



United Nations Industrial Development Organization

**Arab Regional Center for Entrepreneurship & Investment
Training**

United Nations Industrial Development Organization (UNIDO)

- Setup 1966
- Specialized Agency 1985
- 169 Member countries
- Promoting industrialization

**Competitive
Economy**



**Cleaner
Environment**

**Productive
Employment**

UNIDO Functions

Global Forum:

- Generates & Disseminates knowledge relating to industrial matters
 - Enhance cooperation
 - Establish dialogue
 - Develop partnerships
 - Tailored made specialized support

Technical Cooperation:

- Design & implement programs (tailor-made) to support Industrial development

UNIDO Services

- Industrial Governance & Statistics
- Investment & Technology Promotion
- Quality & Productivity
- Small Business Development
- Environmental Management
- Industrial Energy & Kyoto Protocol (Climate change)
- Montreal Protocol (ODS)
- Agro-Industries

UNIDO

Representative
Offices
35

ITPO
12

Cleaner
Production
Centers
30

Technology
Centers
15

Shared Tools, Methodologies and Networks

- **COMFAR III Expert:** *An application developed by UNIDO for the analysis and appraisal of investment projects of any kind.*
- **Pharos:** *A comprehensive PC software package for measuring, monitoring and benchmarking strategic business performance of enterprises*
- **Company Project Profile:** *UNIDO software devised to facilitate the formulation of standardized investment projects in preparation of their screening and subsequent promotion.*
- **Enterprise Development & Investment Promotion Program:** *(implemented in 37 countries) A package approach aimed at promoting foreign direct investment through the facilitation of domestic investment*
- **National Cleaner Production Centers:** *(43 Centers) aims at building national Cleaner production capacities*

Cont'd

- **Subcontracting and Partnership Exchanges** (44 SPXs in 32 countries) *specialized centers for technical information, promotion and the matching of capacities, processes and production or industrial service specialities, in the form of an autonomous structure whose basic purpose is to help bring together enquiries for and offers of subcontracting work and outsourcing."*
- **Export Consortia:** *A voluntary alliance of firms with the objective of promoting the export of goods and services of its members through joint actions.*

ITPO Network Mission & Mandate

- **The UNIDO network of ITPOs brings industrial investment and latest technology to those countries in need of a promotional helping hand**
- **It opens up new opportunities for investors and technology suppliers to link up with potential partners in developing countries and countries with economies in transition**

Services

- ***Information Fast Lane***
 - Legal and economic conditions
 - Opportunities for industrial cooperation
 - Investment financing
- ***Partnership Promotion***
 - Establishing/maintaining contact with host country companies
 - Advisory services at each stage of investment cycle
 - Targeted investment/technology promotion

Partnerships

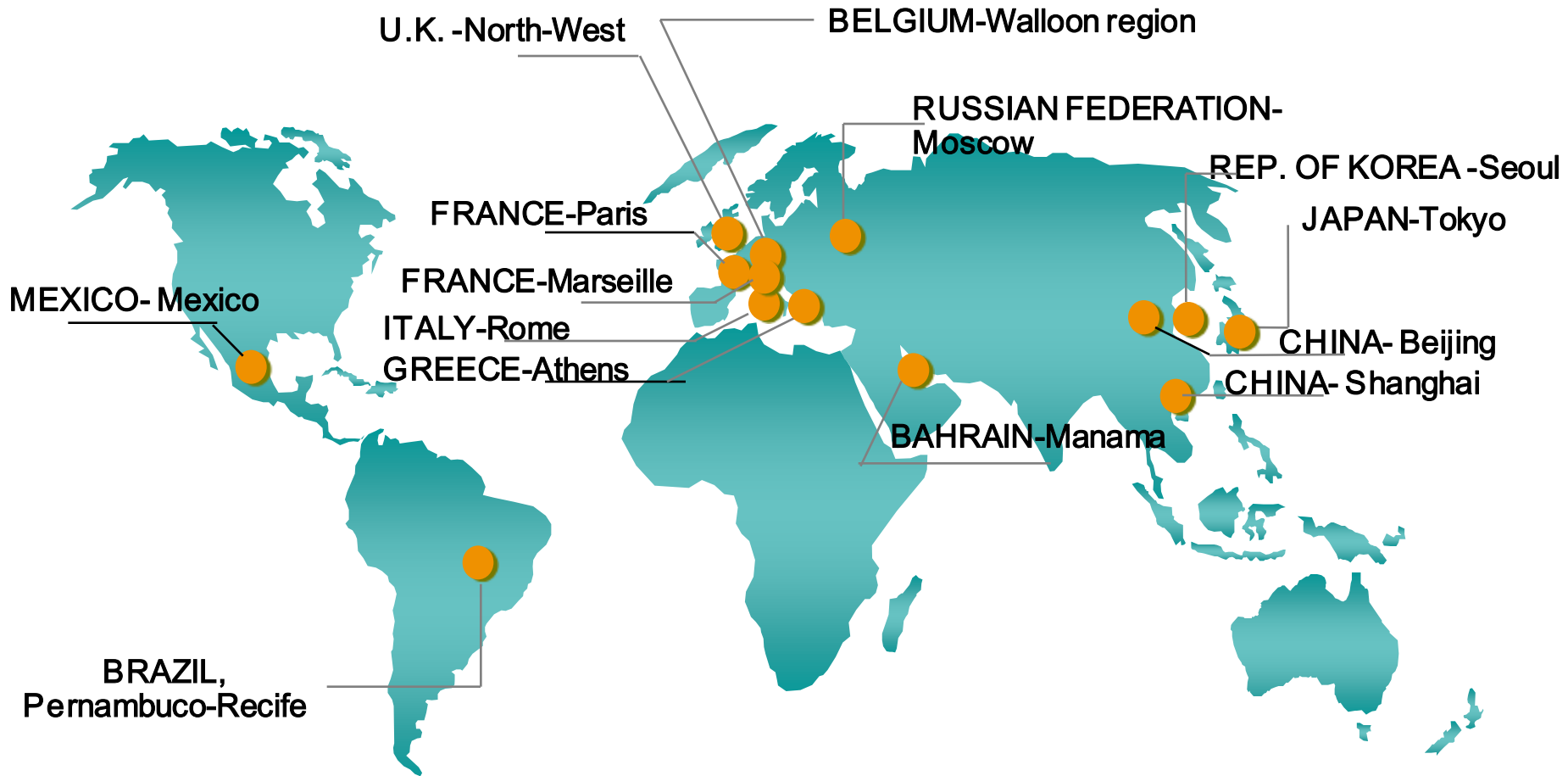
- **Joint Venture**
- **Buyback**
- **Credit line**
- **Market Access**
- **R&D**
- **Marketing Expertise**
- **Management Expertise**
- **Subcontracting**
- **Technology Transfer**

Services

- ***Business Negotiations***
 - One-to-one meetings
 - Tours of project sponsors
 - Tours of potential investors
 - Country presentation tours
- ***Delegates Programme***
 - On the job training in investment promotion techniques
 - Promotion of a portfolio of screened investment/technology projects
 - Business negotiations
 - Follow-up as a contact point



Worldwide ITPO/IPU Network

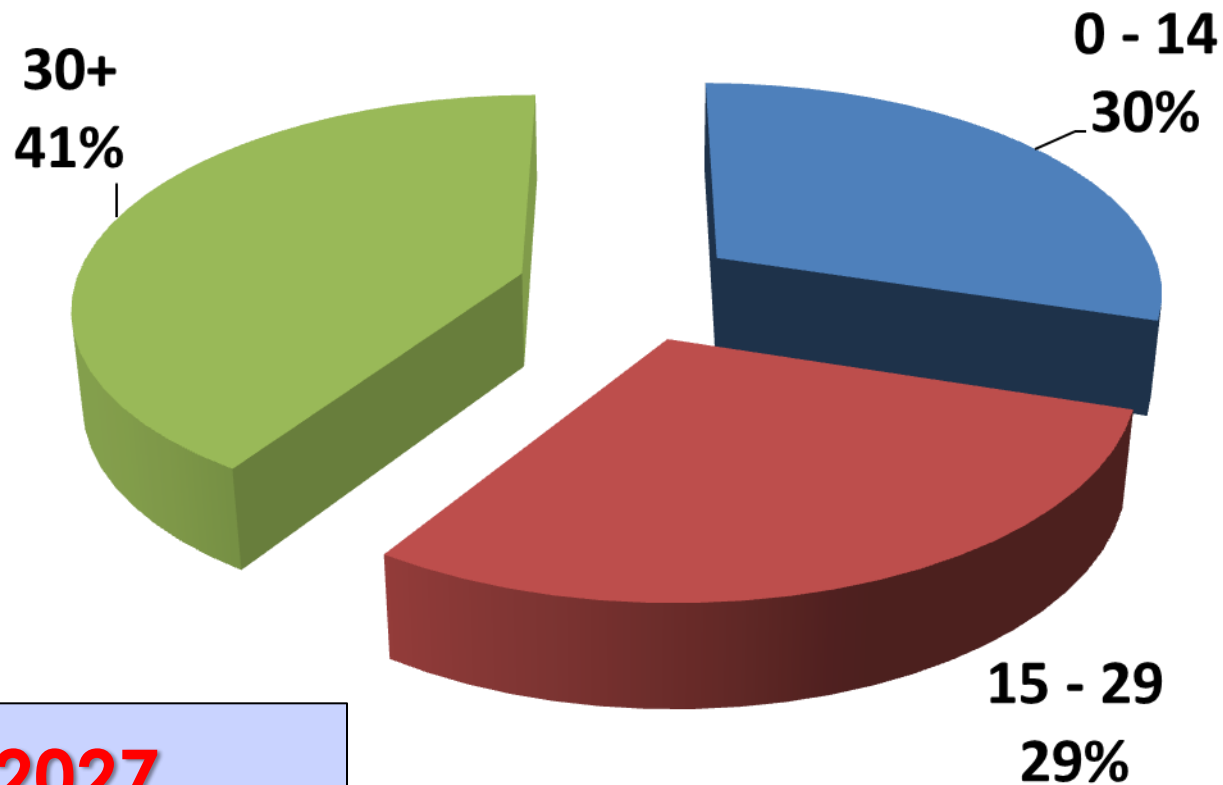




Enterprise Development & Investment Promotion Program

Shaping the Spirit of Entrepreneurship

Middle East North Africa 2012 (population 355 million)



**By 2027
445 million**

Existing Environment

- **Weak Entrepreneurship culture**
- **Demographic and economic indicators project that the Arab Region requires 100 million jobs by 2015**
- **The in-existence of specialized programs on Entrepreneurship Development and supporting micro, small & medium enterprises (MSMEs)**
- **Limited support institutions targeting entrepreneurs in the areas of training, technology, finance and incubation**

What needs to be done

- The development of national specialized programs aimed at creating awareness and stimulating economic empowerment for Arab entrepreneurs
- The adoption of programs geared towards entrepreneurship and MSME development and that have proven their effectiveness
- Provide counseling programs aimed at facilitating enterprises growth
- Developing linkages between financial institutions and entrepreneurship programs
- The establishment of business incubators as they play a key role in the development and growth of MSMEs through a range of services offered

Who are we? & What do we do?



United Nations Industrial Development Organization

- Promote Industrialization in developing countries
- Promote Foreign Direct Investment
- Support Entrepreneurs and Small & Medium Enterprises



Arab Regional Center for Entrepreneurship & Investment Training

- Assist in starting own business
- Develop and assist you in better attracting partners & establishing joint ventures
- Providing specialized programs for growth & reaching export markets
- Facilitate New Enterprise Creation
- Enhance the competitiveness of existing enterprises through Enterprise Upgrading
- Facilitate the creation of a conducive business environment for the emergence, sustainability and growth of SMEs

Programs offered by Arab Regional Center for Entrepreneurship & Investment Training

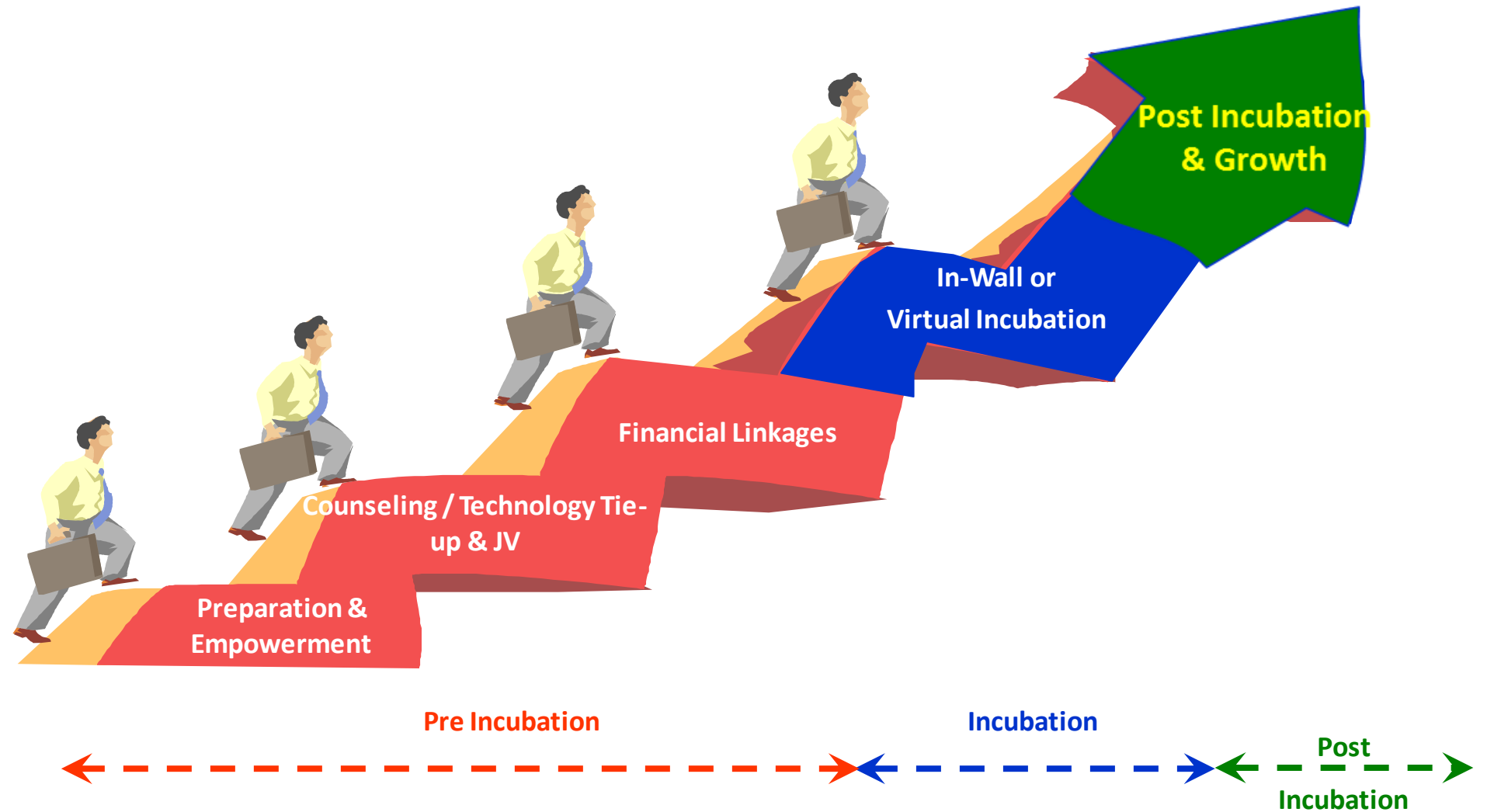
Institutional Level

- Training of trainers for “Entrepreneurship Development & Enterprise Creation Program”
- Developing Resource Persons for Enterprise Growth
- Strategic and Production Management of Industrial Enterprises
- Industrial Project Identification, Preparation and Appraisal

Entrepreneurial Level

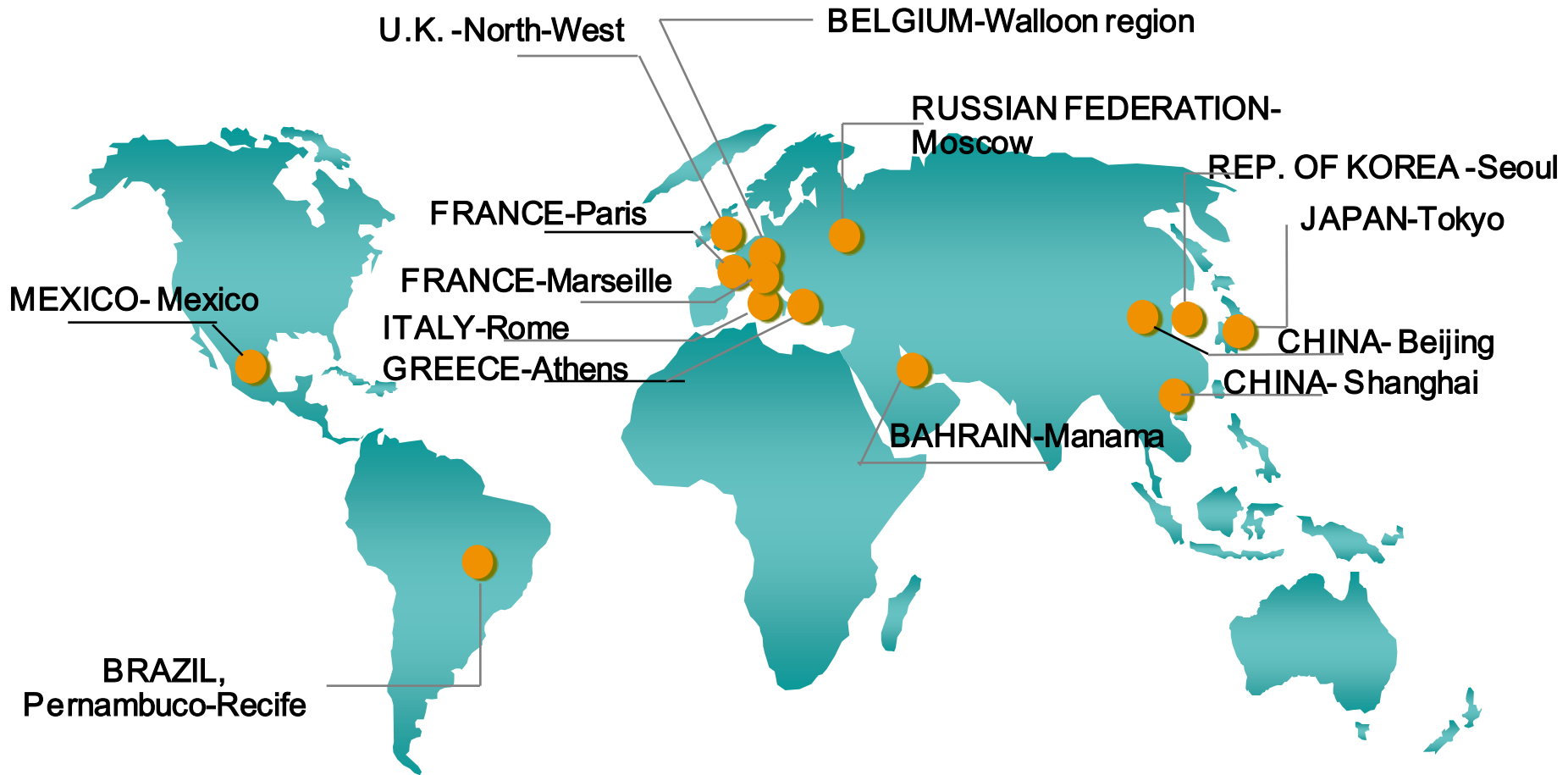
- Enterprise Creation Program
- Technology Management
- Quality Management
- Control Management Systems

Enterprise Development & Investment Promotion Program (EDIP)





Worldwide ITPO/IPU Network



Pre - Incubation

Step 1 – Preparation & Empowerment

- “Entrepreneurs are not only born but can be trained, developed and empowered” to acquire confidence and scientific calculated risk in implementing their business
- The training process is result-oriented, the potential entrepreneur is expected to set-up his own business enterprise appropriate to his abilities
- Inputs on
 - Setting up a small enterprise (rules, procedures, formalities)
 - Business opportunity identification (screening, firming-up)
 - Market assessment
 - Entrepreneurial competencies (strengthening soft skills)
 - Business plan preparation
 - Essentials of managing a small enterprise
 - Inputs on how to implement a project

Pre-Incubation

Step 2 - Counseling & Technology Tie-up Leading to a full-fledged JV

- **Assisted in**
 - **Finalizing their business ideas**
 - **Developing their own business plans**
 - **The process of project implementation**
 - **Technology tie-ups**
 - **Business partnerships (Joint Venture collaborations)**
 - **Seeking necessary licenses and completing legal documentation**
- **The duration of this process depends on the needs of the respective entrepreneur as identified by the business counselor and the entrepreneur**

Pre-Incubation

Step 3 - Financial Linkages

- **Appropriate financial linkages is identified based on project requirements and entrepreneur investment capability**
- **Need based advice and support is provided by the financial counselor**
- **“Venture Capital Fund for Selected Arab Countries” established in cooperation with the Kuwait Finance House**

Step 4 – Incubation

- Essential linkages are facilitated with institutions dealing with infrastructure operators
- Guidance and support on issues related to procurement, installation and commissioning
- Business Counselor and Financial Counselor closely monitor the project implementation process
- **Virtual or Out-wall Incubation**
- **In-wall Incubation**
 - Projects requiring basic infrastructure services offered by the business incubator and are found suitable, are selected and facilitated to operate from the incubator

Step 5 – Post Incubation & Growth

- **Mentoring**
- **Technical Support/Administrative**
 - Access to information and data / Developing growth business plans
 - Business Counseling, Co-entrepreneurship & Angels Program
 - Technology upgrading: Raw materials sourcing , sourcing of technology
 - Quality management & upgrading to ensure adherence to international markets
 - Legal support
 - Access to new Markets:
 - Franchising
 - Clusters
 - export consortia
 - Subcontracting exchanges

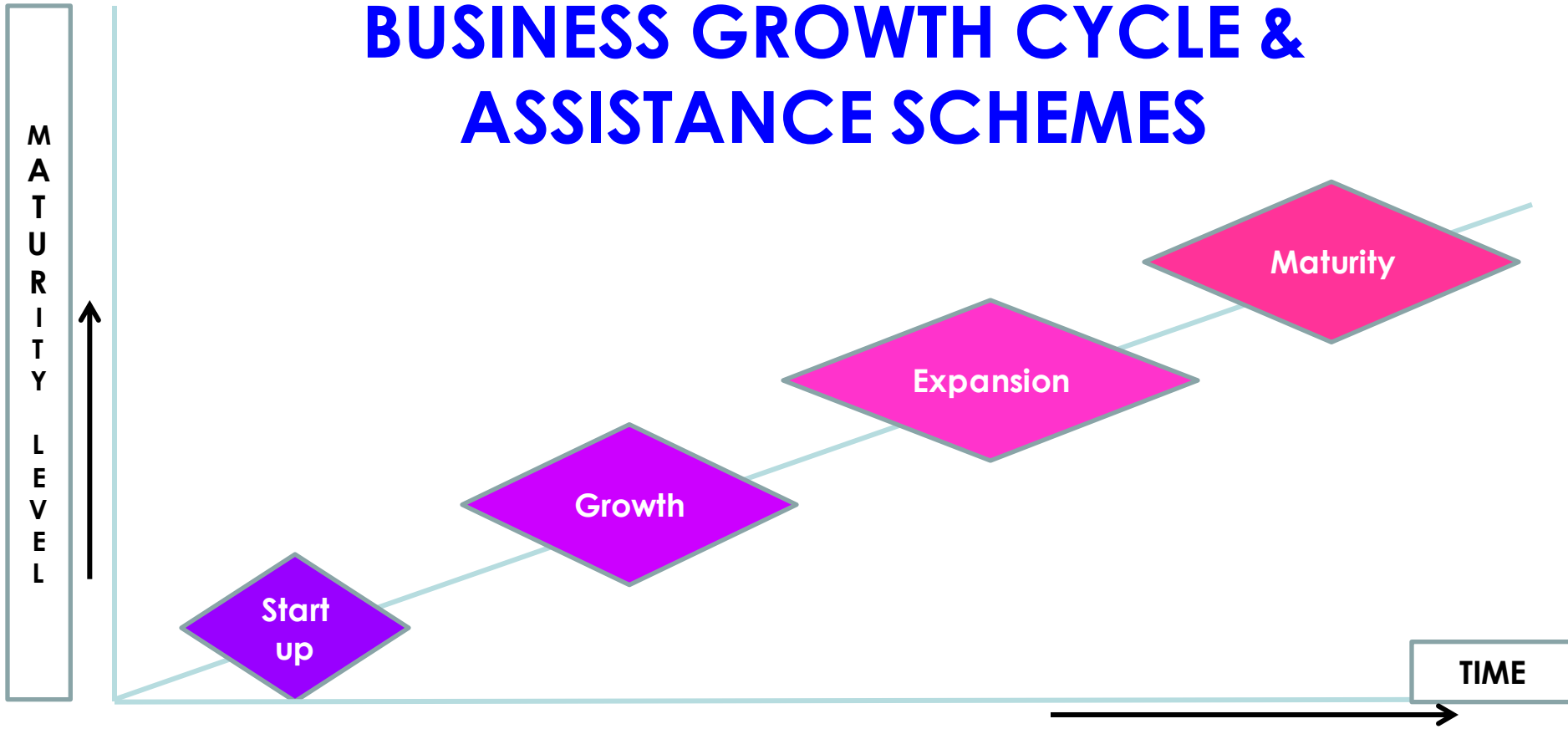
- **Financial Support**

- Medium to large financing
- Seed capital
- Equity & Venture Capital Funds

- **Infrastructure**

- Sector specific Incubators
- Technology Parks
- Research & development facilities

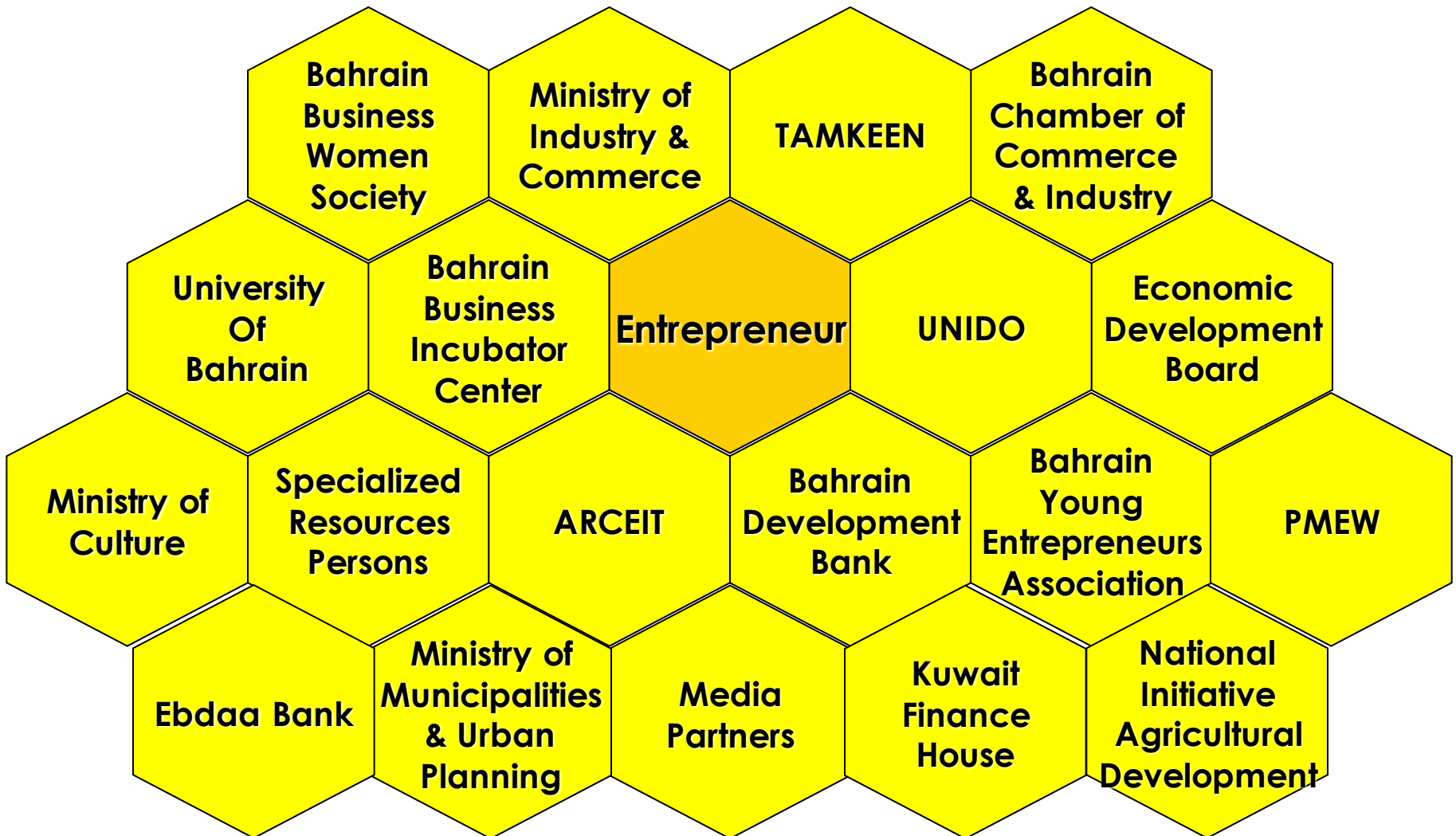
BUSINESS GROWTH CYCLE & ASSISTANCE SCHEMES



EDIP in the World



Enterprise Development & Investment Promotion Program Network



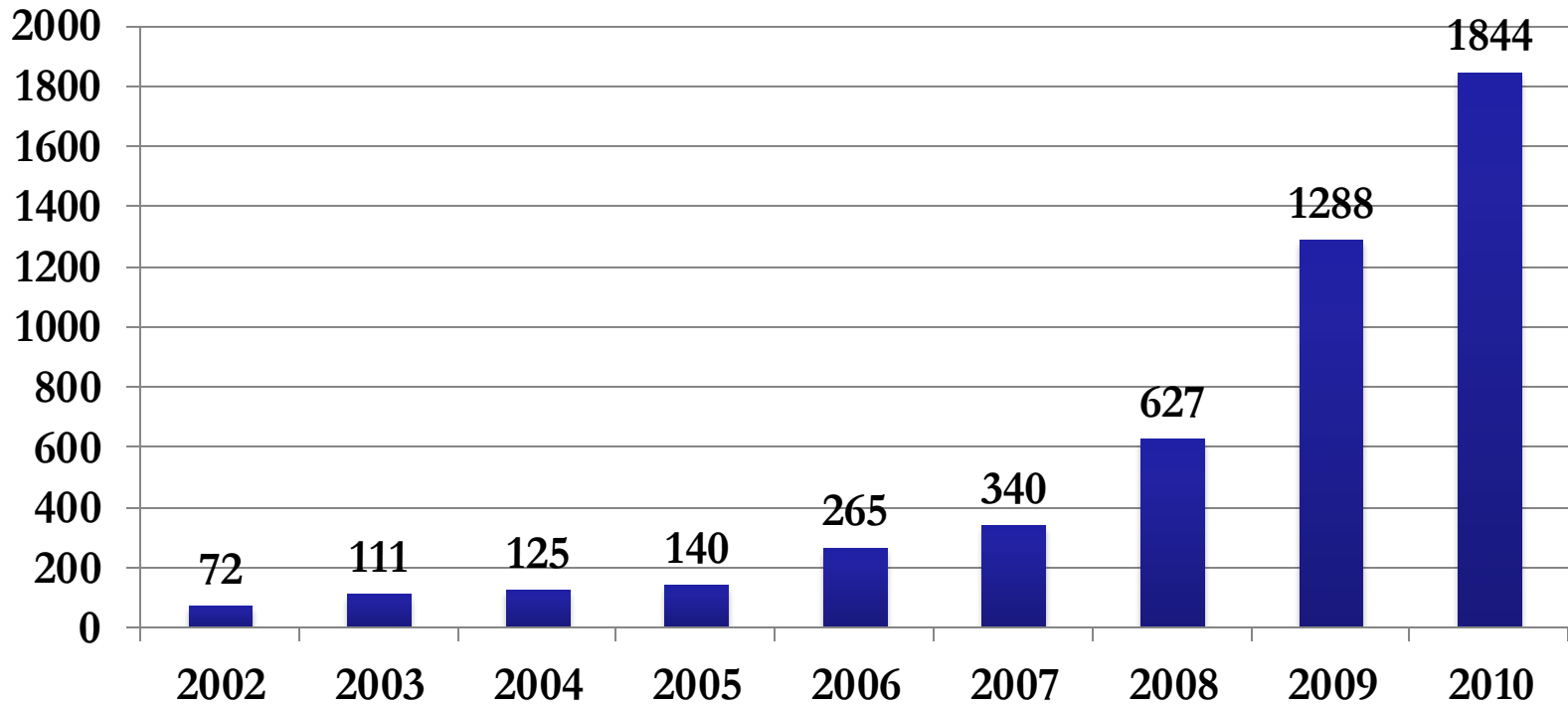
Activities

- **EDIP (Generic, Techno-preneurs, agro-preneurs, fit-preneurs)**
- **School curriculum 2006 (Teachers trained, 5 schools)**
- **Women Economic Empowerment Centers (Bahrain, Kuwait and UAE)**
- **Cooperation with Universities (RUW, Delmon, UOB, ..etc)**
- **Business Plan competition for Arab Innovators**
- **General Union for Chambers of Commerce, Industry & Agriculture in Arab World**
- **Entrepreneurs Ambassadors**

ARCEIT Achievements

- Enterprise Development Centers established: 49 in 32 Countries
- Enterprise Development Centers planned: 65
- Capacity Building programs on MSME development: 2,026 experts

BDB Number of Loans



EDIP Achievements in Bahrain

2001 - 2011

- **Total Micro Entrepreneurs Assisted: 2,400**
- **Total Small Entrepreneurs Assisted: 2,000**
- **New enterprises established: 750**
- **Est. Investment: \$1.2billion**
- **Jobs Created:14,000**

H.E. Dr. Ahmad Mohamad Ali, Chairman Islamic Development Bank, 2005



His Royal Highness Prince Talal Bin Abdul Aziz signing a working arrangement with ARCEIT, 2006



Her Majesty Queen Rania Al Abdulla visits the Bahrain Business Incubator Center



Launching the EDIP in China





Enterprise Development & Investment Promotion Program

Shaping the Spirit of Entrepreneurship