



BMO Partnership (KVP) Programme

The BMO Partnership (KVP) Programme is a tried and tested instrument of German development cooperation. It was created with the aim of intensifying the involvement of the German private sector – chambers of industry and commerce and chambers of skilled crafts, employers' organisations and sectoral associations – in Germany's develop-

ment cooperation and mobilize their extensive know-how and experience in the field of private sector promotion. The object of funding by the Federal Ministry for Economic Cooperation and Development (BMZ) is the "partnership-based cooperation of independent business membership organisations (BMOs)" from Germany and the part-

ner countries. The KVP programme has existed for over 20 years. More than 300 projects in around 80 developing and transition countries have been implemented so far.

What are KVP projects?

KVP projects are based on the initiative of German business membership organisations (BMO) as well as their partners in developing countries. They focus on rendering support and consulting services to the cooperating chambers and associations abroad in order to strengthen their commitment and know-

how as service providers for small and medium-sized enterprises (SME) and stakeholders vis-à-vis public institutions. Synergies for the German private sector such as those resulting from delegation missions or the utilisation of the contacts established in the field are also expressly desired.

sequa's role

sequa is a non-profit company whose shareholders are the German apex bodies BDA, BDI, DIHK, GIZ and ZDH. It promotes the development activities of the German private sector worldwide. Since 1991 sequa has acted as the central implementing agency for all projects conducted within the KVP Programme.

sequa's tasks are:

- Consulting for the German partner(s) during the application phase
- Development of project proposals
- Project review and planning in the field
- Consulting for project implementation
- Programme management
- Project monitoring and evaluation
- Accounting and reporting vis-à-vis the BMZ

Process sequence of a KVP project



Focus of KVP projects

- Organisational development
- Improved services for companies
- Business advocacy support

As a general rule, KVP projects comprise two funding phases of 3 years each.

KVP in practice: three project examples

Georgia: strengthening Georgian MSMEs



Source: Knut Gerber, LZE Georgien

sequa is a non-profit company. Since July 2015, the Chamber of Industry and Commerce (IHK) of Munich and Upper Bavaria has cooperated with the Georgian Chamber of Commerce and Industry (GCCI) in a joint venture in Georgia. To sustainably improve the income and employment situation of the country's MSMEs the partnership project has adopted a double-track approach: one is to support the GCCI in expanding its information, consulting and training service portfolio for companies and employees and make it more customer-oriented.

Better prospects for job seekers

In addition, the Georgian chamber is capacitated to provide second-chance training for, as well as competence assessment and certification of, job seekers. In concrete terms: to verify existing skills and know-how and to pinpoint and then close possible knowledge gaps so that a formal certificate can be obtained. More-over, the official certification of vocational training is geared towards fulfilling the private sector's demand for skilled labour more effectively and simultaneously improving the employment prospects of professionals on the job market.

Vietnam: Cooperation in support of the water sector

In this innovative associations partnership project launched in June 2013, the German Water Partnership (GWP), a network of water sector companies, sectoral associations and institutions, has cooperated with the Vietnam Water Supply and Sewerage Association (VWSA). GWP supports VWSA in its efforts to improve existing vocational education and training programmes, enhance the sector-wide exchange of information and establish itself as a competent partner in political dialogue.

Successes from the first project phase are continued

All over Vietnam a large number of training schemes, conferences, workshops etc. have been organised successfully in the course of the project; some of them are generating income for the association by now. VWSA is now a dialogue partner recognized by its members and political bodies and serves as a one-stop shop for inquiries from companies. Crucial in this progress was the institutional advancement of the organisation, especially by means of a modern association strategy. Its cooperation with other donor projects, particularly those implemented by the GIZ, is exemplary as well. The project entered a second phase in June 2016.



Source: Nguyen Dac Hoan, LZE Vietnam

East Africa: Improved framework conditions in the RE sector

The Training and Development Centers of the Bavarian Employers' Associations (bfz) gGmbH have collaborated with five associations from the East African Renewable Energy (RE) industry since October 2015. The project goal is to improve the framework conditions for medium-sized RE companies by supporting national RE associations in becoming competent advocates for their members and promoting the transfer of know-how within the sector. To this end, the performance capacity of the associations is increased and their service portfolio expanded. This will also turn them into recognized and visible dialogue partners as well as information brokers for companies, political and administrative bodies as well as the public.

Demand-oriented activities for each partner country

Project activities are centrally coordinated from Arusha, Tanzania. In Rwanda, for instance, a public event with representatives from the government, financial institutions, and project developers was organised on the subject of investment in the energy sector. In addition, the first issue of the Energy Business Journal was published. In Kenya, a transmission service for mobile phones received support to improve its user and customer friendliness. In Tanzania, the strategy plan of the partner association was successfully revised.



Source: Torsten Schultheß, bfz gGmbH