



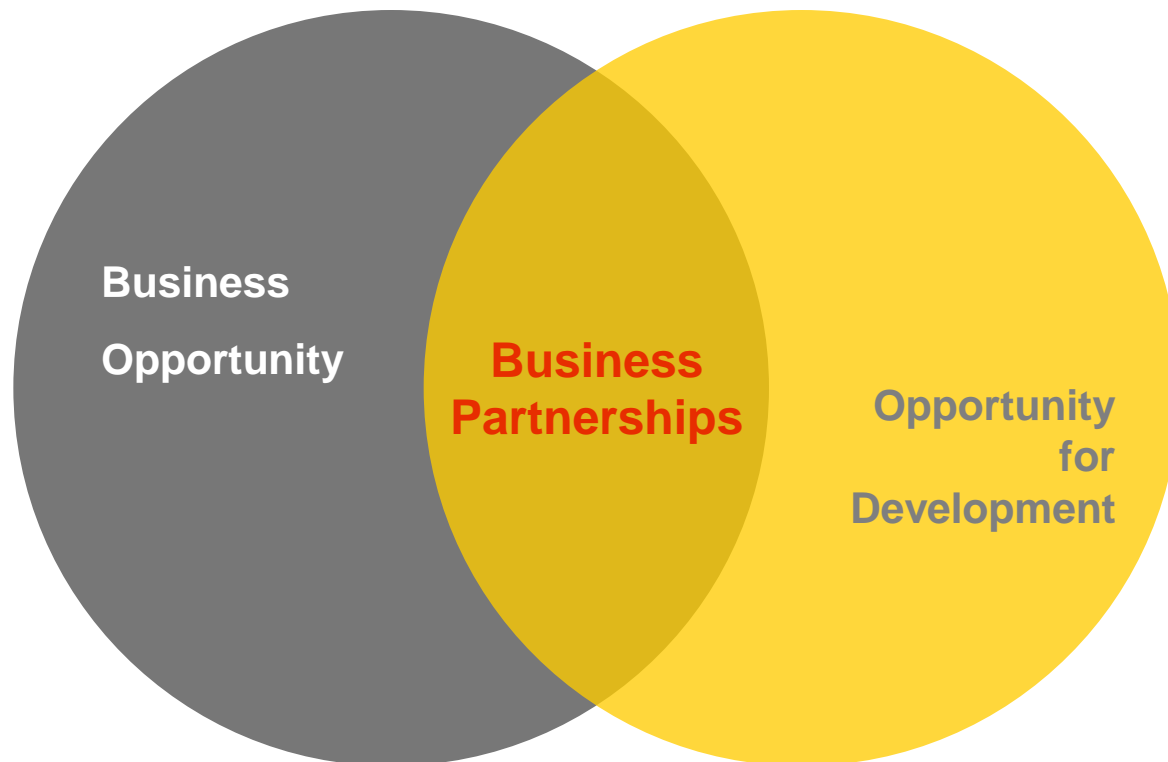
The Business Partnership Programme of the Austrian Development Agency

Czech Development Agency, Prague

Gunter Schall

12.11.2014

Business Partnerships



Business partnerships: criteria

Clear-cut **business-case** with **longterm investment**

- no subsidy to export of goods or services
- generation of local value (by building productive or service capacity)
- company's commitment continues after end of funding period
- at cost and risk of investor

Substantial input by partner company

- at least 50% of costs

Compliance with local laws and regulations as well as international conventions

Benefits for local population beyond the company's core business

Business partnerships: support

ADA offers **financial support** for projects of

- up to EUR 200,000 (500,000) or 50% of direct costs
- up to EUR 20,000 or 50% of costs for a feasibility study

In addition, ADA assists with

- developing your project idea
- brokering contacts



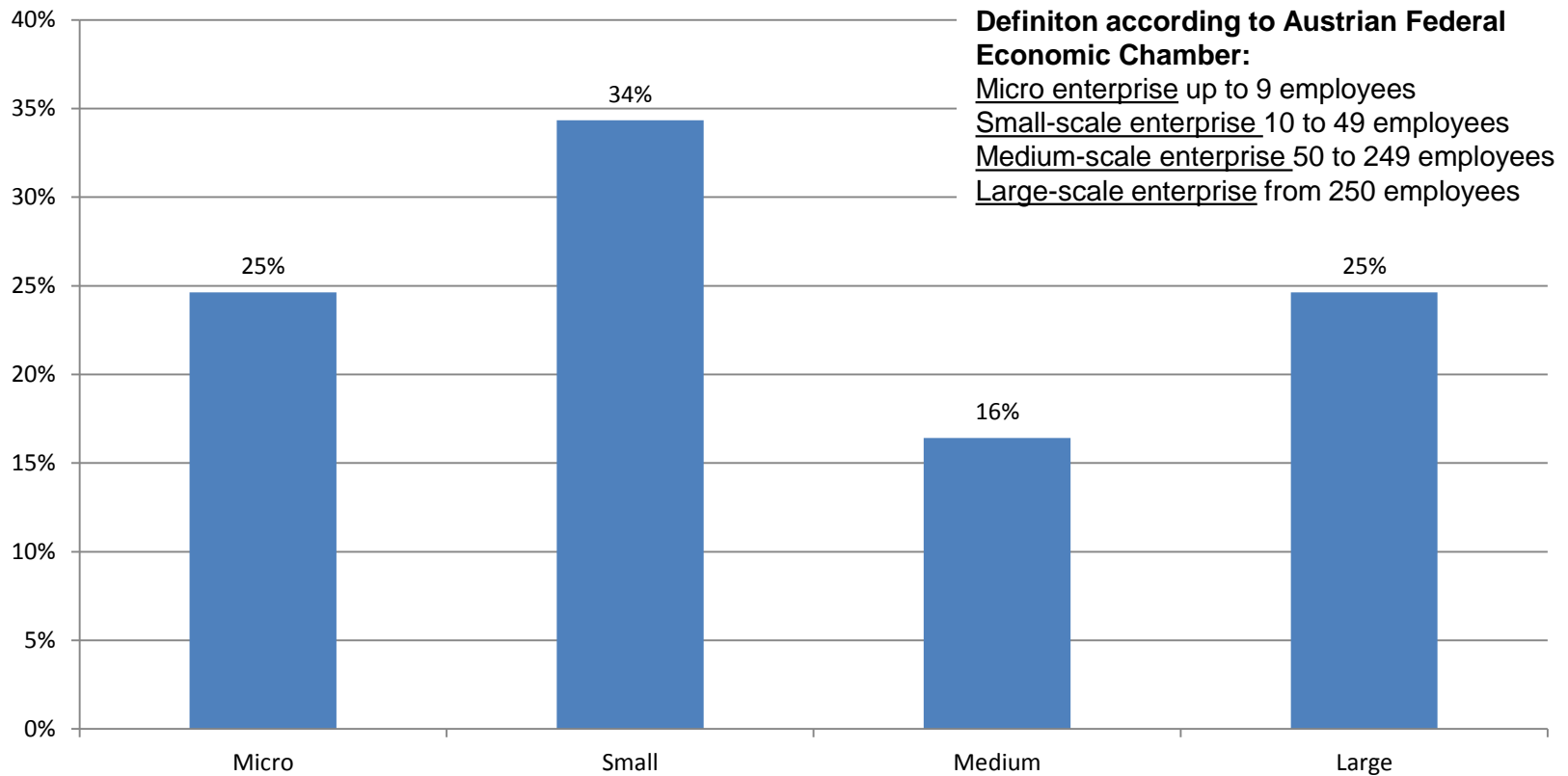
Business partnerships: step by step

- First contact (email, telephone)
- Meeting between ADA and applicant company to discuss key elements of project (business branch, purpose, opportunities, challenges, costs and contributions from each partner)
- Formulation of a detailed project concept in dialogue with ADA
- Submission to the award committee
- Elaboration and signature of contract
- Project implementation, disbursement, monitoring

Status quo of the programme

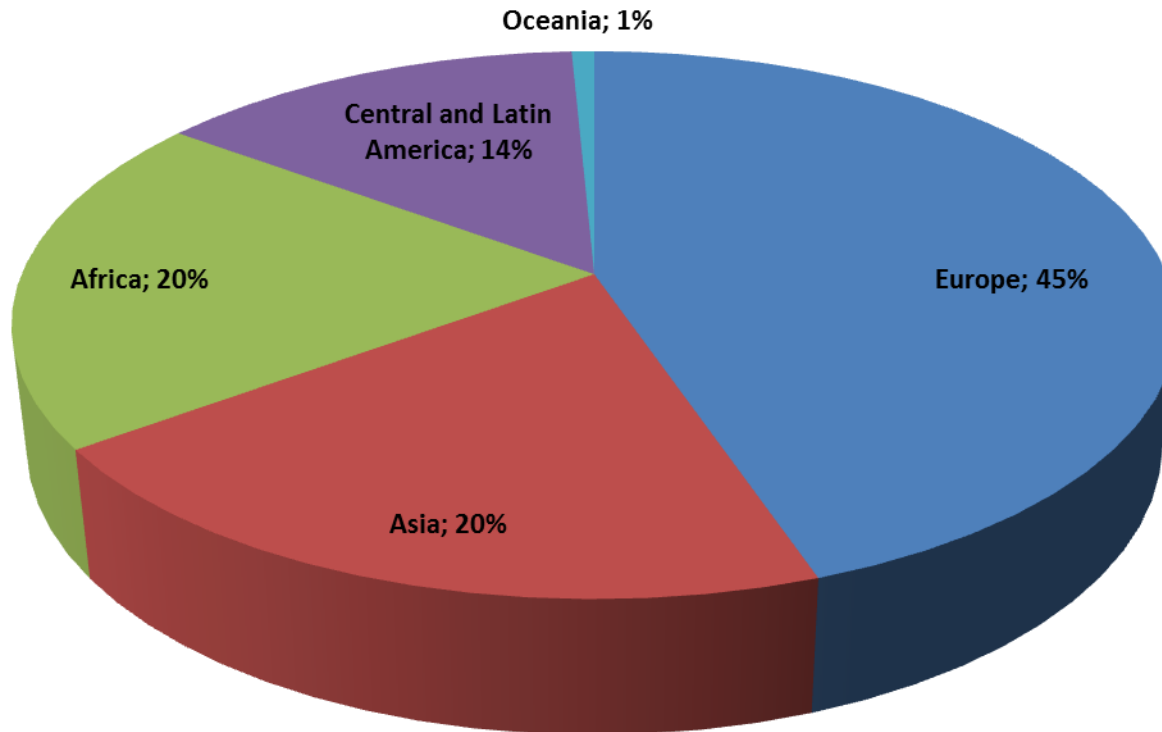
- Since 2005, nearly 140 projects have been funded with a total volume of € 26 million in ADC grants
- About 120 Feasibility Studies
- Daily requests from and consultations with Austrian/EU companies
- Covering different sectors and sizes of companies

Company Size



Geographical Distribution

(134 projects; effective November 2014)





ALPLA

ANDRITZ
Hydro



NATÜRLICH FAIR



denkstatt
sustainable thinking



BÖHLER UDDEHOLM



qualityaustria
Succeed with Quality

JOH. PENGG AG
Competence in Wire



SEKEM ENERGY
SUSTAINABLE SOLUTIONS



SONNENTOR®
Da wächst die Freude.



STRABAG
SOCIETAS EUROPAEA



windkraft
SIMONSFELD AG

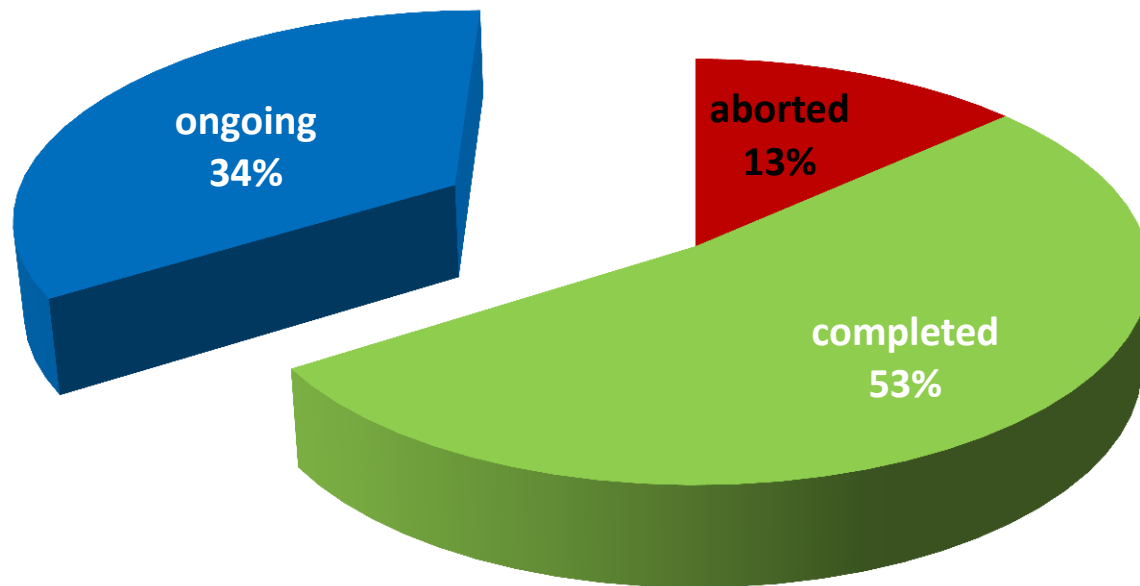


...and many more

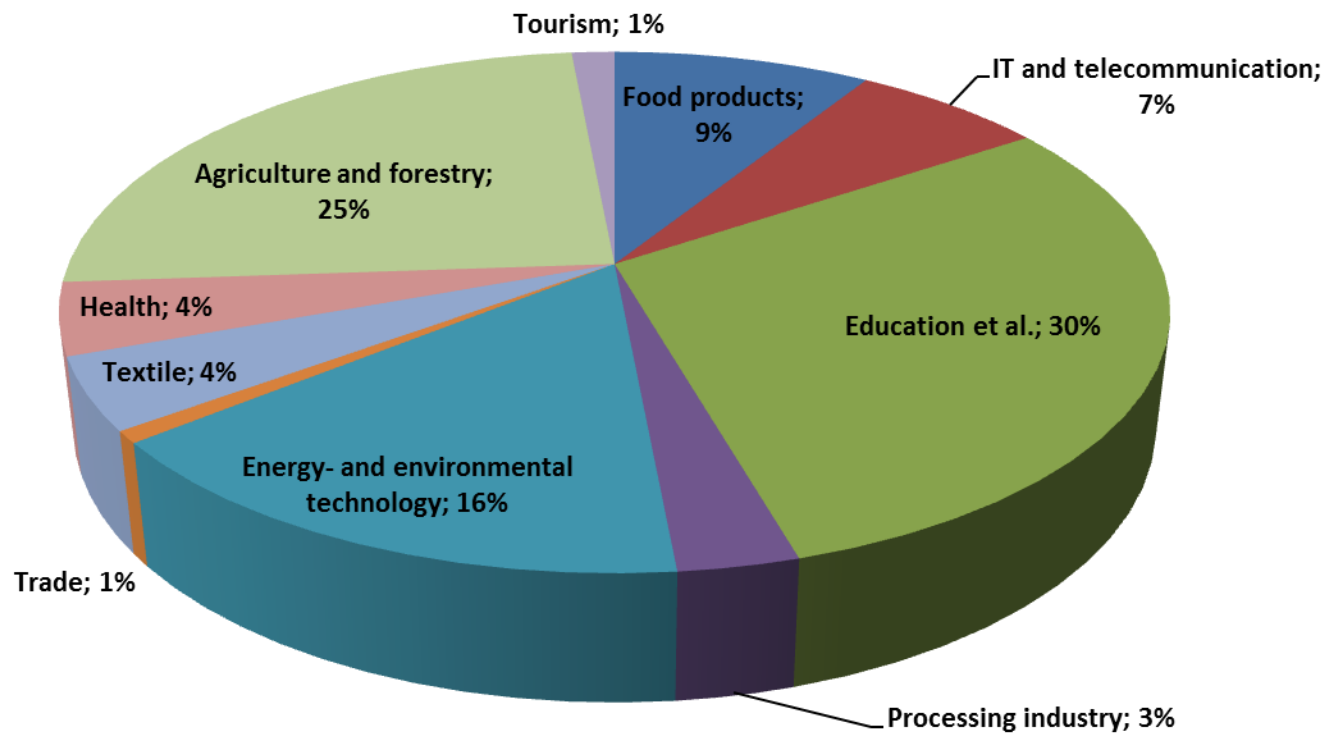
Austrian
Development Agency

OeEB
Oesterreichische Entwicklungsbank AG

Current Status of Projects



Project Focus



Best Practice



ALPLA GmbH Dual Vocational Training in Mexico



ALPLA cooperates closely with ALTRATEC and CONALEP to introduce a new dual training center for toolmakers and plastic processing technicians in Toluca, Mexico

- develop training curricula according to both Mexican and Austrian standards
- establish/ adapt training facilities
- train the trainer
- state-approved certificates
- long-term benefit for Mexico's vocational education system

Best Practice

P & P

Strengthening Welding Skills in Albania



Goal of this business partnership is the building and long-term establishment of a welding and certification body in Albania.

- Welding and certification center will be active in the capital but also in rural areas of Albania
- different kinds of welding techniques in order to fulfil the market's needs
- Training for approx. 20 trainers/instructors
- Target group: 400 skilled workers

Best Practice



Adamah Biohof

Demeter quality coffee and tea from Nepal

Biohof Adamah cooperates with OneWorld, small local NGOs, cooperatives and local SMEs in order to improve the living conditions of approx. 2.000 farming families in Terai.



- Product development together with local stakeholders
- Trainings for 400 farm workers (herbs cultivation, coffee)
- Seeding and harvesting with 300 farmers
- Setting up the infrastructure for local processing of goods and packaging
- Investments in houses for farm workers and logistics for collection of goods
- Introduction of new quality standard (Demeter)
- Building access to markets for farmers and communities

Best practice

Eduscho, Hanns R. Neumann Foundation; Tanzania Sustainable Coffee Production in Tanzania

Objective

- increase farmers' income through promotion of sustainable coffee farming

Results

- sustainable production of high quality coffee
- higher income for 8.000 coffee farmers and their families



Best Practice

Naber

Dual Training Program for Albania's Textile Industry



Goal: Developing and implementing dual training for the textile industry in Albania

- Strategic partnerships with public and private stakeholders (ministry, agency, schools and companies)
- Developing a dual training program for the textile industry and building local capacities
- Implementing the program with three schools
- Preparing the country wide implementation

Best Practice



High-quality solar thermal systems for the Egyptian hotel industry Strategic Alliance of 4 Austrian and 6 Egyptian partners:

- Sekem Energy, GreenOneTec, PINK, Technisches Büro Reischl
- Sekem Development Foundation, EcoEnergy, Heliopolis University, E-Green, Solar-AlShams Co, Georenco
- Heat pipes adapted for climate conditions in Egypt
- Establish demonstration plant for R&D and sales purposes
- Start local production of solar thermal collectors - local added value
- Create a new job profile: the Egyptian Technical Solar Installer
- Promote the Egyptian Solar Thermal Association

Impact of Business Partnerships

48 business partnerships since 2012 are having a direct impact on

- ✓ 3.837 local enterprises and institutions
- ✓ > 380.000 people in Africa, Asia, Central and Latin America, and Southeast and Eastern Europe
- ✓ Create 1.565 jobs and many opportunities for education and training



Austrian Development Agency
Zelinkagasse 2, 1010 Vienna, Austria

+43 1 90 3 99 2577
wirtschaft@ada.gv.at
www.entwicklung.at