

ASDP KENYA

Agribusiness Supplier Development Programme Creating Inclusive Markets

The Agribusiness Suppliers Development Programme seeks to improve the productivity, efficiency and quality of products as well as delivery times of Small and Medium Enterprises (SMEs) that supply goods and services to larger companies in a particular business relationship

MISSION

Contribute to increase competitiveness and creation of decent work in micro, small and medium enterprises in Kenya, a strengthening their value chains, based on the implementation of an efficient methodology of development to build strategic relationships with purchasing companies demanding goods and/or services

VISION

Become a lead and reference programme in development of suppliers in Kenya, that helps improve the performance of strategic sectors and generates opportunities by articulating them with the market, through capacity building of micro, small and medium enterprises.

Promotion and Formalization



Selection of suppliers
Set common goals and targets
Establish common vision

Month 1 - 3

Interaction



Interaction between Lead company and suppliers to agree on actions to be taken and settle on goals through a comprehensive process

Month 4 - 5

Implementation and follow-up



Implementation of Improvement plan and action lines

Month 8 - 9

10 Months

Month 0 - 1



Diagnosis

Financial, technical and operational assessment for identification of opportunities For Improvements

Month 3 - 4



Design improvement plan

Agreement on activities, workplan and responsibilities to improve the business. Identification of support tools and institutions

Month 5 - 8

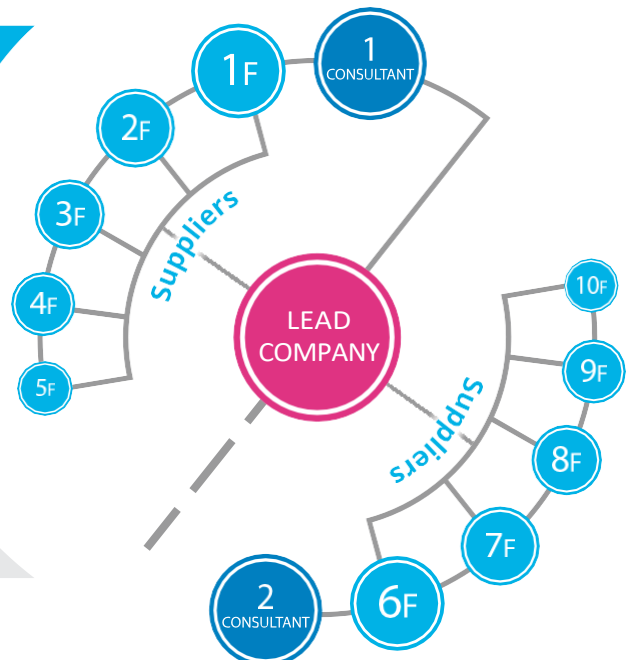


Documentation and systematization

Documentation of results and analysis for possible replicability

Methodology

The Suppliers Development Programme takes action through **6 stages** in value chains formed by a leading company and **6 to 10 supplier companies** through a team of two consultants for around **10 months** in order to improve competitiveness of SMEs and increase access to the market



SUPPLIERS DEVELOPMENT PROGRAMME
<http://www.ke.undp.org/sdpkenya>