



## BDS Provider Profiling Form

1. Name of Organization: \_\_\_\_\_
  2. Contact person: \_\_\_\_\_ E-mail: \_\_\_\_\_ Tel: \_\_\_\_\_
  3. Operating since:  less than 1 Year  2-3 years  3-5 years  Above 5 years
  4. Locations of operation: \_\_\_\_\_
- Regions: \_\_\_\_\_
- Districts/Sub-district: \_\_\_\_\_

5. Please check all the kinds of BDS that your organization has provided to its beneficiaries/clients/ small and medium enterprises (SMEs).

<b>1. Market access</b>	<input type="checkbox"/> Market research <input type="checkbox"/> information Trade fairs <input type="checkbox"/> Product exhibitions	<input type="checkbox"/> Advertising <input type="checkbox"/> Packaging <input type="checkbox"/> Marketing trips and meeting <input type="checkbox"/> Subcontracting and outsourcing, etc.
<b>2. Infrastructure</b>	<input type="checkbox"/> Storage & warehousing <input type="checkbox"/> Transport and delivery <input type="checkbox"/> Business incubators	<input type="checkbox"/> Internet <input type="checkbox"/> Access Computer & secretarial services etc. <input type="checkbox"/> Telecommunications
<b>3. Policy and advocacy</b>	<input type="checkbox"/> Training policy advocacy <input type="checkbox"/> Analysis of policy constraints and opportunities	<input type="checkbox"/> Direct advocacy on behalf of MSMEs <input type="checkbox"/> Sponsorship of conferences <input type="checkbox"/> Policy studies, etc.
<b>4. Input supply</b>	<input type="checkbox"/> Linking SMEs to input suppliers <input type="checkbox"/> Improving suppliers' capacity to deliver quality inputs	<input type="checkbox"/> Facilitating establishment of bulk buying groups <input type="checkbox"/> Information on input supply sources, etc.

<b>5. Trainee and technical assistance</b>	<input type="checkbox"/> Mentoring <input type="checkbox"/> Feasibility studies <input type="checkbox"/> Business plans <input type="checkbox"/> Franchising <input type="checkbox"/> Management training	<input type="checkbox"/> Counseling/advisory services <input type="checkbox"/> Legal services <input type="checkbox"/> Financial and tax advice <input type="checkbox"/> Accountancy and bookkeeping <input type="checkbox"/> Technical training, etc.
<b>6. Technology and product development</b>	<input type="checkbox"/> Technology transfer/commercialization <input type="checkbox"/> Linking SMEs and technology supplier	<input type="checkbox"/> Facilitating technology procurement <input type="checkbox"/> Quality assurance programmes <input type="checkbox"/> Design services, etc.
<b>7. Alternative financing mechanisms</b>	<input type="checkbox"/> Factoring companies providing capital for confirmed orders <input type="checkbox"/> Equity financing	<input type="checkbox"/> Facilitating supplier credit <input type="checkbox"/> Equipment leasing and rental ,etc.

6. a) When is the last time you provided a service?

- Within this month  last 2-3 months  4-5 months ago  5-12 months ago  A year and above

7b) what kind of BDS did you provide (specify)?

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7. List 3 other Business Services that you would want to add to your list of BDS service

- i) \_\_\_\_\_
- ii) \_\_\_\_\_
- iii) \_\_\_\_\_

8. List which sector or sectors you are focusing on?

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9. What is the total estimated number of SME clients you have supported since operation?

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10. Please indicate the last 5 businesses you have provided BDS service to for the last 2 years.

<i>Sector/Industry</i>	<i>Type of business supported</i>	<i>Estimated # of hours/days supported,</i>	<i>Type of support/service provided</i>	<i>Estimated fees per day/hour spent.</i>	<i>Any remarks;</i>

11. How many employees in your firm are directly involved in provision of Business Development Services

- 1  2-5  5-10  10-20  More than 20

12. What are the main challenges that Somali BDS providers are facing

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13. Please send us the following attachments?
- a. Brief company profile
  - b. Registration (in case available)
  - c. Your CV ( for individual consultants)