

**REPORT ON**

**FIRST ENTERPRISE DEVELOPMENT  
NETWORK**

**SEPTEMBER 12, 2003**

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*Facilitated by Netherlands Development Organisation (SNV/N) and Lotus Opportunities.*

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## **1. ACKNOWLEDGEMENT**

We acknowledge the dynamic participation of all the members who attended the meeting on Enterprise Development Network and shared their views and perceptions and enthusiastically shed light and interacted.

We are indebted to SNV/N who coordinated with us in initiating this propitious meeting.

## 2. EXECUTIVE SUMMARY

Lotus Opportunities in conjunction with SNV/N organized a meeting on Enterprise Development Network on September 12, 2003 at Hotel Summit. A total of thirty-four members participated in the meeting. The prime objective of the meeting was to bring together individuals and organizations from various sectors and share and disseminate ideas and thoughts and to discuss the need for a network and its sustainability, issues that a network should address, roles that the network can play and finally, set-up of the network and way forward.

Mr. Rajiv Pradhan, ED, Lotus Opportunities, moderated the meeting and amiably welcomed all the participants. Ms. Srijana Rana, PSD Manager, SNV/N, delivered a welcome speech and provided the background of the meeting in brief. Thereafter, all the participants involved introduced themselves and the organizations they belonged. Mr. Eelco Baan, SMED Advisor, SNV/N, talked about the objectives of the meeting before commencement of the discussion.

Mr. Pradhan discussed about the need for a network on enterprise development and the issues that the network should address. A variety of views were stated while issues were being discussed. However, a majority of participants believed that the four prime issues dominating are, technical issues, joint work issues, sharing issues and lobbying and advocacy policy.

Mr. Jan de Witte, Director, SNV/N spoke about the creation of networking groups in Nepal and further added that consistency, which most of the groups lagged, was enormously important. Mr. Surendra Bhandari, CEO, Kumari Bank, stated that for the improvement in enterprise development, Kumari Bank was willing to provide funds (loans) even at Micro level through the existing networks.

### **3. RATIONALE BEHIND THE MEETING**

The world is occupied with people...people with cultures and values. People establish worthwhile relationships and form communities. The existence of any organisation in isolation is almost impossible. Relationships are built and people live in close propinquity to each other and achieve professional as well as social goals. When working groups takes shape and people come to an understanding, creation of an environment where commonalities can be identified and achieving common goals will be enhanced.

The fundamental philosophy of initiating this meeting was to recognise the significance of networking which is deficient in a country like Nepal, to play a pivotal role in creating effective networks and to get the network progressing and create an environment where commonalities would be identified and in the long run, working groups were expected to from. Discussing the modalities of forming a networking group and also, creating a base for interaction where issues that the network should address, roles that the network can play and set-up of the network and way forward could be discussed.

Understanding of the "what matters" of the country in relation to enterprise development is of utmost importance. A need for a network and its sustainability, issues that a network should address, roles that the network can play and finally, set-up of the network and way forward were the agenda of the meeting.

## 4. PROCEEDINGS OF THE MEETING

The introductory session of the meeting started with welcoming the participants by Mr. Pradhan. He expressed his gratitude to the participants and said that the network should be able to improve and sustain for a longer term.

Ms. Rana, delivered a welcome speech and provided the background of the meeting in brief. She thanked Mr. Eelco Baan for being the "brain-advisor" and making the meeting a tremendous success. She expressed extreme repentance in not being able to join forces earlier with Dr. Laxman Pun, Team Leader-Utthan, CECI, and Mr. Govind Dev Pandey, ED, SMEDP.

Mr. Baan discussed about the objectives of the meeting and the agenda. He enlightened that the profound aim of the meeting was to identify the needs, discuss the issues, activities and suggestions.

Mr. Pradhan requested for the views, thoughts and opinions from the participants on the first agenda, **the needs and objectives of networks on enterprise development**. A majority of the participants deemed that the need for a network was to share experiences and ideas. Many felt that technical assurance and capacity building would be possible while networking. Furthermore, the creation of a bridge to the market would be likely mainly through networks and raised problems are solved mutually with the help of networking.

Mr. Bhandari, imparted some words where he stated that for the improvement in enterprise development, Kumari Bank was willing to proffer funds (loans) even at Micro level through the existing networks. He hoped that this network might play the role of a catalyst to make the scheme a success. He showed interest in working hand-in-hand with agencies and training centres for a more sustainable enterprise development.

Mr. Pradhan requested the participants for a memorable picture of the entire participants present that day.

The meeting resumed by discussing the second agenda, **Issues that the network should address**.

Mr. Baan, using the cards and chart technique, requested for opinions from the participants a propos issues on networks. Issues that were put forward were:

1. sharing of ideas, experiences and knowledge
2. avoiding unnecessary duplication of effort
3. capacity building in terms of concept, skill and management
4. inadequate information base
5. very cheap imports and dumping of goods from neighbouring countries
6. sharing of intuitional activities and events
7. identification of niche areas

8. market access and productivity issues
9. advertising campaign with common funding for trade
10. BDS for MSMEs
11. secretariat issues et cetera.

However, a great number of participants believed that the four prime issues are:

**Technical issues, joint work issues, sharing issues and lobbying & advocacy policy.**

Ms. Chhaya Sharma, ZVP, WEAN, expressed that networks like these are very beneficial for associations like WEAN where there is a dearth of such networks for small women entrepreneurs and to boot, these networks would develop entrepreneurs which would in turn alleviate poverty. Mr. Farooq Ahmed, Project Coordinator, ICIMOD, added that adhering to relevant issues rather than unnecessary issues while networking will provide a healthier network or else it would die its natural death.

After the end of the discussion on issues of networks, the **roles that the network can play** were given attention to.

The roles that the network could play according to participants were:

1. creation of mailing groups
2. market distortion
3. lobbying and forming pressure groups
4. thematic sharing
5. feedback and guidance in policy level
6. database of enterprise development
7. programmes and projects
8. strengthen the linkages of rural and urban enterprises
9. set-up an organizational structure
10. conduct meetings and workshops, et al.

Mr. Pradhan further divided the roles into five major roles, viz. exchange and sharing of information, networking, trainings, sustainability of structure of organisation and lastly, identifying best practical BDS concepts.

Mr. Bipulendu Singh, Economics Officer, ADB, commented that networks do not develop market but facilitates linkages. Majority of the participants expressed their contentment with the comment. Dr. Lakshman Pun added that networks generally don't provide trainings; they are rather identified as knowledge management.

A good number of the participants agreed that exchange of information, networking trainings, market development and lobbying were the most dominating roles that the network could play.

Finally, each participant agreed that network initially has to come with sharing and exchanging information and facilitating linkages. It was also decided to set up an organisation, which is not institutionalized but just secretariat.

**Setup and way forward** was the final agenda of the meeting. Opinions were asked and participants made significant suggestions for further setup of the network. They included:

1. setup a secretariat with necessary equipment
2. steering committee with members coming on rotation basis
3. coordinate network by SNV/N
4. membership
5. training on business plan
6. one of us be the secretariat and if necessary, members to contribute to run the secretariat, et cetera.

Mr. Pradhan requested the participants for ideas on setting up networking groups and Mr. Bishwa Karki, NPC, IEDI, suggested that studying on existing networking firms first, and then proceeding further would be a more practical initiative. There were discussions and the functioning of different networks like KMC, FNCCI, Smayukta, et cetera. Participants were of the view that it was indispensable for one of the organisations to do the sound secretariat work.

It was decided that Lotus Opportunities would perform the temporary secretariat works while SNV/N would coordinate. An E-group, [byawasayi@yahoogroups.com](mailto:byawasayi@yahoogroups.com), would be emanated and further agenda discussions would be decided through the group. Ms. Sona Pradhan, Networking and Publication Officer and the Interim Secretariat, Lotus Opportunities, would be the moderator. Mr. Pradhan suggested that the second meeting be held on November 14, 2003 and all agreed.

## 5. THE FINALE

Mr. Arthur Dillmann, Program Manager - Enterprise Development Program, UMN, was requested to wrap up the meeting and convey few words. Mr. Dillmann expressed his thoughts by accentuating on networks not being able to function acceptably unless everyone commits and further added that commitment, along with personal benefits, should exist. He expressed his gratitude and happiness to all the participants for actively participating in the meeting, sharing ideas and interacting. Where cottage industries and handicraft industries have participated, it is apparent that the meeting proved to be a good sign for a starting point.

Ms. Rana concluded by requesting the participants to help establish the network.

Participants were ushered for refreshment after the meeting concluded, precisely at 5.25 pm.

## 6. LIST OF PARTICIPANTS

1. Mr. Andrew Hall (DFID)
2. Mr. Arthur Dillmann (UMN)
3. Mr. Anuj D. Joshi (SNV/N)
4. Mr. Bhusan Rana (Kumari Bank)
5. Ms. Bidula Shrestha (CCO)
6. Mr. Bikash R. Dhakwa (HAN)
7. Mr. Bipulentu Singh (ADB)
8. Mr. Bishwa R. Karki (IEDI)
9. Mr. Chhabi Lal Sharma (SNV/N)
10. Ms. Chhaya Sharma (WEAN)
11. Mr. Deepak Shrestha (LCCI)
12. Mr. Dhan Lal Shrestha (Danish Embassy)
13. Mr. Eak B. Gurung (SDC)
14. Mr. Eelco Baan (SNV/N)
15. Mr. Francisco Tolento (SNV/N)
16. Mr. Farooq Ahmed (ICIMOD)
17. Mr. Giap Dang (European Commission)
18. Ms. Gita Pandey (CEAMP)
19. Mr. Govind D. Pandey (SMEDP)
20. Mr. Hari K. Poudel (ANSAB)
21. Mr. Jan de Witte (SNV/N)
22. Dr. Lakshman Pun (CECI)
23. Mr. Lal Kumar K.C (HJSS)
24. Ms. Luxmi Poudel (FECOFUN)
25. Mr. Neeraj Nepali (Lotus Intellect)
26. Mr. Rajendra P. Lamichanne (FECOFUN)
27. Mr. Rajeswor P. Pant (CSIDB)
28. Mr. Rajiv Pradhan (Lotus Opportunities)
29. Mr. Ram P. Risal (HELVETAS)
30. Mr. Sujeev Shakya (Soaltee Group)
31. Mr. Surendra Bhandari (Kumari Bank)
32. Ms. Shalini Tripathi (Tips/Winner)
33. Ms. Srijana Rana (SNV/N)
34. Mr. Tara Nidhi Pokhrel (FNCSI)

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*"There are no problems we cannot solve together, and very few that we can solve by ourselves".*

**Lyndon Johnson**