



SDC and the private sector: New guiding documents



**General Guidance
on the Private Sector**
in the context of the
International Cooperation
Strategy 2021-24



**SDC Handbook on
Private Sector Engagement**



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Economic policy frameworks

Promotion of local companies

Collaboration with the private sector

Public procurement

SDC Handbook on Private Sector Engagement (PSE)

- A. General Orientation
- B. How to make it work
- C. Risk Management Process



Area of activity 2: Promotion of local companies (Private Sector Development)

Why

- Private enterprises, particularly SMEs, form the backbone of the economy
- Crucial role in achieving the SDGs

How

- Systemic approach to achieve large scale change
- Important leverage through financial inclusion, vocational skills development, national and local governance



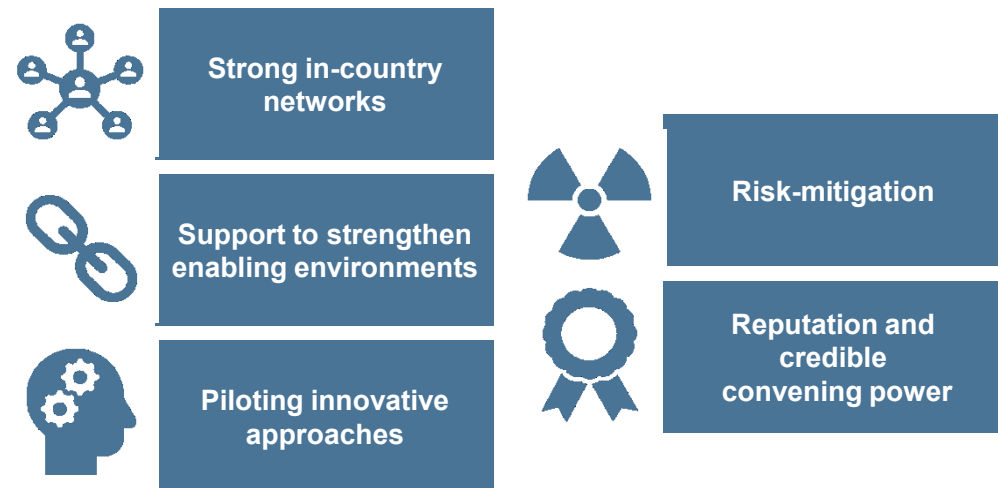


Area of activity 3: Collaboration with the Private Sector (Private Sector Engagement)

Why the SDC works with the Private Sector



Why the Private Sector works with the SDC

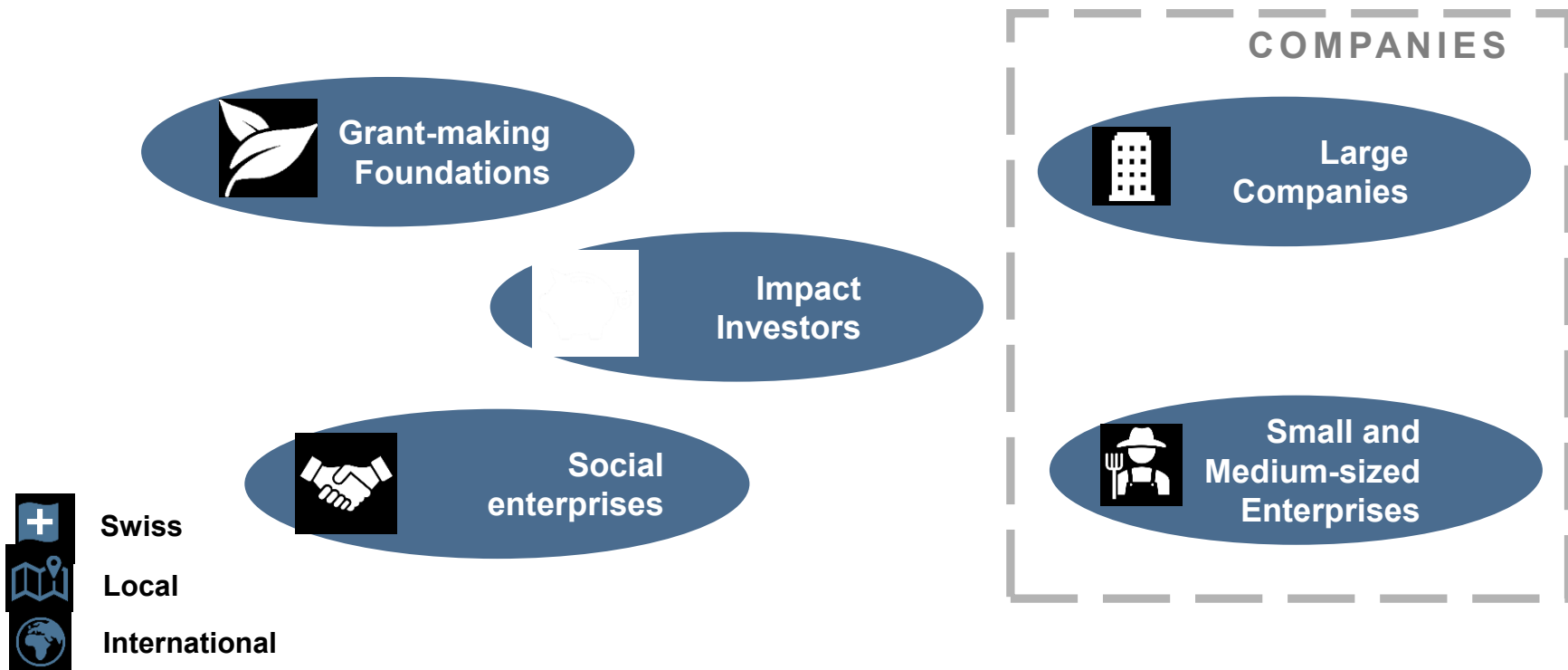




The Core Characteristics of PSE



The Private Sector includes...





Vision and Medium-Term Orientation

The SDC's **vision** is to contribute to sustainable development by increasing its engagement with the private sector to foster innovation and achieve greater impact, including in difficult and fragile contexts.

Medium-term axes of action:

- Increasing the PSE portfolio
- Strengthening risk management
- Managing PSE in humanitarian contexts and scenarios of conflict
- Developing new approaches and instruments for difficult contexts
- Fostering capacity building



How to get in touch?

kep@eda.admin.ch



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Federal Department of Foreign Affairs FDFA

Swiss Agency for Development and Cooperation SDC

Slides in the backhand

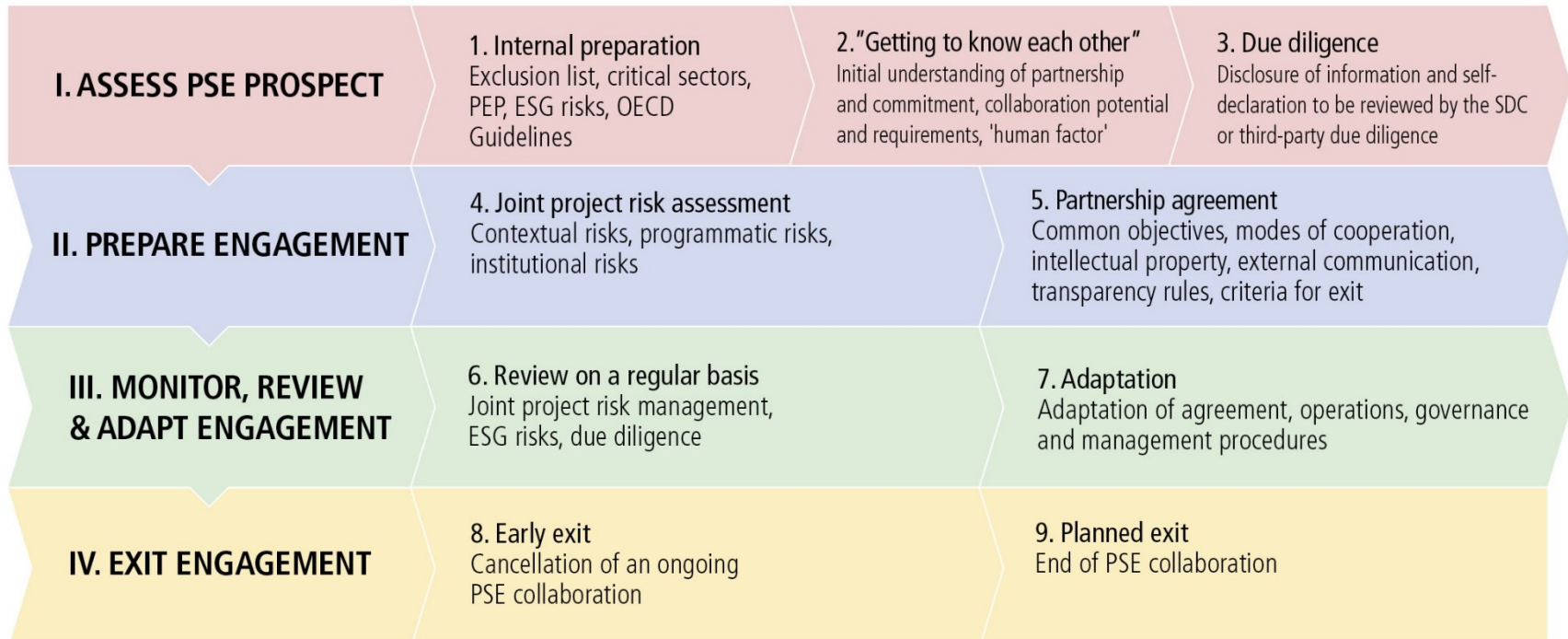


Inclusive Economic Development (IED) Expert Team

Guido Beltrani 60%	Patrick Egli 80%	Lars Büchler 50% *	Beatrice Ferrari 40%	Brigitte Colarte 80%	Andrea Inglin 100%	Lynn Reinhart 100%	Lars Stein 60%	Peter Beez 100%	Selina Haeny 40%*	Lena Gampp 80%	Philippe Sas 100%	Rebecca Suhner 100%
Head IED	Head IED	VSD IED Regional Advisor	VSD	VSD PSD	VSD PSD	PSE PSD	PSE PSD	PSE	PSE	PSE FSD	PSE FSD	IED
		*+50% Desk Latin America							*+40% Focal Point Gender			Academic Intern 03.21 / 02.22



The PSE Risk Management Process



PEP = Politically exposed persons PSE = Private sector engagement ESG = Environmental, social and governance



What's next

- Private sector events
- Capacity Building on PSE
 - Existing offers – targeted, intensive trainings:
Social Finance Academy, Public Entrepreneurship Academy,
PSE 100 Workshops
 - New planned offers – shorter trainings for a wider target group:
PSE Basics, PSE Deep Dive for Programme Officers,
PSE Deep Dive for Middle Management
- Lifting the moratorium for debt and equity (under certain conditions)
- New cooperation SDC – SIFEM

Any questions? Need for support? The CEP is at your disposal!

(kep@eda.admin.ch)



Examples of Collaborations with the Private Sector

Public Private Partnership
for Improved Sanitary
Education in
Ukraine

Viktor Shutkevych,
Swiss Cooperation Office in
Ukraine

Water Productivity in Rice
and Cotton (WAPRO)
Pakistan, India, Tajikistan,
Kyrgyzstan, Myanmar and
Madagascar

Christina Blank,
GP Agriculture & Food
Security

Programme Swiss Triple
Impact (STI)

Christian Disler,
Analysis & Policy Division



Public Private Partnership for Improved Sanitary Education, Ukraine

- **Objective:** Supporting Ukraine in introducing European standards in plumbing education leading to improved skills and knowledge of plumbers and therefore directly contributing to their employability
- **Main lines of intervention:** update of training curriculum, development of professional standards, training of masters, training resource centers in all VET schools, workbooks for students, etc.
- Phase 1: 2014-2018, CHF 472'000 (6 VET schools)
- Phase 2: 2018-2023, CHF 1'368'000 (25 VET schools)
- **Cost sharing:** SDC – 75%, private partner Geberit – 25%
- **1332 graduates** since project start



Public Private Partnership for Improved Sanitary Education, Ukraine: Project Impressions



“It is less costly to get a skilled graduate than to retrain an old-fashioned plumber”

Oleksiy Rakov,
General Manager of
Geberit Ukraine

“From the Government side we have created additional 19 training centers using a Swiss model and making sure that 25 VET schools located all over Ukraine are equipped now”.

Pavlo Khobzey, Vice Minister of Education and Science of Ukraine



Water Productivity in Rice and Cotton (WAPRO)

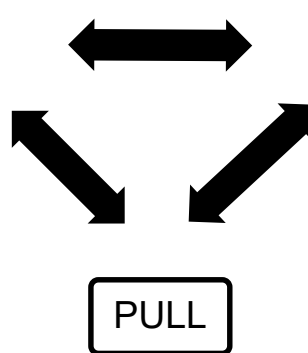
*Pakistan, India, Tajikistan, Kyrgyzstan, Myanmar and Madagascar
(01/07/2015 – 31/12/2022)*

- **Objectives:** To enhance smallholder farmers' income and water productivity in cotton and rice production through a PUSH – PULL – POLICY approach
- **Private sector partners:** Coop, Reismühle Brunnen, MARS, BioRe, etc.
- **Achievements (2019):** 35'000 farmers (9% women) are integrated into the corresponding value chains; income per hectare increased between 15-38% and water use was reduced between 5-86% per kg of produced crop
- **Budget:** SDC CHF 8 Mio. / Total CHF 23 Mio.



Water Productivity in Rice and Cotton (WAPRO): Project Impressions

PUSH



POLICY



PULL

*“Rice is life.
We want to protect
this life.”*
Nanda Singh,
Beneficiary





Programme Swiss Triple Impact (STI)

- **Engagement programme** to mobilise the Swiss private sector for the Sustainable Development Goals (SDGs)
- Implemented by **B Lab Switzerland**, NGO operating out of GVA
- **Present in 7 cantons** so far, regional platforms established
- Hands-on tool “**SDG Action Manager**” (jointly with UNGC)
- **3-step pathway**: introduction – prioritisation – implementation
- **Targets** (end of 2023): 3'000+ companies got sensitised, 800+ measured their impact, and 200+ took pledge for specific actions
- **SDC financial support** of CHF 200k for 2020/21 (approx. 10% of total budget); companies pay participation fees
- **STI Economic and Business Forum**: multistakeholder platform for exchanges on selected topics (e.g. sustainable procurement)



SWISS
triple impact



Participant example:

- SME in the Canton of Bern
- Plastic products and packaging for pharma, chemical & consumer goods industries
- Annual turnover of CHF 40+ million, 150 employees
- CEO highly committed, also acts as vice-president of Industry Association
- Example of STI Pledge taken by company (SDG 13): switching to 100% renewable energy by 2030



Q&A About the Collaborations with the Private Sector

Programme Swiss Triple
Impact (STI)

Water Productivity in Rice
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Education in
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Christian Disler,
Analysis & Policy Division

Christina Blank,
GP Agriculture & Food
Security

Viktor Shutkevych,
Swiss Cooperation Office in
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How would you describe the development impact of the Swiss Triple Impact Programme? After all, it is a programme operating in Switzerland, dealing with Swiss companies - why is it still relevant for developing countries?



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*What is the added value
of working with the private
sector to achieve impact?
What are the different
roles of the SDC and the
private sector?*



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What are some of the lessons learnt? What challenges did you encounter using the PSE modality – and how did you overcome them?



Q&A

Please use the Q&A panel and submit your questions
to “all panelists”



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Thank you for your participation!