

UNIDO SPX (Subcontracting and Partnership Exchange)

SPX is a technical cooperation program that links domestic enterprises in developing countries to the supply chains of large domestic or international companies. The aim of the UNIDO SPX program is to develop local SME capacity to meet buyer needs and to identify profitable business/investment opportunities for them.



SPX program will establish a network of Regional SPX Centers

The SPX centers are hosted through private sector associations across the continent. Working with major buyers and deploying a range of tools and expertise, each national centre will assist local SMEs to develop their technical and managerial capabilities so that they can become competitive suppliers and sub-contractors to major buyers.

UNIDO SPX— Key Program objectives

The SPX approach builds on global best practice and consists of four activities:

- 1. Supplier Profiling**
- 2. Benchmarking**
- 3. Capacity Building**
- 4. Matchmaking**

1. Supplier Profiling

The Regional UNIDO team will work alongside key industrial associations to catalogue locally produced products and production capabilities of African manufacturing suppliers. These Supplier profiles will be shared with major buyer networks.

2. Benchmarking

UNIDO has established a team of Development Specialists to assist suppliers in Benchmarking their individual companies. SPX Benchmarking compares the operational performance of a company (its results) and practices (how it does things) against those of other companies in their industry. This enables companies to clearly see where they stand in relation to international practices for their sector.

3. Supplier Capacity Building

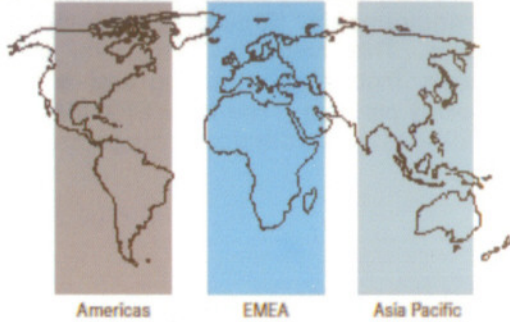
SPX Capacity-building supports the suppliers to meet the requirements through the benchmarking exercises. This helps in formulating investment proposals, mobilizing financing and in identifying technology partners. The local SPX team will help form linkages to local development agencies.

4. Matchmaking

Within each SPX Centre, a local team, supported by UNIDO, works directly with key industrial buyer networks to identify specific opportunities and then assist in matching with relevant potential suppliers.



**BUILDING SUPPLIER CAPACITY,
CAPABILITY & SUSTAINABILITY**



Industrial Subcontracting and Partnership eXchanges (SPXs)

- 32 UNIDO SPXs worldwide
- Linking Buyers and Suppliers
- Bringing and sharing knowledge



If you would like more information please call **Victoria Bungane on 012 394 5750** or email v.bungane@unido.org
Alternatively, you may fill out the following form and we will contact you.

Company Name:
Contact :
Title:
Address:
Tel:
Email:
Is this a: Head Quarters <input type="checkbox"/> Regional office <input type="checkbox"/> Branch <input type="checkbox"/> Division <input type="checkbox"/> Or other <input type="checkbox"/>
What key Products does your company manufacture locally?
Which Industries/sectors do you currently support
Is your Company affiliated to any Industrial Associations/ Organizations? Please list



**SUBCONTRACTING AND PARTNERSHIP
EXCHANGE PROGRAMME
(SPX PROGRAMME)**



77 Meintjies Street
Sunnyside
PO Box 28695, Pretoria

Tel: 012 394 5750
Fax: 012 341 4283
v.bungane@unido.org

**LINKING DOMESTIC ENTERPRISES IN DEVELOPING
COUNTRIES TO THE SUPPLY CHAINS OF LARGE
DOMESTIC OR INTERNATIONAL COMPANIES**