

# EPS100 Workshop

## Collaborating successfully with the private sector

### Overview



The full-fledged workshop has a duration of 3 business days, variations of 1 or 2 days are possible



All employees from an SDC cooperation office are invited



The workshop typically takes place in the SDC cooperation office



The workshop's implementation costs are borne by CEP



To attend the workshop no pre-requisites are necessary

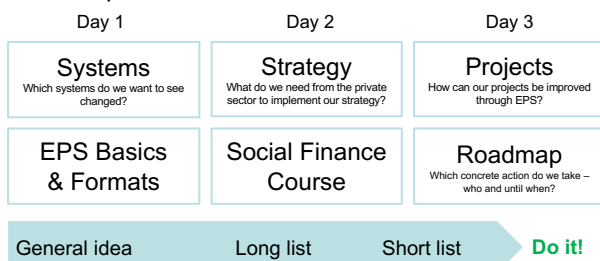


The workshop will be held by CEP's private sector experts

### Introduction

Not only since the latest SDC dispatch, the engagement with the private sector has been a crucial part of SDC's work. To achieve the SDGs the involvement of the private sector is not only wishful but needed. If done in the right way, partnering with the private sector has the potential to unlock synergies and support the achievement of the specific impact goals of the SDC office – a win-win situation.

To equip SDC employees with the right tools and concrete expertise about engagement with the private sector, the CEP offers a multi-day workshop.



### What others say

«Based on a mix of theoretical contents and many concrete examples, the workshop helped us to broaden our horizon on how to engage with the private sector. We also re-visited the portfolio and developed new ideas for both current and upcoming projects and phases. Over the following months, these ideas were further explored. Some of them will result in concrete collaborations with the private sector.»

Frédérique Weyer, Head of Domain, SDC Tanzania

### Objectives

After attending the EPS100 Workshop, the participants will:

- have gained first-hand knowledge how the private sector works and which are the most important actors
- understand who are possible and suitable private sector partners
- understand how EPS projects are implemented
- know the differences and advantages of each implementation format
- be able to ask specific questions and discuss real life cases with EPS experts
- increase their number of EPS projects

### Content

The workshop is modularly structured as follows:

- **Day 1:** Participants will be introduced into the EPS basics and formats. The most important tools and concepts will be presented and discussed.
- **Day 2:** Built around the office's strategy and systematically examines how the private sector could support the achievement of the country's strategy. The goal is to have a long-list of potential EPS partners.
- **Day 3:** Dedicated to portfolio screening, to detect the most promising projects and partners and develop a short list with concrete goals and tasks

### Ask us!

If you have any questions regarding the goals and content of the EPS100 workshop and you want to organize a workshop for your office, please contact our backstopper Lucas Tschan ([lucas.tschan@igravity.net](mailto:lucas.tschan@igravity.net)).