IBBM Enterprise Centre

A Leader in Building Capacity of SMEs

Date: 29 August 2017
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Presentation Overview

1. How we came about
2. Who we are
3. What we do
4. What we have done
5. Lessons Learnt
How we came about

PNG LNG National Content Plan

- Community Development
- Supplier Development
- Workforce Development

Business Opportunities

Capacity Building

Enterprise Centre
Who we are

Enterprise Centre

- Leader in capacity building
- Holistic business improvement system
- Committed to building sustainable local business
What we do - Business Assessment Process

1. Business Assessment
2. Gap Analysis
3. Business Improvement Plan
4. Training, mentoring, Advisory
8 Global Business Standards

- Governance and Organization
  - Governance
  - Regulatory Compliance
  - Organization
- Business Management
  - Business Plan
  - Operations
  - KPIs
- Financial Management
  - Financial Manual
  - Capital Adequacy
  - Audits
- Human Resource
  - Personal
  - Training
  - Remuneration
# 8 Global Business Standards

| Quality Control | ISO Certification  
|                | Established processes  
|                | Customer satisfaction  
| Safety Health and Environment | Health and safety of personal  
|                | Risks  
|                | Environment awareness  
| Inventory Control | Asset Policy  
|                | Management and Maintenance  
|                | Control  
| Citizenship and Reputation | Prominence  
|                | Reputation  
|                | National Content  

- **Global Best Practise**

[IBBM Enterprise Centre Logo]
Score & Star Rating Guidelines

No star: overall score below 1.5
One Star: 1.5 < overall score < 2.0
Two stars: 2.0 < overall score < 3.0
Three stars: 3.0 > overall score
Business Improvement Plan

Main Activities

- GAP Analysis
- Improvements Recommended
- Capacity Building Service by EC
- Training, Advisory, Mentoring and Coaching
## What we do - Capacity Building Program

<table>
<thead>
<tr>
<th>Service Type</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Business Training</strong></td>
<td>• Basic SME Trainings&lt;br&gt;• Corporate Trainings targeting PNG businesses&lt;br&gt;• Specialized Trainings targeting all businesses</td>
</tr>
<tr>
<td><strong>Business Advisory</strong></td>
<td>• Tailored for SMEs and Start-Ups&lt;br&gt;• Tailored for all PNG businesses&lt;br&gt;• General for all businesses</td>
</tr>
<tr>
<td><strong>Financial Advisory</strong></td>
<td>• Assessment of loan requests by SMEs&lt;br&gt;• Assisting SMEs to meet bank criteria&lt;br&gt;• Setting long term foundation</td>
</tr>
<tr>
<td><strong>Coaching and Mentoring</strong></td>
<td>• Help the young and inexperienced&lt;br&gt;• One on one assistance</td>
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</tbody>
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What we have done

Main Activities

Services we delivered

- 500 BARs
- 103 Lancos
- 66 reassessments

Business Assessment & reassessment

- 1300 mandays for Lancos

Business advisory and mentoring

- 1500 business s
- 10,500 BOs
- 170 JOs
- 170 candidates

Database

- 30,000+ mandays
- 8000+ Lancos
- 4500+ Women owned businesses

Business training

Services we delivered
What we have done
What we have done

Business Assessments to date

- Women Association
- Non-Lanco
- Non-Lanco

Assessments

Quarters: 2Q10, 3Q10, 4Q10, 1Q11, 2Q11, 3Q11, 4Q11, 1Q12, 2Q12, 3Q12, 4Q12, 1Q13, 2Q13, 3Q13, 4Q13, 1Q14, 2Q14, 3Q14, 1Q15, 2Q15, 3Q15, 2Q16, 1Q16, (blank), 3Q16
Lessons Learnt

a) Building the capacities of SMEs is paramount to success. It’s one of the most important and critical factor in the growth and sustenance of SMEs. Eg. Lancos with millions of Kina collapsed.

b) Sponsorship for such activities is needed in this space either by the government or other organizations. Big companies can afford but not smaller SMEs.

c) Every effort undertaken in the SME space by all stakeholders must be coordinated as most of them seem to be working in silos.

d) SMEs must be accommodating and receptive to change the way business is done. You can only lead a horse to the water.

e) Business must be respected as separate entities. Don’t mix it with family, wantoks, cultural obligations etc.
Thank you

Questions