



SME Unit

Tier IV - SME Unit Planning (09/08 – 08/09)

- **Direct Benefit (Tier IV Objective)**
- **Outputs (Results)**
- **Activities**



SME Unit

Direct Benefit

Direct Benefit	Tier IV Objective	Better performing local/regional construction related enterprises enhance their contribution for economic development in UCBP regions.	Indicators	Number of employees in local construction sector increased by 10% compared to the previous year.
				Number of construction related enterprises organized in institutions increased by 10% compared to the previous year.
				Business creation in construction sector increased by 10% compared to the previous year.



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Outputs

Outputs	Results	Indicators
	Subcontracting system successfully implemented.	1. At the end of Lot 1 A constructions, a minimum of 25% of the contract value, less GC overhead/profit, have been sub-contracted to local/regional enterprises/cooperatives. 2. At the end of Lot 1 B constructions, the subcontracting target (25%) is observed. 3. At the end of lot 2 A, the subcontracting target (40%) is observed. 4. At the end of lot 3 A at least 40% of the contract value have been sub-contracted. 5. The sub-contracting for infrastructure is in line with schedule.
	Direct - contracting of local enterprises successfully implemented	Till 31. 08. 09, at least half of the intended 60 % of the infrastructure contract volume is contracted to local enterprises.
	Entrepreneurial and management training program successfully conducted.	1. At the end of Aug 09, at least 120 participants coming from local/regional enterprises/cooperatives successfully concluded CEFE workshops. 2. At least 120 participants concluded successfully CEFE start-up-business workshops. 3. At the end of Aug 09, at least 2.250 participants coming from local/regional enterprises/cooperatives past successfully tests after participating in management modules. 4. At least three local/regional enterprises, which participated in ISO - Program, passed "Third Party Audit" till end of Aug 08.
	Technical skill up-grading successfully implemented.	1. At the end of August 2009, in at least 30 local/regional enterprises/cooperatives, the output in a minimum of 2 working sectors has been increased at least 20 % because of technical skill up-grading. 2. At the end of August 2009, in at least 180 local/regional enterprises/cooperatives, the quality of a minimum of four working sectors has been increased by at least 20 % because of technical skill up-grading.
	Regional/local public+ private sector institutions are involved in UCBP/SME activities and their capacity in economic development is strengthened.	Activity plans developed and implementation ongoing.



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Activities

Results		Indicator
Activity / Sub-activity		
2	Subcontracting system successfully implemented.	<ol style="list-style-type: none"> 1. At the end of Lot 1 A constructions, a minimum of 25% of the contract value, less GC overhead/profit, have been sub-contracted to local/regional enterprises/cooperatives. 2. At the end of Lot 1 B constructions, the subcontracting target (25%) is observed. 3. At the end of lot 2 A, the subcontracting target (40%) is observed. 4. At the end of lot 3 A at least 40% of the contract value have been sub-contracted. 5. The sub-contracting for infrastructure is in line with schedule.
2a	Improve sub-contracting system	Number of complaints decreased
2b	Support implementation of sub-contracting process at all sites	Sub-contracting Plans submitted on time at all sites + respected
2c	Conduct relevant training	At least 1 training for potential sub-contracting Enterprises/coops conducted per site and 1 at GC/Head Office level conducted
2d	Organize related consulting services at GC Head Offices	At least 6 GC received services till 08/09.



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Activities

3	Direct – contracting system successfully implemented	Till 31. 08. 09, at least half of the intended 60 % of the infrastructure contract volume is contracted to local enterprises.
3a	Support the development of direct-contracting local enterprises for infrastructure works at all sites	Recommendations for direct-contracting available and adopted
3b	Promote local businesses through direct contracting during and after the construction process	30 local businesses promoted



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Activities

4	Entrepreneurial and management training programme successfully conducted.	<ol style="list-style-type: none"> 1. At the end of Aug 09, at least 120 participants coming from local/regional enterprises/cooperatives successfully concluded CEFE workshops. 2. At least 120 participants concluded successfully CEFE start-up-business workshops. 3. At the end of Aug 09, at least 2.250 participants coming from local/regional enterprise/cooperatives past successfully tests after participating in management modules. 4. At least three local/regional enterprises, which participated in ISO - Program, passed "Third Party Audit" till end of Aug 08.
4a	Conduct CEFE training programme	CEFE Programme, containing 2 TOT and 12 CEFE workshops successfully conducted.
4b	Support realization of short management training programmes at sites	At the end of 08/09, 2.250 participants successfully concluded 150 training events.
4c	Support organization of provision of BDS	At least on 5 sites BDS has been provided to at least 5 enterprises till end of 08/09.
4d	Support implementation of ISO requirements	At least 3 local enterprises, which participated in ISO - programme, passed "3rd party audit" end of 08/09.
4e	Coordinate activities with ECBP, Credit institutions, a. o.	



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Activities

5	Technical skill up-grading successfully implemented.	<ol style="list-style-type: none"> 1. At the end of August 2009, in at least 30 local/regional enterprises/cooperatives, the output in a minimum of 2 working sectors has been increased at least 20 % because of technical skill up-grading. 2. At the end of August 2009, in at least 180 local/regional enterprises/cooperatives, the quality of a minimum of four working sectors has been increased by at least 20 % because of technical skill up-grading.
5a	Organize technical SU services to subcontracted enterprises/cooperatives + TVET/students/graduates	Monthly reports show improved output and let to implementation of best practices at all sites.
5b	Support SME Officers in implementing joint activities with SU	50 skilled and semi-skilled workers (incl. TVET graduates) per trade and site received training and passed final examination test until 31. 08. 09.
5c	Integrate TVET colleges	<ol style="list-style-type: none"> 1. TVET colleges on at least 8 sites are cooperating with UCBP in jointly planned activities till 31. 08. 09. 2. 2. MoU signed with at least 8 TVET colleges till 31. 08. 09.
5d	Plan + coordinate with cobblestone unit technical skill up-grading on site for new cobblestone businesses	Till end of 08/09, tech SU provided to at least 5 cobblestone enterprises.



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Activities

6	Regional/local public+ private sector institutions are involved in UCBP/SME activities and their capacity in economic development is strengthened	Activity plans developed and implementation ongoing
6a	Coordinate activities with private + public representative organizations + projects/programmes	1. At least, 3 quarterly meetings conducted per site until 08/09. 2. Joint activity plans are available on all sites till 08/09.
6b	Fulfill agreements with regional Bureaus of Trade & Industry	Evaluation reports of fulfillment are available at all regions until 08/09.
6c	Support cooperation with Housing Projects in UCBP Regions	Cooperation with Housing Agency in 4 regions established + joint working plans available.
6d	Support other local enterprises within the construction sector value chain beyond those in contractual relation with UCBP	At least 4 post-construction related enterprises are assisted till 31.08.09.
6e	Develop concept for post-university-construction induced economic growth	
6f	Participate in coordination of German LRED activities in Ethiopia	