Project Summary
GTZ has been implementing an integrated Private Sector Support Programme in Guatemala since 1997 consisting of three complementary components:
1. Promotion of Business Development Services (BDS) and entrepreneurship training of youth
2. Local and regional economic development
3. Improvement of access to financial services

Project Objectives
Within this programme, INTEGRATION implemented the components 1 and 3, with the following objectives:
- Consolidation of business services for enterprises and the entrepreneurship training
- Consolidation of the financial services, especially micro-finance institutions

Project Activities: BDS
- Handing-over the innovative products developed and tested by the project to private business development service providers
- Consolidation of the SME service instrumentation (“Caja de Herramientas” and “Rueda de Negocios”)
- Development of several internet pages for the promotion of handicraft, tourism and SME development
- Training scheme for entrepreneurs
- Consultancy programme for entrepreneurs

Project Activities: Financial Services
- Support to the legal reform in favour of microfinance institutions and rural credit
- Proposals to Government for restructuring the microfinance sector
- Concept development in the microfinance sector
- Conclusion of the merger of three micro credit institutions

Services provided
Programme Management Inputs
- Participation to a coordination committee, to coordinate activities with the Inter-American Development Bank, the EC and the Swedish International Development Cooperation Agency
- Development of several internet pages for the promotion of handicraft, tourism and SME development
- Evaluation and impact assessment

Business Development Services (BDS)
- Organisational and contractual arrangements for handing-over to private service providers the innovative products developed and tested by the project
- Training for entrepreneurs through BDS providers
- Entrepreneurship training of youth
- Consultancy of entrepreneurs on business financing, accounting and marketing taking into account environmental aspects
- Consolidation of an internet portal providing vital information for SMEs (e.g. registration, taxes, legislation etc.)
- Finalization and consolidation of an internet supported meeting point for companies to match offer and demand for services and products

Financial Services
- Concept development in the microfinance sector
- Institutional strengthening of the microfinance system
- Further lobbying for legal reform; consultancy in drafting legislation and proposals to Government for restructuring the microfinance sector
- Proposals for a refinancing institution “Segundo Piso” for SMIs
- Conclusion of the merger of three micro credit institutions

Guatemala
Business development services and access to financial services

Client
Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ)

Duration
01.08.2005 – 31.08.2007

Personnel
- 1 international LTE / microfinance expert (25 PM)
- 2 local LT consultants / microfinance and business services (50 PM)
- 16 PM international and national STE