

Management Training Programme



EU funded Project
"Management Training
Programme (**MTP**) as a
**platform to do business in
Uzbekistan**"

Stockholm, 14 April 2016





Project Funding



**The MTP project is
funded by the
European Union**

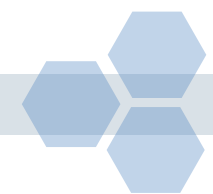




The Consortium



The MTP Project is been implementing by a consortium, led by European Profiles S.A., Greece.





Beneficiaries & Partners



The Chamber of Commerce and Industry of the Republic of Uzbekistan is the primary beneficiary of the project, undertaking the role of project partner and contributing to implementation through provision of in-kind logistical, technical support and training facilities.

Other local Business Support Organizations are beneficiaries of the project as well.





The objective



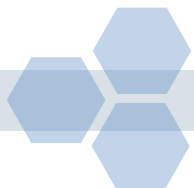
The specific objective of the project:

to increase the stock of qualified and competent entrepreneurs and managers

who are able to effectively start up and manage local SMEs and ensure their sustainable development in a long-term perspective.



**Management
Training
Programme**



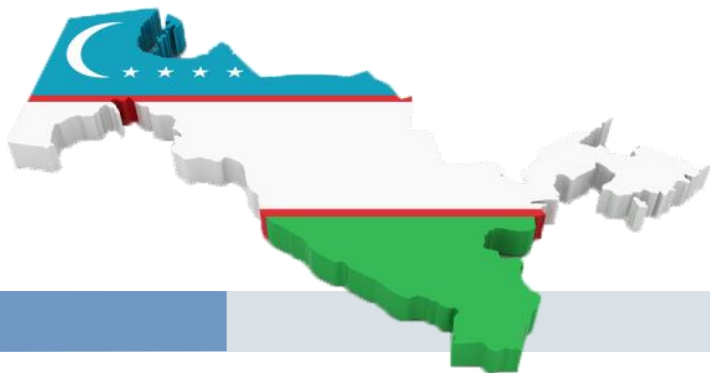


Internships in EU companies



Component 1

**Training of managers from
Uzbekistan through
internships in EU countries**





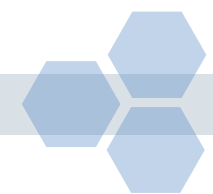
Component 1 GOALS



The aim of MTP internships is to increase the management skills of Uzbek managers.

This is achieved by providing conditions for managers to

- ✓ learn about modern European management methods
- ✓ exchange experience with their EU colleagues;
- ✓ build up business cooperation with EU partners.





Component 1 Target Groups



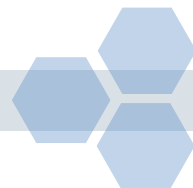
Internships and trainings are offered to:



Uzbek managers and entrepreneurs from SMEs;



Uzbek experts from Business Support Organizations (BSOs).



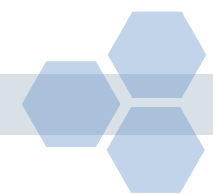


Main Components



Component 2

**Local capacity building
through the
“Train the Trainers”
programme**



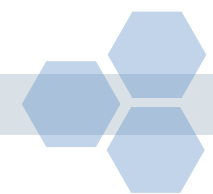


Component 2 Target Groups



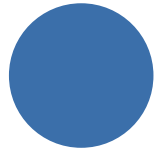
Capacity building through the “Train the Trainers (ToT)” programme is offered to:

- experts from CCIU and other Uzbek BSOs;
- freelance trainers and consultants.

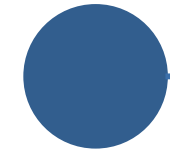




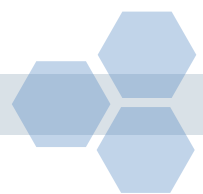
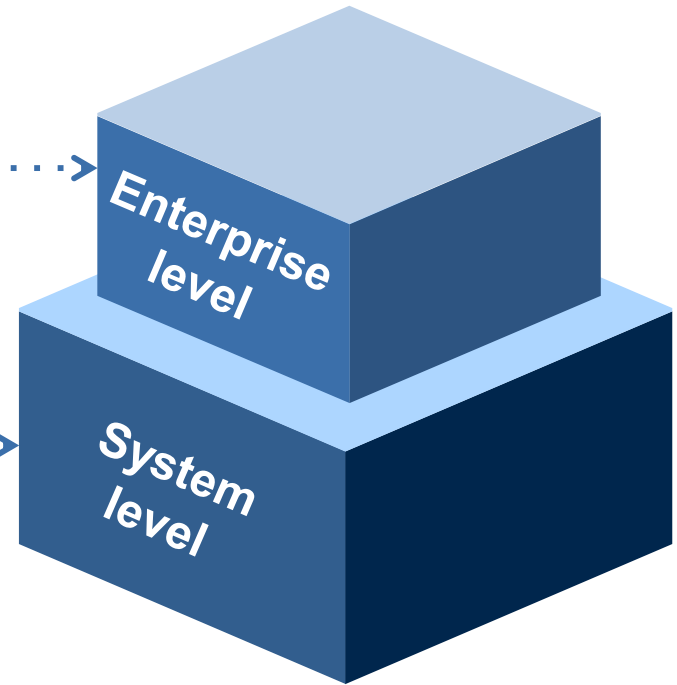
Two-fold Intervention



Development of agents of change



Ensuring sustainability of change





What has been done



Identification of Sectors, Criteria for applicants, Revisions of Criteria

5 Calls for Applications of SME managers, 4 selection – evaluation procedures;

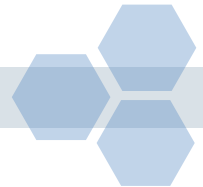
1 Call for Applications of BSO experts, 1 selection – evaluation procedure



19 outreach events in Tashkent and Regions, Participation in 8 Business Exhibitions

Leaflets, Banners, Stands other promotion materials

60 Public announcements in central and regional newspapers, 33 websites, 13 TV & 3 radio interviews

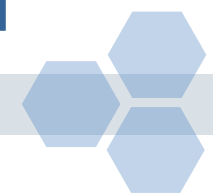




Selection Process



- 1 22 eligible sectors (17 manufacturing, Construction, IT, Transport, Logistics, Tourism, Consulting)
- 2 SME and SME Managers Eligible Criteria;
- 3 Call for Applications;
- 4 Selection Panel;
- 5 Quality of Applications, Documents, Shortlisting;
- 6 Interviews;
- 7 Selected Candidates;





Selection Procedure – Internships Eligible Sectors



1

Agriculture (animal, poultry and fish farming)

2

Manufacture of food products and beverages, including fruit and vegetable processing and including wine production based on local natural raw material (Except strong alcoholic beverages, beer and ethyl alcohol)

3

Clothing manufacturing (accessories, textile, etc)

4

Manufacture of leather products

5

Manufacture of chemicals and chemical products





Selection Procedure – Internships Eligible Sectors



6

Manufacture of rubber and plastic products

7

Manufacture of machinery and equipment n.e.c.

8

Manufacture of computer, electrical and optical products, including, according to smart house (or home)

9

Manufacture of electrical machinery and equipment

10

Manufacture of radio, television and communication equipment and apparatus





Selection Procedure – Internships Eligible Sectors



11 | Manufacture of motor vehicles, trailers and semi-trailers

12 | Manufacture of other transport equipment

13 | Manufacture of furniture

14 | Recycling

15 | Manufacture of construction materials

16 | Pharmaceuticals





Selection Procedure – Internships Eligible Sectors



17 | Alternative energy sources (biogas, solar and wind energy)

18 | Transport, storage and logistics, Tourism Agencies

19 | Information technologies

20 | Engineering and architecture

21 | Construction





Internships



525

Applications of SME managers and 48
Applications of BSO experts received

136

110 SME managers & 26 BSO experts selected

52

internships completed

4

undergoing internships

79

internships will be completed till December
2016





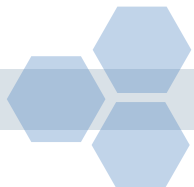
When and for how long?



...till the end of 2016



The duration of internships is from 2 to 4 weeks.





Cost of Participation



Participation in the training activities and internships of this MTP Project is free of charge for all participants.

All expenses related to travel costs*, accommodation in EU countries, visas and insurance of interns are covered by the MTP Project.

***Apart from 400 Euros to be paid by participants**





Internships promotion and networking

What has been done

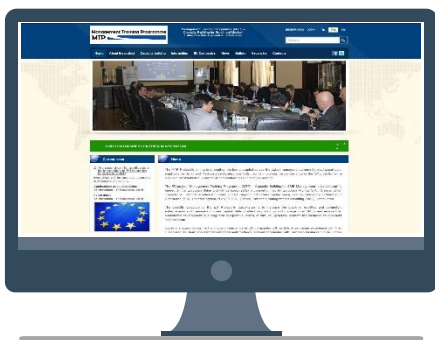


Hundreds of individual consultations with managers and businessmen

Open meetings with the commercial officers of EU member states embassies to Uzbekistan

15 promotion events and informative seminars in 11 EU countries (SK, UK, FR, GR, LV, PL, IT, HU, ES, LT, EE) for 573 representatives of EU companies

4 Preparatory trainings for the selected managers



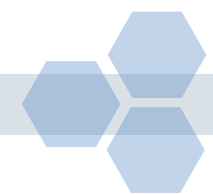
www.mtpeu.uz	(retrieved 16/02/2016 10:00)
Pages views	144,296
Visits	41,918
facebook.com/mtpeu	
likes	2,472





**How the EU funded MTP project
in Uzbekistan can assist the
EU companies?**

**How the EU funded MTP project
in Uzbekistan can assist the
Swedish companies?**

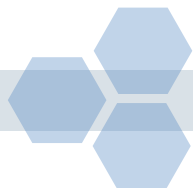




MTP Project-Uzbek Managers-EU Companies



- ❖ **MTP Project** with **high skilled** local **staff** and experts from EU operates in Uzbekistan and it is located in the CCI of Uzbekistan.
- ❖ **Selected Uzbek** managers by MTP for business internships in EU companies are usually the **most successful managers** from the most perspective companies in Uzbekistan.
- ❖ EU potential host companies interested in doing business in Uzbekistan can **ask MTP Project to select Uzbek managers/interns for them.**





Business Internships' benefits

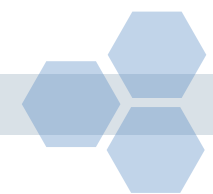


..... Internships often lead to something more!



Uzbek managers during internships, they are ready to develop business cooperation in terms of

- ❖ **buying new technologies/equipment,**
- ❖ **import to Uzbekistan, export of products and services,**
- ❖ **subcontracting in manufacturing, construction and provision of services.**

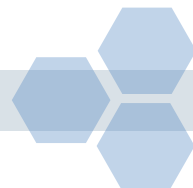




What are the actual benefits for Swedish Companies?



- ❖ Swedish companies interested to expand their business in Uzbekistan and Central Asia countries have the opportunity through internships to
 - work with managers from Uzbekistan
 - teach them management and sales techniques, technological aspects of their products
 - Have first-hand information and guidance through MTP interns regarding the business opportunities, investment potential, other important details about Uzbekistan and Central Asia markets and more concrete information about your business sector in Uzbekistan (current situation, trends of development, competition etc.);
- ❖ By hosting a manager from Uzbekistan means you hire a **business consultant** but at no cost to your company.
- ❖ Uzbek managers become familiar with your business and can **represent your company** in Uzbekistan and Central Asia.



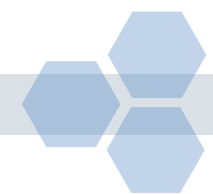


What are the actual benefits for Swedish Companies?



- ❖ By hosting managers from Uzbekistan, you **build network and strong business partnerships and gain mutual trust** which is the most significant aspect of business in Uzbekistan and Central Asia.
 - ❖ Excellent chance to **open a new emerging market** for your goods and services and access to another Central Asia markets **via existing networks of the partner company** (from which the intern comes) in Uzbekistan;
 - ❖ Discuss the possibilities of cooperation by creating **bilateral business**, export , import and investment opportunities, potential for joint manufacturing, subcontracting and other projects.
-and **Your** possible future **partner is familiar with** the management of **your business**;

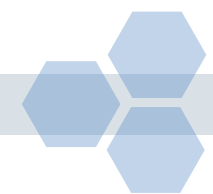
PARTNERS





Internships – Results

Selected MTP Interns by Sector of economy

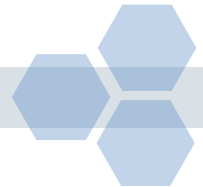
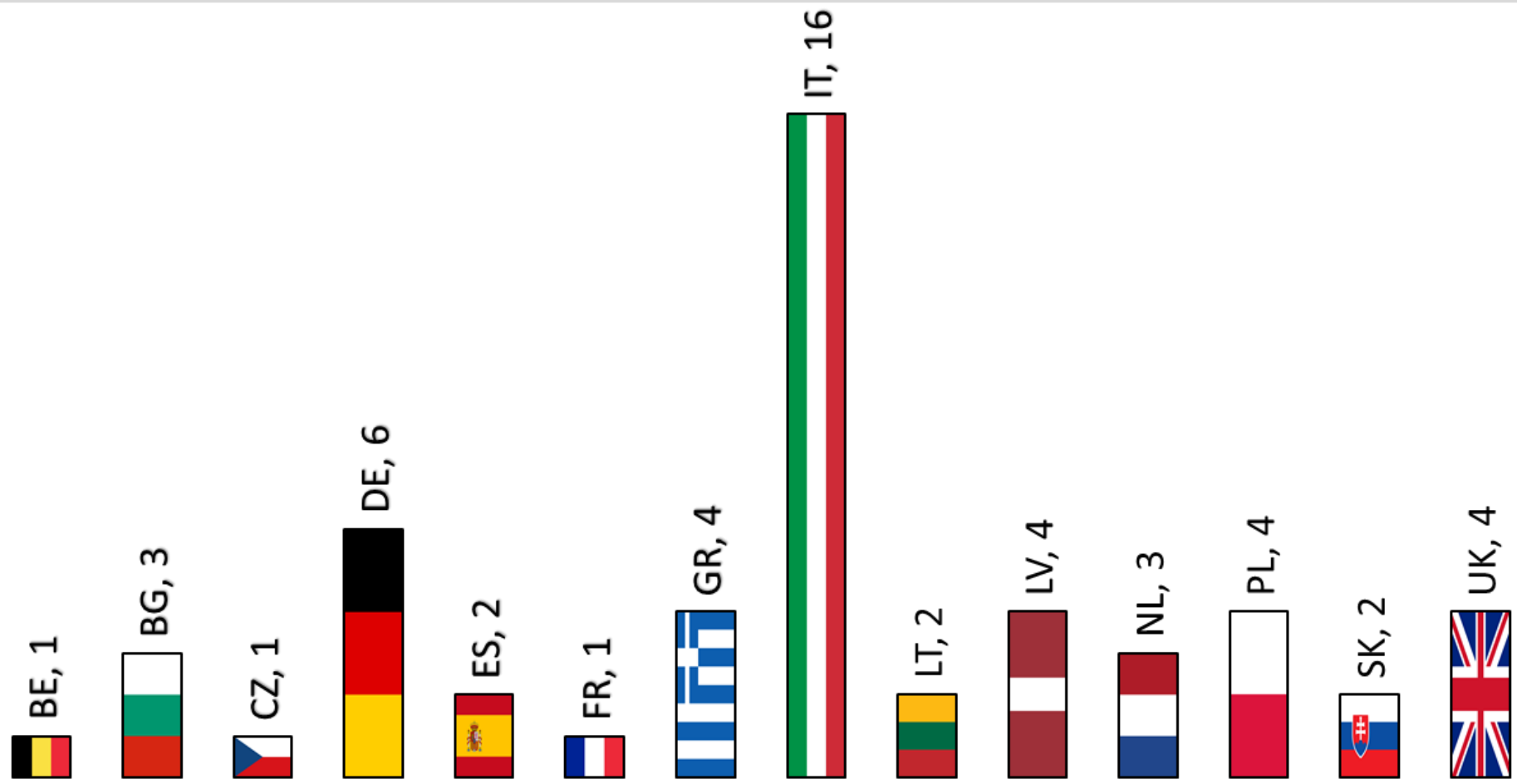




Internships by EU member states



Completed internships of SME managers and BSO by country





MTP project as a platform to expand your business

MTP project in Uzbekistan is a platform to expand your business in Uzbekistan and Central Asia.





Internships – Results



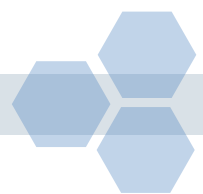
“TurkSib Magistral” has a strong partner in Czech Republic, adopted new management methods and reorganised completely his Logistics Company



“ Chirchik Kommunal Servis“
With the help of MTP project reached agreement with Latvian company “Grandeg” on establishment of new Joint Venture in Uzbekistan



The chemical production company “Barakat Cipro” established a representative office in Turin.





Internships – Results

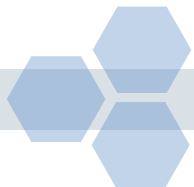


Zero Soft Service, software company, started 2 joint projects, and made long-term agreement for cooperation (Maviance GmbH - DE)

SMART ENGINEERING LLC became subcontractor with host company, finished 1 project, and received more than 5 orders for this year (BDW Feed mill systems GmbH - DE).

Remstroy dorkomplekt – Protagoras ATE (GR)

Business Standard - KNS Leasing (FR)





Indira Isaeva



Post Internship Achievements:

- ❖ Have worked together with an Italian designer certified by the Italian Tailoring Academy on an Italian-Uzbek collaborative collection;
- ❖ March 2016 the Italian partner arrived in Uzbekistan and organised a common design fashion presentation;
- ❖ New Italian method tailoring implemented in local production process;
- ❖ The partners planned to participate in the fashion week in New York;



SEZIONI

EDIZIONI

Cerca...

Vittoria Siletti e Francesco Ferraioli impeccabiliAi Naziona...

Don Carlo Sala va in pensione Era a Crocemosso da 45 anni

Nicholas Zaramella in tv impegnato nella sfida di «Amici»

Villa Frassati, sul posteggio ha vinto il "fronte del no"

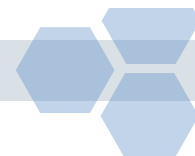
"Senza Pierich sarà dura ma le risorse non mancano"

In città per scoprire i segreti dell'alta moda. Full immersion in sartoria per la stilista uzbeka

A red advertisement for Vodafone e.box. It features the Vodafone logo and the text "Vodafone e.box a partire da euro 29,90". Below this, it says "Tutto in un'unica soluzione per chi ha La Partita IVA." There is an image of a red gift box with the e.box logo and a ribbon. At the bottom right, it says "Scegli e.box >".

LA STAMPA CON TE DOVE E QUANDO VUOI

E-mail





Paluaniyaz Pirniyazov

Director | Solar Energy Products

Post Internship Achievements:

- ❖ Long term cooperation with EU companies on Renewable Energy
- ❖ Possibility to expand scope of activity of company on other Renewable Energy technologies





Abduvaliev Sherzod

Head Manager | Olmos Blok



Post Internship Achievements:

- ❖ Implementation of new electronic method of management and control;
- ❖ Establishment of e-market for goods to be sold over the internet.





Rovshanbek Ubaydullaev

General Manager | Business Standard



Post Internship Achievements:

- ❖ Business cooperation agreements in consulting of medical equipment;
- ❖ New business contacts and solid network, as well as partnership arrangements with France and Georgia.





Otabek Askarov

Co-Founder Zero | Soft Service

Post Internship Achievements:

- ❖ Better communication between the company and clients;
- ❖ Implementation of advanced IT platforms;
- ❖ Considerable increase of client base.





Azamdjon Babakhodjaev

Director of Development | Rem Stroy Dor Komplekt



Post Internship Achievements:

- ❖ Business expansion prospective in existing and new areas such as pharmaceuticals, advanced technology and road infrastructure;
- ❖ Possible investment projects in tourism between Uzbekistan and the host country.





Dilshod Juraev

Managing Director | Smart Engineering



Post Internship Achievements:

- ❖ Partnership agreement with the host company and 5 new projects for installation and implementation of production facilities;
- ❖ Cooperation in sales of equipment produced by the host company.





Rakhimjon Khakimov

Managing Director International Certification Body "Management Certification"



Post Internship Achievements:

- ❖ Working in close partnership with world leading consultancy company in such areas as mining, oil & gas and petrochemicals;
- ❖ Implementation of new investment projects with international corporate banks;

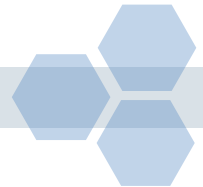


March 4, 2016
Wyndham Tashkent

International Management Conference

ISO standards in developing investment potential of the Republic of Uzbekistan.

New requirements of ISO (ISO 9001, ISO 50001, OHSAS 18001, ISO 14001) and its implementation.





MTP plans



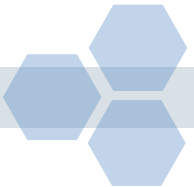
Continue to build up networks among CCIU & EU Chambers

21 internships to be completed for **BSO** managers

58 internships to be completed for **SME** managers in EU companies

Continue to build up business partnerships between Uzbek managers / companies and EU companies

.....till February 2017.





**Thank you for your attention!!!
Questions?**

