

Speaking Notes for the Launch of Transfer of PSDP to Business Botswana

Sid Boubekur
Head, CDE Regional Office for Southern Africa

- Honorable Minister of Trade and Industry, Mr. Vincent T Seretse,
- His Excellency Ambassador EU Delegation to Botswana, Mr. Alexander Baum,
- President of Business Botswana, Mr. Leta Lekwalo Mosienyane,
- Permanent Secretary Ministry of Finance and Development Planning, Mr. Solomon Sekwakwa,
- Permanent Secretary Ministry of Trade and Industry, Ms. Peggy Serame,
- Chief Executive Officer, Ms. Maria Machailo-Ellis, Business Botswana
- Excellency Madam Anne de la Blache, Ambassador of France
- Members of Diplomatic missions
- Business Botswana council members
- Intermediary organisations, PSDP partners

All Protocol observed, Ladies and Gentlemen Good morning.

As we are gathered here today to witness the official transfer of PSDP to Business Botswana, I would like, to strongly indicate that the success of a program is not necessarily linked to its design, nor the magnitude of the budget. From my experience, it is more often, directly related to the commitment of the team working together towards a common goal for the benefit of the country.

That is why Master of ceremony, in every official meeting, I am proud to introduce the PSDP team, which is a unique team fully dedicated to implement its duty and to deliver on the success of the program. This team is mandated on daily basis to listen to the beneficiaries and find appropriate innovative response to their needs. These are;

- Mr. Norman Moleele, Director
- Ms. Mpho Ntshese, Delegated staff from MTI
- Ms. Annah, Phetogo, Financial controlle
- Mr. Malaki Monyamane, Intermediary Organization coordinator
- Mr. Kagiso Koyabe, SME development Coordinator
- Ms. Neo Bethale, Junior expert
- Ms. Goitseone Galebotswe, Account Assistant
- Ms. Kutlwano Maidi, Secretary
- Mr Patrick Monkatsu, logistics

Ladies and Gentlemen, it is important to note that this PSDP team is not working solely but rather receives strong support and guidance from the MTI, the Ministry of Finance, the EU delegation and Business Botswana.

To this end, I would like to thank Mrs. Neo Mahube, Mrs Obusitswe Tiroesele and their team, M. Kgangmotse, Mrs. Maria Machailo- Ellis, Mr. Hermann Spitz, Mr. Tebogo Matlhare, Ms. Vivien Rigler, Mrs. Alessia Bursi and Mrs. Silvia Ordeig Sole who are members of the PSDP Management Committee.

Since inception, in 2013, CDE has delivered, cared for and nurtured a child by the name of the Private Sector Development Programme (PSDP) including the Women Entrepreneurship Development Programme.

The Program was launched with upgrading the knowledge of the Intermediary Organisations on the diagnostic tool such that they could better define the capacity building needs of SMMEs.

This led to a strong partnership with the Intermediary Organizations (IOs) towards sustainable support of SMMEs. BITC, LEA, CEDA, BNPC, BTO, HATAB, BIH, WIBA certainly contributed to the initial results obtained by PSDP. All these Organisations brought appreciated added value to the programme.

The PSDP has since mobilized appropriate local and international consultants to upgrade the performance of the beneficiaries in different domains (business management; finance and costing; business planning and product quality) to better access finance and markets.

Honorable Minister, we are proud to note that some SMMEs have made significant strides in improving their management and operations, with some building roadmaps towards future sustainable growth; while others are reaping the benefits of having improved their sales and marketing strategies.

In addition, some beneficiaries that were once under serious financial distress are now reporting increased revenue growth with some reporting first ever profits.

With the mandate of the CDE coming to an end, we have been presented with the first ever opportunity of transferring the Program to a local organization that represents the Botswana private sector - Business Botswana.

Transition of the PSDP from CDE to Business Botswana is a key objective of the European Commission of encouraging program execution by local organizations towards sustainable support of the private sector.

Today, the Private Sector Development Programme, which is a healthy CDE child reached the adolescent phase. Business Botswana will take this adolescent to reach a mature phase and to be a reference of support to the private sector in the region and in Southern Africa.

Master of ceremony, It will not be proper to close my speech without thanking the key person who played an important role since inception of the program even up to today, among other things she was involved in lobbying Botswana public sector for taking advantage on European Development Fund for supporting the private sector, she was key on mobilising funding for the program and she proudly represented Southern Africa at CDE board sitting with high decision makers from ACP secretariat, European Commission and European Investment banks. I hope you already know who I am talking about, and this is our Business Botswana CEO Ms. Maria Machailo – Ellis and will like to wish her a fruitful mission and success in her new mandate with ILO.

Ladies and gentlemen, on behalf of the PSDP stakeholders and the PSDP Coordinating Unit, I wish Business Botswana a success in implementation of the PSDP, and as you know that in Setswana we say “Setshwara ke ntsa pedi ga se thata” hence we commit to continuously support BB in the implementation of the program.

I thank you all for your attention.