



# Assistance to Lebanese SMEs





# BACKGROUND



ELCIM (Euro-Lebanese center for Industrial Modernization) is an EU established and co-funded non-profit organization since 2001

- First phase (2001-2004): Started as a PMU located in the building of the CCIAB
- Second phase (2005-August 2008): Elcim was Hosted at IRI with a Lebanese director, assisted by a specialized technical team, financed by the EU.

At present: ELCIM is an independent, self sustainable entity integrated within IRI





# SCOPE



ELCIM is a business advisory center providing technical assistance services to industrial SMEs, covering practically all sectors of the Lebanese industry; with a special focus on four specific sectors. It has basically two main objectives:

- 1- Upgrading business performance of SMEs, and
- 2- Supporting the access to long-term financing resources





# ACHIEVEMENTS



ELCIM achievements since 2005:

- About 300 individual business improvement activities were implemented, of which:
  - 38 companies in quality management
  - 190 in financial support, including feasibility studies and financial loan applications
  - 28 production related activities
  - 21 Energy saving activities, etc.

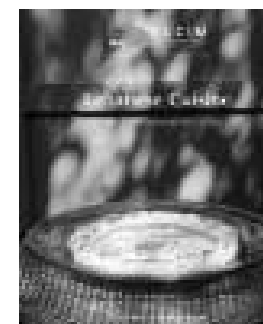




# Achievements



- Over 1 400 persons have attended training workshops
- Assistance in the creation of the "Lebanese wine Institute"
- Supporting Lebanese Agro-food exporters food through the promotion of the concept of the "Lebanese Cuisine"





# Background



- Assistance in the creation of the Lebanese Franchising Association (LFA).
- Establishment of 'Lebanon softshore' as a market access organization for the IT sector in Lebanon.

Organizing the Lebanese pavilion in 3 major international fairs: Birmingham (UK), Valencia (Spain) and Anuga (Germany).





# Partners



- Industry Research Institute (IRI)
- CAS (Chambers, Associations and Syndicates)
- Other BDCs
- Several Universities.





# ACTIVITIES



In the past: ELCIM provided co-financed service to SMEs, through the EU funding, within a very wide scope of activities without any practical sector restrictions

Today: The policy of ELCIM is to focus on activities with a relatively higher value addition and on sectors that have shown a larger need for consultancy services





# ACTIVITIES



ELCIM in 2008/2009 is focusing its activities to cover the following:

## Business assessments

- Food advisory services in the form of direct technical assistance to SMEs and guidance to the Agro-food sector in the following topics:
- New product development and food preservation





# ACTIVITIES



- Compliance with national and international norms and regulations
- Quality management
- Food packaging and labeling
- Technical support for food companies exporting to developed countries



# ACTIVITES



- Provide technical assistance to IT related to Market access. The assistance is provided through an ELCIM-managed organization, "Lebanon softshore", whose role is to facilitate access to International projects based on the existing technical synergies between its members
- Assist access of SMEs to long-term loans





# ACTIVITIES



Organize Training workshops to SMEs in the following fields:

- Finance
- IT
- Food safety
- Production
- R&D





# TYPE OF IMPLEMENTATION



ELCIM Activities are of two categories:

- 1- Individual, directed towards one company  
or
- 2- directed to a group of companies, towards one industrial sector or one major topic.

The mechanism of application slightly differs between the two categories



# The ELCIM Approach



For individual activities:

## Step 1

- Conducting needs assessment studies: Obtain a clear idea on the companies' needs and vision
- Organizing customized awareness workshops
- Performing direct Business diagnosis or Business assessment for the individual SMEs



# The ELCIM Approach



## Step 2

- Preparation of an action plan by the ELCIM team which consists of one or several activities which can contribute to the improvement of the company performance in one or several aspects of the manufacturing process



# The ELCIM Approach



- Verbal Agreement between ELCIM and the SME on the plan or activity
- Preparation of the technical specifications for the activity; this includes:



# The ELCIM Approach



- The expected results from the assignment
- The type and level of expertise required
- The duration of the assignment
- The detailed activities to be performed by the expert during the assignment
- A cost estimate of the assignment calculated on a Man/day basis



# The ELCIM Approach



## Step 3

- Obtain a written approval and a letter of commitment from the Company management on the technical specifications as well as the amount to be paid by the company.
- Prepare Terms of reference for the activity and consequently mobilize the expert (s)



# The ELCIM Approach



Group activities:



Step 1: Same as for individual activities, except that the assessment is conducted for a group of companies through individual visits, or usually specialized workshops.



# The ELCIM Approach



Step2: The approval is given by the group of companies on an individual basis or through a representing body, such as syndicate or association

Step3: The cost of the activity is divided among the participants according to relevant criteria. The financial commitment of the company is requested on an individual basis.



For your inquiries please do not hesitate to contact us:

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