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Background

- In all progressive economies, MSMEs dominate the private sector, and are responsible for the most output and employment.
- In the developing world however, the MSMEs are usually informal, with weak business management systems and small operations, which results into a weak private sector.
- Furthermore, they are plagued with inadequate entrepreneurial abilities, low-skilled labor, and limited access to capital. These challenges apply to both agricultural and non-agricultural MSMEs
- The slow pace of the agricultural sector growth could be partly attributed to the inadequate capacity of agSMEs and FOs to fully support the sector growth

Understanding The Wider BDS Landscape



- In most developing countries, different MDAs and development projects provide some form of BDS to MSMEs, albeit in a fragmented and uncoordinated manner.
- However, BDS delivery has also not followed any standards, which limits the consistency and impact of the services delivered.
- There is clear frustration with the haphazard and silo-ed project approaches to delivery of BDS to MSMEs, including FOs and AgSMEs.
- There seems to be ambition for a more systemic change approach, by both the state and non-state actors.
- For example, in Uganda, government has developed the National BDS Strategy Framework and is pushing to register and accredit Agricultural Extension service providers while PSFU and AMI have supported UNBS to develop BDS standards

Streamlining The BDS Landscape



- For BDS delivery to be meaningful, there is a need to eliminate uncoordinated and fragmented approaches based on development project life
- For MSMEs to receive the professional BDS needed for them to become permanent & relevant value-chain actors, the BDS landscape ought to be orderly with clear strategies for governance, quality control and sustainability of delivery
- This process is taking place in various countries, with AMEA and its partners, at the forefront of coordinating the different stakeholders
- In Uganda, for example, AMEA is supporting stakeholders to develop a National BDS Accreditation Framework, and several state and non-state actors are on board
- In Tanzania, AMEA has supported the NEEC to develop a National BDS roadmap as part of the effort to streamline BDS delivery

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The Uganda case

has given us some key lessons to consider during the framework development process:



1. Legal foundation
2. Regulatory body and professional association complementarity
3. Stakeholder representation
4. Tiered qualification system
5. Structural professional development
6. Technology integration
7. Multi-stakeholder collaboration
8. Regional network development
9. International standards alignment
10. Comprehensive association services
11. Sector-specific adaptation
12. Clear certification process

Considerations For Implementation of Accreditation Frameworks (AF)

- **Implementation of the AF** should be phased to allow for attainment of milestones, and synthesis of lessons at each stage.
- **Financial sustainability** of the AF is another area to be considered
- **Capacity building and quality assurance** of the BDS Providers should be considered as a key area for the BDS accreditation framework

Role

Development of policy and regulatory framework

- Government ministry or authority

BDSP Accreditation

- National authority recognized internationally

BDSP Certification

- Sector-specific or wider BDSP certification

Professional BDSP Association/ CoP

- BDSP Registration
- Advocacy
- Capacity building

BDS Providers

- Delivery of BDS to users in various sectors

Institutional Body

MDA



Accreditation body
eg: Ugandas, Kenas



Public or Industry-led (CAB)

{ NAEAS Board, UVB Engineers society etc...



BDS Providers' Assoc

UVA, UFAAS, BDS Network



Various Disciplines

- A well-crafted accreditation framework establishes a clear, legally grounded pathway for professionalizing Business Development Services
- By harmonizing standards, promoting professionalism and fostering continuous improvement, the framework creates a modern, sustainable business development service ecosystem that supports MSMEs, including agSMEs and FOs, for sustained transformation and economic development.