



Uganda National Chamber of  
Commerce & Industry  
*Enhancing Business Opportunity*



الغرفة الإسلامية للتجارة والصناعة والزراعة  
Islamic Chamber of Commerce, Industry & Agriculture  
Chambre Islamique de Commerce, d'Industrie et d'Agriculture



Perez-Guerrero Trust Fund  
(PGTF)-UN Office for South-  
South Cooperation (UNOSSC)

**Report of the**  
**Workshop on “Development of a Mechanism for**  
**Joint Ventures and partnerships among Women-led**  
**Enterprises through South-South Cooperation”**

**Kampala – Republic of Uganda**  
**28<sup>th</sup> – 29<sup>th</sup> October 2015**



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العرفان الاسلامي للتجارة والصناعة والريادة  
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**Report of the**  
**Workshop on “Development of a Mechanism for Joint Ventures and partnerships**  
**among Women-led Enterprises through South-South Cooperation”**  
**Kampala – Republic of Uganda, 28<sup>th</sup> – 29<sup>th</sup> October 2015**

The Islamic Chamber of Commerce, Industry & Agriculture (ICCIA), in collaboration with the Perez-Guerrero Trust Fund (PGTF)-United Nations Office for South-South Cooperation (UNOSSC), and the Uganda National Chamber of Commerce & Industry, organized the Workshop on “Development of a Mechanism for Joint Ventures and partnerships among Women-led Enterprises through South-South Cooperation” in Kampala-Uganda on 28<sup>th</sup> – 29<sup>th</sup> October 2015.

**Background:**

Economic development and, within it, empowerment of women, has become a cross-cutting theme of national policies and plans worldwide. Women play a critical role in business and through this role they have a direct impact on their countries’ economic growth. Empowering women worldwide and investing in their futures is helping drive growth in national economies. This, then can result in them influencing economic decisions. They are empowered when they are able to work in paid jobs and run their own businesses. While there is immense potential for enterprise development, due to lack of communication, there is little awareness about the available opportunities.

In order to address this issue, the Islamic Chamber of Commerce, Industry and Agriculture (ICCIA) has been working to encourage business partnerships for enhancing access to markets and promoting entrepreneurship and job creation particularly for women and youth in the business sector of the OIC Member Countries.

**Objective:**

The objective of the Workshop was to promote a mechanism for partnerships among enterprises of OIC Member Countries, and between them and other countries. It brought together mechanisms for mentoring small and medium scale businesses with special focus on support to women-led enterprises.

**Strategy:**

The United Nations Office for South-South Cooperation (UNOSSC) within the framework of its South-South Global Assets and Technologies Exchange (SS-GATE) platform has pioneered the “One Million Businesswomen of the Global South Online” (OMBOL) initiative. This initiative is intended to provide opportunities for Businesswomen to network and connect with new Business partners. ICCIA’s project on OIC Businesswomen Information Network (BIN) serves as an inter-regional satellite covering OMBOL activities in the 57 OIC Member Countries and their diaspora.

The OMBOL platform within the SS-GATE system is intended to enable the Businesswomen of OIC Countries to network among themselves, learn best practices from one another, exchange know-how and experiences and engage in joint ventures and partnerships. In addition, there is also the need to empower women, so as to strengthen their entrepreneurial skills and role in the achievement of some of the Sustainable Development Goals. ICCIA will utilize SSGATE Business Development Centers for promoting partnerships among Women-led Enterprises through the OMBOL facility.

**Expected Outcome:**

The expected outcome of the Workshop was to accelerate the process of setting-up Business Development Centers, with the aim of cultivating business partnerships among the OIC Member Countries beyond the 10 Centers that have already been established in 9 Countries thus far.

**Participants:**

The Workshop was attended by 44 participants from 11 Member Countries namely Bangladesh, Benin, Egypt, Iran, Lebanon, Malaysia, Mauritania, Pakistan, Sudan, Tajikistan and Uganda.

In addition, at the invitation of Islamic Chamber, Mr. Syed Shahid Husain, Special Adviser and Mr. Christopher Paek, Communication Consultant, United Nations Office for South-South Cooperation (UNOSSC), participated in the Workshop and facilitated the participants' understanding of the utilization and expansion of the SS-GATE model, which includes the One Million Businesswomen of Global South On-Line (OMBOL) initiative.

**Statements and Discussions:**

The two-day Workshop was held on 28<sup>th</sup> and 29<sup>th</sup> October 2015. The Session was opened with a welcome address by Mrs. Attiya Nawazish Ali, Assistant Secretary General of the Islamic Chamber of Commerce, Industry and Agriculture (ICCIA). She welcomed the participants and thanked Mrs. Olive Zaitoun Kigongo, President of the Uganda National Chamber of Commerce & Industry for her, and the Uganda Chamber's, continuous support to the ICCIA and its activities. She also thanked the Perez-Guerrero Trust Fund and United Nations Office for South-South Cooperation (UNOSSC) for their generous support to the workshop. She highlighted the objectives of the Workshop and stated that events such as this would be instrumental in creating awareness of the potentials for SSGATE Country Business Centers and how best these could be utilized with proper business plans and partnership proposals.

She informed the participants that the ICCIA has been working with SS-GATE since 2006, as Participating Organization and explained the partnership between ICCIA and the UNOSSC and the joint activities being undertaken in support and promotion of South-South Cooperation.

In her opening remarks, Mrs. Olive Zaitoun Kigongo, President of the Uganda National Chamber of Commerce & Industry, welcomed the participants to Uganda and wished them a pleasant stay. She highlighted the special cooperation and strong working relationship between Uganda National Chamber and the Islamic Chamber of Commerce, Industry & Agriculture, which is manifested in the joint programs and activities that the two organizations have recently organized. She underlined Uganda's national efforts at both public and private sector levels, to uplift the business sector, promote local products and create linkages with the other developing countries, by sharing knowledge and experiences, through activities such as forums, workshops and trade fairs. She emphasized the need to coordinate efforts with all the stakeholders so as to achieve the common goals of sustainable socioeconomic development. She concluded by wishing the participants all success in the Workshop and hoped that this program will help them to further progress in their businesses.

In his remarks, Mr. Syed Shahid Husain, Special Adviser, United Nations Office for South-South Cooperation (UNOSSC) further briefed the participants about the objectives of the Workshop and gave an insight into the vision for the achievement of the United Nations Sustainable Development Goals (SDGs) through South-South Cooperation activities and initiatives.

The workshop discussed and focused on the status, experiences and expectations of SS-GATE Business Development Centers in ICCIA Member Countries.

In its capacity as Participating Organization with SS-GATE, ICCIA assisted in the establishment of these Centers in nine of its Member Countries; namely Bangladesh, Iran, Egypt, Pakistan, Qatar, Sudan, Turkey, Uganda and Yemen. ICCIA in coordination with the SS-GATE Headquarters has provided training to these Centers, for improving their capacities with regard to business advisory services, effective utilization of SS-GATE system and project development.

These Business Development Centers have endeavored to register partnership proposals from local business enterprises, including women-led enterprises. Following initial screening, the proposals are uploaded on the SS-GATE website. The SS-GATE has tried to identify potential partners and facilitated negotiations leading to the conclusion of mutually advantageous joint ventures or partnerships.

However, experience has dictated the need for a more proactive mechanism which could make the Country Business Development Centers self-reliant in their operations. There is thus a need to equip the Business Development Centers with the capacity to enable them to carry out the match-making tasks without having to rely upon another entity to follow through with this process. The strategy therefore is to develop and promote a self-reliant mechanism for partnership among developing countries enterprises, including women-led enterprises, through these Business Development Centers.

Two particular factors have led to this development. First, the experience of a number of Business Development Centers in facing abnormal delays in having business partners identified in response to specific proposals placed on the SS-GATE website. Secondly, the fact that the computerized system for seeking business partners through SS-GATE Headquarters has proved to be too cumbersome to obtain productive results within a reasonable amount of time. The decision to change the system, thereby empowering the individual Centers to match partnership capacities of one developing country with the need of another, and vice versa, is expected to go a long way towards remedying the problems.

The system now being developed was explained in detail to the participants. The participants running the Business Centers, welcomed the new system, in addition, attendees from new countries expressed interest in proposing to their respective authorities in their home countries to seek the establishment of SS-GATE Business Development Centers in their respective National Chambers of Commerce or other suitable entities, in the foreseeable future. Once this materializes, the number of the Business Development Centers in OIC Member Countries would rise from the present 10 to 14, with the prospects of more joining the network intermittently thereafter.

Discussions were also held on ideas for the way forward, as well as sharing insights into the recent development on the work of the UN interagency task team on technology facilitation, and its positive impact on the OMBOL initiative.

## **Conclusions and Recommendations:**

Despite the apparently less than satisfactory experiences of SS-GATE Business Development Centers in some OIC Member Countries in recent past, evidence of more laudatory performances of the Centers in other developing countries have revealed the value of this important network to the enhancement of SMEs in developing countries, once its impediments have been harnessed and removed.

With this conclusion, the following recommendations emerged from the workshop:

1. ICCIA, in cooperation with the UN Office for South-South Cooperation (UNOSSC) and its Member Chambers and other relevant entities, should continue to assist in the expansion of SS-GATE Business Development Centers in OIC Member States;
2. ICCIA, in cooperation with UNOSSC and its Member Chambers hosting SS-GATE Business Development Centers, should continue to monitor the organizational and procedural constraints being faced by those Centers and introduce appropriate remedial measures;
3. In the context of Recommendation (2), the proposed system change involving the decentralization of the partnership match-making process from SS-GATE Headquarters to the SS-GATE Country Centers, should be instituted as soon as possible;
4. ICCIA, in its capacity as the Partnering Organization of SS-GATE, in cooperation with UNOSSC and SS-GATE Business Development Centers, should develop appropriate guidelines and operating procedures for the Centers stemming from the system change indicated in Recommendation (2) above;
5. ICCIA, in cooperation with UNOSSC and SS-GATE Country Business Development Centers, should consider prescribing the establishment of appropriate supervisory bodies for these Centers with representations from all stakeholders;
6. ICCIA, in cooperation with all stakeholders, should encourage the involvement of local banks and other financial institutions, where needed, at early stages in the process of registration of projects proposals in SS-GATE Country Business Development Centers to facilitate ascertainment of financial viability in their business plans and possible future financing of the projects;
7. ICCIA, in cooperation with UNOSCC, and the Sudanese Businessmen and Employers Federation should organize an orientation session in Sudan for SS-GATE Country Business Development Centers, which require such orientation for efficient and effective operation of these Centers;
8. The media of OIC Member States are called upon to give due consideration to highlight the development of partnerships among women-led enterprises through South-South Cooperation.
9. The media be involved in projecting the Country Centers of SSGATE, in their respective countries, through programs for the business community.
10. Good wishes should be extended to the UN Inter-agency Task Team on Technology Facilitation, with expectations of positive impact of its work on the development of the OMBOL initiative;
11. The gratitude and profound appreciation of all participants of the Workshop should be extended to the Government of Uganda and Uganda National Chamber of Commerce & Industry (UNCCI) for the exemplary help, support, facilities and hospitality extended to them, making their experience memorable;
12. Special thanks should be extended to ICCIA for its excellent role in the organizational arrangements for the workshop, and to UNOSSC for its instituted support for the workshop.

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Perez-Guerrero Trust Fund (PGTF) - UN Office  
for South-South Cooperation (UNOSSC)

**Workshop on Development of a Mechanism For Joint Ventures And Partnerships  
among Women Led Enterprises Through South-South Cooperation**  
**28<sup>th</sup> and 29<sup>th</sup> October 2015**

**LIST OF PARTICIPANTS**

S.No.	Countries	Participants	Business Profile / Activities
1.	Bangladesh	<b>Mr. Mahadhe K Hasan</b> Bangladesh Women Chamber of Commerce & Industry (BWCCI) Gulshan Grace, Apt # 2C (1st floor), House # 8, Block-CWS (C), South Avenue, Gulshan-1, Dhaka-1212, Bangladesh. Phone: +88-02-9861526, Fax: +88-02-9841296 Web: <a href="http://www.bwcci-bd.org/">http://www.bwcci-bd.org/</a> Email: <a href="mailto:womenchamber.office@gmail.com">womenchamber.office@gmail.com</a> <a href="mailto:selimaahmad@gmail.com">selimaahmad@gmail.com</a>	Engaged in preparing and ensuring organizational work-plan on women enterprise development and SMEs and ensuring its implementation, Developing Business Plan, Training Need Assessment (TNA), Training Designing including Planning, Facilitation, Presentation, Implementation Marketing etc.
2.	Benin	<b>Mrs. Awahou Codjo Alabi</b> General Manager Awa Fish Sarl Fishing Port of Cotonou Benin Cell: 00229-97032322 Tel: 00229-21314998, 00229-21314917 Email: <a href="mailto:awafish01@yahoo.fr">awafish01@yahoo.fr</a> ;	AWA FISH is company which is involved in the buying, collecting, treatment, securing of halieutic local goods and that of importation and importation poultry goods also.
3.	Benin	<b>Mrs. Essou Sophie Aimee</b> Benin Chamber of Commerce & Industry Cotonour BENIN Email: <a href="mailto:awafish01@yahoo.fr">awafish01@yahoo.fr</a> ;	Chamber of Commerce
4.	Egypt	<b>Dr. MahaMohy Ashmawy</b> Egyptian Business Women Association (EBWA) 14 Syria str. Mohandeseen-Guiza-Cairo EGYPT. Email: <a href="mailto:ashmawymaha@yahoo.com">ashmawymaha@yahoo.com</a> ; <a href="mailto:asfour2712@yahoo.com">asfour2712@yahoo.com</a> ; <a href="mailto:ebwaegypt@yahoo.com">ebwaegypt@yahoo.com</a> ;	Business Women Association
5.	Iran	<b>Mrs. Yalda Rahdar</b> Vice President Iran Business Women Association (IBWA) No. 108 . Nosrat ave. Tohid Sq. ISLAMIC REPUBLIC OF IRAN Tel: (+9821) 66928708 Cell: (+98917) 1110822 Fax: (+9821) 66928708 Email: <a href="mailto:yaldarahdar@yahoo.com">yaldarahdar@yahoo.com</a> <a href="mailto:ecochamber@gmail.com">ecochamber@gmail.com</a>	- Businesswomen Association. - Engaged in export business.

6.	Iran	<p><b>Mrs. Elaheh Masoomzadeh</b> Economic Expert Iran Chamber of Commerce, Industries, Mines &amp; Agriculture Tehran <u>ISLAMIC REPUBLIC OF IRAN</u> Cell: +98912-3644459 Email: <a href="mailto:elahe.masoomzadeh@yahoo.com">elahe.masoomzadeh@yahoo.com</a>; <a href="mailto:ecochamber@gmail.com">ecochamber@gmail.com</a></p>	Chamber of Commerce
7.	Lebanon	<p><b>Ms. Dima Faour-Klingbeil</b> Founder/Certified Trainer Accredited Food Safety Training Centre Hamra- Sourati Str.- Nassif Bldg Beirut-Lebanon Mobile: +961 71 131917 Email: <a href="mailto:dima.faour@gmail.com">dima.faour@gmail.com</a> <a href="mailto:dima@dfkfoodsafety.com">dima@dfkfoodsafety.com</a></p>	Freelance consultant working on projects aimed at protecting and promoting ecotourism and working on scientific research studies – part of PhD work- that focus on the assessment of risks, farmers and food handlers practices and its impact on the fresh produce along the supply chain.
8.	Malaysia	<p><b>Mr. Fazil Irwan Som</b> Executive Director &amp; Head of WIEF Young Leaders Network (WYN) World Islamic Economic Forum (WIEF) Kuala Lumpur <u>MALAYSIA</u> T: +603 2145 5500; F: +603 2145 5504 Email: <a href="mailto:fazil@wief.org">fazil@wief.org</a></p>	Mr. Fazil Irwan Som, is currently the Executive Director of the WIEF Foundation, and Head of the WIEF Young Leaders Network (WYN), serving the organization for more than 8 years since 2006.
9.	Mauritania	<p><b>Ms. Wehbe Mohamed Laghdaf</b> Mauritanian Pelagic Company Tevragh Zein, Nouakchott <u>MAURITANIA</u> Tel: 00222-45258349 Mob: 00222-36360214 Fax: 00222-45258349 Email: <a href="mailto:wehbecheikhne@hotmail.fr">wehbecheikhne@hotmail.fr</a> <a href="mailto:bmsidimed@gmail.com">bmsidimed@gmail.com</a></p>	As General Manager of M/s Mauritanian Pelagic, she is engaged in export of fish products.... Also interested in importing alimentary products and furniture.
10.	Pakistan	<p><b>Dr. Syed Irfan Hyder</b> Dean College of Business Management &amp; College of Engineering &amp; Sciences Institute of Business Management (IoBM) Korangi Creek, Karachi - 75190, Pakistan Cell: 0300-2364512 PABX: 009221-111002004 x-227 Fax: 009221-35090968 Email: <a href="mailto:irfan.hyder@iobm.edu.pk">irfan.hyder@iobm.edu.pk</a> <a href="mailto:t-karim@iobm.edu.pk">t-karim@iobm.edu.pk</a> Web: <a href="http://www.iobm.edu.pk">www.iobm.edu.pk</a></p>	Dean college of Business Management and College of Engineering & Sciences. Faculty Development, Curriculum Design, Research, Industry Engagement.
11.	Sudan	<p><b>Mrs. Zainab Hassan Mohamed</b> General Secretary for the Sudanese Businesswomen Association Sudanese Businessmen and Employers Federation P.O. Box: 1758, Khartoum <u>SUDAN.</u> Cell: 002499-12390227 Tel: 249 183431277-76 Fax: 249 183431280-81 Email: <a href="mailto:shadian24@gmail.com">shadian24@gmail.com</a> <a href="mailto:haythamuh@hotmail.com">haythamuh@hotmail.com</a></p>	Interested in exporting crops and interested in importing agricultural and industrial equipment.

12.	Sudan	<p><b>Mrs. Sarah Mohamed Awad</b>  General Manager, Alyasmine Multinational Co.  C/o Sudanese Businessmen and Employers Federation  P.O. Box: 1758, Khartoum  <u>SUDAN</u>  Tel: 249 183431277-76  Fax: 249 183431280-81  Email: <a href="mailto:saraawaad70@gmail.com">saraawaad70@gmail.com</a>;  <a href="mailto:shadian24@gmail.com">shadian24@gmail.com</a></p>	Engaged in training; Lecturer in two Universities and Business owner of Al-Yasmine Multinational Co.
13.	Sudan	<p><b>Ms. Eiman Yagoub Hussien</b>  General Manager  HARMONIC Engineering &amp; Services  Port Sudan Main Street Abdurabo building  Tel: 00249-912942702  Mobile: 00249-912326604  <a href="mailto:harmonic2020@hotmail.com">harmonic2020@hotmail.com</a></p>	Interested in importing misc. products.
14.	Tajikistan	<p><b>Ms. Usmonkulova Umeda</b>  General Director LLC “Soleh”  c/o Chamber of Commerce &amp; Industry of Tajikistan  Dushanbe  <u>TAJKISTAN</u>  Mobile: +992937004545  Email: <a href="mailto:niga76@mail.ru">niga76@mail.ru</a>; <a href="mailto:cci-tajikistan@mail.ru">cci-tajikistan@mail.ru</a>  <a href="mailto:sayoraabd@mail.ru">sayoraabd@mail.ru</a>;</p>	Agri-business
15.	Morocco (ICDT)	<p><b>Mr. Amadou Cire SALL</b>  Head of Trade Information &amp; Documentation Department  Islamic Centre for Development of Trade (ICDT)  Casablanca 20 000, MOROCCO  Tel: +212 661 460 436  Tel: (212) 522 314974, Fax: (212) 522310110  Email: <a href="mailto:icdt@icdt-oic.org">icdt@icdt-oic.org</a>; <a href="mailto:bouyat@gmail.com">bouyat@gmail.com</a></p>	Associated with Islamic Centre for Development of Trade (ICDT), subsidiary organ of the Organisation of the Islamic Cooperation (OIC) as Head of Trade Information and Documentation Department. He is involved in technical assistance in building trade support institution, creation of websites, organization of B2B meetings, organization of buyers/sellers meetings, online marketing training for women.

#### **Facilitators and ICCIA Staff**

S.No.	Country	Name
16.	Kenya	<p><b>Ms. Rahma Hersi</b>  Managing Partner  Awal Consulting Limited,  Kenya, (Lead Facilitator)  Email: <a href="mailto:rhersi@gmail.com">rhersi@gmail.com</a></p>
17.	UNOSSC	<p><b>Mr. Syed Shahid Husain</b>  Special Adviser  United Nations Office for South-South Cooperation  New York  USA  Email: <a href="mailto:shahid.husain@undp.org">shahid.husain@undp.org</a></p>
18.	UNOSSC	<p><b>Mr. Chirstopher Paek</b>  Communication Consultant  United Nations Office for South-South Cooperation  New York  USA  Email: <a href="mailto:christopher.paek@undp.org">christopher.paek@undp.org</a></p>



19.	ICCIA	<p><b>Mrs. Attiya Nawazish Ali</b>  Assistant Secretary General  Islamic Chamber of Commerce, Industry &amp; Agriculture (ICCIA)  ST. 2/A, Block-9, KDA Scheme 5, Clifton, Karachi-75600  0092-21-35874756 / 0092-21-35870765  <a href="mailto:icciaoic@gmail.com">icciaoic@gmail.com</a></p>
20.	ICCIA	<p><b>Mr. El-Sadig Gad Alla Mukhayyar</b>  Incharge Public Relations &amp; Arabic Section  Islamic Chamber of Commerce, Industry &amp; Agriculture (ICCIA)</p>
21.	Pakistan	<p><b>Mr. Shehzad Rah</b>  CEO, MIMSoft IT Solutions-Pakistan  (Co-Facilitator)  Email: <a href="mailto:shehzad@mim-soft.com">shehzad@mim-soft.com</a> ; <a href="mailto:shehzadrah@gmail.com">shehzadrah@gmail.com</a></p>
22.	ICCIA	<p><b>Mr. Syed Taqi Makhmoor</b>  Accountant  Islamic Chamber of Commerce, Industry &amp; Agriculture (ICCIA)</p>
23.	ICCIA	<p><b>Mr. Muhammad Idris</b>  Officer Meetings &amp; Events  Islamic Chamber of Commerce, Industry &amp; Agriculture (ICCIA)</p>