

# THE UNIDO SUBCONTRACTING AND PARTNERSHIP EXCHANGE (SPX) PROGRAMME

Matchmaking buyers and suppliers for inclusive and sustainable industrial development



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



SUBCONTRACTING  
PARTNERSHIP  
EXCHANGE



TRADE  
INVESTMENT  
INNOVATION



UNIDO establishes **Subcontracting and Partnership Exchange (SPX) Centres** in order to achieve inclusive and sustainable industrial development (ISID). SPX helps local enterprises to successfully meet the challenges of globalization and to take advantage of emerging industrial subcontracting, outsourcing and supply chain opportunities.

Over the last two decades, UNIDO has established a rapidly expanding network of Subcontracting and Partnership Exchange Centres (SPX) Centres in Sub-Saharan Africa, Asia, Europe, Latin America and the Middle East. This Network comprises 25 active Subcontracting and Partnership Exchange (SPX) Centres and provides an important platform for the matchmaking of suppliers and buyers at the national, regional and international level.

SPX Centres are often hosted in private or public sector organizations and are equipped with professional capacity to assist enterprises in their development process through a range of support services including enterprise profiling, matchmaking, benchmarking and buyer engagement. SPX Centres aim at extending the local supplier base of major buyers, including large foreign multinationals and state-owned enterprises. Procurement needs and local content plans of buyers are captured and the capabilities of domestic suppliers are benchmarked for potential matchmaking and upgrading purposes.

The respective SPX Centres manage and oversee large firm-level databases which they leverage to support the internationalization process of local SMEs. SPX Centres provide their constituents with dedicated promotion platform opportunities at internationally specialized subcontracting Fairs such as the Hannover Industrial Fair in Germany and MIDEST in France. Likewise, SPX centres promote foreign direct investment and technology partnerships with selected domestic subcontractors.



## THE OBJECTIVE

Strengthening SMEs' productive capacity and performance to capture emerging subcontracting opportunities and to build international investment partnerships.

## THE UNIDO SPX APPROACH

The SPX Programme is hosted at the Department of Trade, Investment and Innovation (PTC/TII) at UNIDO Headquarters in Vienna, Austria from where the overall strategic, technical and implementation support to the various SPX Centres around the world is provided. This technical assistance has resulted in the compilation and development of various tools comprising extensive training material, methodologies, guidelines, manuals and software. Other SPX support material resources, ranging from introduction to the SPX Programme as well as detailed overviews of its main components, are collated in a series of video lessons which are available for dissemination and use by the SPX Network members available on <http://spx.unido.org>.

## THE MAIN SERVICES OF AN SPX

The Programme focuses on the following five main services:

### PROFILING

- » Physical enterprise visits using UNIDO SPX Profiling Tools.
- » Dedicated database build-up.
- » Enterprise profile uploading, database management and a facilitated matchmaking process through the online SPX Management Information System (MIS).

### BENCHMARKING

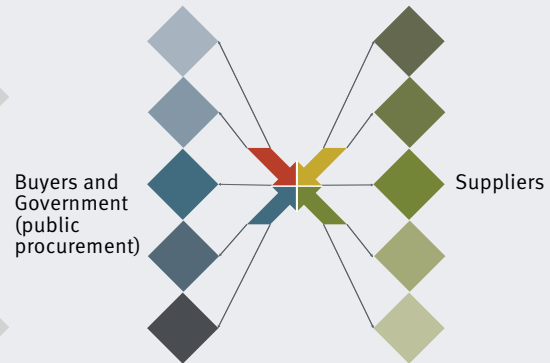
- » Utilization of the UNIDO SPX Benchmarking Tool (for both manufacturing and non-manufacturing enterprises) for the assessment of supplier business performance and practices comparing to international best practice.
- » Diagnostics and action plans for upgrading and investment proposal formulation.

### WITHOUT AN SPX CENTRE



**Inefficient and Ineffective: High level of duplication, poor communication and costs**

### WITH AN SPX CENTRE



**Efficient and Effective: Matchmaking platform**

## SUPPLIER UPGRADING

- » Enterprise development support programmes linked to joint buyer-supplier development initiatives.
- » Investment profiling and finance mobilization, identification of suitable technology partners and service providers.

## BUYER ENGAGEMENT

- » Capturing buyer needs and procurement strategies for locally-sourced industrial subcontracting.
- » Collection of requests for quotations (RFQs), requests for proposals (RFPs) and requests for information (RFIs) from both international and domestic buyers.

## NETWORKING AND INVESTMENT PROMOTION

Bringing together national and regional organizations to exchange best practices and to boost South-South trade and investment relationships.

## IMPACT AND RESULTS

SPX Centres currently manage a global enterprise profile database of more than 12,000 suppliers and 835 enterprise benchmarks. Suppliers have been matched with more than 250 buyers leading to further exchanges of request for quotations (RFQs) and to the generation of new business for local suppliers and subcontractors.

For more information, visit: <http://spx.unido.org>

## THE UNIDO SPX BENCHMARKING SERVICE TO SMEs

FINANCIALS  
CUSTOMERS  
PROCESSES  
LEARNING & GROWTH

### IMPROVEMENT

### ANALYSIS & REVIEW

CAUSE & EFFECT  
PRIORITIZE ISSUES



FINANCIALS  
CUSTOMERS  
PROCESSES  
LEARNING & GROWTH

### MEASUREMENT

### COMPARISON

LIKE FOR LIKE-  
BUSINESS STRENGTHS  
& WEAKNESSES

## **CONTACT AND DISCLAIMER**

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<http://spx.unido.org>

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