

## Current Trends and Results in Private Sector Development, International Seminar, Bangkok 17-20 January 2012

### Agenda

V. 6<sup>th</sup> January 2012 (may be subject to change). Funders of programmes are given at the end of the agenda.

#### Tuesday 17 Jan.      Session 1, 9.00-10.30

##### **Introductions**

- *Welcome, introductory comments*, DCED RM Steering Group
- *World Café*, all participants

#### Session 2, 11.00-12.30

- *Overview of the DCED website and knowledge offer*, Melina Heinrich, DCED
- *Current trends: Categories, communities and concepts – and overview of the Seminar content*, Jim Tanburn, DCED Coordinator

#### Session 3, 14.00-15.45

##### **Setting up new PSD programmes for results**

This session will explore how PSD programmes are being designed and launched in Nepal, Kenya and Cambodia, to have a strong monitoring system - and culture - in place. Both presentations have a strong practical and experiential flavour, to give participants a sense of both the challenges and potential solutions in measurement, in design, testing and scaling up.

- *Designing Market Development Projects using the Principles of the Standard*, with Jim Tomecko
- *Cambodia Agricultural Value Chain Programme* with Peter Roggekamp
- *Parallel session: Measuring results in Business Environment Reform #1* (see Annex)

#### Session 4, 16.15-17.30

##### **Systems for enhancing management effectiveness during implementation**

This session takes the practical case study of a larger programme, exploring in detail how Katalyst Bangladesh achieves and monitors its results in practice; the results being achieved will also be presented. The presentation will consider specific challenges, such as aggregation of results across a portfolio, and thinking about phases in the process of systemic change.

- *Swisscontact Katalyst Bangladesh*, with Markus Kupper and Hasan Shahriar
- *Parallel session: Measuring results in Business Environment Reform #2* (see Annex)

##### **Evening reception 18:30-21:00**

9<sup>th</sup> floor Swimming Pool Terrace – for informal networking with other participants

Wednesday 18 Jan. Session 1, 9-10.30

**Managing for results in Challenge Funds**

This session will look at an increasingly popular format for donors: challenge funds. These invite businesses to 'bid' for matching funds, to launch or expand an inclusive business venture; results to date will be presented. The format brings particular opportunities and challenges, in both achieving and measuring results, which will be explored using the cases of the African Enterprise Challenge Fund and the AusAID Enterprise Challenge Fund.

- *Challenge Funds*, with Hugh Scott, David Smith and Amanda Jupp
- *Parallel session: Questions and answers in results measurement #1*

Session 2, 11.00-12.30

Continuing with experiences in implementation, this example from Central America takes both a sectoral (value chain) and territorial (local economic development) approach. It considers how these approaches inter-relate to expand the 'access frontier'. The results achieved will be presented, together with explanation of how these are being measured.

- *PymeRural*, with Ivan Rodriguez, Swisscontact Honduras

**Participant Market-Place**

Seminar participants bring their own, important experiences; in the remainder of this session, therefore, each will have 5 minutes to talk briefly about their work, and why it is likely to be of interest to others. These will act as a 'taster', enabling everyone to select those presentations after lunch, which they will choose to go to. If there is too much demand for time, there will be a second Market-Place on Friday afternoon. Participants will speak in order that their outline has been received by the Secretariat.

- *Participants outline their work for Market-Place (5 minutes each)*

Session 3, 14.00-15.30

This is structured as three sessions of 30 minutes each, with 8 parallel sessions, spread across the two rooms of the Seminar.

- Participant 'Market-Place'

Session 4, 16.00-17.30

**Managing for results in trade facilitation**

TradeMark East Africa manages a large portfolio of interventions across six countries that are designed to remove non-tariff barriers to global and regional trade. This presentation considers how the organisation is trying to build coherence across the portfolio and increase the contribution of individual interventions. The discussion highlights how a focus on 'headline numbers' is being used as a tool for orienting staff and partners around specific results.

- *TradeMark East Africa*, with Donna Loveridge

Thursday 19 Jan.    Session 1, 09.00-10.30

**Managing for results in value chain development**

This session continues to review the practical experience of programmes in the field, with a focus on the development of value chains. The first shows how results can be measured affordably in a small project in Indonesia, focusing on tofu and tempe (both based on soy beans). The second describes the development of the fruit juice value chain in East Africa, partnering with a large private foundation and with Coca Cola; it outlines their perspective on results and effectiveness, and the lessons being learned in such a configuration.

- *Value Initiative Programme (VIP) Indonesia*, with Irfan Syah
- *Project Nurture East Africa*, with Wanjiku Kimamo, Technoserve
  
- *Parallel session: Measuring results in Business Environment Reform #3* (see Annex)

Session 2, 11.00-12.30

This session continues with a description of a large programme to develop the meat and leather sectors in Nigeria; challenges and opportunities to achieve coherence across the portfolio and to aggregate results will be considered. The session also includes the experiences of a smaller, mature programme in Thailand to develop the palm oil value chain in an integrated way; it will describe the interventions, the monitoring framework and the results achieved.

- *Growth and Employment in States (GEMS) Nigeria*, with Wafa Hafiz
- *GIZ Thailand*, with Phitcha Wanitphon
  
- *Parallel session: Questions and answers in results measurement #2*

Session 3, 14.00-15.30

**Pressures and opportunities for development agencies**

The Seminar focuses mainly on practical experiences in the field: what is being done, what is being achieved, and how are achievements being managed and monitored? The next two sessions consider the experiences of development agencies at headquarters level – as the context is changing very rapidly in some countries. Pressures from Parliaments to achieve better results, and to report them more convincingly to a wider audience, may have important implications for all development practitioners. For those in the field, this is a rare opportunity to hear at first-hand how the situation is evolving.

- *Perspectives and experiences of DCED member agencies:*
  - Susanne Hartmann, GIZ
  - Henk van Trigt, Ministry of Foreign Affairs, Netherlands

Session 4, 16.00-17.30

**Managing for results in value chain development (cont.)**

Returning to management of programmes to develop value chains, this session will consider the experiences of a project to develop the swine (pig) value chain in Cambodia, including consideration of work to improve the business environment. Finally, experiences in a mature programme in Nigeria to develop agriculture will be outlined, with a particular focus on results achieved and how they have been measured.

- *Cambodia Micro, Small and Medium Enterprise (MSME) Project*, with Sun Boreth and Prum Vothana
- *Promoting Pro-Poor Opportunities in Commodity and Service Markets (PrOpCom)*, Nigeria, with Sadia Ahmed

Friday 20 January    Session 1, 09.00-10.30

**Pressures and opportunities for development agencies (cont.)**

- Alwyn Chilver, AusAID
- Peter Tschumi, SDC
- Merten Sievers, ILO

Session 2, 11.00-12.30

**Experiences with the DCED Standard, and Planning for the future**

Several of those involved most directly in early roll-out of the DCED Standard will present some experiences to date with mock audits, audits and dissemination. These two sessions will be an important opportunity for participants to give further input and ideas, on which the DCED can build during 2012.

- *Experiences in audits of monitoring systems, and implications for the future*, with Alexandra Miehlbradt, Hans Posthumus and Nabanita Sen

Session 3, 14.00-15.30

- Planning for the future: Group discussions. Report-back to plenary  
Participants grouped according to interest (e.g. Programme managers, programme M&E specialists, HQ-based donors, field-based donors, consultants)

Session 4, 16.00-17.00

- *Insights from the Seminar*, with Jim Tanburn
- *Summing up, next steps*, DCED group for Results Measurement

Funders of programmes (programmes with many donors are not listed below)

CAVAC: AusAID

GEMS Nigeria: DFID, World Bank

GIZ Thailand: BMZ

MDF Fiji / East Timor: AusAID

MSME Cambodia: USAID

Harakat: DFID

PymeRural Swisscontact Honduras: SDC

Swisscontact Katalyst Bangladesh: CIDA, DFID, Royal Netherlands Embassy Dhaka, SDC

Technoserve Project Nurture: Bill and Melinda Gates Foundation, Coca Cola

VIP (Value Initiative Programme) Indonesia: SEEP Network (implemented by a consortium of Mercy Corps, Swisscontact, MICRA and PUPUK)

## **Annex: Measuring Results in Business Environment Reform**

### ***Break-out Sessions at the DCED Seminar on Current Trends and Results in Private Sector Development***

Imperial Queen's Park Hotel, Bangkok, Thailand  
17-20 January 2012

V. 5<sup>th</sup> January 2012

This document outlines the sessions that will focus on Measuring Business Environment Reform (BER) Results as part of the DCED Seminar on Trends and Results in PSD, to be held in Bangkok, 17-20 January 2012.

*Measuring BER Results* is an initiative of the Business Environment Working Group of the DCED. It aims to facilitate an exchange between BER support agencies working at regional or national levels on how best to measure the results of BER programmes and projects. This exchange will also be enriched by the involvement of representatives from donor and development agencies who are involved in the design, oversight and monitoring of BER-support programmes. The aim is to be more able to assess the performance and impact of BER-support programmes as well as the *practices* that shape the design and management of future BER-support programmes.

The DCED's donor guidance on business environment reform is an important reference in this work; it promotes good practices among donors and development agencies. In this context, the measuring of BER results and the performance of BER-support programmes should influence the future practice of donor and development agencies, and their programme partners.

The Measuring BER Results programme has been specifically designed to allow the representatives of the four participating agencies to share information and experiences on how best to measure the results of BER programmes and projects. While these sessions will be open to any interested participants of the broader seminar, they have been designed to help the participating agencies identify the challenges and successes in measure the impact of BER programmes and projects, and to develop a programme of future work and collaboration that will improve the ways donor-supported BER programmes are assessed.

The participating agencies are:

Bangladesh Investment Climate Fund

Harakat Investment Climate Fund, Afghanistan

TradeMark East Africa

TradeMark Southern Africa

All of the above agencies are large facilities established to support investment climate and business environment reform at regional or national levels; they receive funds from various donor agencies and each has a dedicated division dealing with monitoring and evaluation, impact assessment or knowledge management. All agencies are required to measure the impact of the projects they support as well as of the broader programme. Typically, programme-level results require these agencies to demonstrate how they are contributing to economic growth, increased incomes, more and better jobs, or the reduction of poverty.

There will be three sessions of the Seminar dealing specifically with Measuring BER Results.

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### **Measuring BER Results Session 1:**

**Topic:** Current Agency Experiences and Challenges

**Date and Time:** Tuesday, 17 January 2012, 14:00 – 15:45

**Room:** Momiji Room

This session would provide an opportunity for each of the participating agencies to present and discuss their experiences in M&E and impact assessment. The panel will be:

- Ms. Donna Loveridge, Knowledge and Results Director, TradeMark East Africa, Nairobi
- Mr. Estem Islam, M&E Manager, Bangladesh Investment Climate Programme, Dhaka
- Mr. Hamid Seddiqi, Projects Director, Harakat Investment Climate Fund, Kabul
- Ms. Lolette Kritzinger van Niekerk, Programme Manager, Knowledge Management, TradeMark Southern Africa, Pretoria

Mr. Simon White, consultant to the Business Environment Working Group, will chair this session.

The panellists will be asked to make short, 15-minute presentations covering the following issues:

Brief outline of the agency's (programme's) logical framework: how are results produced through the programme?

What results have been achieved?

Critical challenges experienced in designing and implementing a results measurement system for the programme

Following the presentations, there will be a facilitated discussion around the three points listed above.

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### **Measuring BER Results Session 2:**

**Topic:** Meeting the Demands of Ministers, Tax Payers and Other Givers

**Date and Time:** Tuesday, 17 January 2012, 16:15 – 17:30

**Room:** Momiji Room

This session would highlight the issues facing donor and development agencies when attempting to measure the results of BER-support programmes and the impact of BER on broader economic and social development. It will identify new initiatives in this field and the opportunities for future collaboration between agencies and with local agencies and programmes. The panel will be:

Mr. Lasse Møller, Senior Private Sector Adviser, Danida, Copenhagen

Mr. Jim Tanburn, DCED Coordinator, Cambridge

Mr. Merten Sievers, International Labour Organization, Geneva

The panellists will be asked to speak for ten minutes on any or all of the following issues:

How have the demands for results measurement changed within agencies and what are the implications of this for donor-supported BER programmes?

What best practices have been identified within donor and development agencies on how to best measure BER results? (This may include a discussion on the DCED Standard.)

How can donor and development agencies use impact assessment to improve the design and BER-support programmes? Are there examples of this in practice?

Following the presentations, there will be a facilitated discussion around the three points listed above.

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**Measuring BER Results Session 3:**

**Topic: Improving Our Measurements and Practices – How Can Results Measurement Improve Learning and Programme Design?**

**Date and Time: Thursday, 19 January 2012, 9:00 – 10:30**

**Room: Momiji Room**

This will be a participatory session designed to formulate ways of responding to the issues raised in the previous sessions (as well as any issues that may arise through the broader seminar programme). The following questions and issues will be considered:

1. What are the common challenges faced by the participating BER-support programmes?
2. What successes or areas of promise are emerging to meet these challenges?
3. What are the priorities that need to be addressed?
4. What actions can we take jointly, individually or through the DCED to improve the way the results of BER programmes and projects are measured?

Consideration will be given to how the various players can work together to address these questions and issues. This includes the participating BER-support agencies, individual donor and development agencies, and the DCED (via the Business Environment Working Group and the Results Measurement Working Group).

Mr. Simon White, consultant to the Business Environment Working Group, will chair this session.