and Livelihoods Project co-ordinator	Fair trade, Market Access, Capacity building, Business development	ITDG UK
Mike Albu	Markets and Livelihoods Project Manager	Small Enterprise, Technology and policy, research analysis	ITDG UK

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ITC AND ITDG'S EXPERIENCE IN THE ENTERPRISE DEVELOPMENT SECTOR

PROJECT TITLE	CLIENT	PROJECT LEADER	CONTRACT AMOUNT \$USD	DATE	COUNTRY
Relating the BDS Market Development Approach to Infrastructure Provision	DFID	ITC	\$28,800	2003	International
Improved Bee Keeping & Honey Processing	DFID	ITDG Zimbabwe	\$215,240	2002 - 2007	Zimbabwe
Assessing Markets for Embedded BDS in Rural Enterprises	SEEP Practitioner Learning Programme (USAID)	ITDG	\$211,458	2002 - 2004	Kenya
Private Infrastructure Service Providers - Learning from Experience	DFID IUDD	ITC	\$90,000	2002 - 2003	Bangladesh & Peru
Micro Solar	Shell Foundation + Various	ITC	\$8,000	2002 - 2003	Kenya
Network Brokerage for SME Development	DFID	ITDG	\$181,787	2002 - 2003	Kenya
International Labour Organisation Handbook	International Labour Organisation (ILO) Switzerland	ITC	\$20,600	2002	International
Mountain Infrastructure Conference	AKRSP	ITC	\$63,000	2002	Pakistan
Sustainable Livelihoods through Capacity Building & Enterprise Development	Civil Society Challenge Fund (CSCF), DFID-UK	ITDG Bangladesh	\$894,450	2001 - 2006	Bangladesh
Micro-leasing for Poor People's Enterprise	DFID	ITC	\$306,000	2001 - 2004	Kenya
Research and Extension in Farm Power Issues (REFPI)	Bangladesh Agricultural University, in joint collaboration with DFID-Dhaka	ITDG Bangladesh	\$116,690	2001 - 2003	Bangladesh
Sustainable Technical Inquiry Services (TIS) for Micro and Small Business Development	DFID KAR	ITDG Bangladesh		2001 - 2002	Bangladesh
Enterprise Development Department Research	DFID Enterprise Development Department	ITC	\$9,000	2001	International

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PROJECT TITLE	CLIENT	PROJECT LEADER	CONTRACT AMOUNT \$USD	DATE	COUNTRY
Benefit of Services for the Operation for the Centre of Economic Services	USAID, CONFIEP	ITDG Peru		2000 - 2004	Peru
ICTs and Peri-urban Information Sector Enterprises	DFID	ITC	\$387,000	2000 - 2003	Kenya, Bangladesh UK & Zimbabwe
Agro-processing for Sustainable Development in Nepal	DFID, EU	ITDG Nepal	\$22,500	1999 - 2003	Nepal
Support to Micro and Small Enterprises	IFAD, Government of Yemen, local private service providers	ITC	\$221,110	1999 - 2003	Yemen
Waste Incinerator to Combat Degradation of Water Source	DFID, Gambian Municipal Councils, Gambia Environment	ITC	\$799,603	1998 - 2004	Gambia
Agro-processing Information Project	DFID	ITDG	\$190,954	1998 - 2003	International
Aga Khan Rural Support Programme - Gilgit	DFID	ITC	\$720,000	1998 - 2002	Pakistan
Light Engineering Development	DFID SEDF	ITDG	\$232,039	1998 - 2002	Sri Lanka
Small-scale Engineering in Bangladesh & Sri Lanka	DFID	ITDG	\$225,000	1998 - 2001	Bangladesh & Sri Lanka
Jua Kali in Migori, Small-scale Manufacturing Project	DFID JFS, EC co-financing, Tudor Trust, Dulverton Trust	ITDG	\$603,822	1997 - 2002	Kenya & Zimbabwe
Cashew Processing	DFID, EC NORAD	ITDG	\$307,742	1997 - 2002	Sri Lanka
Eastern Region Integrated Technology Programme	EC Co-financing, Comic Relief	ITDG Sudan	\$360,716	1995 - 2001	Sudan
Small Enterprise Unit	DFID	ITDG Bangladesh	\$262,800	1995 - 2000	Bangladesh
Programme for the Agro-industrial Development of the San Martin Region	European Union, DFID, LACAD	ITDG Peru	\$1,823,900	1994 - 2000	Peru

GLOBAL ENTERPRISE DEVELOPMENT PROJECTS



International

Relating the BDS Market Development Approach to Infrastructure Provision

Client DFID
Dates 2003
Amount \$28,800

This project was requested by DFID to inform their engineering advisors of new approaches to infrastructure provision. It builds on the BDS Market Development Approach, looking at whether lesson can be learned from the approach and how these can be applied to infrastructure problems. It has stimulated debate about infrastructure provision and the concept of divisible services and using the private sector at a micro level.

Zimbabwe

Improved Bee Keeping and Honey Processing

Client DFID
Dates 2002 - 2007
Amount \$215,240

The purpose of the project is to contribute to the alleviation of poverty of the rural poor in Zimbabwe through improving livelihoods of small-scale beekeepers and honey producers. The project is facilitating the creation of a viable and sustainable national association for small-scale beekeepers. This association is providing small-scale

beekeepers with a platform to collectively identify and address the major production, processing and marketing problems they face and to lobby for more enabling policies and support from central government and local authorities.

Small-scale beekeepers are the key beneficiaries of this project, they constitute the membership of the association, carry out its activities and raise resources to ensure the association's viability and sustainability. Farmers and other NGOs involved in supporting beekeeping activities (such as Zimbabwe Women's Bureau and SAFIRE) and government departments (AREX and Forestry Commission) are the other main beneficiaries of the project.

Kenya

BDS Market Assessment

Client SEEP Practitioner Learning Programme - (USAID)

Dates 2002 - 2004

Amount \$211,458

This project was part of the international practitioner-learning programme (PLP) of the Small Enterprise Education Programme. The project conducted action research on BDS market assessment amongst manufacturing SME's in the metal sub-sector. The project partner was a commercial market research company and one of the primary outputs was tools for determining what BDS SMEs need in order to supply high volume or value buyers, through intermediaries. These intermediaries determined, using market assessment, what BDS was required, and whether it should be embedded or stand-alone. The lessons and tools generated by the project stimulated the BDS market and increased opportunities for SMEs.

Bangladesh & Peru

Private Infrastructure Service Providers - Learning from Experience

Client DFID IUDD

Dates 2002 - 2003

Amount \$90,000

This project investigated the role of small-scale infrastructure service providers in providing a wide variety of services to urban and peri-urban populations. The project identified areas of best practice and areas needing further research in how best to provide support to small-scale infrastructure service providers, through research in

Peru and Bangladesh. Standard cross-sectoral problems were noted and innovative solutions documented.

Kenya

Micro Solar

Client Shell Foundation + Various

Dates 2002 - 2003

Amount \$8,000

This project is worked with existing small-scale technicians and marketing agents (the same sector that developed the existing PV market) to introduce low cost, expandable 'entry-level' micro-solar systems. Fifty micro-enterprises in three regions provide the local sales and technical service channels to make solar power affordable, appropriate and accessible for a much larger segment of the off-grid rural and peri-urban community.

Kenya

Network Brokerage for SME Development

Client DFID

Dates 2002 – 2003

Amount \$181,787

This project expanded opportunities for poor producers engaged in small-scale manufacturing enterprises, by accessing high volume or value markets. It explored the potential for commercial marketing intermediaries, to broker sustainable collaboration and networks among SMEs. These private sector intermediaries or Network Brokers, sell products sourced from SME's to large volume buyers. The project addressed ways of stimulating the market for network brokers as service providers to SMEs. The outputs included guidelines for evaluating the technical feasibility and commercial viability of the function.

International

International Labour Organisation Handbook

Client International Labour Organisation (ILO) Switzerland

Dates 2002

Amount \$20,600

ITC was part of a small team brought together by the ILO to produce a handbook to assist institutions to develop leasing schemes for micro and small enterprises. The handbook has been produced and is available from the ILO entitled Leasing for Small and Micro Enterprises:

<http://www.ilo.org/public/english/employment/finance/leasing.htm>

Pakistan

Mountain Infrastructure Conference

Client AKRSP
Dates 2002
Amount \$63,000

Co-hosting of a conference in Gilgit to explore elements of best practice in technology and infrastructure projects and programmes specific to mountain communities. Issues for research and development in mountain areas were identified and policy recommendations made on using technology and infrastructure to help overcome constraints specific to mountain region.

Bangladesh

Sustainable Livelihoods through Capacity Building & Enterprise

Development

Client Civil Society Challenge Fund (CSCF), DFID
Dates 2001 - 2006
Amount \$894,450

This project is aimed at enhancing performance of small community-level CSOs (Civil Society Organisations) and lead-CSOs in channelling relevant enterprise-development services to their members/clients.

- š 6 lead-CSOs and around 120 community-level CSOs will deliver better enterprise-development services to poor members.
- š CSOs will train or assist through extension services at least 7000 of their members/clients each year.
- š At least 3000 poor people a year will be establishing more viable IGAs as a result of help to identify products, markets and to obtain credit and technology.

The project will contribute in creating more enabling environment for CSOs support to and the establishment of IGAs/micro-enterprises by poor people through the work of three regional enterprise development networks.

Kenya

Micro-leasing for Poor People's Enterprise

Client DFID
Dates 2001 - 2004
Amount \$306,000

This project investigated the potential for Micro Lease Purchase schemes in Kenya and tested models for its delivery. The project focused on providing small enterprises with the opportunity to lease productive equipment, which was then able to produce enough income for the lease payments on the equipment. The outputs were proven, scalable and replicable models that now serve to encourage development of these schemes within the private sector in Kenya and other African countries.

Bangladesh

Research and Extension in Farm Power Issues (REFPI)

Client Bangladesh Agricultural University, joint collaboration with DFID-Dhaka
Dates 2001 - 2003
Amount \$116,690

Project which reinforced the technical skill, knowledge and business capacities of 20 spare parts workshops in manufacturing and marketing farm power equipment and services to village farm families.

Bangladesh

Sustainable Technical Inquiry Services (TIS) for Micro and Small Business Development

Client DFID KAR
Dates 2001 - 2002

This project increased the capacity of the Small Enterprise Unit to provide an effective technical inquiry service and other forms of relevant business information to the partner CSOs and small businesses by using Information Communication Technology (ICT).

Outputs of the project were:

- # Output 1: Appropriate business information products identified and developed to run and manage Technical Inquiry Service (TIS).
- # Output 2: TIS accessed by partner CSOs, individuals and enterprises at competitive price to run their business profitably.

International

Enterprise Development Department Research

Client DFID Enterprise Development Department
Dates 2001
Amount \$9,000

A study to inform the strategy of the Enterprise Development Department of DFID on the potential use of ICTs for the promotion of enterprise development. The study showed that the successful adoption and effective use of ICTs by either 'growth' or 'livelihood' enterprises crucially dependent on the environment in which they are operating. Four key aspects of the external environment for MSMEs require attention: the policy and regulatory framework, the telecommunications (and other) infrastructure, the ICT sector itself, and the promotion and awareness of ICTs and e-commerce.

Peru

Benefit of Services for the Operation for the Centre of Economic

Services

Client USAID, CONFIEP
Dates 2000 - 2004

After participating in a public bid, ITDG was chosen to provide non-financial services and to support private local producers and entrepreneurs in the departments of Tarapoto, an area which has been chosen by the government to be part of an economic "corridor" or region.

The objective of this project is to increase private investments in the region and to achieve fixed goals of income and employment generation.

Services being carried out include the development of new commercialisation models; the provision of technical assistance to improve the quality of goods

produced in the region; the reinforcement of the beneficiaries' management and organisational skills; the wide spreading of information relating to prices, market tendencies and the demand for certain products; the promotion of business opportunities in order to attract potential investors to the "corridor"; etc.

These services are boosting the economic region's economic activities and notably increasing private investment in medium-sized cities in the region.

Kenya, Bangladesh UK & Zimbabwe

ICTs and Peri-urban Information Sector Enterprises

Client	DFID
Dates	2000 - 2003
Amount	\$387,000

This project assessed the potential of, and provided replicable models for using Information and Communication Technologies such as telephone, fax and Internet in conjunction with traditional "downstream" media such as print and photocopy. This was in order to provide crucial business information to informal sector enterprises on a cost recoverable and sustainable basis. Initial research in Kenya and Zimbabwe identified the information needs of small peri-urban enterprises. The current phase has introduced a web based, commercially run, business directory of information in Kenya, together with a network of business information in Bangladesh using the extensive mobile phone coverage and operating through indigenous NGOs.

<http://www.itcltd.com/icts> and <http://www.oasis-info.org/home.asp>

Nepal

Agro-processing for Sustainable Development

Client	DFID, EU
Dates	1999 - 2003
Amount	\$22,500

Agro-processing is a major source of income and offers employment for tens of thousands but requires technical skills, innovation, marketing and management. The project identified these constraints and focused on particular agro-processing activities that could benefit the marginalised and vulnerable. Overall, the project promoted improved livelihoods for rural and urban people through generating income opportunities.

Yemen

Support to Micro and Small Enterprises

Client IFAD, Government of Yemen & Local Private Service Providers

Dates 1999 - 2003

Amount \$221,110

Development of a programme to support the development of micro and small enterprises in a rural environment with low population density, focusing on poor rural families. The activities were based on the training of project staff and backup of their work over several years. The project included training in sub sector analysis, micro and small business development and finance, management of apprenticeships and vocational training, market analysis and development of business and trade associations as appropriate.

Gambia

Waste Incinerator to Combat Degradation of Water Source

Client IFAD, Government of Yemen & Local Private Service Providers

Dates 1998 - 2004

Amount \$799,603

Design and development of a simple solid waste incinerator to provide means of controlling and reducing the pollutants that result from the open burning of waste. The outputs of the project will be a proven incinerator design able to safely dispose of ten tons per day of municipal waste. The design will be affordable and lend itself to local manufacture, operation and maintenance in countries of the South.

International

Agro-processing Information Project

Client DFID

Dates 1998 - 2003

Amount \$190,954

The goal of this project was to improve the livelihoods of marginalised and vulnerable people in the South through increased incomes and employment and improved food security, empowerment and nutrition. This was facilitated by an increase in the distribution and use of appropriate and quality information on small-scale agro-processing.

Pakistan

Aga Khan Rural Support Programme – Gilgit

Client DFID
Dates 1998 - 2002
Amount \$720,000

Enterprise development component of natural resources based multi-disciplinary programme of work to alleviate poverty in remote, rural areas of Pakistan. Other components included village organisation development, savings and credit programmes and infrastructure development. The outputs included fostering business linkages between indigenous producers in the mountain regions and markets and those supporting market development in Europe.

Kenya & Zimbabwe

Light Engineering Development

Client DFID SEDF
Dates 1998 - 2002
Amount \$232,039

Originally this project was instigated to promote productive capacity of small-scale (engineering) workshops. The aim was to increase income and employment opportunities in the light-engineering sub sector, and small-scale production more generally. The project focused on providing training and access to equipment for engineering workers.

When the project was reviewed a success of the scheme had been in creating locally produced capital good equipment. By pursuing this strategy the project aimed to achieve impact not only in the light engineering sector, but also in the livelihoods of the end users of the equipment. The impacts achieved in terms of numbers, income and benefits were found to be substantially higher than purely concentrating on the light engineering sector alone.

For an independent review of Phase one, please visit the EDIAIS website at <http://www.enterprise-impact.org.uk/informationresources/casestudies/itdqzim.shtml>

Sri Lanka

Light Engineering Development

Client DFID
Dates 1998 – 2001
Amount \$225,000

Small-scale, light engineering workshops play a vital role in the development process in Sri Lanka. This project tackled the problem of the lack of technology development and inability to adapt to market changes which are seen as barriers to improved incomes and progress.

Kenya & Zimbabwe

Jua Kali in Migori

Client DFID JFS, EC Co financing, Tudor Trust, Dulverton Trust
Dates 1997 - 2002
Amount \$603,822

Promoting the productive capacity of the small-scale engineering sub-sector. ITDG-EA in partnership with the Jua Kali community in Migori district, operates a well-equipped and maintained engineering workshop offering equipment and tool hire services. Through this technical support Jua Kali artisans are producing a range of unique equipment such as peanut butter mills, semi-commercial fruit juice extractors and liquid packaging machines and others that are being used for micro-enterprises in the area. In order to achieve the greatest impact the project focussed specifically on those who provide goods and services to other small producers. The project also provided support on credit, business and enterprise skills and marketing.

Cashew Processing

Client DFID, EC NORAD
Dates 1997 - 2002
Amount \$307,742

Long-term objective of this project was to increase the quality of cashew processing in Sri Lanka with the aim of improving status of micro scale cashew processors (MSCP) and recognition of MSCP as equal partners. A macro-economic study focused on the socio-economic issues of cashew processing industry, analysed processing operations in terms of profitability and benefits and identified

technological operations for intervention at micro level in order to increase incomes through value addition.

Sudan

Eastern Region Integrated Technology Programme

Client EC Co-financing, Comic Relief

Dates 1995 – 2001

Amount \$360,716

Project concentrating on technical training in food processing, transport and metalworking areas; the enhancement of management skills, production and marketing were also addressed. An information centre was set up for production and distribution of various materials and responded to technical enquiries. The project activities also included identifying new areas for training, developing a sustainable system to support the women in the field and supporting partner organisations to run similar training programmes in the long term.

Bangladesh

Small Enterprise Unit

Client DFID

Dates 1995 - 2000

Amount \$262,800

The project built the capacity of 21 NGOs for delivering business development services to the poor. The project made an impact on the lives of the poor with 967 beneficiaries receiving skills training and more than 50% of them starting businesses. Along with increased income the new skills, such as soap making or Block and Batik printing, gave participants some kind of identity in the community and was an opportunity for them to interact with different situations.

Peru

Programme for the Agro-industrial Development of the San Martin

Region

Client European Union, DFID, LACAD

Dates 1994 - 2000

Amount \$1,823,900

The project aimed to strengthen the productive facilities of small and medium size towns and promote small-scale industries in order to contribute to the sustainable development of rural areas. Micro hydroelectric power plants, agro-industrial facilities and multi-purpose agro-industrial modules were implemented. Sanitation facilities were improved, particularly with regard to drinking water, sewerage and solid waste. Market surveys were carried out for agro-industrial, forestry and manufacturing products and technical specifications were established for small-scale agro-forestry industries. Technical assistance on agro-forestry systems, soil conservation, reforestation practices and the management of resources were provided and loans granted for these purposes.