

## PROJECT/PROGRAMME PRESENTATION SHEET:

**Project/programme title:** Support for SMEs in subcontracting.

**Sector:** SMEs.

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**Geographic location:** Douala, Akwa, Kassap Building, 8<sup>th</sup> Floor



**Scope of activities:** Nationwide.

**Starting date:** August 2011.

**Total cost:** 500 000 000 CFA F.

**Nature of funding:** Membership contributions. Cameroon government subsidies.

**Other funding:** PACOM (Competitiveness Support Programme) - European Union.

**Main objective:** The main objective of the Subcontracting and Partnership Exchange is to provide tools and services to local manufacturing enterprises that will improve their performance and practices and enable them to access to industrial subcontracting markets.

**Context and justification:** The lack of transparency in the subcontracting market in our country and the lack of information on the technical skills of our SMEs are serious handicaps for the development of SMEs that, sometimes, watch helplessly the invasion of Foreign Service providers on various contracts, especially the subcontracting sector. There cent pipeline case is quite expressive. Moreover, in the current context of economic liberalization and globalization, and particularly the entry into force of the new Economic Partnership Agreement between Cameroon and the European Union, where the competitiveness of our enterprises will be severely tested, a series of activities to modernise the production system and the emergence of a modern national private sector have been implemented, including the establishment of the Subcontracting and Partnership Exchange (BSTP) which is an important asset to improve the competitiveness of our enterprises. In order to enable the effectiveness of its tasks, some actions have been undertaken by the Cameroon government, namely:

- circular No. 002/PM of 15 February 2012 laying down instructions on the modalities for the promotion of subcontracting in terms of partnership contracts and contracts negotiated within the implementation of other investment incentive schemes where the promoter should provide indication of his commitment to subcontract for at least 30% of the works and services during the installation phase of the project;
- subcontracting activities are under the supervision of the Ministry of Small and Medium-sized Enterprises, Social Economy and Handicraft.

The BSTP-Cameroon was set up on 5 August 2011 as a project under the form of a Pilot Programme to support Upgrading, Standardization and Quality (PPAMNQ) carry out by UNIDO and funded by the European Union with the contribution of the Cameroon Government. As a result of the Programme to support EU-Central Africa Economic Partnership Agreement (PASAPE), this programme aims to strengthen the competitiveness of the economy by supporting production capacity and upgrading enterprises.

The BSTP-CMR became autonomous and operational on 8 May 2013 under the high instructions of the Prime Minister, Head of Government. It is an Economic Interest Group (EIG) under the supervision of MINPMEESA. The creation of the BSTP is a good example of public/private dialogue in that it is one of the few structures where the government agreed to invest funds and give the full and firm management to the Private Sector. Its activities are carried out by a technical team under the authority of a Joint Steering Committee made up of 14 members from the public and private sector, and associated to observer members (EU, UNIDO, AfDB, API, APME, BMN, ARMP). As the main members of BSTP there are SME / SMI (subcontractors) and large companies (contractors) and have the technical support of UNIDO.

The Cameroon Subcontracting and Partnership Exchange (BSTP-CMR) is the centre for developing subcontracting and the platform for linking SMEs/SMIs with big national and international companies. It takes advantage of subcontracting opportunities based on economic transactions carried out by multinational companies and public or para-public enterprises in Cameroon and intends to maximize their economic impact by developing the supply capacities of subcontracting SMEs in Cameroon. Linking is the cornerstone of the Cameroon BSTP. It is a technical cooperation programme that links national enterprises and large national and international companies' supply chains.

**Observations:** In order to guarantee the success the activities it carries out, the BSTP works in synergy with the other support structures for SMEs/SMIs. The emphasis should be put on permanent collaborative working methods, which will ensure coherence in actions.