

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

MAY 14, 2004

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ACKNOWLEDGEMENT

We thank and acknowledge the dynamic participation of all the members who attended the meeting on Enterprise Development Network, May 14, 2004 and shared their views and perceptions and fervently interacted.

EXECUTIVE SUMMARY

Fifth Network meeting on Enterprise Development was organized on May 14, 2004 at Hotel Summit. A total of forty one members attended the meeting.

Mr. Rajiv Pradhan was the moderator of the meeting. Mr. Pradhan recapitulated on the previous Enterprise Development Network Meeting.

Two presentations were made in the meeting. The first one was made by Mr. Siddha Raj Pant, PPP Consultant. The presentation was on – **Public, Private Partnership for Enterprise Development** and included emergence of PPP concept, rationale for PPPs, the challenges of PPPs, for what PPP should be used, benefits to public sector, benefits to private sector, benefits to civil society, opportunities for PPPs in Nepal, PPPs at present & what needs to be done.

The Second Presentation was made by Mr. Girija Prasad Gorkhaly, Project Director of Urban and Environmental Improvement Project (UEIP). Mr. Gorkhaly presented on – **Public Private Partnership for Municipal Infrastructure**. He presented the definitions and strengths of Public sector, Private sector and civil societies, the problems the municipal infrastructures are facing, potential infrastructure and types of PPPs.

Mr. Rajiv Pradhan proposed July 16th, 2004 for the next meeting, which was agreed by all the participants. Marketing rural-urban linkages was put forward as thematic area for the discussion for the Sixth Enterprise Development Network Forum.

Towards the end, Mr. Binod Shrestha wrapped up the forum by talking about the restructuring of civil society. How to structure public private & civil society partnership in accordance to the present context of Nepal and how the private sector can be motivated to move ahead in the PPP was told by him towards the end. We still need to understand PPP in depth and a need of the civil society to monitor the works under PPP.

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.

PROCEEDINGS OF THE MEETING

1. Review of the previous Enterprise Development Network Meeting

Mr. Rajiv Pradhan, Coordinator of Enterprise Development Network (Executive Director of Lotus Opportunities) moderated the Fifth Enterprise Development Networking meeting held on May 14, 2004 at Hotel Summit. He greeted and welcomed all the participants.

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

- Experience and lessons on Technology Transfer for enterprise development during Fourth EDN on March 19, 2004

As per the discussion held on Third EDN the thematic area for the Fourth EDN was finalized as the “Public Private Partnership”. The objective of the EDN is sharing information and knowledge management regarding enterprise development in Nepal. The EDN secretariat is at Lotus Opportunities. Bigya Bhandari is the EDN officer and can be contacted for all needs regarding any works of EDN.

The floor was given to the presenters on the Public Private Partnership after the introduction of the participants.

2. “Public Private Partnership for Enterprise Development”- Mr. Siddha Raj Pant, PPP Consultant

Mr. Siddha Raj Pant, PPP Consultant has published the first book on Public, Private Partnership in Nepal and has done in-depth study on it.

Mr. Pant did a presentation on “ Public Private Partnership for Enterprise Development”. Structure of the operation, the theme for PPP is enterprise development. The definition of PPP was mentioned, Public stands for HMG and its undertakings. Private stands for profit making individuals and Partnership in which partners share authority, responsibility, risk and rewards. The common thinking of Nepalese is the government should do everything and rethinking of the role of government resulted the emergence of PPP in Nepal. The concept of PPP has shifted the donor aid development to privately financed economic growth. The challenges of PPPs is the role of public sector should be redefined and should add role of facilitator and regulator than just a provider.

The Pro-poor PPP can be developed if public (for social obligation), private (for innovative & efficient service) and civil sector (to understand consumer needs) come together. Opportunities for PPPs in Nepal is local sales government act (LSGA) 1999 has

given power to local body to form partnership and work with civil society partners. The PPP is often loosely used or misused at present and targeted at raising private capital. At the end of his presentation he said, the structuring of traditional PPPs should be done and it can be used to transform lives and societies.

Discussion:

The participants asked to give an example of effective PPP in Nepal. Mr. Pant replied that a project of solid waste management in Gulmi is a good example. The comments also came on restructuring of PPP in Nepal as it is a open concept and can be restructured. Mr. Pant also said there are good opportunities of PPP in Nepal. However there are not many examples and it is just a matter of relationship and accountability between public and private sector.

3. “Public Private Partnership for Municipal Infrastructure, Mr. Girija P. Gorkhaly, Project Director of Urban and Environmental Improvement Project

Mr. Girija P. Gorkhaly is working in UEIP since its inception (since 6 years). The project is running since 6 years and working for municipality. He did a presentation on “Public Private Partnership for Municipal Infrastructure”.

Mr. Gorkhaly said PPP could be applied in any thing. Private sector has been involved in improving the municipal infrastructure. Both private and public sectors have their own and different strengths and its cooperation create synergy in the provision of municipal infrastructure and involvement of civil society will further enhance the environment. In his terminology public is government, private is non government or civil society. The municipal infrastructures are facing problems due to constrain of either resource or skilled human resource or competitive technology or management. The potential infrastructure being provided could be improved by private sector. But they are less attracted towards it as it is risky, need big investment, or/and many stake holders etc. The private sector can provide their services if public sector help with their endorsement, legal arrangement and sharing risks. He said to strengthen the PPP; the mutual confidence and risk allocation should be enhanced.

The reason behind the less efficiency of govt. is with their vested interest, bribe and even private sector also has its own profit making motive. The definition of private sector and its strengths were mentioned.

Discussion:

Mr. Gorkhaly replied the comments provided by participants and said that there are different strengths if three PPPs are taken positively. The reason behind less efficiency of government is with their vested interest.

4. Formation of Thematic Group

The six thematic groups were formed. The following are the name list of thematic groups and the secretariat of EDN will coordinate to conduct discussion session amongst them.

WOMEN & Enterprise Development

1. Malika Shrestha
2. Bhuvan R. Sharma
3. Tamanna Hamal
4. Ira Archarya
5. Anjana Tamrakar
6. Laxmi Paudel
7. Anuj D. Joshi
8. Bhusan D. Shrestha
9. Pooja Pradhan
10. Jhank N. Shrestha

CASE STUDY OF SUCCESSFUL ENTREPRENEURS

1. Binod K. Shrestha
2. Tara Nidhi Pokhrel
3. Lal Kumar K.C.
4. Navin Subedi
5. Hari Krishna Poudel
6. Dr. Lakshman Pun
7. Prakash K. Shrestha
8. Jamuna Ulak
9. Rajiv Pradhan

PUBLIC, PRIVATE AND CIVIL SOCIETY PARTNERSHIP

1. Anuj D. Joshi
2. Rahish Shrestha
3. Kalyan B. Pandey
4. Lal Kumar K.C.
5. Bikash R. Dhakhwa
6. Krishna C. Manandhar
7. Navin Subedi
8. Siddha Raj Pant

MARKETING RURAL-URBAN LINKAGES

1. Anuj D. Joshi
2. Dr. Lakshman Pun
3. Bansi Rana
4. Bishwa Karki
5. Jamuna Ulak
6. Sneha Sayami
7. Anjana Tamrakar

8. Rabi Shakya
9. Malika Shrestha
10. Bhusan Das Shrestha
11. Shanti Baidya
12. Navin Subedi
13. Rahish Shrestha
14. Kiran Pandey
15. Hari Krishna Poudel
16. Tamanna Hamal
17. Jhank Narayan Shrestha
18. Tara Nidhi Pokhrel
19. Rajiv Pradhan

ACCESS TO FINANCE

1. Navin Subedi
2. Kalyan Bikram Pandey
3. Rajiv Pradhan

TECHNOLOGY TRANSFER

1. Dr. B. S. Subedi
2. Rabi Shakya
3. Rahish Shrestha
4. Rajeswor P. Pant
5. Shanti Baidya
6. Dr. Lakshman Pun
7. Navin Subedi
8. Raju Rimal

The wrap up of the forum was done by Mr. Binod Shrestha. He said that the definition of PPP was not clear to all. The civil society restructure was discussed. How to structure the PPP according to present context of Nepal and how to motivate private sector to move ahead in PPP was mentioned.

5. Key issues for enterprise development network

The key issues for next forum was discussed and decided that the case studies on PPPs will be presented. The participants suggested to have key issue to be discussed in next meeting, which is “Marketing, Rural- urban linkage”.

ANNEXURES

I. List of Participants

S. No.	Name	Organization
1	Anjana Tamrakar	Creative Women's Craft
2	Anuj D. Joshi	SNV/ Nepal
3	Bhusan D Shrestha	Training for Employment Project
4	Babu Raja Shrestha	CRE
5	Bipul Singh	ADB
6	Bikash R. Dhakwa	H A N
7	Binod K Shrestha	KUSOM
8	Bishwa Karki	IEDI
9	Bansi Rana	F-Skill
10	Bhuban R.Sharma	
11	Deepak Shrestha	LCCI
12	Dr. Bhawani Shankar Subedi	TITI
13	Eknath Khatiwada	SNV/Nepal
14	Elvin Gloripan	Chaudhary Group
15	G.P Gorkhaly	UEIP/DUDBC
16	Hari Krishna Poudel	ANSAB
17	Ira Acharya	RAP
18	Jhank Narayan Shrestha	RUPP
19	Jamuna Ulak	SNV/Nepal
20	Kalyan Bikram Pandey	Kumari Bank
21	Kiran Raj Pandey	AEC/FNCCI

Byawasayi

22	Lakshman Pun	CECI/UTTHAN
23	Lal Kumar KC	HJSS/ADDCN
24	Luxmi Poudel	FECOFUN
25	Malika Shrestha	Samasthi Handicraft
26	Mr. Rabi Shakya	Training for Employment Project
27	Navin Subedi	ANSAB
28	P.R Neupane	MEDEP
28	Prakash Rudra Shrestha	Nepal Consult
30	Puja Pradhan	Skill
31	Rahish Shrestha	GTZ PSPP
32	Rajeshwor P Pant	CSIDB
33	Rajiv Pradhan	Lotus Opportunities
34	Siddha Raj Pant	PPP Consultant
35	Shanti Bhaidya	Samasthi Handicraft
36	Sneha Sayami	F-Skill
37	Srijana Rana	SNV/Nepal
38	Sudip Poudel	BDA
39	Sunita Shrestha	
40	Tamanna Hamal	Wean Cooperative
41	Tara Nidhi Pokhrel	FNCSI