

## DFRC LAUNCHES THE SADC SME MENTORSHIP PROGRAMME

The DFRC in partnership with SAFRI HRD Project of Germany completed the development of the SME Mentorship model titled "The Journey to Excellence (J2Ex)", with the Pilot project being launched at BEDCO (Lesotho) in October 2006. The model was developed to enable management teams and entrepreneurs to self-assess the organizational excellence of their businesses, and then use the results to plan and implement appropriate improvement activities. "That's really what it's all about", said Nina Mapili, the SAFRI HRD Project Manager. "In our workshops, participants – and these should ideally be entire management teams – assess their business or organization against the framework of the EFQM Excellence Model. They determine where they are relative to other companies – and then use their findings to identify their company's strength and areas for improvement, prioritize key improvement opportunities and appropriate action plans. Along the way they see that this is a dynamic process. Excellence is a moving target. Businesses have to entrench a culture of continuous improvement into everything they do if they are to have a chance of being competitive and surviving over time."

The Journey to Excellence workbook is currently available in two versions: Level 3: for large organizations and well-established SMEs and Level 2: for SMEs and other organizations just beginning to focus on excellence. Level 1, for micro enterprises, is still in development.

Journey to Excellence workshop are always held in conjunction with local partners, such as entrepreneurs' organisations, consultants etc.

### Vision

"To be the centre of excellence, aimed at catalyzing the SADC-DFI members collective efforts to be at the cutting edge of financial services delivery in the priority areas set by the RISDP".

### ADDRESS

You can find us at:

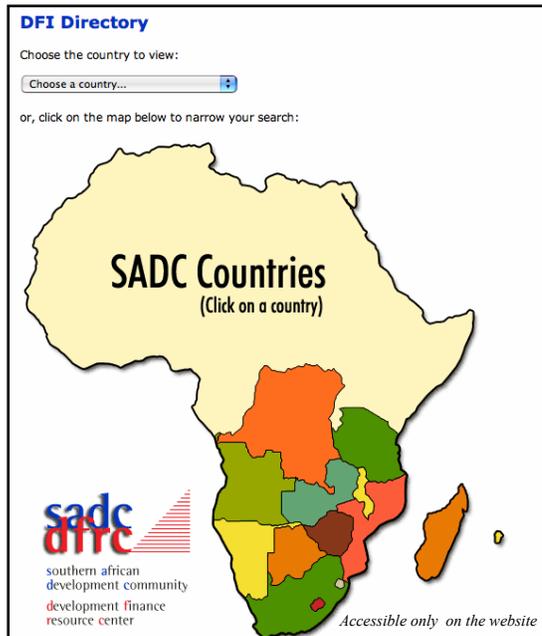
Plot 50676  
First floor, Block B  
BIFM/Fairground  
Office Park,  
Gaborone, Botswana

## SADC-DFRC Website now Up and Run - - -

The DFRC has successfully completed its three-phased Website Project. The Internet, extranet and intranet are now up and running, with access limitations only for the extranet and intranet.

Please visit our website at: [www.sadc-dfrc.org](http://www.sadc-dfrc.org), for the latest news on activities of the DFRC, including information on upcoming training seminars for the SADC DFI Network members, employment opportunities and DFRC Publications. The website is also linked to websites of all the 23 members of the Network for ease of access and reference.

The extranet, which is only accessible by DFRC staff and DFIs with authorized usernames and passwords, will improve communication between the DFRC and Network members, particularly on collection of data, application for training, notices from DFIs, etc... log-on now!



### Mandate

"Through technical and capacity building support, as well as policy research and advisory services, the DFRC's mandate is to promote the effective mobilisation of resources by the DFI's for investment in key areas with the potential to stimulate growth, generate employment and alleviate poverty in the SADC region".

## Development Bank of Namibia chairs the DFI Subcommittee

The Chief Executive Officer for Development Bank of Namibia, Mr David Nuyoma was elected the Chairman of the SADC DFI Subcommittee at its meeting held in Johannesburg on 22nd November 2006. Mr Nuyoma is deputised by Mr R V Lechesa, the Chief Executive Officer for BEDCO. This position became vacant following the departure of Colonel Joseph L Simbakalia who was appointed the Governor of Kigoma in the Republic of Tanzania.

As an active member of the DFI Network, Mr Nuyoma brings a wealth of experience in development finance which will prove invaluable in guiding the institution forward as it addresses developmental challenges of the region.



The SADC-DFRC is an autonomous SADC institution, established under the SADC Principle of Subsidiarity

## SADC-DFRC bids farewell to the Chair of the Board of Trustees



New Chair of the Board of Trustees Dr Vincent Mhlanga handing over a gift to the outgoing chair, Mr Peter Madara at the function

Following the meeting of the Board of Trustees held on the 29th September 2006, the SADC-DFRC hosted a farewell cocktail in honour of Mr Peter Madara, the outgoing Chair of the Board. Mr Madara has been replaced by the Managing Director of Swaziland Finance Development Corporation (Fincorp) and his deputy is Mr Oaitse Ramasedi, the CEO of National Development Bank, Botswana. In his remarks, on behalf of the Board, Mr Ramasedi acknowledge the critical role Mr Madara played in providing "strong and effective leadership to his colleagues and given his participation in the establishment of the DFRC, was best to guide the new Board and newly recruited staff of the Institution." The cocktail was attended by the Members of the Diplomatic Corp based in Botswana, SADC Secretariat and Senior Government Officials.

## Joint Commonwealth Secretariat/SADC-DFRC Workshop

The SADC-DFRC in association with the Commonwealth Secretariat held a two day workshop on "Harnessing Existing Facilities to Promote Public Private Partnerships for Infrastructure Investment and Service Delivery in SADC". The workshop took place on 5th-6th December 2006 at the Industrial Development Corporation, Johannesburg, South Africa. About thirty delegates, including experts both from public and private sectors, infrastructure focused financial institutions as well as representatives from SADC governments and the SADC Secretariat attended the workshop.

The discussions covered the role of PPPs (their potential and limitations), key constraints facing successful development of infrastructure PPPs, and approaches to encouraging infrastructure PPPs. The workshop was funded by the PPIAF/World Bank office in Kenya and the Commonwealth Secretariat.

## Regional Conference on "Re-thinking the Role of National Development Banks"

The above conference which was held from 22nd to 23rd November 2006 was jointly organised by the Industrial Development Corporation (RSA), SADC-DFRC, and the DBSA on behalf of the UN Department of Economic and Social Affairs (DESA) and AADFI. It was held at the Industrial Development Corporation (RSA) offices. The conference formed part of the global discussion on the Monterrey Consensus on Development Finance. The conclusions and recommendations of the conference will feed into the UN's discussions on the subject matter which are scheduled to take place at the General Assembly meeting to be held in New York this year.

## Up-coming training programmes

### • RISK MANAGEMENT TRAINING

The programme will run from 26th February to 2nd March, 2007 at the Centurion Lake Hotel in South Africa. It will have two parallel streams (Market Risk and Credit Risk) and follows on an earlier course conducted in November 2004 in Cape Town. The DFRC will run the programme in collaboration with the African Development Bank and the Development Bank of Southern Africa. The programme is sponsored by the Japanese Bilateral Trust Fund at the African Development Bank.

### • GLOBAL TRADE FINANCE FACILITY

The DFRC will work with the IFC in Washington who will offer a series of programmes in export/import financing to commercial and development banks involved or interested in export financing. The first programme will run over the period 12th – 16th February 2007 in Johannesburg, South Africa.

## Mission

To be a lean virtual organization providing capacity building and policy research, and advise to the DFI Network and SADC Governments in support of financial and operational effectiveness and efficiency, so as to enhance their contribution to economic growth and development in the SADC region.

## Key Focal Areas:

- Financial sector reforms and strengthening, and capital markets development.
- Institutional support, encompassing capacity building.
- SME Development and support.
- Infrastructure / PPP

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