Business Partnerships of Austrian Development Cooperation
Private Sector & Development

Economic growth is a prerequisite for development. Companies generate income and jobs.

ADA seeks to

- improve the business environment in its partner countries
- strengthen the private sector of its partner countries
- make use of potential synergies between private businesses and public development cooperation
Business Partnerships

Business Opportunity 

Business partnership

Opportunity for Development
Business Partnerships

The business partnership programme
➢ promotes **projects** carried out by
➢ **private Austrian/EU companies and**
➢ **their local partners**

✓ Project must have both **commercial** and **developmental** impact
✓ The maximum project term may not exceed three years
✓ Project proposals have to be submitted by an Austrian/EU company
Business Partnerships: Support

ADA offers **financial support** for your projects of

- up to EUR 200,000 (500,000) or 50% of direct costs
- up to EUR 20,000 or 50% of costs for a feasibility study

In addition, ADA assists you with

- developing your project idea
- brokering contacts
Status Quo of the Programme

- More than 100 projects with a total volume of €60 million, including €23 million ADC grants
- About 100 Feasibility Studies
- Daily requests from and consultations with Austrian/EU companies
- Covering different sectors and sizes of companies
Business Partnerships: Criteria

- Clear-cut **business-case** with **longterm investment**
  - no subsidy to export of goods or services
  - generation of local value
    (by building productive or service capacity)
  - company‘s commitment continues after end of funding period
  - at cost and risk of investor
- Substantial input by partner company
  - at least 50% of costs
- Compliance with local laws and regulations as well as international conventions
- Benefits for local population beyond the company‘s core business
Business Partnerships: Benefits

for partner country
- education and training / introduction of new technologies
- new jobs / additional funds for development measures
- strengthening of public institutions
- environmental protection
- improved living conditions for a substantial number of people

for private companies
- access to new markets
- reduced investment risk in emerging markets
- improved framework for business operations
- sustainable success of the company
Business Partnerships: Possible Measures

Capacity Development / Qualification
- Improvement in initial training and vocational training
- Know-how Transfer

Environment
- Use of renewable energies or increase in energy efficiency
- Improvement in water supply and waste water treatment
- Improvement in waste disposal / recycling
- Promotion of rural development and responsible management of natural resources

Trade
- Increase in production, competitiveness and quality
- Consolidation of supply chains

Business and Society
- Improvement in social standards and working conditions
- Improvement of the health of workers and their families, fostering gender equality
Best Practice

Solar Energy GmbH; South Africa
Modern Training Centre for Solar Panel Installers

Objective
- The Austrian solar power specialist is setting up a supply of local specialists for the professional installation and maintenance of modern solar panel systems

Results
- Establishment of a training centre for solar power specialists near Johannesburg
- About 1,000 graduates with new opportunities on the labour market by 2014
- Technology transfer for the competent installation and maintenance of solar panel systems
Best Practice

Eduscho, Hanns R. Neumann Foundation; Tanzania
Sustainable Coffee Production in Tanzania

■ **Objective**
  - increase farmers’ income through promotion of sustainable coffee farming

■ **Results**
  - sustainable production of high quality coffee
  - higher income for 8,000 coffee farmers and their families
Business Partnerships: Step by Step

✓ First contact (email, telephone)
✓ Meeting between ADA and applicant company to discuss key elements of project (business branch, purpose, opportunities, challenges, costs and contributions from each partner)
✓ Formulation of a detailed project concept in dialogue with ADA
✓ Submission to the award committee
✓ Elaboration and signature of contract
✓ Project implementation, disbursement, monitoring
Contact

Business Partnerships Office

Gunter Schall
Head of Office

Zelinkagasse 2, 1010 Vienna
Phone: + 43 1 90399 2570
Mail: gunter.schall@ada.gv.at