



## **EMPRETEC GHANA FOUNDATION**

The Empretec Ghana Foundation (EGF) began in 1990 jointly sponsored by the UNDP, Barclays Bank, and the government of Ghana, to deliver a broad range of training and consultancy services to growth-orientated SMEs. It is registered as a company limited by guarantee with a nine member-board.

### **Mission**

To build high quality, growth oriented, internationally competitive enterprises through training, business advice and access to technology and financial services, as well as collaborate with government and other agencies to achieve their developmental goals.

### **Organisational structure**

- 32 staff employed in 4 offices in 3 regional capitals: Accra, Kumasi & Takoradi.

### **The main EGF products are as follows:**

Entrepreneurship workshop: this 10-day event is the most established of EGF's training products. It is a foundation of Empretec's approach internationally and is still described as the *flagship programme*.

Short management programmes: covering a variety of topics such as negotiation skills, stress management and business awareness. They are usually generic and last 1-2 days.

Customised training programmes: delivered on-contract for particular (usually donor) clients.

Sector-specific programmes: aimed at businesses in a particular sector, some of whom may be larger than the usual SME classification. Most notable here has been EGF's work with the financial sector.

British Executive Service Overseas (BESO) volunteer advisers (VAs): EGF offers appropriate SME clients access to the expertise of senior/retired executives recruited through BESO from the UK for short-term assignments of a few weeks duration. EGF acts a matchmaker, assessing the potential client's need, liaising with BESO in the UK, vetting potential VAs and handling the logistical arrangements of the contract.

Technology and Enterprise Development Fund (TEDF): a subsidised consultancy service where SMEs can gain access to specialised consultants through EGF. EGF manages the service and links SME clients with a roster of suitable consultants.

Business Development Planning Fund (BDPF): another subsidised consultancy scheme focusing in particular on business plan preparation.

Clients Accounting and Book-keeping Services (CABS): a focused subsidised consultancy product. EGF has negotiated with three accountancy firms to supply services to groups of SMEs clients. SMEs own understanding of the importance of good book-keeping and their book-keeping capacity should improve as well as their attractiveness to finance organisations.

Linkages: EGF may provide initial support for linkages with local or international business, usually in the form of subsidised travel.

Diagnostic health check: a mini-consultancy process is undertaken directly using a standardised set of questions/headings and usually at the beginning of a client's involvement with EGF.

Counselling: here a client is entitled to 4 counselling visits from an EGF staff member trained in business counselling skills. This list excludes: direct business services such as E-mail, fax etc.;

Credit sourcing centres: EGF manages a loan fund of \$1m available to businesses in the tourism, construction and non-traditional export sectors through five centres throughout the country; and

EGF's offer to donor clients to manage programmes on their behalf - in Ghana and now increasingly in other African countries

#### **Summarised Service Mix**

- Core services are:
  - Training
  - Consultancy and Advisory Services
  - Financial Services
- Client Accounting & Book-keeping Services
- Business Diagnostic & Counseling
- Business Plan & Feasibility Studies
- Research
- Project Management
- Credit Services

#### **Examples Of Successful Supply Chain Programs Supply Chain Programs**

- Oil Palm production
- Cassava Production for industrial starch
- Citrus/pineapple production
- Distribution of products for Unilever, Nestle and Guinness
- Provision of security services to some banks
- Empowering SMEs to provide mining supplies to mining companies

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