

Harvesting the fruits of success

| china

| mongolia

| nigeria

| colombia

| russia



Development partnerships
with the private sector



Share the Costs – Spread the Benefits

CIM Experts for Partner Countries

Have you just discovered a partner in a newly opened market who is enthusiastic but inexperienced? Or would you like to develop a new supplier market – and introduce international methods and standards? Or have you perhaps identified a market for your new technologies, so that you now need trained specialists on the spot?

These, and many similar cases call for experts who are willing to apply and pass on their specialist know-how and the experience they have gained abroad. They would be working as a fully integrated part of the in-country structures for a local employer, in order to bring about change from within and to provide the necessary back-up. CIM, the Centrum für internationale Migration und Entwicklung, places experts like these. Since the mid-90s we have cooperated with German industry within the scope of Public Private Partnerships. Three parties join forces – German businesses, local employers and CIM. Not only do they share the costs; each party can tap into the experience and status of the others so that they can better achieve their common goals. The partner country too benefits from the lasting improvement in framework conditions, and from the new ideas introduced.



What our partners have to say:

“The PPP arrangement is super: On the one hand we have direct contact to Dr Sauter, while he enjoys the official CIM back-up services in his dealings with local authorities. This lends him the status of a quasi-government representative.”

Dr. Martina Kitzbichler, AWD-Stiftung Kinderhilfe, Project Manager

“We desperately need an intermediary in Moscow who is known to both sides. Not only did CIM provide excellent logistical support, but they continue to back us up in our political lobbying.”

Marcus Stähr, Zukunftsagentur Brandenburg, Technology Transfer Russia

“It’s a genuine win-win model: It would not be financially viable to employ a training manager in Mongolia since the market is so small. Now we share the costs with CIM, support the Mongolian Technical University as regards practical training and upgrade more specialists than we need ourselves.”

Wolfgang Sage, DaimlerChrysler, Foreign Training Project

“It brings us advantages all round – not only in financial terms. CIM has much more experience in recruiting specialists. And then there is the “official” factor: It is not only in Germany that CIM is closer to the government than a private association can be. In Colombia too it is an accepted partner.”

Wolfgang Jakob, Werkhof Darmstadt e.V., Managing Director

A Public Private Partnership (PPP) might look like this. Paradigma, the solar energy subsidiary of the German company Ritter-Holding needed a German expert with experience in the production and installation of customised solar-thermal plants for their joint venture with the Chinese company Linuo. This CIM expert, co-financed by the German business Paradigma, did not limit his activities to the core business of the joint venture. He also built up a company training academy and transformed it into a full-blown training centre that was also open to external trainees. Linuo-Paradigma is also involved in developing national standards for solar technology in China.

Our PPPs must comply with four fundamental principles:

- The joint project must be an economically viable proposition for the private-sector enterprise ...
- ... but must go beyond its core business and enhance the benefits reaped by the partner country.
- Our activities must be in line with German development-policy principles.
- The private-sector partner must share the costs of the CIM expert.



Our Strengths – Your Assets:

- We assume responsibility for **recruitment and placement**: We know how to find suitable candidates, and what are the crucial factors for success in partner countries.
- **All formalities** are taken care of: CIM has tried and tested status regulations and standardised contracts, and can ensure that procedures are as rapid and unbureaucratic as possible.
- Under certain circumstances, we can assume a percentage of the **topping-up payments** for the expert to supplement the salary paid by the local employer.
- We can attract other **partners** with similar interests, thanks to our longstanding contacts with businesses and organisations working in the target country.
- In some cases, an additional CIM expert can be appointed to another post as a **flanking expert**, within an authority for instance to give additional impetus to the project.
- CIM experts form a **network** which retains contacts to representatives of German Embassies, the GTZ and other organisations in the field of development cooperation.

Ulan Bator: The Star in the East

What can a Mercedes-Benz dealer do in Mongolia, if he finds buyers, but nobody who can service and repair the robust, high-tech vehicles? Laurenz Melchers, founder of Mongolian Star Melchers Co. Ltd. (MSM), looked for partners who could help him solve the problem: and he found them in Daimler Chrysler, CIM and the Mongolian Technical University (MTU). Now Helmut Fröhlich has joined his team. The master mechanic, with 26 years of experience at Mercedes, has set up a training workshop in Ulan Bator. It operates as a service centre for Melchers MSM, and also as a field branch of the MTU, where up-and-coming engineers get hands-on experience of automotive technology. Mr Fröhlich is equally responsible for the further training of MTU teaching staff, and is training his own successor. DaimlerChrysler and CIM share the topping-up payment to supplement Mr Fröhlich's local salary, and the former has provided a complete vehicle for training purposes. Now one more Mercedes Benz Service Station can respond to the demands of its customers. CIM is making a contribution to vocational training and private-sector promotion. And Melchers, who could not have afforded the expert alone, can look confidently towards the future as the ranks of potential MSM mechanics grow.



Sokoto: The Fight against Noma

Noma is not a disease that many people have heard of. But it is a scourge especially of children in the poorest parts of Africa. Deficiency symptoms and poor hygiene weaken their immune system and open the doors to the infection, which first attacks the oral mucous membrane. It breaks down the soft tissue and finally even the bones. In the initial stages, antibiotics can help, but later only surgery can save victims who will otherwise starve to death.

Together with the Ministry of Health of Sokoto State, Nigeria the AWD-Stiftung Kinderhilfe has set up a noma hospital. Children suffering from the early stages of the disease can be treated here, and Sokoto has often welcomed "Interplast" teams from Germany – surgeons and theatre staff, who spend their vacations operating on patients free of charge in poor countries. Dr. Hartwig Sauter is the CIM expert recruited for Sokoto as requested by the AWD-Stiftung. In his capacity as Director, he is responsible not only for the medical side, but also for the organisation of the hospital. He is working to extend the activities of the hospital. In Sokoto, training rooms are springing up for prophylactics courses, and Dr. Sauter also sends out a mobile education and examination team to "patrol" rural areas.

Cali: Organic Jam replaces Drug Crops

Cauca and coca – poorly developed structures and the lack of competitiveness practically forced many Colombian farmers in the Cauca region into producing drug crops. To counter this, small farmers got together in 1985 to set up the cooperative ASPROME. Today, ASPROME is an umbrella association for eleven smaller groups. All members cultivate organic fruit, which is then processed by ASPROME to make jams, fruit purees and similar products, which are sold as far afield as Europe and the USA. 450 families can thus earn their living without resorting to coca and heroin poppies. Part of the secret of ASPROME's competitiveness on international markets lies with the Werkhof Darmstadt. The public-benefit association combines training for unemployed young people with the promotion of ecology projects in Africa and Latin America. It organised not only donations of machinery for ASPROME, but also a boss for the organisation with the help of CIM. The dynamic agricultural economist, Matthias Jäger, started work for ASPROME as a CIM adviser in 1998. He was subsequently appointed managing director by the ASPROME board. He has been so successful in this position that ASPROME now counts fair trade companies such as Gepa among its customers, and collaborates with EU and GTZ.



russia

Moscow: Building Bridges between Science and Industry



More than one-fifth of all scientific institutes of the former Soviet Union were based in or around Moscow. The International Centre of Technological Cooperation (ICTC) decided to make this potential accessible to Russian and German medium-sized companies. ICTC, founded in 1997 by the Zukunftsagentur Brandenburg and the Moscow Region, aims to provide information for the high-tech branch and to jump-start German-Russian projects.

In this they have the assistance of the engineer and economist Wilfried Löbel, who was placed at the ICTC jointly by CIM and the Zukunftsagentur Brandenburg. The partners share the costs of topping-up payments. As the direct adviser for technology transfer, organisation and marketing, he is the right-hand man of the ICTC's Director General.

In a PPP, you serve many masters, says Löbel. You must convince several bodies of the merits of every new idea. But this has its advantages. The contacts between CIM, the GTZ and the KfW were very useful when setting up a network. An Internet-based database for the biotechnology sector has already been set up, with data on 230 regional businesses and institutions. A similar database is planned for the power and environmental technology sectors, to be followed by optics and laser technology.

CIM – Personnel Placement with a Development-policy Mandate

The Centrum für internationale Migration und Entwicklung (CIM) was set up in 1980 as a joint operation of the Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH and the Central Placement Agency (ZAV) of the German Federal Employment Institute. CIM places experienced German and European experts in African, Asian, Latin American, and East European states. Public- and private-sector employers can contact CIM with requests for specialist personnel who are not available on the local labour market. CIM is then responsible for recruitment and placement; the local salary of the expert is topped up to market levels. CIM thus enables partner organisations to recruit experts on the European labour market, and employ them for specific duties for a limited period. During the period of assignment in a partner country, CIM provides back-up services for the expatriate experts.

The CIM experts enter into a contract of employment with the local employer in line with customary terms and conditions in that country. Before CIM places suitable experts it determines whether or not the planned position is expedient in development-policy terms. CIM's services are generally financed by the German Federal Ministry for Economic Cooperation and Development (BMZ), but other ministries and institutions also share the costs of CIM projects as does private industry. In these cases, CIM enters into an agreement with the co-financing body, which lays down the inputs of the two sides. This does not affect the local contract of employment.

Around the world some 700 CIM experts are currently working in around 80 countries.

We look forward to hearing your ideas. Contact us at the address below.

Here are some of our private-sector partners:



GERMANY AWD Stiftung Kinderhilfe • Berliner Stadtreinigungsbetriebe • Danzer Anlagen und Beteiligungen GmbH • DaimlerChrysler Stuttgart • debis • DLG Agriservice • FBN GmbH Neubrandenburg • Fraunhofer Institut, Umwelt- Sicherheits- und Energietechnik • Gesellschaft für Wirtschafts- und Beschäftigungsförderung, Dortmund • GFA Terra Systems, Gesellschaft für Agrarprojekte • IBB Dortmund • Kraft Foods • Osch AG • Rahn & Partner • REFA Deutschland • Ritter/Paradigma • Schröter GmbH • Siemens AG • Südzucker AG • TEGROS • T.B.W., naturgerechte Technologien, Bau- + Wirtschaftsberatung • Tom Tailor • Wirtschaftsministerium Baden-Württemberg • Wirtschaftsministerium Mecklenburg-Vorpommern • Wirtschaftsministerium Sachsen • Senat von Berlin • Unionmatex GmbH • Zukunftsagentur Brandenburg GmbH **LATIN AMERICA** **BOLIVIA** Cámara de Industria y Comercio de Santa Cruz • Cámara de Industria de Cochabamba **BRAZIL** Câmara Brasil Alemanha São Paulo • Serviço Nacional de Aprendizagem Industrial (SENAI) • **CHILE** Cámara Chileno-Alemana de Comercio e Industria **PERU** Servicio Nacional de Adiestramiento en Trabajo Industrial (SENATI) • Cámara Peruana de Café **ASIA CHINA** Administration of Dalian Free Trade Zone • China Asset Management Corporation (CINDA) • Green Industry & Technology Promotion Centre • Hangzhou Environment Protection Bureau • Qingdao Federation of Industry • Xi'an Municipal Bureau of Foreign Trade & Economic Cooperation **INDIA** Mercedes Benz India Ltd. • TVS Educational Society **INDONESIA** Chamber of Commerce and Industry of Surabaya • PERPAMPSI, Association of Water Supply Enterprises **MONGOLIA** Mongolian Star Melchers Co. Ltd. **PHILIPPINES**

Automotive Service Association • Chamber of Furniture Industries of the Philippines • Cebu Common Treatment Facilities Inc. **THAILAND** TBW Recycle • Thai-German Institute • Recycle Engineering Co. Ltd **VIET NAM** Management Training Centre • VICOFA, Vietnam Coffee-Cocoa Association **NORTH AFRICA/NEAR EAST** **EGYPT** Cairo Chamber of Foreign Trade • Egyptian Federation for Construction and Building Contractors **ETHIOPIA** Taltale Agro • Harmony Agricultural Enterprise **MOROCCO** Afrisol **SYRIA** Damascus Chamber of Industry **TUNISIA** Technical Centre for Packaging and Processing **PACKTEC** • Tunis Chamber of Foreign Trade **SUB-SAHARAN AFRICA** **GHANA** Association of Ghana Industries • Silver Star Auto • Samartex Timber & Plywood Company **MOZAMBIQUE** GAPI, Sociedade Para Promoção aos Pequenos Projectos de Investimento • SOCREMO, Sociedade de Crédito de Moçambique **NAMIBIA** Walvis Bay Corridor Group • Telecom Namibia Ltd. **SOUTH AFRICA** DaimlerChrysler S.A. • Southern Africa Chamber of Foreign Trade • SACOB, South African Chamber of Business, Johannesburg • ECDC, Eastern Cape Development Corporation • REFA-South Africa • SABS/Eurotype Test Centre **UGANDA** Meat Industries Ltd. **CENTRAL AND EASTERN EUROPE** **BOSNIA AND HERZEGOVINA** Joint Venture Odzak • Chamber of Commerce and Industry of Banja Luka **BULGARIA** Chambers of Commerce and Industry of Varna, Plovdiv and Gabrovo **KAZAKHSTAN** Investment Centre of Kazakhstan **KYRGYZSTAN** Association of Footwear Manufacturers • Chamber of Commerce and Industry • Ak-Tash Silk Producers • Textile Association **LITHUANIA** Chamber of Commerce and Industry **MACEDONIA** German-Macedonian Economic Federation **POLAND** German-Polish Economic Promotion Society Gorzow • Agency for Industrial Development **ROMANIA** Association of Young Managers • Centre to Promote Small and Medium Enterprises **RUSSIA** Chamber of Commerce and Industry of Nishni Novgorod • Guild of Cabinetmakers of St. Petersburg • Chamber of Commerce and Industry of Novgorod **SLOVAKIA** Chamber of Commerce and Industry of Bresov **UKRAINE** Association of Apparel Manufacturers • WFG Polarr **UZBEKISTAN** Uskimjosanoat • Centre for SME Promotion • Tourism Association • Fund for Regional Economic Development **YUGOSLAVIA** Chamber of Commerce and Industry of Nis • Yugoslavian Chamber of Industry and Commerce



Centrum für internationale
Migration und Entwicklung (CIM)
Barckhausstraße 16
60325 Frankfurt am Main
Germany
Tel. +49-69-71 91 21-0
Fax +49-69-71 91 21-19
E-mail cim@gtz.de
www.cimonline.de