

The Centre for the Development of Enterprise (CDE)

The CDE is:

- A joint ACP -EU institution under Cotonou Agreement (since 1977)
- International – public agency with a private sector focus and orientation
- CDE provides non-financial services - *technical assistance*
- Funds come (mainly) from the European Development Fund (EDF)
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CDE's Business Model

- CDE's main target of assistance is at **enterprise level**, and related Intermediary Organisations:
 - **Existing enterprises, groups and clusters** and **Business Support Organisations** (BSOs) representing these companies' interest
 - Investment projects (new and start -ups)
 - SMEs with **linkages to EU partners**
 - SMEs with innovation potential
 - SMEs with potential for market expansion and **export orientation**
 - Net assets of at least 80,000 € and/or
 - Turnover of 250,000 €
 - Maximum net assets: 10 m €
 - Legal identity
 - At least five employees
 - Meets all standards regarding labour laws, environmental compliance and other regulations



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Specific Examples of Current Activities



Competitiveness Enhancing: through productivity improvement



1. Improvement in productivity and expansion of production n commodity exports
2. Quality control and food-safety in line with new requirements
3. Support for value –added niche products and branding (greater ownership of the value chain)
4. Support for agro-tourism



Mango Industry

Competitiveness Enhancement through: Innovation and Product Development



1. Introduction of new technology for the development of value added products
2. Market testing
3. Transfer of technology including support in plant design

Trade Facilitation/ Marketing assistance



Think Spice, Think Nutmeg



- Market research in France, Spain and the UK on MD2 pineapples
- Support to innovative software including product enhancements and marketing support for export expansion
- Mission of software companies to Germany (CEBIT)

In consideration (appraisal level)

- EU Market research, branding , food safety and bio-technology research for commodity items*
- Intensive market access support for **groups:**
 - Market Research in the EU
 - Support in labeling, chemistry and nutritional analysis
 - Food safety training and certification
 - Market promotion/access assistance⁷

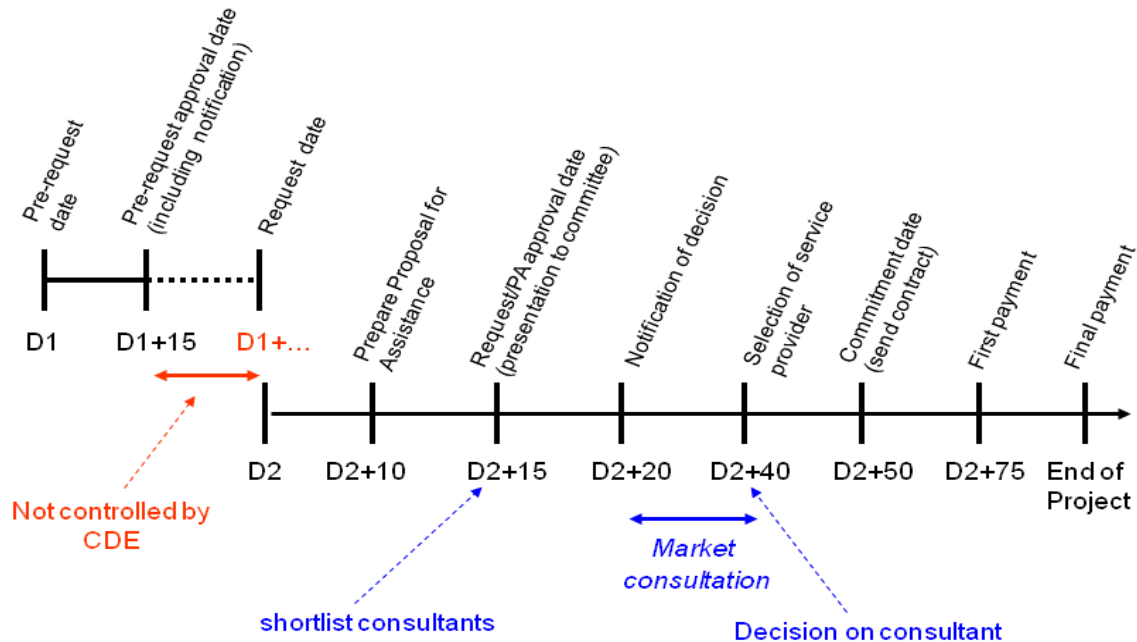


Requesting Support from the CDE:

www.cde.int/ go to requests/go to forms

General Overview of the Process

- Scheduled cycle time for assistance projects :





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Contacting CDE

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Thank You

"Opportunity is missed by most people because it is dressed in overalls and looks like work."

*Thomas A. Edison
US inventor (1847 - 1931)*