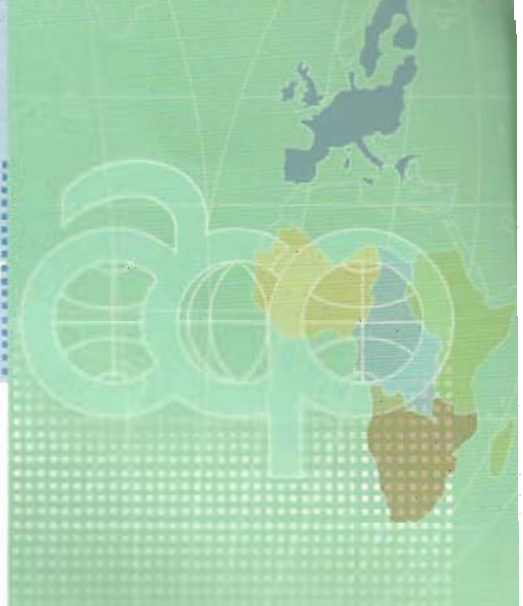




CENTRE POUR LE DEVELOPPEMENT DE L'ENTREPRISE
CENTRE FOR THE DEVELOPMENT OF ENTERPRISE



THE CDE: PARTNER OF THE ACP PRIVATE SECTOR

<http://www.cde.int>

MANDATE

The Centre for the Development of Enterprise (CDE) is a joint institution of the ACP Group of States (African, Caribbean and Pacific) and the European Union, created within the framework of the Cotonou Agreement.

The Center provides non-financial services (technical assistance, studies, training) to ACP companies and to joint initiatives undertaken by ACP and EU economic operators in various economic sectors, with the main aim of enhancing the competitiveness of ACP enterprises.

More specifically, the CDE's objectives are as follows:

- to facilitate ACP-EU business partnerships;
- to facilitate the development of enterprise support services in ACP countries (capacity building within private sector organisations and service providers);
- to lend support to investment promotion activities and organisations;
- to support transfer of technologies and management skills

RESOURCES

The financial resources of the CDE are derived largely from the European Development Fund (EDF). Further amounts are availed through co-financing as well as from funds provided by various partners and by the client enterprises who contribute to part of the costs of the interventions.

BENEFICIARIES

The CDE lends assistance to:

- **ACP enterprises:** starting-up, expending or in process of diversification or restructuring;
- private sector organisations - professional associations, federations, technical centres, investment promotion bodies, etc;
- ACP consultants and advisory companies, to build their capacity to meet the needs of enterprises.

BASIC ELIGIBILITY CRITERIA TO OBTAIN CDE'S SUPPORT

- Private company status
- Based in ACP country
- EU promoters can be assisted for investment projects destined for ACP countries

Size of enterprise/investment in defined SME range:

- net assets of at least 80,000€ and/or a turnover of 250,000 €
- maximum net assets: 10 m €
- at least five employees

Cost-sharing principle:

- Contribution of up to 2/3 of the cost of intervention
- Beneficiary is expected to contribute the remaining 1/3 which can be in kind
- Maximum contribution by the CDE: 50,000 €/year per enterprise



GET IN TOUCH WITH THE CDE

For all requests, please contact the CDE Technical Intervention office (T.I.O) in your country/region.

The addresses of these contacts, including a simplified online form to apply for assistance are available on the website: www.cde.int

Contact :

Centre for the Development of Enterprise

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An institution of the ACP Group of States (Africa, Caribbean and Pacific) and the EU (European Union), in the framework of the Cotonou Agreement

FIELD OF ACTIVITY

The CDE's support to ACP enterprises and intermediary organizations consist of two approaches:

- a **structured (over a 3 to 5-year period) approach via programmes** for groups of enterprises and intermediary organizations;
- **ad hoc assistance to individual enterprises, intermediary organizations and service providers** of the private sector.

Programme approach

Primary objective

- Identify and support the activities of the most promising private sector companies in selected sectors with highest potential for economic and social development in ACP countries.

Main advantages

- buy-in by concerned companies and intermediary organisations via consultative approach through local coordination;
- availability of in-depth knowledge of key sectors;
- quicker and more effective response to the needs of enterprises;
- achievement of synergies with other stakeholders in the sectors concerned: national authorities, regional institutions, international donors;
- better complementarity and coherence with the priorities of other development actors.

Selection of sub-sectors with regard to

- comparative advantages;
- sustainable growth potential;
- innovation and emulation perspectives;
- partnership potential and socio-economic merits (internal economic linkages, cumulated value-added, employment and productivity improvement).

Ad hoc assistance

In spite of the CDE's more selective approach to ad hoc requests from individual enterprises, the demand remains high. Hence, the Centre continues to provide ad hoc assistance to individual enterprises, intermediary organizations and service providers of the private sector upon request.

- Travel
- Participation in Fair
- Start-Up
- Full Feasibility Study
- Training (external)
- In-plant Training
- Expertise and Diagnostic
- Market Study
- In-dept Evaluation
- Marketing
- Partial Feasibility Study
- Partial Network Study
- Partial Technical Study
- Identification of ACP Partners
- To / In Negotiations
- Diagnostic of Client Enterprise
- Negotiations in EU / ACP
- Study Tour
- Search for Finance
- Specific Correspondent
- Participation in Partnership Meetings
- To Institutions
- Supervisor Training
- Strategic and Business Plan
- Marketing Workshop
- Diagnostic Survey
- Testing of Soil / Water Samples
- New Plant Studies
- ISO 9000
- Layout / Maintenance
- Investment Guide
- Production of promotional brochures
- Thematic Seminar
- Production & Finishing
- Raw Material Evaluation
- Identification of Equipment Suppliers
- Technical Study
- Fact-finding Mission
- Management assistance before / during production
- Diagnostic Mission
- Sectoral Diagnostic
- Technical Appraisal
- Pre-feasibility Study
- Joint Venture Negotiations
- Equipment Assessment and Technical Advise
- Rehabilitation of Machines
- Sectoral studies, in-depth study of a sector in ACP
- Organisation of Fora, Fairs and Partnership Meetings
- Identification of a potential EU partner
- Assistance with (first) individual contact between ACP promoter and EU partner
- Assistance to consultants
- Training of consultants
- Organic Certification
- Business Planning
- Re-furbishment Studies
- Geo-technical Studies
- Power source Studies