

UNIDO SPX Programme

CSDP Programme Support

SAOGA Industry Workshop
Cape Town

14 July 2010



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



UNIDO role in poverty alleviation

- Background

- Programme of the United Nations since 1966, with 172 Member countries, and 850 projects in 120 countries
- UNIDO entered SA through a bi-lateral partnership agreement with DTI in 2007.
- Subcontractor and Partnership Exchange (SPX) Programme operating since 1977 with over 70 programmes in 45 countries (including India, China, Turkey). SPX SA Project Agreement in place since 2008



Key objectives of CSDP Programme

- ❑ Help direct and indirect buyers source local suppliers for component inputs
- ❑ Assist local companies to become globally competitive
- ❑ Help local suppliers access global supply chains
- ❑ Help global companies to invest in and build linkages with the local manufacturing sector



Key Programme Partnerships

- ▶ **Key Government Partnerships**
 - Department of Public Enterprise – Direct Project Sponsor
 - Department of Trade and Industry – National Counterpart
 - Department of Science and Technology – Supplier Support
 - *Provincial government departments*
- ▶ **National Industry Support**
 - Transnet
 - Eskom
 - *Sasol*
 - *Nuclear Industry*
 - *PetroSA*
 - *PRASA*
- ▶ **Participating local Industry Assns**
 - NFTN (National Foundry Technology Network)
 - NTIP (Tooling Programme)
 - SAISC (Steel Construction)
 - CDA (Copper Development)
 - EEAIA (Electrical Engineering Assn)
 - SASSDA (Stainless Steel Association)
 - NAACAM (Automotive components manufacturers)
 - NIASA (Nuclear Industry Association)
 - *SAOGA (Oil and Gas)*
 - *PCA (Plastic Converters)*
 - *AFSA (Aluminium)*



Key Programme Elements

1. **Establish SPX Support Centres** – Partner with key local industrial associations to provide direct supplier support
 2. **Supplier Profiling** – Consolidate and database suppliers and locally produced items and supplier production
 3. **Supplier Benchmarking** – Tool to assess and rate quality of local suppliers and help develop an action plan to improve business performance.
 4. **Supplier Development Support** – Consolidate and list various supplier development support services and programmes. Help link suppliers to appropriate services.
5. **Facilitate buyer – Supplier matchmaking** - Rhythm, hub, Task team, OEM and SOE conversations, consolidate opportunities, supplier short-listing.
6. **Inter-agency project coordination** – Programme reporting, Strategic objectives, inter-agency support, funding, Project oversight, policy issues. Steercom and Agreement, localization and sustainability.
7. **Programme promotion and expansion** - Working group, nationalization, regionalization, web page, SPX Centre launch.



Supplier Profiling of local capacity

▶ Enterprise general data

Address

Contact person

▶ Scale

Scale indicators Qualifications

▶ References

Industrial References

Quality management and environment

▶ Financial information

▶ Partnership information

▶ Sectors

Activity Sectors

Product and Services

Products

Key raw materials combined

Catalogued Products

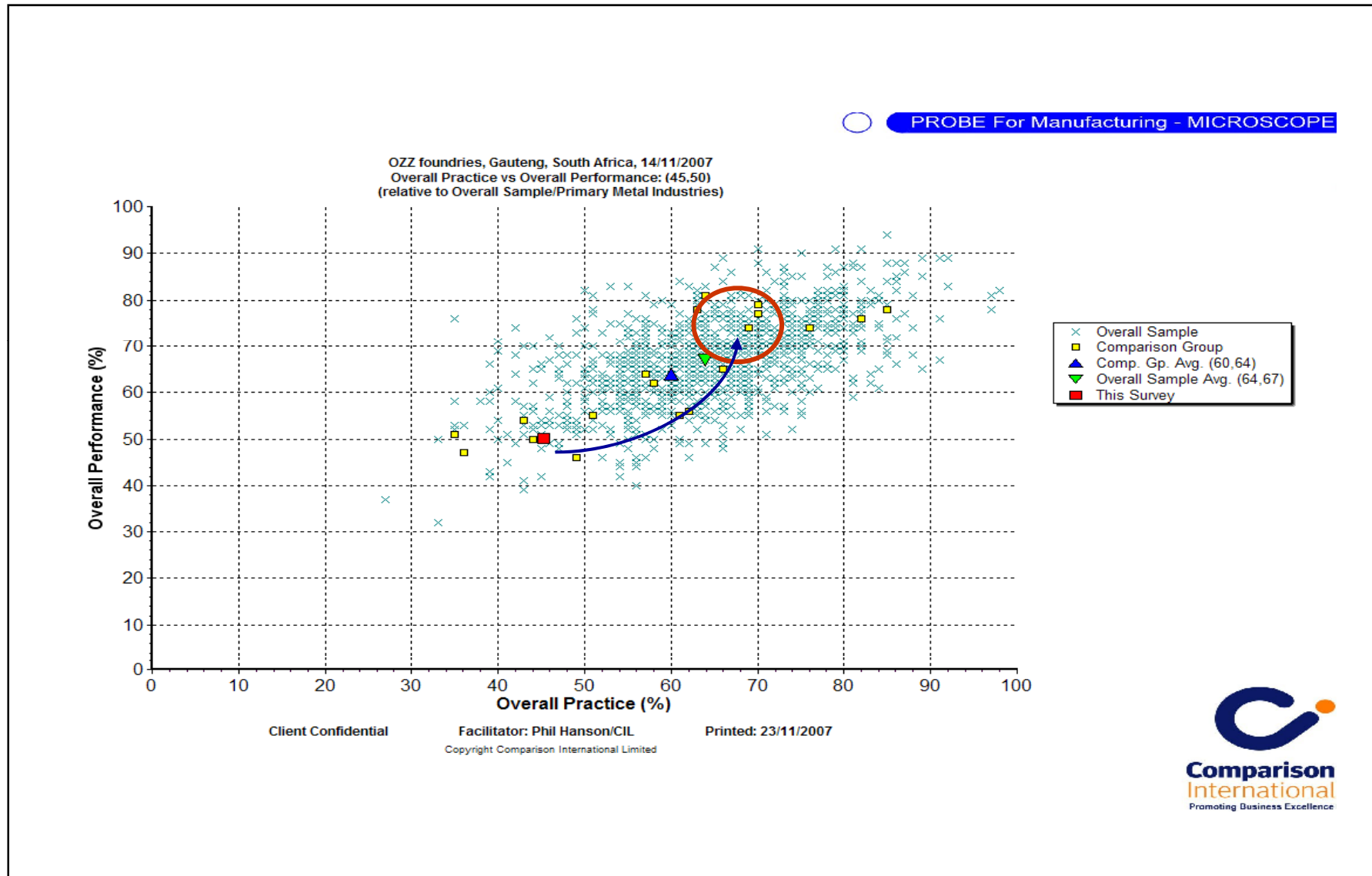
▶ Operations

Subcontracting Products

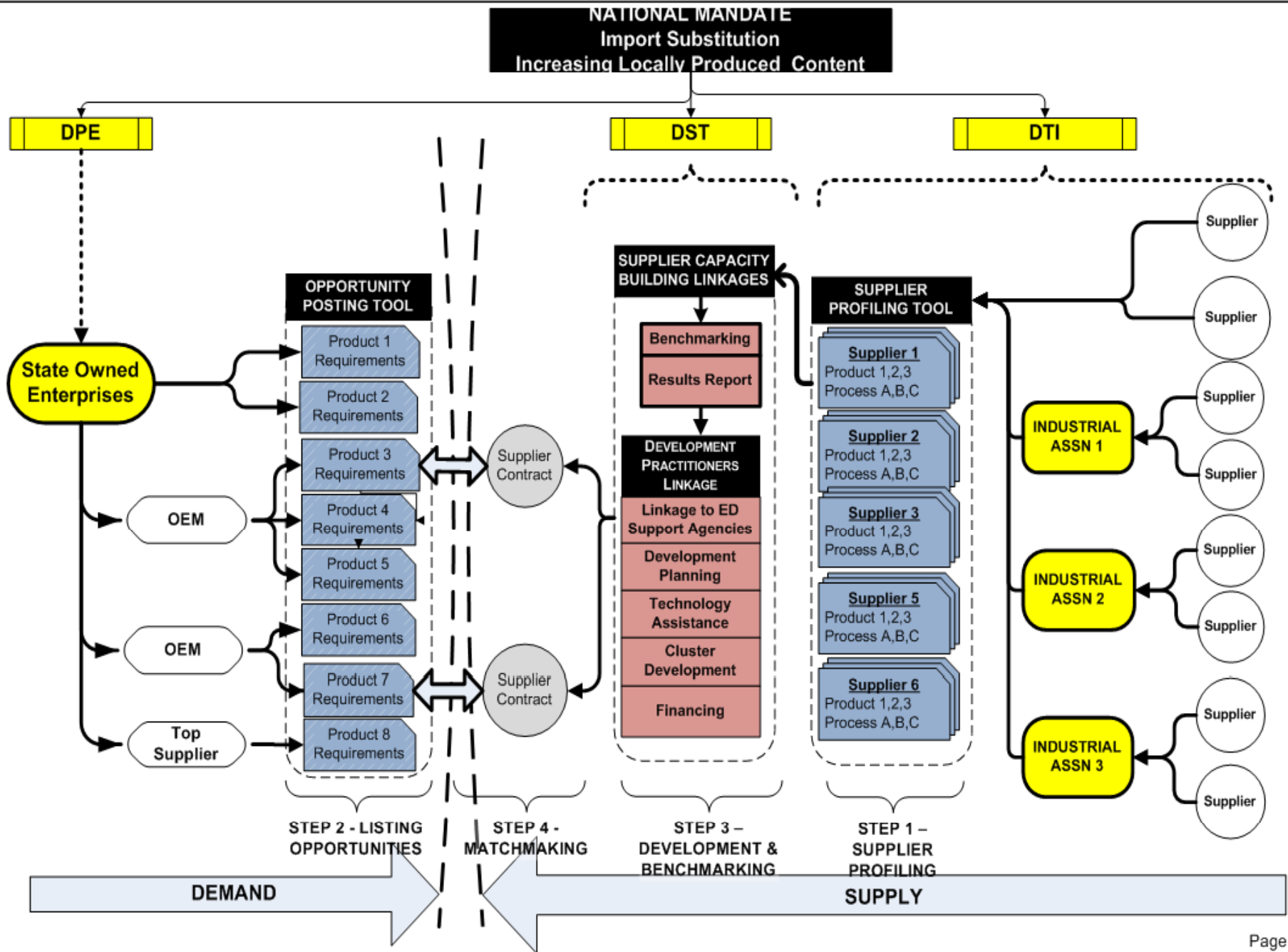
Production process

▶ Machines

▶ Test and Control Equipments

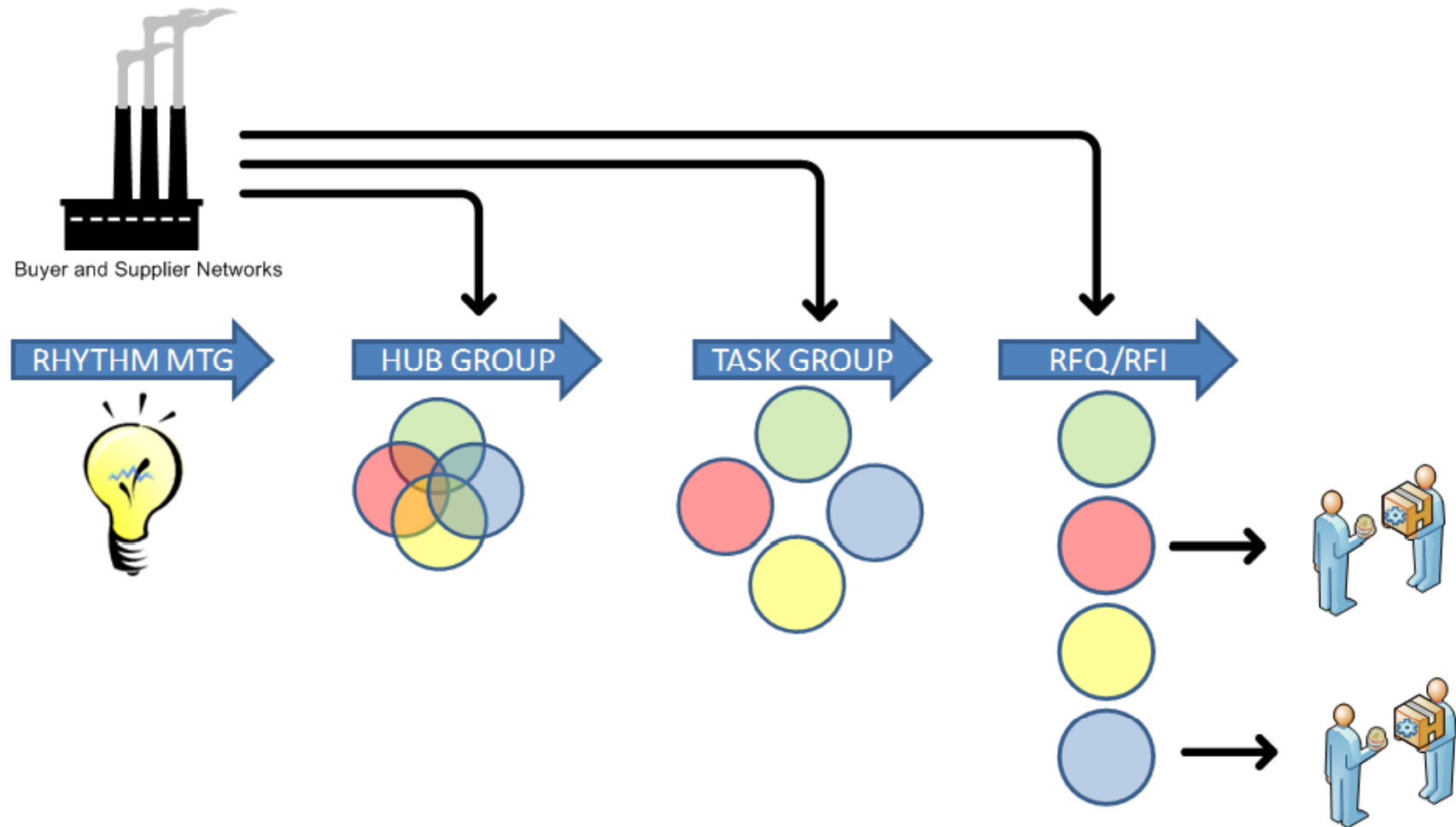


UNIDO SPX SUPPLIER MATCHMAKING PROGRAMME FRAMEWORK





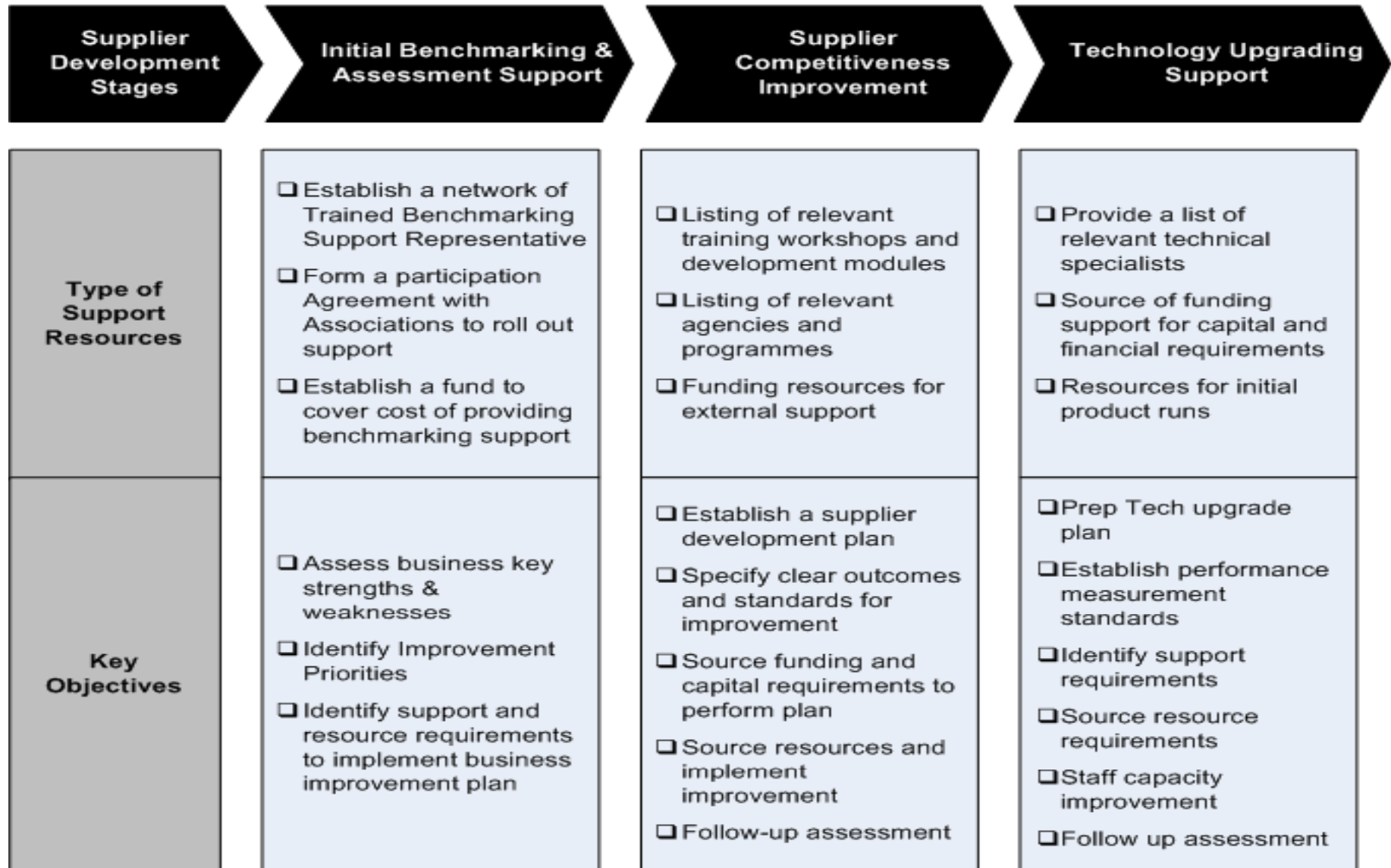
Forums to support buyer-supplier matchmaking



Reducing poverty through sustainable industrial growth



Supplier Development Support





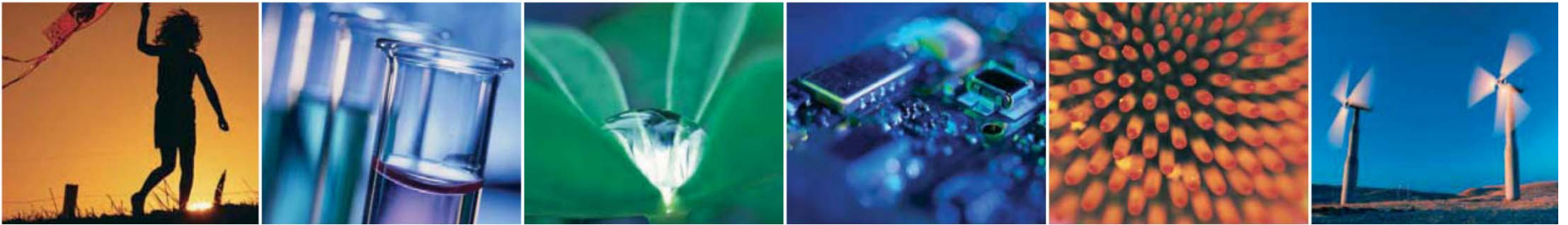
Value proposition for buyers

- ▶ Access to a large network of local suppliers (over 1800 companies)
- ▶ Ability to quickly screen and short-list relevant suppliers
- ▶ All potential suppliers are benchmarked and receive development plans



Value proposition for suppliers

- ▶ Visibility to potential international and national buyers through the profiling database
- ▶ Benchmarking to identify competitive status and full development plan
- ▶ Development assistance to address the issues highlighted in the development plan
- ▶ Potential matchmaking/introduction to buyers participating in the UNIDO SPX process



Thank You

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