

**A REPORT  
ON  
FOURTH ENTERPRISE  
DEVELOPMENT NETWORK  
MEETING**

**MARCH 19, 2004**

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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, March 19, 2004 and shared their views and perceptions and fervently interacted.

## 2. EXECUTIVE SUMMARY

Network meeting on Enterprise Development was organized on March 19, 2004 at Hotel Summit. A total of forty members attended the meeting.

Mr. Suhrid Prasad Chapagain moderated the meeting. Mr. Chapagain recapitulated on the previous Enterprise Development Network Meeting.

Four presentations were made in the meeting. The first one was made by Dr. Riddhi Bir Singh of Centre for Energy Studies. The presentation was on – **Technology Transfer and Enterprise Development with impetus on Banana Fibre Technology** .The presentation focused primarily on the different technical aspects of the banana fibre technology and the cases where they are being tried for the enterprise Development

The Second Presentation was made by Mr. Santosh Acharya, Microenterprise Development Program. Mr. Acharya presented on –**Experiences and lessons on Technology Transfer from Microenterprise Development Program**. Mr. Acharya presented the importance of technology in SMEs, perspectives in micro enterprises, importance of appropriate technology and how it is being used by MEDEP.

Mr. Huta Ram Vaidya, Senior Agriculture Engineer presented his view and ask the forum to focus more on the “Garib Rekha” (for people under the line of poverty). His message was to honor science and simplify it for the use of poor people.

Ms. Jamuna Ulak described the concept of Enterprise Development Network through a presentation named the establishment of secretariat of Enterprise Development Network. She presented on the importance of secretariat for EDN. She said that such forum is useful to sharing ideas, knowledge and experience, opportunities for collaboration and lobbying.

Mr. Rajiv Pradhan of Lotus Opportunities highlighted the essence of forum is to share the information and work as a common platform for the organization.

Towards the end, Dr. Laxman Pun of Canadian Center for International Studies and Cooperation (CECI). He proposed May 14, 2004 for the next meeting, which was agreed by all the participants. Private, Public and civil society partnership was put forward as the thematic area for the discussion for Fifth Enterprise Development Network Forum.

### 3. RATIONALE BEHIND THE MEETING

The fundamental philosophy of initiating this meeting was to recognize 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.

#### Objectives of the enterprise development Network

During the first meeting on 12 September 2003, the following major objectives of the enterprise development network were identified:

- Facilitate sharing of experiences, ideas and information on enterprise development in Nepal;
- Support and coordinate lobbying and advocacy activities regarding enterprise development in Nepal;
- Facilitate identification of common interests and development of joint programs and activities related to enterprise development;
- Support knowledge exchange and development on strategies, methods and tools regarding enterprise development.

## 4. PROCEEDINGS OF THE MEETING

### 4.1 Review of the previous Enterprise Development Network Meeting

Mr. Suhrid Chapagain, Assistant Manager Networking Initiatives of Lotus Opportunities moderated the Fourth Enterprise Development Networking meeting held on March 19, 2004. He greeted and welcomed the presented participants and he asked to introduce all the participants as well as the organizers team.

He reviewed the issues and decisions of previous three Enterprise Development Network meetings. The following key agenda have been carried out previously:

- Defining vision and mission, objective and issues of enterprise development network during First EDN on September 12, 2003
- Experience and lessons form other facilitating projects on enterprise development during Second EDN on November 21, 2003
- Women and enterprise development, experiences of women entrepreneurs during Third EDN on Jan. 16, 2004

As per the discussion held on Third EDN the thematic area for the Fourth EDN was finalized as the “Technology Transfer”. The floor was given to the presenters on the Technology Transfer.

### 4.2 “Technology Transfer and Enterprise Development with impetus on Banana Fiber Technology”-Dr. Rhiddi Bir Singh, Centre for Energy Studies

The First Presentation was done by Dr. Rhiddi Bir Singh from Centre for Energy Studies. Dr. Singh presented on “Technology Transfer and Enterprise Development with impetus on Banana Fibre Technology”. He explained on the banana fiber technology in detail through a presentation. He explained 50% of banana plant utilize as fiber. Fleshy part of banana they refine in to fiber.

#### **Discussion Session:**

Dr. Singh was asked that, how much of the fibre is being utilized? , how much their staff are earning? And where is he market? He answered clearly by saying that the organization like Nepal Knots Caps are using it in making caps and there are other potential market too. The staff are being paid Rs. 80 to 100 per day.

It was asked that how much it costs to start the banana fiber business? Do we have enough market to sell it? And how much does the machine cost? Dr. Sigh replied with zeal that the cost of the machine is up to its size and capacity. In average it costs Rs.50 thousand including transportation cost. The capital needed to commence banana fiber business should be worked out upon the requirement. There is good market for banana fiber, company like Nepal Knots Cap Centre is the main source for the banana fiber.

Ms. Shyam Badan Shrestha, MD of Nepal Knots Cap Centre added that since 1989 she is involve in fiber business. She shared her struggle to produce fiber in Nepal. She assured that there is good market of the fiber. She also showed interest to capture such fiber if there is any company who takes responsibility of supplying.

### **4.3 “Experiences and lessons on Technology Transfer from Microenterprise Development Program”- Mr. Santosh Acharya, Microenterpris Development Program**

The second presenter was by Mr. Santosh Acharya of Micro Enterprise Development Program (MEDEP), he presented on “Experiences and lessons on Technology Transfer from Microenterprise Development Program”. Mr. Acharya presented the importance of technology in SMEs, perspectives in micro enterprises, importance of appropriate technology and how it is being used by MEDEP. After completion of his presentation he emphasized the necessity of forum like EDN and added that the forum is very helpful in sharing the experience and exchanges the information.

#### **Discussion session:**

Mr. Acharya was asked about the appropriate technology. He replied that both capital based and labour based technologies are important in the context of Nepal. It was asked that how MEDEP is meeting on demand of technology? He replied that MEDEP is planning a national exhibition on appropriate technology for SMEs in near future and the demand is being met through various ways. He will provide detail information on the national exhibition through the mail of byawasayi. Various discussions on technology was discussed and Mr. Jhankanarayan Shrestha informed about B2B unit in RUPP which is all about linkages and requested to utilize it as much as possible. The web address of B2B is [www.b2b.com.np](http://www.b2b.com.np)

The floor was given to Engineer Mr. Huta Ram Vaidya to share his experience of using appropriate technology as being engineer. His message was to honor science and simplify it for the use of poor people.

### **4.4 Presentation on the establishment of Secretariat for Enterprise Development Network by Ms. Jamuna Ulak**

Establishment of the Enterprises Development Network secretariat was presented by Ms. Jamuna Ulak. EDN would be active in collecting and exchanging information, and Byawasayi forum would be key integral part of EDN. The secretariat was proposed to be run by Lotus Opportunities and sustainability of the secretariat needed to be established.

Some organizations had met to discuss the EDN and the presentation was on the structure of EDN, which is a loose organization concentrating on facilitating the exchange of information.

She asked the invaluable suggestions for the sustainability of EDN from the participants. The following suggestions were received from the participants:

- The focus of EDN should be clarified whether it is just for SMEs or others too and monitoring indicator should also be there.
- The size of Basket fund should be defined.
- The participants agreed on the concept presented by Ms. Jamuna Ulak.

#### **4.5 Key issues for enterprise development network**

The responsibility of closure of network meeting was given to Dr. Laxman Pun (CECI). He declared that the Fifth Enterprise Development Network will be held on May 14, 2004 at 2:30 pm and the venue will be informed later. The theme for the coming network meeting is Public, Private Civil Society Partnership.

#### **5. DECLARATION:**

The participants agreed upon the concept of establishing secretariat and handle it by Lotus Opportunities. It was also agreed to contribute fund for basket fund and be the member of it by paying fee.

- The thematic area for the fifth Enterprise Development Network Meeting is chosen as Public , Private and Civil Society Partnership and it will be held on May 14, 2004.
- The participants agreed upon the concept of establishing secretariat. Lotus Opportunities can be entrusted to run the secretariat.

## 6. ANNEXURES

### I. List of Participants

S. No.	Name	Organization
1	Anish KC	Private Consultant
2	Anuj D. Joshi	SNV/ Nepal
3	Ashotush Tiwari	BSA
4	Babu Raja Shrestha	CRE
5	Bikash Man Shrestha	NCC Bank
6	Bikash R. Dhakwa	H A N
7	Binod K Shrestha	KUSOM
8	Chhabi Lal Sharma	SNV/ Nepa
9	Dibya Tara Tuladhar	Annapurna HPC
10	Dr. Krishna Khanal	H & F Pvt. Ltd.
11	Dr. Lakshman Pun	CECI/UTTHAN
12	Dr. Mohan B Gyawali	RECAST
13	Dr. R. B. Singh	RECAST
14	Eknath Khatiwada	SNV/N
15	G. B. Banjara	GTZ/PSPP
16	Giap Dang	European Commission
17	Hajuri Bista	Wean Cooperative
18	Huta Ram Baidya	Agri Consultant
19	Ira Acharya	RAP
20	Jamuna Ulak	SNV/Nepal
21	Jhank Narayan Shrestha	RUPP

# Byawasayi

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22	Lal Kumar KC	HJSS
23	Luxmi Poudel	FECOFUN
24	Muna Nepal	IIDS
25	Navraj Gurung	H & F Pvt. Ltd.
26	Praveen K. Maheto	
27	Rahish Shrestha	GTZ/PSPP
28	Rajiv Pradhan	Lotus Opportunities
29	Ramchandra Bhandari	RECAST
30	Rishi Shah	Lotus Holdings
31	Sangita Niraula	SWATI
32	Santosh Acharya	MEDEP
33	Sarita Karki	SWATI
34	Shalini Tripathi	TIPS/WINNER
35	Shanti Bhaidya	Samasthi Handicraft
36	Shyam Badan Shrestha	Nepal knot Craft
37	Siddhi Raj Pant	PPP Consultant
38	Sneha Sayami	F-SKILL
39	Suhrid Prasad Chapagain	Lotus Opportunities
40	Usha Gongal	Wean Cooperative