



Ministerie van
Buitenlandse Zaken



EVD
international
business and cooperation

MMF & PSI & Interliaise



2010



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Private Sector Development by EVD:

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Who is Interliaise?

Interliaise is a consultancy focused on relation development in ICT for development

We aim to develop international partnerships and promote ICT as a instrument to accelerate socio and economic development.

Our main activities:

Communication management within government, private and public organizations

International Matchmaking for SME in the ICT sector in developing countries. (MMF and trade missions)

Strategic funding advice on ICT projects in developing countries

Strengths of the Dutch ICT sector

The main strength of the Dutch ICT sector is the integration of ICT technologies into innovative products and services (e.g. mobile phones, WiFi)

Mobile internet access is widespread

The quality of the broadband connection is high (average download speed of 7,7 Mb/s.)

70 % of all innovative products are in sectors such as water management, food and agriculture

- 86% of the households have a PC
- 83% of the households have internet access
- 74% of the households have a broadband connection
- 66% of the households shop online

Source: Eurostat

The Netherlands have the second-highest penetration of household broadband connections in the world.

What is MMF?

Matchmaking of companies from your country and other developing countries with Dutch companies

The goal: cooperation of a local company with a Dutch company with the intention of a joint business relation (investment, trade, knowledge transfer etc.)

Cooperation could lead to proposal for PSI, but not necessarily

How does MMF work?

Step 1: Application by local company (intake form to be found on website Dutch embassy)

Step 2: Screening by Dutch embassy & EVD

Step 3: Matchmaking by EVD and consultants

Step 4: Shaping the cooperation by consultant by organizing visit programme to The Netherlands

The role of Interliaise in MMF and PSI projects

Strategic partners ICT sector international

Knowledge partners (Facilitating sector)

Business partners (Sales / Intermediaries) (Strategic /Joint Venture)

Investment partners (Financial institutes) (Private equity companies)

(Joint venture partners)

Consultancy ICT projects private sector development

Project assessment

Project development

Funding application assistance

What is PSI?

PSI is a programme of the Dutch Minister for Development Cooperation and executed by the government agency EVD

PSI provides funding for crossborder investments in emerging markets to stimulate private sector development

PSI is open to 52 countries worldwide

Investments executed by partnership of 2 private companies; third parties (private/government/ngo) may be part of consortium

PSI subsidy contribution

Maximum project budget is € 1.5 million

PSI finances 50% of the total project budget (as a grant)

Remaining 50% is paid by the project partners

Budget consists of Hardware and Technical Assistance

PSI pays its contribution **after** achievement of prior agreed results

Project characteristics PSI

- Partnership between Dutch and local private company
- Innovative: new to the country/sector (product or production method)
- Pilot scale but commercially viable & scaled-up after PSI-phase
- No commercial financing available during project
- Maximum project duration 30 months (36 months for agric projects)
- Production for local or export market and positive impact on the local economy (employment, income, environment, consumers)

Eligible countries MMF and PSI

Central and Eastern Europe

Albania

Kosovo

Armenia

Macedonia

Bosnia and Herzegovina

Moldova

Georgia

More information:

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