

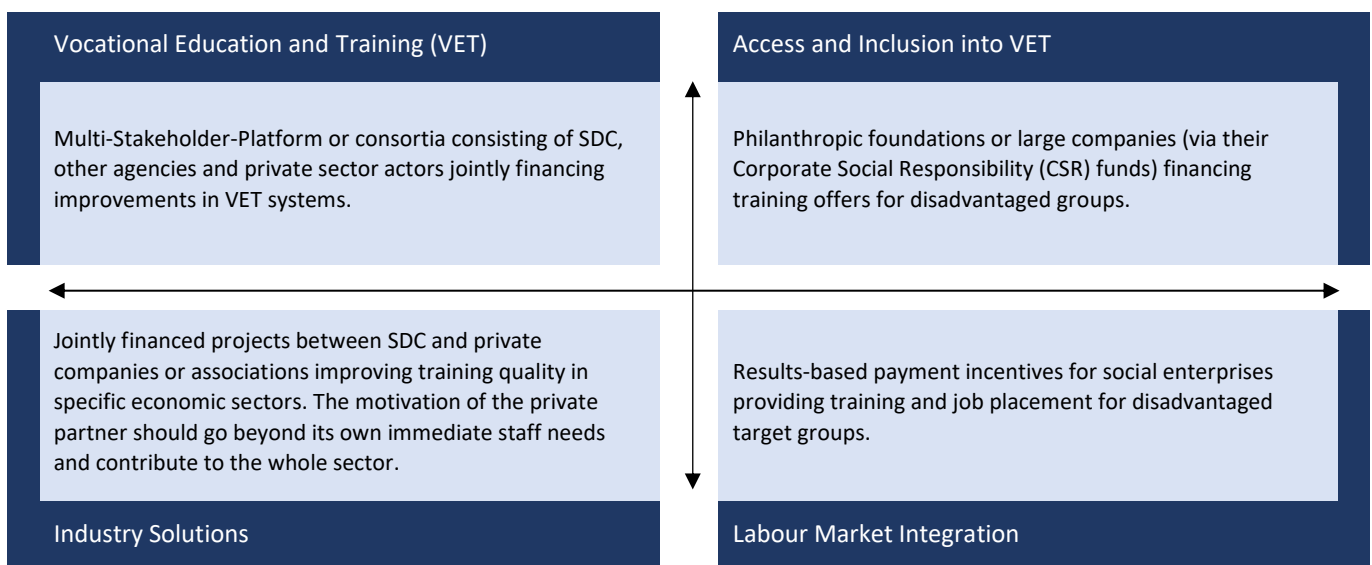
## VSD TYPOLOGY ADD-ON: ENGAGEMENT WITH THE PRIVATE SECTOR (EPS)

*Engaging with the Private Sector (EPS)* is the SDC's modality to develop partnerships at eye level with Swiss, international and domestic companies, social enterprises, impact investors and grant-giving foundations. The definition of EPS refers to joint activities of the SDC and the enterprise sector with a formal collaborative arrangement, based on a set of shared values where both partners are held accountable for their delivery related to the agreed results. Both partners (SDC and the private sector partner) share financial risks and costs and contribute substantially (in-kind and financially).

Therefore, even if the private sector is involved in most VSD projects of SDC, only few of them fulfil the abovementioned criteria to be considered as EPS projects. EPS projects in the field of VSD refer to interventions where both partners are involved in the steering and financing on an equal footing, aiming at the achievement of defined development goals.

A good example for EPS in skills development is the *Public Private Partnership to Improved Sanitary Education in Ukraine*<sup>1</sup>. This partnership, based on a contract between the Swiss Cooperation Office in Ukraine and the Swiss company *Geberit*, aims to improve vocational training in the field of sanitary technology in Ukraine. *Geberit's* main motivation is to promote better quality standards in the sector and to ensure that its products can be installed properly. Therefore, a new training model, curricula and teaching materials have been developed, based more on practical training. This model shall now be enlarged to include other companies and sectors and is being rolled out across the country with support from the Ministry of Education.

The Figure below outlines some illustrative EPS modalities in VSD. However, there are many more and the SDC's Competence Centre for Engaging with the Private Sector (CEP) is ready to support you in the development of your specific EPS project.



<sup>1</sup> [https://www.eda.admin.ch/dam/deza/en/documents/aktivitaeten-projekte/projekte/factsheet-ukraine-public-private-partnership-to-improved-sanitary-education\\_EN.pdf](https://www.eda.admin.ch/dam/deza/en/documents/aktivitaeten-projekte/projekte/factsheet-ukraine-public-private-partnership-to-improved-sanitary-education_EN.pdf)