

Business Development Services BDS Success Stories



Mamit Habtie, Metal works, Gonder, Ethiopia

Problems:

- Limited funds;
- Inconvenient working premise;
- Poor market.

Support given by BDS facilitator and BDS providers:

- Facilitated credit;
- Changed business site on facilitator's advice;
- Assisted in tender winning.

Impact:

- Expanded business;
- Employed 3 more workers;
- Increased income.

Contact: Dieter Gagel, freelance consultant
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Andinet Car Wash Service Association, Addis Ababa

Problems:

- 12 unemployed 12th grade complete students looking for jobs;
- No business idea; no start-up capital; no working premises.

Support given by BDS facilitators and BDS providers:

- Supported in business idea generation;
- Organizing in cooperative;
- Sub-city provided premises and cleaned space;
- Linked to micro finance and got credit;
- Bought some equipment and built premises;
- Opened car wash and shop for oil etc.
- Record keeping provided.

Impact:

- 12 cooperative members employed; regular income.



Dawit Ejigou, Production of hollow-blocs, Addis Ababa

Problems:

- Construction graduate without job;
- No start-up capital;
- No working premises.

Support given by BDS facilitators and BDS providers:

- City administration provided land for production;
- Linked to micro finance and got credit;
- Bought hollow-bloc machine from Selam technical center;
- Entrepreneurship training provided;
- Market-link to the municipality for sales of blocs for public toilets;
- Minimising costs by using waste water from the hill.

Impact:

- Owner got self-employed;
- 12 workers employed;
- Income is good, because of low production costs, good quality and marketing support.



Women Association for local Food Processing, Addis Ababa

Problems:

- 22 women without regular job;
- No start-up capital;
- No premises.

Support given by BDS facilitators and BDS providers:

- Organised in cooperative;
- City administration provided space for production;
- Linked to micro finance and got credit;
- Shop constructed by the women;
- Advised for savings to buy facilities for events like weddings;
- Linked to institutions like sub-city agriculture office for sales.

Impact:

- 22 women employed with regular wages;
- Based on sales and savings, business is to be extended and more workers will be employed;
- Assets grown (facilities for cooking and food/beverage services)