

MINISTRY OF INDUSTRY AND TRADE



YOUTH ENTREPRENEURSHIP CONFERENCE Promoting Job Growth in Africa

Double-Tree by Hilton Hotel, Dar es Salaam - Tanzania

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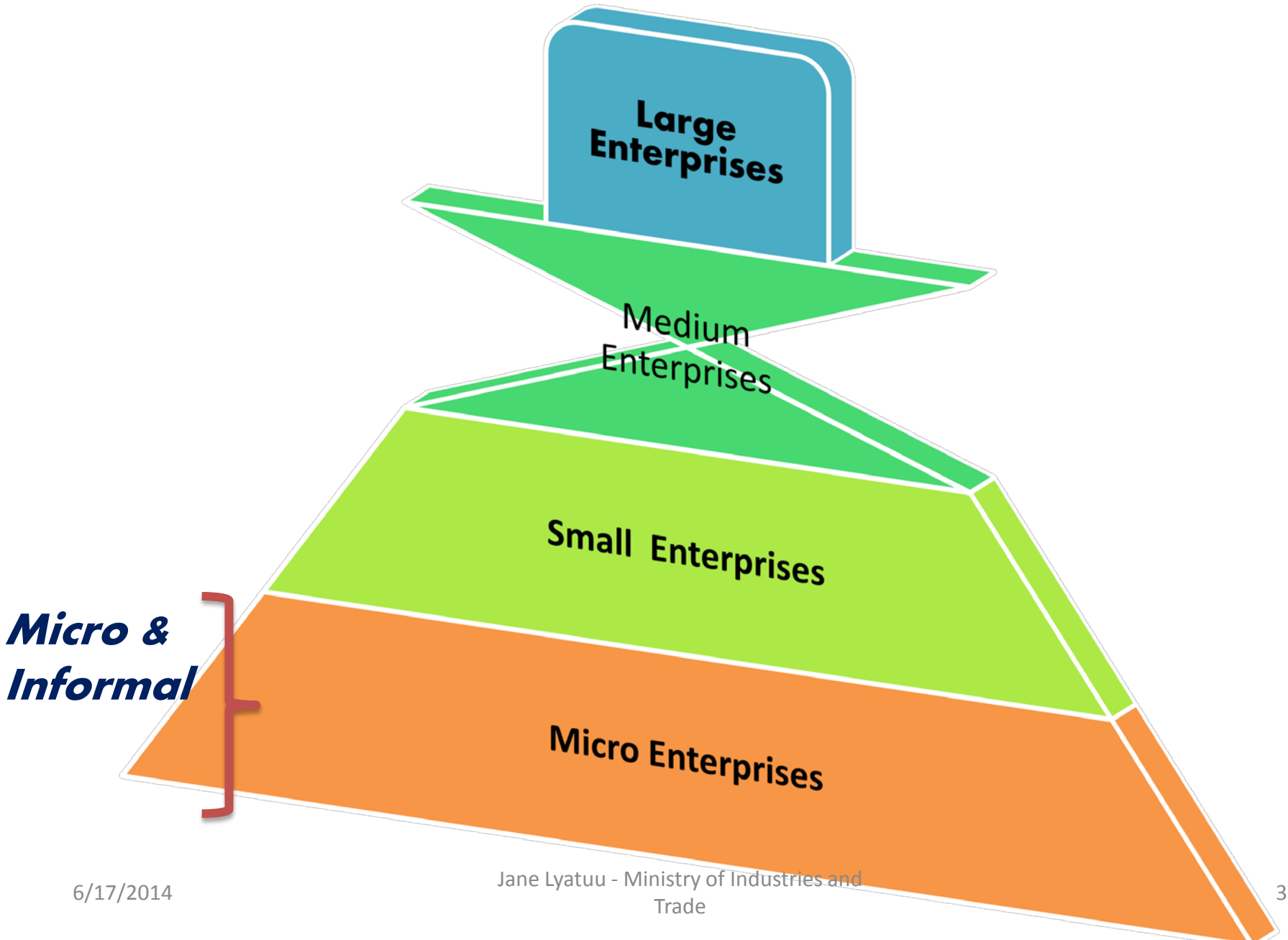
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INTRODUCTION

While the demand for distinctive high quality products and services in the consumer markets is increasing ...No fairness in sharing of property, earnings and information within the whole value chain. At the same time production and productivity is below expectation, partly, due to complications in business or the low price given to VC -ACTORS. This may as well discourage youth participation.

SME SECTOR'S GROWTH OUTLOOK



Other Challenges Facing Youth Entrepreneurs

- Lack of confidence
- Majority have no property
- Some are illiterate especially in rural areas
- Difficulties in managing business & human resources
- Low quality & productivity of products/services make them unable to compete locally and outside

Challenge Cont.

- **Low Business linkage due to weak Networks/ Associations of youth entrepreneurs**
- **Some policies and programs are Neutral/blind or insensitive to youth.**
- **No age segregated data**
- **Prioritization do not consider dynamic business environment**
- **No access to long term loans**
- **Weak access to VC and BDSs**
- **No clear coordination of existing programs**

Challenges when it comes to global value chains

- **Certified Seeds and other inputs**
- **Contract farming**
- **Quality standards, Weight and measures**
- **Storage facilities**
- **Packaging, Labeling & Bar-Code**
- **Trade Marks & Service Marks**
- **Buzz Registration, licensing and ROO**
- **Shipment and Transportation issues**

WHAT IS GOING ON AT MIT

Tanzania SME sector is dominated by micro and small scale enterprises. The large part of Micro enterprises is informal. The enterprises ESPECIALLY IN MANUFACTURING are confronted with high cost of production due to disorganized working sites and layout of factories; Poor handling of material; poor control of waste & defects; insensitivity to environmental control; under- utilization of working space, machines and workers. The operators in this sub-sector are facing problem in business management, marketing and price control. They are also, weak in record keeping. All these made it necessary for the country to adopt KAIZEN IDEA The idea is articulating on continuous improvement of quality and productivity.

Achievement in KAIZEN Implementation

- The TKU is now in place
- KAIZEN MASTER TRAINERS are in place
- We are now practicing the idea in few pilot enterprises so that they become role model

This is calling for collaborators to disseminate KAIZEN idea country –wide so that to improve productivity and competitiveness of business sector. We have started with manufacturing industries but later on the service sector will follow

Opportunities in Manufacturing

- There is a big potential in agriculture sector and agro-processing industries
- With improvement in value addition and relevant systems, it can increase agriculture production and productivity in a way of availing products for domestic and export markets. Thus, create sustainable jobs for all actors in the chains. Market potential exists and so does the political will
- With forthcoming plans for creating enabling environment then, all the key players will increase participation to value chains and benefiting from the same.

Other Efforts in SME Development

- Government Policies aiming at creating enabling environment
 - Plan are under way to review the SME Development Policy
 - National IP policy concurrently with its implementation strategy are in the final stages of formulation.
- There are on going programs with a focus on:
 - Development of Infrastructure i.e. Cluster; Training Cum Production centers etc.
 - Training on entrepreneurship development skills
 - Relaxation of business regulations,
 - Improving SME financing,
 - Improving access to **Technology**, information and market
 - Capacitating providers of Non Financial BDS
 - Capacitating associations entrepreneurs & networking

Conclusion

With smart PPP and continuous improvement of delivery methods / operations both in supply and demand sides, for win-win sit'.

**THANKS FOR YOUR
LISTENING**

