UNDP Botswana, together with its local partners, is rolling out a Business Supplier Development Programme (SDP) to support the private sector. The SDP is modelled around similar successful programmes implemented by UNDP in South America and Asia.

**OBJECTIVES OF THE PROGRAMME**

The objectives of the programme are to:

- Develop the productive capacity of SMEs, to improve their competitiveness to become efficient and competitive suppliers to buyers;
- Create demand-based, market-driven opportunities for SMEs to increase their competitiveness;
- Connect essential small-scale producers/suppliers to larger markets locally as well as abroad;
- Strengthen the entrepreneurial ecosystem in country to encourage innovation and create employment and
- Expand and create more jobs for the SMEs/suppliers

**WHAT SECTORS, AND THEIR VALUE CHAINS, WILL BE SUPPORTED?**

- MINING
- PROJECTS (INFRASTRUCTURE)
- AGRO-PROCESSING
- LEATHER
- TEXTILES

**HOW WILL THE SDP WORK?**

The SDP will engage large scale companies (potential buyers) purchasing, or willing to purchase, goods and services and facilitate a business relationship with capacitated SMEs (suppliers). The programme will assist SMEs to become valued businesses in different value chains, and to be more efficient and competitive suppliers.

Once the SMEs are qualified to enter the programme, they will go through a rigorous six (6)-stage process to enhance their productivity to be profitable, effective and sustainable suppliers.
WHAT TRAINING WILL SMEs RECEIVE THROUGH THE PROGRAMME?

SMEs/Suppliers will undergo training over a period of 10 to 12 months, led by dedicated trained consultants with close involvement of the Buyers. This SDP process consists of the following six (6) stages:

1. **Promotion and Formalization**
   - Introduce programme, formalize agreements and set goals and targets
   - Month 0 - 1

2. **Diagnosis**
   - Financial, technical and operational assessment for identification of improvement areas
   - Month 1 - 3

3. **Interaction**
   - Present findings of diagnosis to all and agree on actions to be taken by lead and supplier companies
   - Month 3 - 4

4. **Design improvement plan**
   - Based on the results of diagnosis, plan activities, set workplan, assign responsibilities and identify support resources
   - Month 4 - 5

5. **Implementation and follow-up**
   - Implement prioritized improvement plan within each of the lead and supplyin companies
   - Month 5 - 8

6. **Documentation and systematization**
   - Documentation of results and analysis for possible replication to other suppliers
   - Month 8 - 9

10 Months

WHO ARE THE KEY STAKEHOLDERS IN THE PROGRAMME?

- Qualifying SMEs (Suppliers)
- Qualifying large companies (Buyers)
- Certified local consultants who have undergone the UNDP SDP training and who will conduct the training of SMEs
- Potential coordinating partners to twin with UNDP for each value chain e.g. Botswana Chamber of Mines for the mining sector

WHAT ARE THE BENEFITS TO BUYERS OF ENGAGING IN THE PROGRAMME?

- Improved relationships with suppliers
- Better quality supplies (goods and services)
- Secured supplies (reliable and efficient delivery)

WHAT ARE THE BENEFITS FOR SMEs OF ENGAGING IN THE PROGRAMME?

- Improved competitiveness and profitability, i.e., production of more goods with better quality, less time and lower costs
- Market access, i.e., enhanced capacity to explore and enter new markets, including export markets
- Improved standards of products and services

FOR MORE INFORMATION, PLEASE CONTACT:
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