



**REPORT
ON
TWENTIETH ENTERPRISE
DEVELOPMENT NETWORK
FORUM**

October 5, 2007

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1. ACKNOWLEDGEMENT

On behalf of Enterprise Development Network (EDN) we would like to thank the presenters of the twentieth EDN Forum Mr. Shekhar Basnet, Business Development Officer and Mr. Suresh Koirala, Marketing Officer, Lotus BizPort Pvt Ltd. for sharing his experience on business support services available in the market. We would like to acknowledge the inputs Mr. Narayan Prasad Gyawali, Vaconet Pvt Ltd. had given in the forum.

We would also like to show our gratitude to Women Entrepreneurship Development Forum/FNCCI and Tips/WINNER for hosting the twentieth EDN forum. Our thank goes to all the participants who attended the twentieth forum on Enterprise Development Network, who took time to participate, discuss and share their ideas.



2. PROCEEDINGS OF THE MEETING

2.1 Program Overview

The Twentieth Enterprise Development took place at FNCCI building, Teku on 5th October 2007. The theme of the forum was “**Importance of Business Support Services**” (see annexure 1 for the program schedule).

Mr. Shekhar Basnet, Business Development Officer, Vaconet Pvt. Ltd presented on the topic Business Support services and its importance. Mr. Suresh Koirala shared his experience on the business support services available in the market.

2.2 “Business Support services and its importance” by

Mr. Shekhar Basnet, Business Development Officer, Vaconet Pvt Ltd.

Mr. Shekhar Basnet was the first presenter of the forum and his presentation topic was "Business Support Services and its importance". He started his presentation with establishment of **PRAKRITI**, which came up with the concept of establishing appropriate marketing system for local agro products. **PRAKRITI** is one of the sister concern of Vaconet Pvt Ltd. established in cooperation with Love Green Nepal which was formed in the year 2003. The main motto of **PRAKRITI** was to promote the local agro products for sustainable livelihood. **PRAKRITI** deals with both wholesale and retail of local agro products, which is organically, or naturally grown by Nepalese farmers, Cooperatives, Women Groups, NGOs etc.

Mr. Basnet shared that the farmers produce quality agro products- organically and naturally such as fresh seasonal local fruits like Japanese pears, Japanese persimmons, Kiwi fruits, strawberries, tea, coffee etc. but they face problems in selling these products in systematic and organized way in Kathmandu Valley due to lack of proper market knowledge and linkage. He informed that to solve such problem faced by local farmers, **PRAKRITI** was formed. **PRAKRITI** helps those local farmers located at remote areas i.e Panchkhal, Kavre, who lack market knowledge and do not have access to market.



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He further informed that currently PRAKRITI has 2 sales outlets situated at Bhaisepati and Jhamsikhel and supplying the products to 10 department stores, 15 major fruit shops mainly at Naxal, Pulchowk and Bhatbhateni.

In addition to that, Mr. Narayan P Gyawali, Vaconet said that after the successful two years of research on Nepali Kiwi, they have started the farming of Nepali Kiwi in Makwanpur. He said that presently they are getting good market demand in Kathmandu market and selling at the rate of Rs 250-300 per kg.

Discussion

Ms Gita Pandey, Community Environment Awareness & Management Project shared that she has observed on her visits to Kavre district that the farmers are using unnecessary pesticides in their farms, which might be harmful for health so how do PRAKRITI select farmers.

On this Mr Narayan P Gyawali answered that they collect the products only from the selected affiliated farmers from Kavre area who producers organically without using pesticides.

Further she also added that the local farmers lack technical knowledge in farming and suggested to orient farmers about the appropriate technology.

On such Mr Gyawali informed that in partnership with Love Green Nepal, they are planning to open Demonstration Center, which will provide the technical trainings to local farmers.

Meanwhile Ms. Reema Shrestha, EDN Coordinator asked what will be the role of PRAKRITI for other entrepreneur not limiting to agro products like pickle, sauce, handicrafts sectors etc.

On this Mr. Gyawali explained that they are planning to increase the product line not limiting to agro products and sales outlet as well in the near future. He further added that in order to get the market access, the product has to be of good quality and good packaging.

Mr. Ramesh Adhikari, RUPP suggested that as **PRAKRITI** is doing really good job with agro products it may be a better idea to focus only on marketing of agro products and not to cater handicraft sectors.



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2.3 Experience sharing on Business Support Services available in the market by Mr. Suresh Koirala, Marketing Officer, Lotus BizPort Pvt Ltd.

Mr. Suresh Koirala presentation was focused on the different business support services available in the market and demanded by the SMEs. He started his presentation with the different countries perception and definition about the small medium entrepreneur (SME) according to the number of labor force and capital investment. He informed that the Nepalese law does not define SME with specific number of labor force but has categorized according to the financial capital investment.

He explained the basic need of business support services for SMEs required for efficient business operation. There are many business support service providers like: NGOs/INGOs, Government organization, Chambers and Association, Banks and Financial institutions, private organizations and others. Among them all private organization is the one who provides the services in a broader sense and fulfills as according to the demand. He also explained about the different areas of business support services that are available in the market and its methodology as well.

Discussion

Ms Gita Pandey, Field Coordination and Gender, Community Environmental Awareness and Management Project, asked about the trend of business support services within the five years establishment period line.

On such Mr Suresh Koirala explained that people are becoming aware about the business service providers and there is an increment of yearly 20% on the demand of the people. People are focused mainly for accounting and financial services according to Mr Suresh Koirala.

Ms Uday Laxmi Pradhan, Save The Children inquired about what kind of services can private organizations provide to the rural sector so that to mobilize the youth employees of such sector.

On such Ms Rojee Joshi, Senior Programme Officer, Helvatas explained that their organization is involved in the activities of capacity enhancement of youth employees of the rural sector and develop them as an entrepreneur.



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3. WRAP UP

Ms. Reema Shrestha, coordinator of EDN wrapped up the forum saying that both the presentation has been extremely fruitful to all the participants. She informed the participants that there is a change of EDN coordinator. Ms. Tashi Penzom will be the new coordinator of EDN and will be handling all the activities.

Towards the end Ms. Reema Shrestha thanked TIPS/Winner and WEDF/FNCCI for sponsoring the twentieth forum. She also thanked the resource person and all the participants for giving their time to attend the forum and announced the twenty-first EDN forum to be held on 7th December 2007.



4. ANNEXES

Annex 1: Program Schedule

Business Support Services

Twentieth Enterprise Development Network Forum
October 5, 2007

Kindly hosted by Tips/Winner and Women Entrepreneurship Development
Forum/ FNCCI

Venue: FNCCI, Meeting Hall, Teku, 4262061 / 4262218

Program Schedule

TIME	SESSION
2:15 – 2:30	Registration
2:30 – 2:40	Welcome and Overview of the discussion Ms. Reema Shrestha, EDN Coordinator
2:40 – 3:05	Presentation on Business Support Services and its importance By Mr. Shekhar Basnet, Business Development Officer, Vaconet
3:05 – 3:30	Question & Answer/Discussion
3:30 – 3:55	Presentation on Types of business support services available By Mr. Suresh Koirala, Marketing Officer, Lotus Bizport
3:55 – 4:20	Question & Answer/Discussion
4:20 – 4:30	Moderator Wrap up



Annex 2: List of Participants

SN	I	F. Name	L. Name	Designation	Organization
1	Ms.	Gita	Pandey	Field Coordination and Gender	Community Environment Awareness & Management Project
2	Ms.	Yasoda	Vaidya	Executive Member	Hastakala Maha Sangh
3	Ms.	Udaya Laxmi	Pradhan	Marketing Program Coordinator	Nepal SIMI Alliance project
4	Ms.	Urmila	Tamrakar		Peegannani Handicrafts
5	Mr.	Salil	Bhattarai	Enterprise Development Officer	RAP
6	Ms.	Rojee	Joshi	Senior Program Officer	Helvetas
7	Mr.	Ramesh	Adhikari	National Program Manager	RUPP/UNDP
8	Mr.	Sudhir	Malla	EDA	UMN
9	Ms.	Helga	Dugou	Advisor small enterprise development	SNV Nepal
10	Ms.	Sobha	Lakoul		Bishnu Candle
11	Ms.	Nameeta	Sthapit		Chautari Handmade Crafts
12	Ms.	Namrata	Sthapit		Chautari Handmade Crafts
13	Ms.	Radha	Shakya		H.B Crafts
14	Ms.	Pratima	Rimal		Nepal Grihini Udhog
15	Ms.	Binu	Shrestha		Women's Craft
16	Mr.	Purna Bdr	Shakya		CEAPRED
17	Mr.	Neeraj	Nepali	Executive Director	Lotus Opportunities
18	Mr.	Krishna Raj	Karki		Lotus Opportunities
19	Ms	Anju	Thapa		SWATI
20	Ms.	Sarita	Tuladhar		Swoniga Design
21	Ms	Tashi	Penzom	Senior Adm Officer	Lotus BizPort Pvt Ltd
22	Ms	Bindira	Manandhar	General Manager	Lotus BizPort Pvt Ltd