



United Nations Industrial Development Organization

**Arab Regional Center for Entrepreneurship & Investment
Training**

United Nations Industrial Development Organization (UNIDO)

- Setup 1966
- Specialized Agency 1985
- 169 Member countries
- Promoting industrialization



UNIDO Functions

Global Forum:

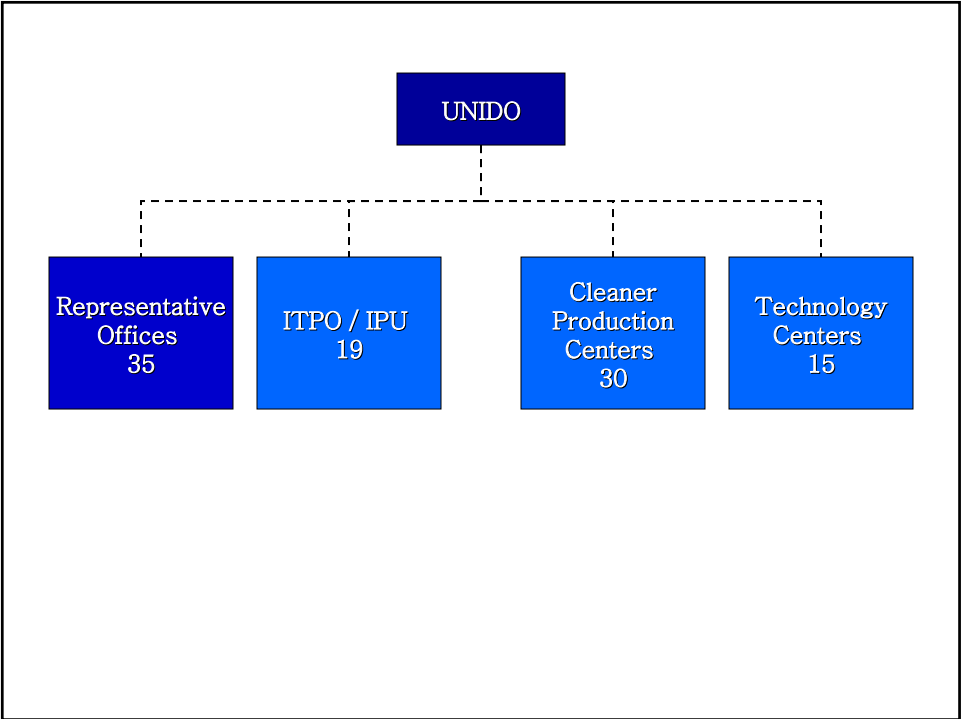
- Generates & Disseminates knowledge relating to industrial matters
 - Enhance cooperation
 - Establish dialogue
 - Develop partnerships
 - Tailored made specialized support

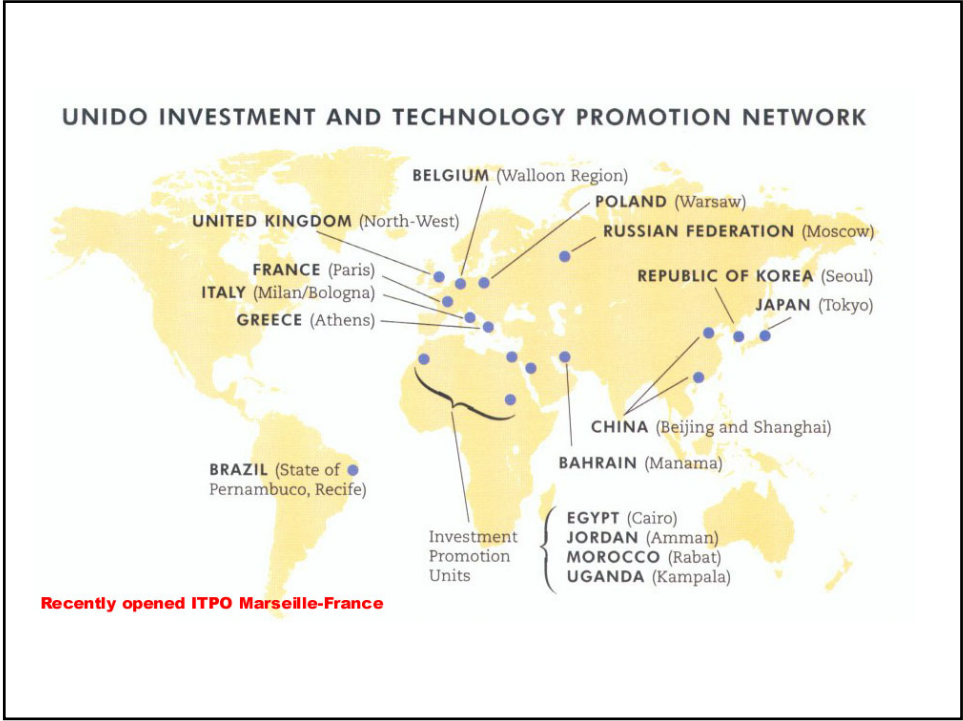
Technical Cooperation:

- Design & implement programs (tailor-made) to support Industrial development

UNIDO Services

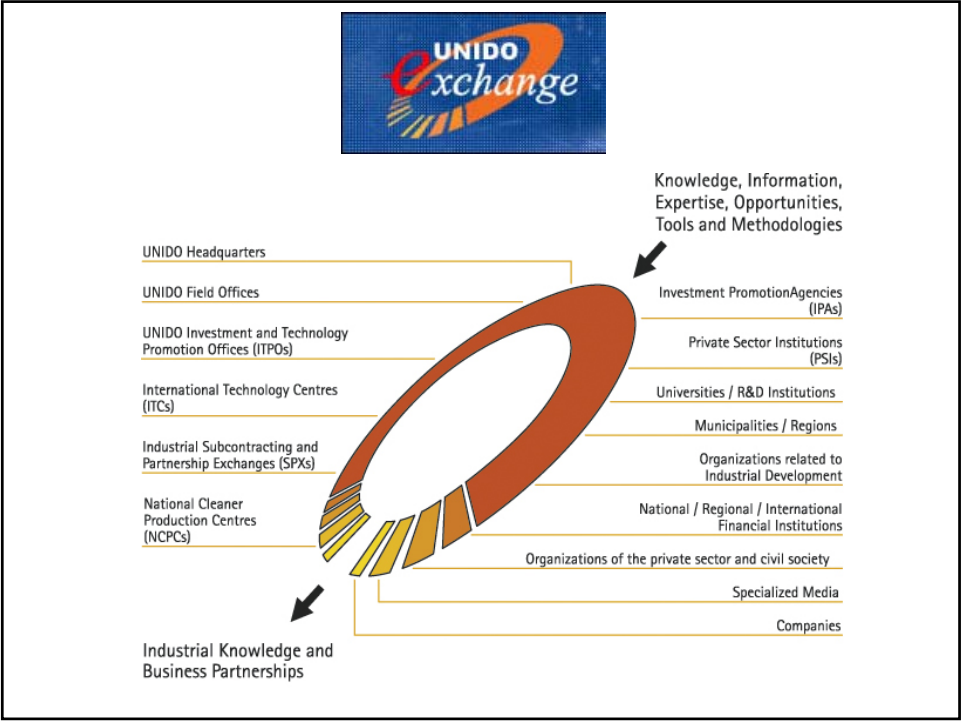
- Industrial Governance & Statistics
- Investment & Technology Promotion
- Quality & Productivity
- Small Business Development
- Environmental Management
- Industrial Energy & Kyoto Protocol (Climate change)
- Montreal Protocol (ODS)
- Agro-Industries





ITPO Services

- **Information and Knowledge**
- **Technical support**
- **Partnership**
 - **Joint Venture**
 - **Buyback**
 - **Credit line**
 - **Market Access**
 - **R&D**
 - **Marketing Expertise**
 - **Management Expertise**
 - **Subcontracting**
 - **Technology Transfer**



Benefits

- **Optimized operations:** Reduce your time looking for information by using the network's online functions and by accessing its databases
- **Partner search:** Establish first contacts for potential partnerships among a worldwide community
- **Updated knowledge:** Update your knowledge through the network's growing repository of publications, tools and methodologies
- **Promoted activities/events:** Create more awareness for your institution and/or company by posting information on your activities and events.

**Arab Regional Center for
Entrepreneurship & Investment
Training (ARCEIT)**



- Officially inaugurated February 2001
- Through joint efforts of UNIDO, the Kingdom of Bahrain and the Inter Regional Centre for Entrepreneurship & Investment Training (IRC) implemented by Entrepreneurship Development Institute of India
- Operates with the objective of developing & strengthening indigenous capabilities of developing countries in the Arab region
- Offers a unique model of services to budding small entrepreneurs
- ARCEIT network



Bahrain-Arab Model

**Shaping the Spirit of
Entrepreneurship**

Who are we? & What do we do?



United Nations Industrial Development Organization

- Promote Industrialization in developing countries
- Promote Foreign Direct Investment
- Support Entrepreneurs and Small & Medium Enterprises



Arab Regional Center for Entrepreneurship & Investment Training

- Assist you in starting your own business
- Develop and assist you in better attracting partners & establishing joint ventures
- Providing specialized programs for growth & reaching export markets
- Facilitate New Enterprise Creation
- Enhance the competitiveness of existing enterprises through Enterprise Upgrading
- Facilitate the creation of a conducive business environment for the emergence, sustainability and growth of SMEs

Sample Programs offered by ARCEIT

Institutional Level

- Training of trainers for "Entrepreneurship Development & Enterprise Creation Program"
- Developing Resource Persons for Enterprise Growth
- Strategic and Production Management of Industrial Enterprises
- Industrial Project Identification, Preparation and Appraisal

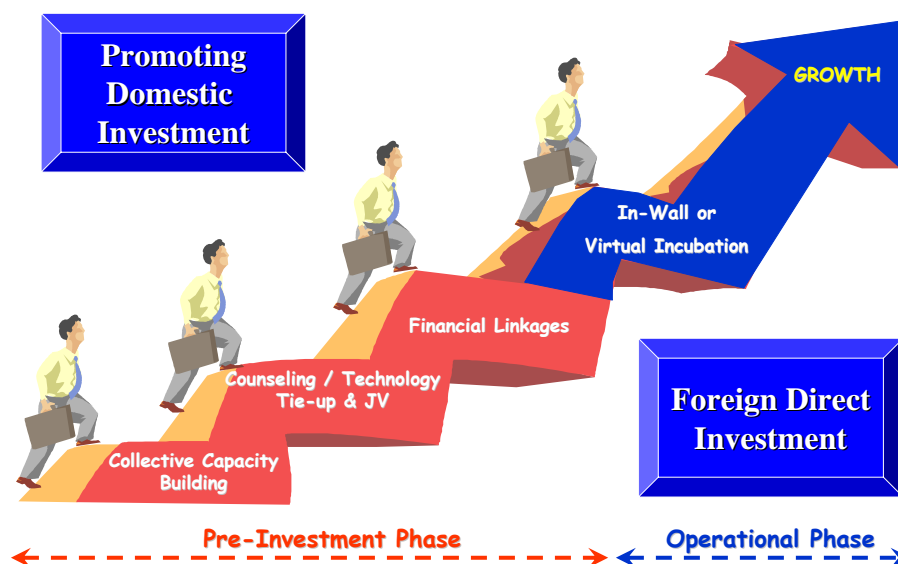
Entrepreneurial Level

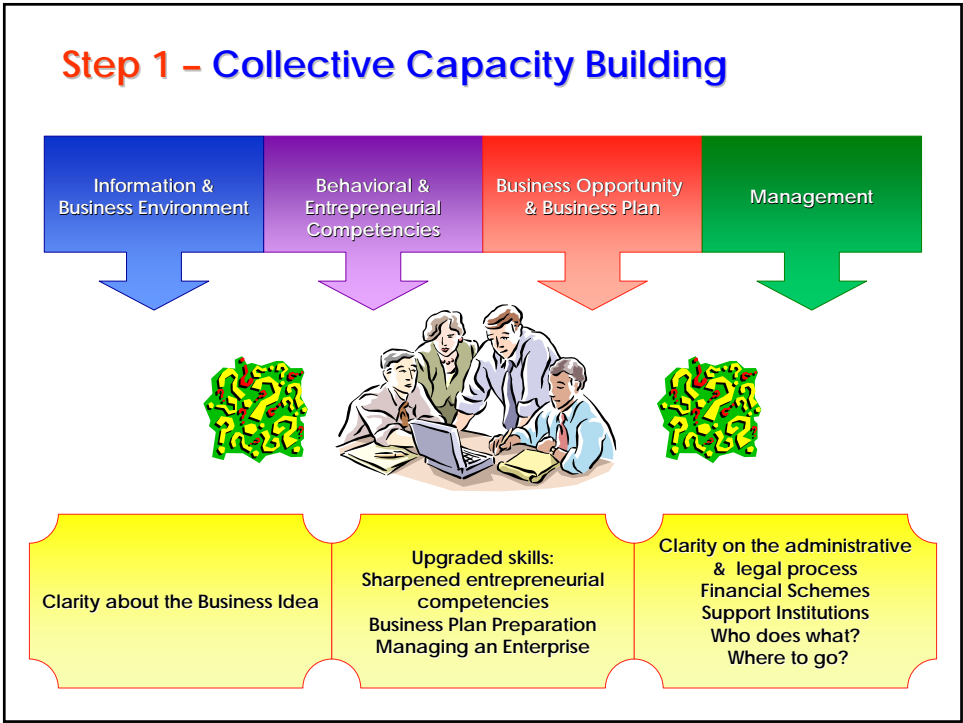
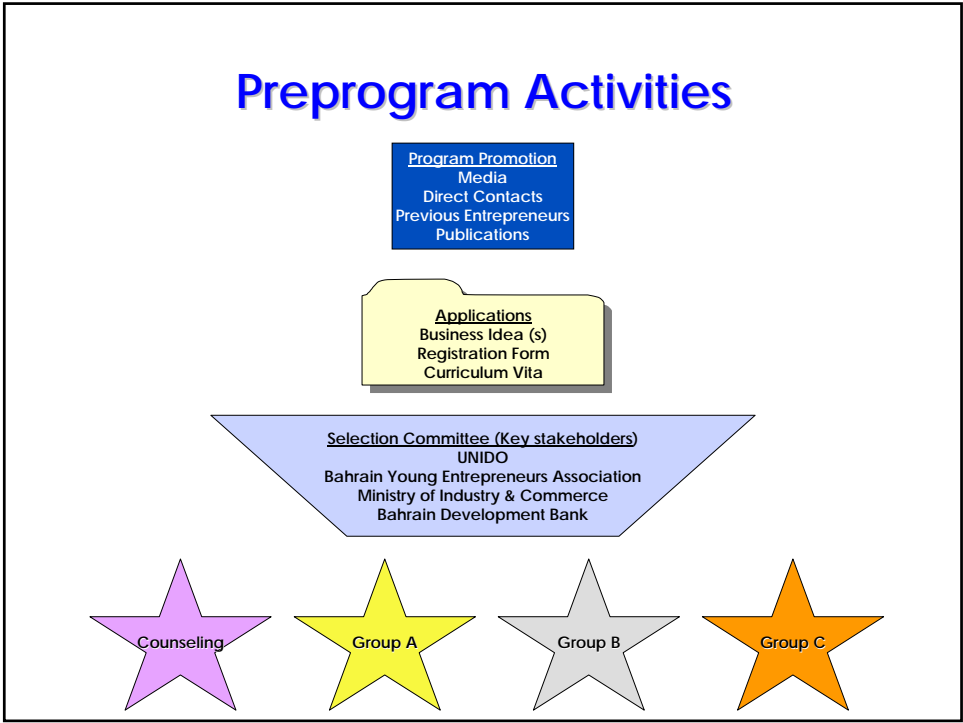
- Enterprise Creation Program
- Technology Management
- Quality Management
- Control Management Systems

What is the **Bahrain Model** of Entrepreneurship Development & Enterprise Creation Program?

- ✓ How to setup your private business in Bahrain
- ✓ How to identify a business opportunity
- ✓ How to assess the market potential
- ✓ Developing entrepreneurial skills
- ✓ How to develop a business plan
- ✓ How to manage a small business
- ✓ Inputs on how to implement a project

Bahrain-Arab Model - Enterprise Development & Investment Promotion Program





Step 1 – Collective Capacity Building

- “Entrepreneurs are not only born but can be trained and developed”
- The training process is result-oriented, the potential entrepreneur is expected to set-up his own business enterprise appropriate to his abilities
- Potential entrepreneurs are identified and selected through a scientifically evolved selection process involving personality & commitment assessment through written and personal tests
- Course Outline
 - Setting up a small enterprise (rules, procedures, formalities)
 - Business opportunity identification (screening, firming-up)
 - Market assessment
 - Entrepreneurial competencies (strengthening soft skills)
 - Business plan
 - Essentials of managing a small enterprise
 - Inputs on how to implement a project

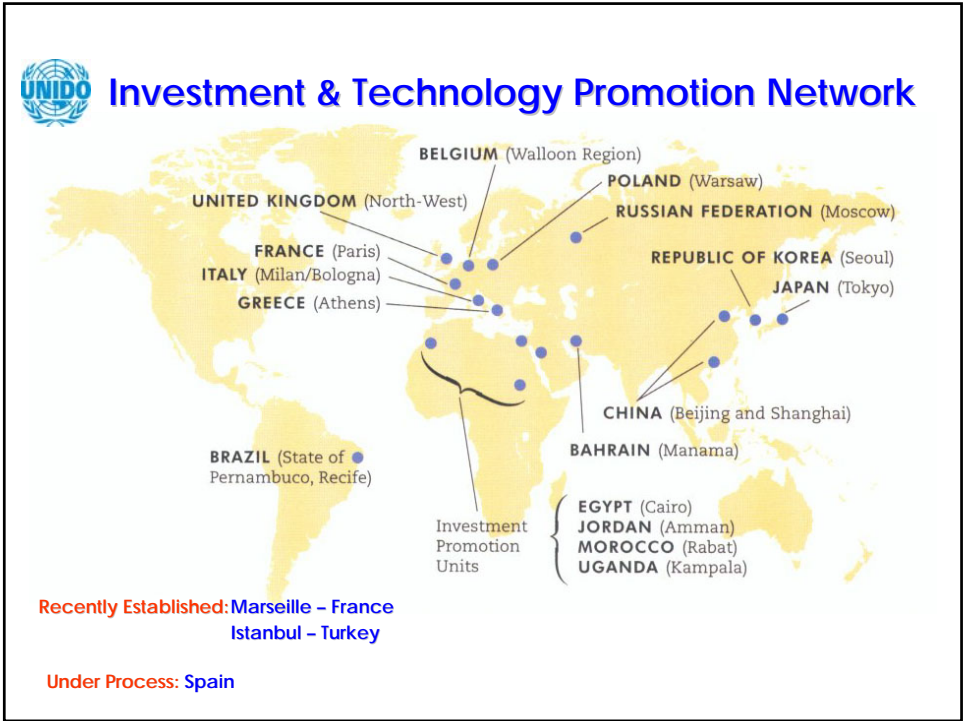
His Royal Highness Prince Talal Bin Abdul Aziz signing a working arrangement with UNIDO-ITPO Bahrain





Ministry of Industry & Commerce

- Overview on the industrial environment
- Industrial information & Statistics
- Industrial Counseling
- Commercial registration & Industrial Licenses
- Allocate Industrial Land at competitive rates
- Waiving of Custom Duties on raw material, machinery & equipment
- Waiving custom duties on final products exported to GCC countries
- Grant special exemptions on utilities



Step 2 - Counseling & Technology Tie-up Leading to a full-fledged JV

- Assisted in
 - Finalizing their business ideas
 - Developing their own business plans
 - The process of project implementation
 - Technology tie-ups
 - Business partnerships (Joint Venture collaborations)
 - Seeking necessary licenses and completing legal documentation
- The duration of this process depends on the needs of the respective entrepreneur as identified by the business counselor and the entrepreneur



Step 3 - Financial Linkages



**Bankable
Business Plan**



**Financial
Counselor**

**Project requirements
&
Entrepreneur investment capability**



**بيت التمويل الكويتي
Kuwait Finance House**

Step 3 - Financial Linkages

- Appropriate financial linkages is identified based on project requirements and entrepreneur investment capability
- Need based advice and support is provided by the financial counselor
- "Venture Capital Fund for Selected Arab Countries" established in cooperation with the Kuwait Finance House

H.E. Dr. Ahmad Mohamad Ali, Chairman Islamic Development Bank



Step 4 – Incubation & Growth

- Essential linkages are facilitated with institutions dealing with infrastructure operators
- Guidance and support on issues related to procurement, installation and commissioning
- Business Counselor and Financial Counselor closely monitor the project implementation process
- **Virtual or Out-wall Incubation**
- **In-wall Incubation (Bahrain Business Incubator Center)**
 - Projects requiring basic infrastructure services offered by the business incubator and are found suitable, are selected and facilitated to operate from the incubator



Bahrain Business Incubator Center

Mission

- ✓ Create New Businesses
- ✓ Faster growth of Businesses
- ✓ Greater survival of Businesses
- ✓ Increased competitiveness
- ✓ Provide physical, financial and technical support at affordable costs
- ✓ Job creation
- ✓ Improve the efficiency of SMEs
- ✓ Increase the rate of survival of new enterprises

Selection Criteria

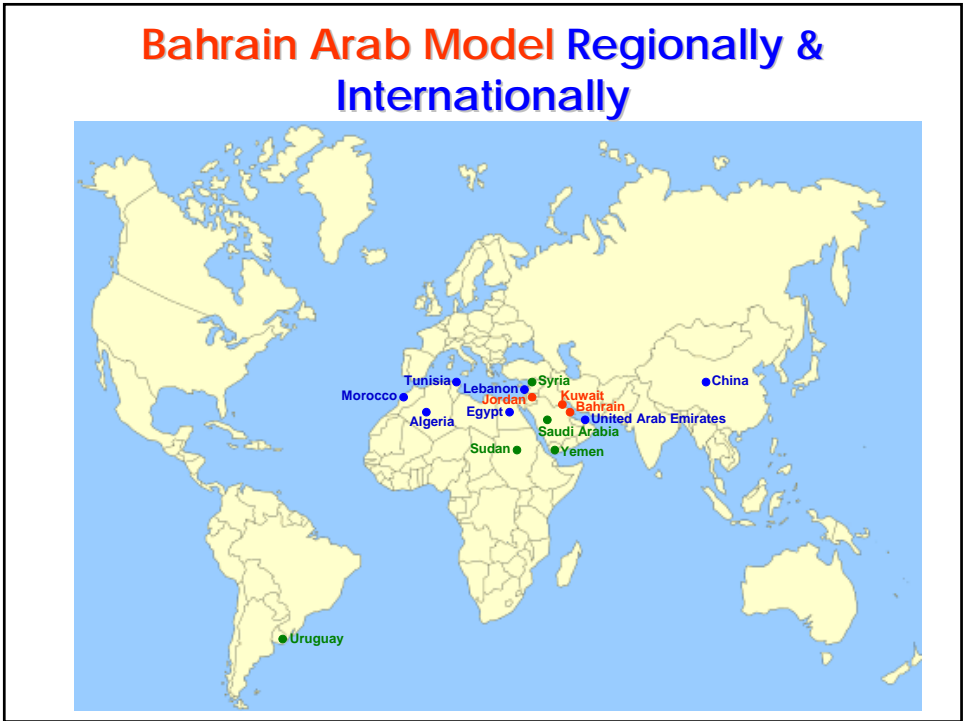
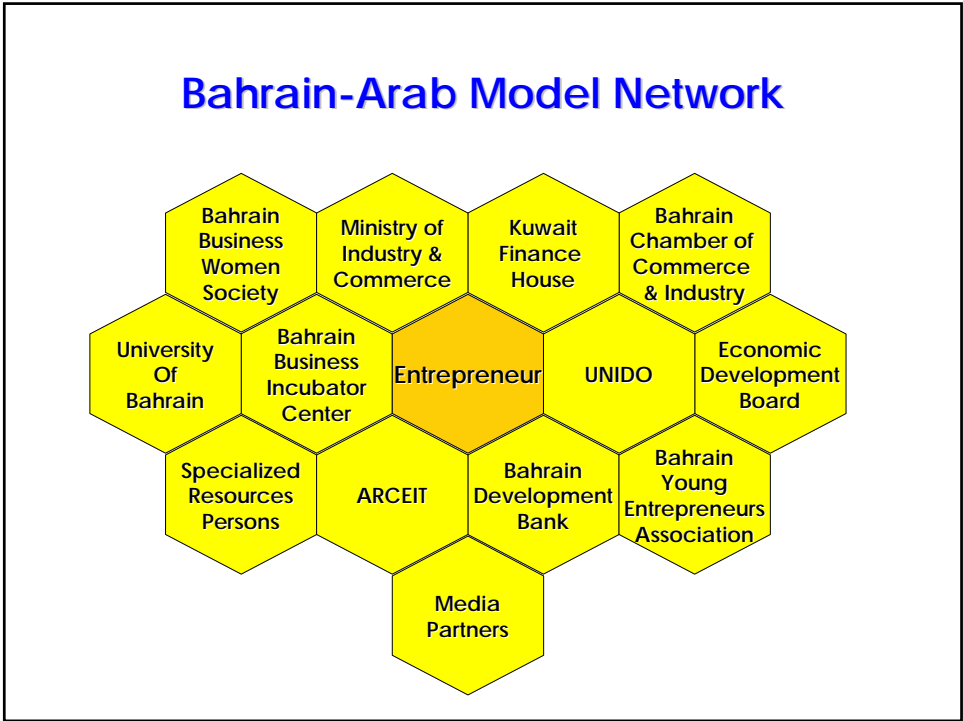
- Entrepreneurial Potential
- Commercial Feasibility
- Good Business Idea

Services offered through the Bahrain Business Incubator Center

- Office & Workshop Space
- Shared office services
- Shared conferences hall and meeting rooms
- Consulting & Counselling
- Promotion & Marketing
- Specialized Training
- Information

Her Majesty Queen Rania Al Abdulla visits the
Bahrain Business Incubator Center





Partner Financial Institutions

- Bahrain Development Bank
- Arab Gulf Program for United Nations Development Organizations
- HSBC
- EMAAR Industries and Investment
- Kuwait Finance House
- Kuwait Arab Fund for Development
- Ahli United Bank
- Arab Bank
- Standard Chartered
- Venture Capital Bank
- Al Salam Bank



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