

Agri-business Work Group

Local Sourcing Project: As a strategic response to the interests of the private sector, the COMESA Business Council launched a technical capacity strengthening project the CBC Local Sourcing Partnerships Project. The objective was to increase local sourcing from small growth enterprise by large corporate companies in the COMESA region in order to create jobs and economic development. The project statement of the problem focused on the low sourcing from local enterprises in domestic markets due to the some of the following issues;

- Poor information circulation on legitimate suppliers;
- Failure to meet purchasing and quality control requirements of buyers;
- Inconsistency in meeting time, cost, quality and supply from buyers;

The project response was to set up a model approach of strengthening suppliers to meet buyer requirements on the one end. The first approach was done through training on the food safety standards – Hazard Analysis and Critical Control Point (HACCP), a preventive mechanism to recognize the physical and biological hazards that are detrimental to food safety requirements. Secondly, a number of MOUs were signed so far between buyers and CBC to voluntarily engage businesses on responsible procurement practice through the project and to source from the pool of enterprises we trained. Thirdly, in response to the information gap- a supplier-distributer platform has been built online- known as CBC-Link. Lastly, in a bid to create incentive for further involvement of businesses the COMESA Local Sourcing Partnership Certificate of Recognition Award was developed.

The project that was piloted in six countries: Ethiopia, Kenya, Malawi, Rwanda, Uganda and Zambia, was funded by Investment Climate Facility – ICF and USAID and Private Sector Member of CBC.

Actual achievements:

1. 480 SMEs trained in Phase 1, and 344 SMEs trained in Phase 2 towards certification level
2. 1,841 companies are online through the CBC –BIZNET
3. 13 companies have signed MoUs with the CBC.
4. 13 companies awarded the LSP Certification of Recognition.
5. At present about Ten (10) companies are engaging in supplier contracts with buying partners as a result of the project. Three (3) companies have been listed on regional shelves. Cross border linkages have shown one company sourcing barley from a neighboring country (Rwanda-Uganda) while another company sourcing raw pineapple from neighboring country (Rwanda-Uganda).

CBC Local Sourcing for Partnerships Project - Completion report