Project Summary

The project aimed at strengthening member organisations of CONFIEP representing SMEs and the development of a self-sustainable service system for this target group. The assistance to these organisations contributed to the Peruvian government's objective to strengthen institutions and organisations representing the private entrepreneurial sector and aimed at reinforcing their competitiveness concerning the services they offer. This approach emphasised the organisations' role of providing customer-oriented services complementary to their traditional lobbying task.

The services of the management consultancy system included advisory, training and information services, all delivered directly by the organisations representing SMEs. The advisory and training services were carried out by national, regional and international consultants and supervised by the organisations.

Due to the importance of consultancy services for SMEs, this project focussed on the generation of added value and the strengthening of a national SME consultancy system, by organising:

- Seminars on methodological aspects and workshops on technical specialisation
- "Training on the job" of junior consultants: Consultancy tasks are performed by teams consisting of a senior and a junior consultant;
- Building up a legal association of SME business consultants;
- Developing an interactive, internet-driven communication and information service platform, which offers a database of highly qualified consultants, as well as several tools for information and promotion services as well as matching consultants with SMEs as their potential customers.
- The project is part of MITINCI's (Ministry of Industry, Tourism, Integration and International Negotiations) and GTZ's support program in Peru for SMEs.

Services Provided

- Economic Studies
- Institutional Strengthening/Restructuring
- Market Studies
- Organisational Development Studies
- Policy Studies
- Project Management/Administration
- Technical Assistance and Advisory Services
- Training and Transfer of Technology

Peru

Promotion of Peruvian Industry (Proases)

Client

Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ)

Duration

1997 - 2001

Personnel

1 LTE