

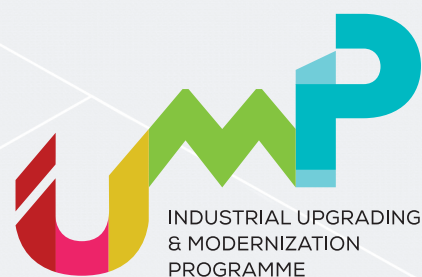


KAZAKHSTAN: Strengthening the DAMU Centre for Development of Industrial Enterprises

## Context

The key strategic decisions taken by the Kazakhstan Government and its specialized DAMU Entrepreneurship Development Fund were to promote productive SME development through, inter alia, the establishment of a DAMU Centre for Development of Industrial Enterprise (DAMU-CDIE).

The DAMU Fund requested UNIDO assistance to build and expand the capacity of DAMU-CDIE country-wide to improve overall competitiveness of industrial SMEs, in order to ensure long-term inclusive and sustainable industrial growth.



## Strategy

The objective of joint UNIDO-DAMU project is to improve productive capacities of industrial SMEs to enable them to meet international market requirements through the introduction and sustainable provision of business development and market-enabling services.

Specifically, the project will build technical expertise and institutional capacities of DAMU-CDIE in providing business-development services, such as:

- Enterprise diagnostics and benchmarking
- Training and consulting services
- Enhancing enterprise competitiveness and upgrading
- SME consortia development
- Professional support in the acquisition of high-tech equipment from abroad
- Other technical support services

Thereby, the UNIDO technical assistance to DAMU-CDIE will contribute to the improvement of Business Development Services supply in the country.

## Impact/Outlook

The project is expected to yield immediate gains, as well as enhanced industrial and socio-economic performance of the national economy as a whole. In particular, the full-fledge, demand-driven and self-sustained quality development services to be delivered by the CDIE are designed to improve key economic indicators such as the range, volume and quality of industrial production by beneficiary productive units, manufacturing and national value added, inward investment flows, employment rate, export generation and revenues, expertise and professional education, etc.

Besides, improved trade capacities and export promotion mechanisms, enhanced marketability and export potential of manufactured goods and of their producers are expected to facilitate country's regional trade and economic integration.

### Expected results:

- ♦ At least 4 SME networks formed
- ♦ Strategic diagnosis study and an enterprise upgrading plans developed for at least 40 SMEs
- ♦ 40 selected SMEs assisted in the step-by-step implementation of the approved enterprise upgrading plans
- ♦ At least 30 selected staff members of DAMU/CDIE and the DAMU regional offices qualified on SME networking and enterprise upgrading
- ♦ Up to 150 firms sensitized on the SMEs networks and enterprise upgrading approaches
- ♦ Mapping and assessment of existing business support services to manufacturing SMEs
- ♦ National database on existing business development services to SMEs prepared and information widely disseminated
- ♦ Business Development Services portfolio of DAMU/CDIE upgraded and promoted

## At a Glance

GOAL:	Business support services to SMEs
MDGs:	8. Develop a Global Partnership for Development
THEME:	Industrial Upgrading, Trade Capacity Building
DONOR:	DAMU Entrepreneurship Development Fund
PARTNERS:	BAITEREK National Holding, DAMU Entrepreneurship Development Fund
BUDGET:	EUR 2.9 million
STATUS:	Pipeline
DURATION:	2014 – 2016