

**REPORT
ON
SECOND ENTERPRISE
DEVELOPMENTNETWORK**

NOVEMBER 21, 2003

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1. ACKNOWLEDGEMENT

We thank and acknowledge the dynamic participation of all the members who attended the meeting on Enterprise Development Network, November 21 2003 and shared their views and perceptions and fervently interacted.

2. EXECUTIVE SUMMARY

Network meeting on Enterprise Development was organized on November 21, 2003 at Hotel Summit. A total of forty members attended the meeting.

Mr. Neeraj Nepali moderated the meeting. Mr. Eelco Baan recapitulated on the first meeting that was held on 12 September 2003.

Two presentations were made in the meeting. The first one was made by Mr. G.B. Banjara. The presentation was on - **Experiences and Lessons from SIPP**.

The presentation focused primarily on technical training to SMEs. Mr. Banjara said that SIPP was involved in technical trainings like skill development, capacity building, et cetera.

The Second Presentation was made by Mr. Bansi Rana, Team Leader, Franchising-SKILL, and Ms. Shobhana Pradhan, Programme Officer, Franchising- Skill. They presented on -**Training Towards Greater Outreach**. The presentation was about employment-oriented training programme. Ms. Pradhan presented on the franchising approaches to increase the impact of SKILL. She talked about the selection process of franchisee, signing of franchise agreement and selection of training and trainers. Also, she shed light on Impact Financing. The presentation was followed by discussions.

After the presentation, Ms. Sona Pradhan, Networking and Publication Officer, Lotus Opportunities, explained what "byawasayi" was all about.

Towards the end, Mr. Neeraj Nepali proposed January 16, 2004 for the next meeting, which was agreed by all the participants. The participants suggested in expanding the networking group. As per the advises provided by the participants, the suggested theme for the next meeting would be:

- Public/Private Partnership
- Marketing
- Financing
- Entrepreneurs case study and
- Technology Transfer

Ms. S. Rana made the concluding remarks. She accentuated that the meeting was "**not**" SNV's or Lotus' but "**everybody's**" and therefore participants were asked if they were ready to take the lead the next meeting. As no one showed interest to lead the next meeting, Ms. Rana informed that the present method of organizing would still continue for the next meeting.

3. RATIONALE BEHIND THE MEETING

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 are expected to form.

4. PROCEEDINGS OF THE MEETING

Mr. Neeraj Nepali, ED, Lotus Intellect, moderated the meeting. He welcomed all the participants and delivered the overview of the programme. Thereafter, all the participants introduced themselves. He handed over the floor to Mr. Eelco Baan, SMED Advisor, SNV/N, to review on the first meeting held on 12 September 2003.

Mr. Baan welcomed all the participants and reviewed on the first meeting of Enterprise Development Network held on September 12, 2003. He mentioned that participants were extremely enthusiastic during the first networking meeting. He reviewed the major discussions and conclusion of the last meeting. He requested for additional ideas, suggestions and comments on last meeting from the participants. He also thanked F-SKILL & SIPP for committing their valuable time for the second meeting.

The First Presentation was done by Mr. G.B. Banjara, Programme Officer, Small Industry Promotion Project (SIPP), on - **Experiences and Lessons**.

He begun by thanking for being provided the floor to share experiences. The presentation focused primarily on technical training to SMEs. Mr. Banjara mentioned that SIPP had been in the field of promoting SMEs since 1999 and unfortunately, it had reached its extremity. It is supposed end in the year 2003. He elucidated the experience and observation gained by SIPP. He said that SIPP was involved in technical trainings like skill development, capacity building et cetera. He talked about the difficulties in delivering technical training to unskilled individuals and SMEs, and also the following key questions:

- How can technical training be used for more effective Enterprise Promotion
- Are technical skills adequate fro managing enterprise
- If not then what more needs to be done
- How to bring supply and demand aspects of technical training (for both kinds of training)

The participants put their queries and comments forward during the session. Mr. Jim Tomecko, Team Leader, GTZ, commented not to make connection between training and productivity. The comments were appreciated and Mr. Banjara added that more study in to the aspect would be done.

Ms. Srijana Rana, Project Manager, SNV/N, inquired on the process of managing to deliver those technical trainings. Mr. Banjara explained that the incentive scheme were used with the partner organisation to deliver their training which was directly connected with the fees - higher the fees, higher the level of participants.

Mr. Rishi Shah, Director, Lotus Holdings, expressed that the valuable experience of SIPP would not go in vain. Such kind of trainings had been discussed several times with

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FNCCI and he believed the donors could work with private sectors regarding the matter as a partner.

The Second Presentation was made by Mr. Bansi Rana, Team Leader, HELVETAS, and Ms. Shobhana Pradhan, Programme Officer, Franchising- Skill. They presented on - **Training Towards Greater Outreach.**

Mr. Rana started the presentation by first introducing himself. The presentation was about employment-oriented training programme. He said that their target groups were women. He talked about the purpose of origin of F-SKILL, established in the year, 1992. After the background presentation, Ms. Pradhan presented on the franchising approaches to increase the impact of SKILL. She declared that though the franchising approach was new to Nepal, the decision to use it was firm. She talked about the selection process of franchisee, signing of franchise agreement and selection of training and trainers. Also, she shed light on Impact Financing. She further added that SIPP took the effort to do the follow up with trainees even after the training session. The franchisees were paid in three installments. They would get incentive at the last installment, provided they succeeded to put people into work. F-SKILL, at this juncture, was selecting master franchisees for five development regions of Nepal.

Mr. Sunim Tamang, GTZ, inquired about the achievements of one if F-SKILL were to deliver the training. Ms. Pradhan emphasized on the resource materials being provided by F-SKILL, including training manuals and disbursing the franchisees, and added that the franchisees also paid certain charge to F-SKILL, as royalty.

Mr. Navin Dahal, Program Officer, SIPP, asked if the franchisees could provide any other useful trainings, or trainings assigned only by F-SKILL. Ms. Pradhan replied that training delivery would be made available amongst the 'twenty-one training packages' provided by F-SKILL.

Ms. Rana, SNV/N asked how many people managed to go out of country after being trained by F-SKILL. Ms. Pradhan said that not many people had to leave the country.

Mr. Rishi Shah inquired about the sources of finances for F-SKILL. Ms. Pradhan stated it was through clients.

After the presentation discussions, Mr. Baan asked all the participants if they were satisfied with the approach of the meeting and also bid to provide their input to make it livelier. Mr. Tomecko said networking forum was something very informal and is excellent to communicate with people in a network.

Mr. Baan then asked Ms. Sona Pradhan, Networking and Publication Officer, Lotus Opportunities, to provide explanations on "byawasayi".

Ms. Pradhan explained as per the first meeting, it was decided to create an e-group named, byawasayi@yahogroups.com so that the sharing of thoughts and ideas could be

Byawasayi

done through it. She informed the participants that any information a propos Enterprise Development was circulated through "byawasayi". She informed that there were twenty-one members, to date. She requested all the participants to be a part of "byawasayi" so that they could easily access to the information regarding the networking forum, minutes, reports of the forum as well as other articles on enterprise development. She also explained the process of enlisting in the group and that the invitation expired within seven days, if registration was delayed.

5. THE FINALE

Mr. Neeraj Nepali proposed January 16, 2004 for the next meeting, which was agreed by all. Mr. Baan asked for suggestions for the upcoming meeting. Mr. Rishi Shah advised to have discussions on financing and banking aspects. The participants also suggested in expanding the networking group. As per the advises provided by the participants, the theme suggested for the next meeting would be:

- Public/Private Partnership
- Marketing
- Financing
- Entrepreneurs case study and
- Technology Transfer.

Ms. S. Rana made the concluding remarks. She thanked Lotus Opportunities for doing the secretarial task. She accentuated that the meeting was "**not**" SNV's or Lotus' but "**everybody's**" and therefore participants were asked if they were ready to take the lead the next meeting. As no one showed interest to lead the next meeting, Ms. Rana informed that the present method of organizing would still continue for the next meeting.

The participants were then ushered for refreshments.

ANNEXURE

1. LIST OF PARTICIPANTS

1. Mr. Akin Shrestha (TITI)
2. Mr. Arthur Dillmann (UMN)
3. Mr. Amar B.Thing (SNV/N)
4. Mr. Anuj D. Joshi (SNV/N)
5. Mr. Bansi Rana (F-SKILL)
6. Mr. Binod Shrestha (ECCA)
7. Mr. Bhusan Rana (Kumari Bank)
8. Mr. Bhusan Shah (GTZ)
9. Mr. Deepak Shrestha (LCCI)
10. Mr. Dhurba Dnagol (RONAST)
11. Mr. Eak B.Gurung (SDC)
12. Mr. Eelco Baan (SNV/N)
13. Mr. Eknath Khatiwada (SNV/N)
14. Mr. G.B.Banjara (SIPP)
15. Mr. Harihar Subedi (GTZ)
16. Mr. Indra K. Nakarmi (F-SKILL)
17. Ms. Jamuna Ulak (SIPP)
18. Mr. Jim Tomecko (GTZ)
19. Ms. Kamala Sharma (SWATI)
20. Mr. Manil Shrestha (GTZ)
21. Mr. Navin Dahal (SIPP)
22. Mr. Neeraj Nepali (Lotus Intellect)
23. Ms. Nina Shahi (FTG Nepal)
24. Mr. Pramod Pyakural (RONAST)
25. Mr. Rajeshwor Joshi (LCCI)
26. Mr. Rishi Shah (Lotus Holdings)
27. Ms. Sarita Karki (SWATI)
28. Mr. Sandip Amatya (LCCI)
29. Ms. Shobhana Pradhan (F-SKILL)
30. Mr. Shyam B. Shrestha (Nepal Knotcraft)
31. Mr. Shailendra Thakali (DFID)
32. Ms. Shalini Tripathi (TIPS/WINNER)
33. Mr. Sichan Shrestha (Individual)
34. Ms. Sona Pradhan (Lotus Opportunities)
35. Ms. Srijana Rana (SNV/N)
36. Mr. Suhrud Chapagain (Individual)
37. Mr. Sunim Tamang (GTZ)
38. Mr. Suresh Pradhan (FNCSI)
39. Ms. Usha Gongal (Centre for Gender and Management)