

# GMCC FREE Bitesize Session

## An Intro to Aid Funded Business Opportunities

Manchester, 26<sup>th</sup> October 2022



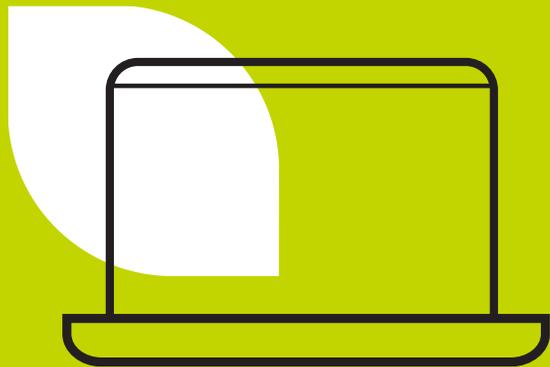
Greater Manchester  
Chamber of Commerce

In partnership with



development **aid**  
develop with us

# Event's Agenda



1. Welcome words & housekeeping
2. Greater Manchester Chamber of Commerce – At a Glance
3. An introduction to Aid Funded Business Opportunities
4. DevelopmentAid – Providing business intelligence, connections and opportunities
5. Q&A



# 1 GM Chamber at a Glance - Who we are and how we support UK and overseas companies



Susana Córdoba

Head of International Trade



# GM Chamber at a Glance



## Over 225 years of history

The Chamber was founded in 1794 and became the Greater Manchester Chamber in 2004. We are the largest accredited chamber of commerce in the UK



## Cover 10 Local Authorities

Bolton, Bury, Trafford, Wigan, Tameside, Oldham, Rochdale, Stockport, Manchester, Salford but members span across UK and worldwide



## 4,200+ Members

across all sectors and sizes representing about 5% of the businesses in the region & combined workforce of circa +460,000 employees.



## 800 GM business Community

Initiative launched in 2020 to support non-members impacted by COVID19.



## 50+ Employees



## 3 Top Sectors

Manufacturing & Engineering, Property & Construction, Business, Legal & Financial services



## Over 200 Events annually

Gathering over 10,000 delegates



## Award-Winning Chamber

Providing a wide range of business support services ranging from skills to international trade and more.



## Global Business Network

Made +600 connections, over 42 partnerships with public and private sector in the UK and overseas and covering over 90+ markets, we help members and customers to thrive in both domestic and international markets.



# GMCC Services

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## **Policy & Lobbying**

We are the recognised voice of business in Greater Manchester, protecting the business's interest of our members.



## **Quarterly Economic Survey (QES)**

a hugely respected and authoritative piece of research which influences the Bank of England and UK government on decision making on monetary policy and others. Members can attend our QES for free (up to 1 delegate) but bookings are required.



## **Free Legal Consultation**

Members get access to a 30 min confidential telephone consultation via our strategic partner FREETHS.



## **Chamber Protect**

Specialist advice line and online portal available to members and is part of the membership packages. This service includes hundreds of documents, policies and procedures which are downloadable and can be edited to meet the needs of our members. Chamber Protect covers: HR, Health and Safety, Tax, VAT and Legal.



## **Primary Health Plan**

Delivered via our Strategic Partners Westfield Health, members access quality & innovative healthcare plan which serves as an effective absence management and risk management tool for employers.



# GMCC Services

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## **Chamber Radio**

GMCC has partnered with The Logros Show – Achieving Excellence. This offers unique opportunities for chamber members to be part of the Tuesday Show.



## **Chamber Finance Finder**

Online tool to aid members to find suitable finance/funding opportunities for their business.



## **Skills for Growth - SME Support**

GM Chamber delivers funded skills support for SMEs in the Greater Manchester region. This is a fully funded programme helping companies to up-skill their workforce.



## **Kickstart Scheme Facilitation**

Scheme enabling companies to fill job vacancies benefiting from the UK Government funded kickstart programme, which the Chamber is currently facilitating.



## **GM Tech Support**

GM Tech Support – powered by [Nybble](#). All members of the Chamber qualify for a free of charge review of their IT Services. The audit is designed to deliver an unbiased, risk free review of your current IT provision and also offers the opportunity to discuss your future requirements.



# GMCC Services

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## Marketing & PR

Helping our members to raise their profile capitalising on our extensive marketing and PR channels. Reach out over 30K businesses through our network.



## Member Logo

The GM Chamber Member logo can be used on websites, email signatures and relevant marketing material.



## Networking & Events

The chamber organises more than **200 events a year with as many as 10,000 delegates**, offering great opportunities to members to network and do business. Most events are either free of charge or discounted prices for members.



## Members' Lounge

Free Wi-fi, printing facilities and refreshments. Perfect for stopping by in between meetings.



## GM Chamber Space - Meeting Venues

Access to state of the art meeting rooms to host events or small private meetings at the heart of the city at discount prices for members. We now have a brand new conference space which can host up to 200 Delegates.

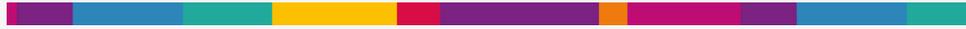


## GMCC Rewards - MyGMCR

It's a brand-new rewards platform which aims to promote the very best Greater Manchester has to offer. The app and web platform is versatile and multi-purposed, with offers, interactions and analytics to support your business growth.



# International Trade Service Offer



# How can we support?

From Getting Started and Planning for Success to Making Connections, we are at hand to help companies kick off their international growth strategy

1

Market Awareness,  
Research and Entry  
Services

2

Export and Import  
Training Courses & free  
bitesize sessions

3

Bespoke Advice &  
Customs Compliance  
Services (e.g., audits,  
bespoke advice, etc)

# How can we support?

Helping traders understand the different requirements for exporting and importing; remain compliant and getting paid

4

Delivery, Funding &  
Getting Paid Services

5

Documentation,  
Legalisation &  
Certification Services

6

Customs Clearance and  
Transit Services

# 2022 Upcoming Events & Training



Date	Event
1 <sup>st</sup> November	<u>Training: Rules of Origin – Preferential and Non-Preferential</u>
2 <sup>nd</sup> November	<b><u>Customs Declaration Service (CDS) Workshop</u></b>
9 <sup>th</sup> November	<b><u>Workshop: Doing Business in the Middle East – From business development to customs – all you need to know</u></b>
10 <sup>th</sup> November	<u>Training: Export Customs Procedures and Documentation</u>
16 <sup>th</sup> November	<b><u>TEO (Tradeshow Engagement Optimization) Masterclass</u></b>
16 <sup>th</sup> November	<u>Training: Documentary Letters of Credit</u>
16 <sup>th</sup> November	<b><u>ATA Carnet Step-by-Step Workshop</u></b>
22 <sup>nd</sup> November	<u>Training: Incoterms – Exporter and Importer Responsibilities</u>
30 <sup>th</sup> November	<u>Training: Introduction to Exporting</u>
1 <sup>st</sup> December	<u>Training: Import Procedures</u>
Open Date	<b><u>Business Clinic: Growing Your Business in the USA</u></b>



To keep up with our upcoming events, please click [here](#)

# 2 An introduction to Aid Funded Business Opportunities



Susana Córdoba  
Head of International Trade



# What are Aid Funded Business opportunities?

- **Official Development Assistance (ODA)** is defined by the OECD as government aid that promotes and specifically targets the economic development and welfare of **developing countries**.
- ODA, also known as Aid, main objectives are to help reduce global poverty, improve living standards, support sustainable economic growth and developing regional cooperation
- In 2021, ODA reached **USD\$178bn** and has been growing yoy for the past 5 years.
- ODA is given via **loans, credits and grants**
- **Aid Funded Business are commercial opportunities** created by development & humanitarian aid programmes funded through the multilateral & bilateral development agencies, development banks and the United Nations, to mention but a few.



# Who are the main players?

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## Multilateral Development Banks | International Financial Institutions (IFIs)

e.g. World Bank, IADB, Asia/China/African Development Banks, etc

- These use contributions from national governments to give grants as well as loans to fund projects in borrowing countries.
- These projects are strictly regulated and range from infrastructure projects to services, works and supply of goods
- Projects are usually carried out by executing agencies in the borrowing country - such as a government department or public body.

## United Nations (UN) Development Agencies

e.g. FAO (Food Agricultural Organization), IMF (International Monetary Fund), WHO (World Health Organisation), to mention but a few

- The UN Development Programme works in 170 countries and territories to eradicate poverty and reduce inequality.
- UN agencies help countries develop policies, leadership skills, partnership abilities, institutional capabilities and to build resilience to achieve UN Sustainable Development Goals (SDGs)

## Bilateral Development Agencies

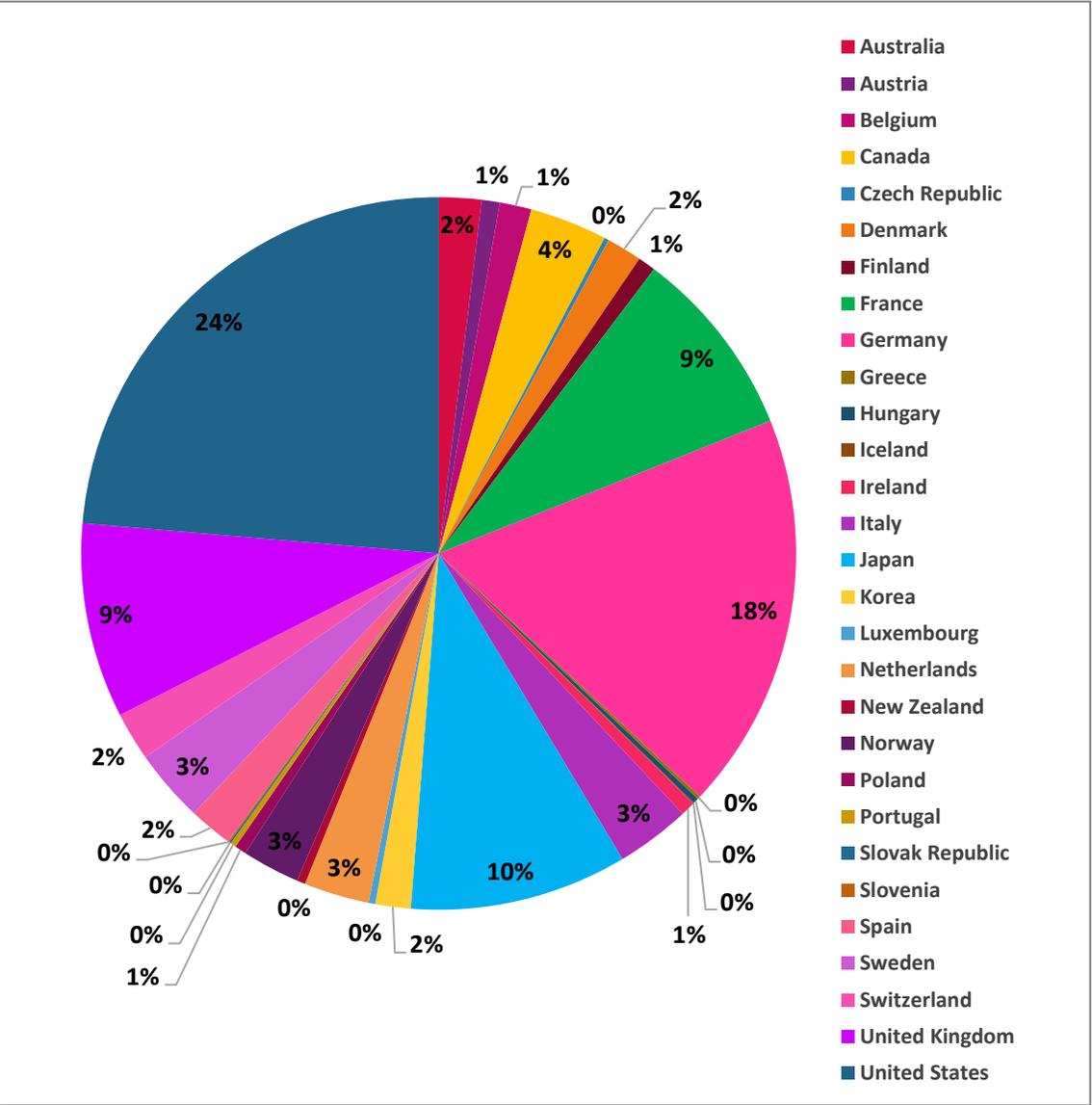
e.g., UKAid, USAid, SIDA (Swedish International Development Agency), European Aid Development and Cooperation, etc

- These are institutions set up by individual countries to provide development funding to national governments.
- Some projects may be 'Tied Aid' which means funding is given with the condition that is used in goods and services provided/produced by the donor country; although it's becoming more common for these projects to be open to applications from any company or country, known as 'untied' aid.



# Main ODA Contributors - 2021

United States – 24%
Germany - 18%
Japan – 10%
France – 9%
United Kingdom – 9%
5 countries account for <b>70%</b> of total ODA
<b>Target: 0.7% of Gross National Income (GNI)</b>



Source: OECD, DAC



# Main Opportunities for Companies

Tenders and contracts normally are broken down into 3 areas:



**Consultants (Services)**- for all stages of the project cycle. This can be delivered by firms, individuals, consortiums supplying consultants



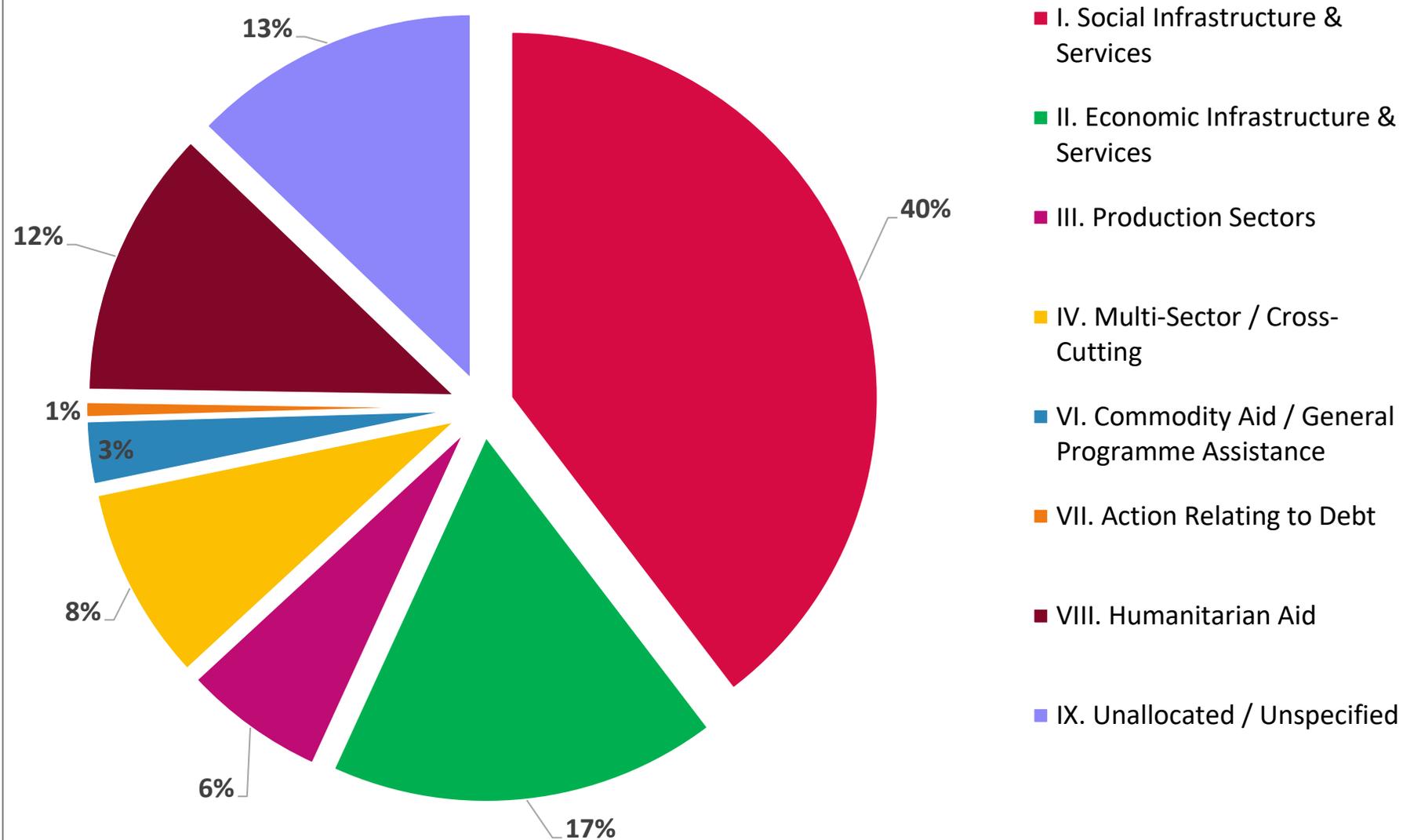
**Suppliers of Goods** – cheapest bid according to specification. Procurement agents are used sometimes.



**Contractors (Works)** – works of engineering, construction, mechanical installation, etc.



## ODA split by Main Sectors 2020



Sources: OECD, DAC



# Sub-Sector Breakdown




**Social Infrastructure & Services**

- Education
- Health
- Population Policies/Programmes
- Water Supply & Sanitation
- Government & Civil Society
- Other Social Infrastructure and Services



**Economic Infrastructure & Services**

- Transport & Storage
- Communications
- Energy
- Banking & Financial Services
- Business & Other Services



**Production Sectors**

- Agriculture & Forestry & Shipping
- Industry, Mining and Construction
- Trade Policies and Regulations
- Tourism



**Multi-sector | Cross-Cutting**

- General Environment Protection
- Other multi-sector



**Commodity Aid | General Programme Assistance**

- General budget support
- Development Food Assistance
- Other commodity assistance



**Action Related to Debt:**

- Debt Relief



**Humanitarian Aid**

- Emergency Response
- Reconstruction Relief & Rehabilitation
- Disaster Prevention & Preparedness



# The Project Cycle

# Development Banks



**Identification – areas of gaps to be addressed by the country's development strategy**



**Preparation – Project design and feasibility**



**Appraisal – in-depth assessments of the technical, financial and economic elements of the project**



**Negotiation - Bank and Borrower negotiate funding agreement and project implementation plans**



**Implementation & Supervision – This includes procurement mostly carried out by borrower**



**Evaluation – Final phase to assess the project and its results**





## The 70:30 Guideline for UK Companies

- **Development Aid – Multilateral Development Banks, EuropeAid, EBRD, etc**
  - Roughly 70% of the business opportunities for UK companies will be for consultancy services; and
  - The other 30% will be for the supply of goods
- **For Humanitarian Aid (mainly UN agencies)**
  - Roughly 30% of the business opportunities for UK Companies will be for consultancy (specially for individuals); and
  - The other 70% will be for the supply of goods

And overall, very little for works contractors, but there is a trend for project management for a fee



## The 70:30 Guideline consultants

- Consultancy tenders normally require a technical and financial offer (providing two envelopes)
- The first envelope that is opened is the technical offer
- 70% of the marks are awarded for the **technical quality** of the tender
- The prices are combined with the technical marks such that the overall weighting of the bid is 70:30 technical: price (80:20 is also commonly used)
- **Although price is the minor component**, you will still not win the bid if your price is outside of the project budget (some agencies tell you this budget, others do not!)





# Which companies can benefit?

- From individuals to SMEs and large businesses
- The opportunities will vary accordingly....
  - Individuals could win some work to deliver consultancy services at different stages of the project cycle – from feasibility studies, helping design a project to evaluation or other
  - A large company could be appointed to run a multi-million-pound infrastructure project
  - A SME could find opportunities delivering wash and dignity kits for UNICEF



# Is your business ready for Aid-Funded business?



- You need to have an international track record
- Management Capability
- Marketing Skills
- Good financial standing and normally at least 3-yrs of audited accounts
- Market Knowledge – understand the needs and how your service/expertise and/or product addresses those
- Operational capabilities – skills in delivering products or services and working cross-border partnerships
- Experience of working for other large clients

**.....And what if you don't have all the above?**



# Tips for SMEs new to Aid Funded Business



If you do not have a track record – Identify key players – who are being awarded contracts, make contact and introduce your business for sub-contracting options and to start building a partnership.



If you are a consultant, most tenders are won by consortiums. Identify who they are and offer your services/expertise.



Make sure your website reflects your experience working with aid funded projects or your capabilities if you do not have the track record.



Understand where your capabilities are and where they fit the best. Monitor procurement pages to identify opportunities or use a platform which can aid this purpose.



Participate in Aid Funded Business missions, Meet the Expert or other Aid Development Events (e.g., [AidEx](#)) where you can meet some of the procurement staff from these agencies, and to understand key areas of opportunities for your business



If new to tendering/bidding, then make sure you understand processes and requirements for each agency



# Snapshot of Procurement Pages World Bank

https://projects.worldbank.org/en/projects-operations/procurement?showrecent=true&srce=notices

## Procurement Notices

PROCUREMENT

Subscribe to receive email alerts for new procurement notices.

**FILTER**

Country ▾

Region ▾

- South Asia (44067)
- Eastern And Southern Africa (39505)
- Western And Central Africa (35677)
- Latin America And Caribbean (26903)
- Europe And Central Asia (22454)

[See More +](#)

Notice Type ▾

**NOTICES**

Showing 1 - 20 of 197,549 procurement notices matching the search criteria -

[Download to Excel:](#)

Description ▾	Country ▾	Project Title ▾	Notice Type ▾	Language ▾	Published Date ▾
Achat et installations matériels et équipements/connectivité aux réseaux interbancaires	Comoros	Comoros Financial Inclusion Project - P166193	Invitation for Bids	French	October 24, 2022
Acquisition de mobilier de bureau au profit de l'Unité de Gestion du Projet	Benin	BENIN COVID-19 PREPAREDNESS AND RESPONSE PROJECT - P173839	Contract Award	French	October 24, 2022
Reconduction d'une ONG pour assurer la formation de trois cent cinquante-deux (352) bénéficiaires en Compétence de Vie Courante dans 10 villages, relevant de la commune de Garhanga dans la zone de d'Agadez et Tahoua au titre de l'année 2022	Niger	Youth Employment and Productive Inclusion Project - P163157	Contract Award	French	October 24, 2022

[Feedback Survey](#)



# Key considerations

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Development projects often have long lead times

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Payment while guaranteed can sometimes be slow

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Most contracts are subject to competitive tendering on a fairly global basis

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For consultants especially early intelligence is essential. If you see a project in 'tender' stage is likely to be late for you to win it!

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Companies based in developing countries will sometimes have a preference (price based for goods, experience based for consultants)

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If new to tender processes in general, consider training your staff.

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It is important to work out where the **purchasing decision is being taken and market accordingly**. The trend is for decision making to be devolved to the recipient country and/or Development Agency/Bank country office

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When submitting a tender – consider language capabilities, foreign exchange, political stability, etc

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# Why should UK Businesses consider doing it?

- Springboard into new markets or regions and it offers opportunity to internationalise your business
- You are being paid, though you need to understand the cash flow/invoicing arrangements which will vary by agency
- Allows you to build local contacts and establish a local presence
- It's a good reference - projects are for a good cause - reduce global poverty as well as promote sustainable economic growth
- There is help available - From the Chamber, our partners, DIT and more!



# 3 Developmentaid – Providing Business Intelligence, connecting you with opportunities and potential partners



Mariana Uzun

Head of Strategic Partnerships and Donors Relations



# 4 Questions and Answer Session



Greater Manchester  
Chamber of Commerce



development **aid**  
develop with us



# Contact the Team

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## Follow Us

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 Greater Manchester Chamber, UK:  
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**General Export & Import queries, Partnership or other:** [exportbritain@gmchamber.co.uk](mailto:exportbritain@gmchamber.co.uk)

**Certification, Legalisation & Apostille Services:** [Exportdocs@gmchamber.co.uk](mailto:Exportdocs@gmchamber.co.uk)

**Customs Clearance & Transit Services:** [chambercustoms@gmchamber.co.uk](mailto:chambercustoms@gmchamber.co.uk)



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0161 489 3170 (Airport Office – Documentation Services only)



# International Trade Team



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**THANK YOU FOR YOUR  
ATTENTION**

