

Global Business Network (GBN) Programme

Your Partner for Development Cooperation

Why work with the private sector?

The Sustainable Development Goals (SDGs) can be achieved only if the private sector is actively involved in the process of finding solutions. This is one of Agenda 2030's main conclusions. German development cooperation has steadily increased its efforts to integrate private sector engagement into its work. Foreign private investment and entrepreneurial engagement can stimulate the growth of local businesses and boost their integration into the global economy. A thriving local private sector creates new jobs, generates additional income and promotes innovation. It also complements public and development initiatives to advance sustainable economic and social development.

Cooperation with international business partners is key to the success of local businesses in developing countries as they often face numerous challenges, such as weak governance, hindering frame conditions or a lack of capital and know-how. It opens up new business opportunities, fosters technology transfer and knowledge exchange. But most importantly, it increases access to financial resources. For German and European businesses, the environment for doing business and the sociocultural setting in many developing countries seem difficult to assess. Hence, they often hesitate to enter these new markets.

Connecting development cooperation and the private sector

The Global Business Network (GBN) Programme aims to enhance cooperation between local, German and European businesses and development cooperation. It provides and processes information relevant to investors and develops new and tailored approaches for cooperation. The GBN Programme is a global programme designed to boost economic activity in developing countries and successfully link entrepreneurial spirit as well as sustainable economic and social development.

Project summary

Project title	Global Business Network (GBN) Programme
Commissioned by	German Federal Ministry for Economic Cooperation and Development (BMZ)
Objective	Enhancing cooperation between local and German/European businesses and institutions in selected partner countries
Country	Selected countries in Africa and Asia
Term	April 2017 to December 2020

Special attention is paid to developing relevant industries, such as food processing, energy, water, renewable energies, medical technology, as well as information and communication technology. Cooperation with the private sector is one of the programme's core focuses. The GBN Programme therefore aims to design and establish new cooperation approaches with German and European businesses that will consolidate local businesses and create new jobs and additional income. It also promotes increased involvement by businesses within German development cooperation. It reflects the priority the German Government attaches to promoting development partnerships and cooperation with Germany's private sector in developing countries. The programme will advise German development cooperation stakeholders and existing programmes on increased integration of entrepreneurial involvement in development initiatives.



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How the GBN Programme works

To achieve these goals, Business & Cooperation Desks are being set up in selected countries in Africa and Asia. The focus is on countries, which are not yet covered by German foreign trade institutions and/or show great potential for cooperation with the private sector. The Business & Cooperation Desks are managed by GBN coordinators. They work closely with German Chamber of Commerce Abroad (AHK) regional offices and, where possible, cooperate with bilateral trade associations. The division of work between the GBN coordinators and the AHK regional coordinators is the core of the programme. The Business & Cooperation Desks provide the following key services:

For companies:

- Providing information, advice and guidance for local, German and European businesses on how to cooperate with development cooperation.
- Supporting new approaches and ideas of local, German and European businesses and develop them into projects.
- Building sustainable networks between the private sector and development cooperation.

For projects of GIZ:

- Providing individual advice and guidance to the GIZ projects in the partner countries on new approaches and instruments regarding private sector cooperation.

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Registered offices
Bonn and Eschborn, Germany

Dag-Hammarskjöld-Weg 1-5
65760 Eschborn, Germany
T +49 61 96 79-0
F +49 61 96 79-11 15
E info@giz.de
I www.giz.de

Programme/project description:

Global Business Network Programme

Responsible:

Linda Schraml
E linda-schraml@giz.de

- Support the projects with handling inquiries from the private sector and establish contact to the AHK-Network.
- Utilize know-how and regional expertise of the development cooperation for private sector initiatives.

Business & Cooperation Desks are established in Cambodia, Cameroon, Côte d'Ivoire, Ethiopia, Namibia, Rwanda, Senegal and Uganda.

Other implementation partners

Additional project partners are the various stakeholders of German development cooperation and economic and foreign trade promotion, among them the develoPPP.de Programme (DEG and GIZ), Germany Trade and Invest (GTAI), KfW/DEG, country associations (notably the German-African Business Association) and the Senior Expert Service (SES).

The GBN is part of a cooperation network that also includes the EZ-Scout and ExperTS Programme. EZ-Scouts advise host institutions, such as regional and business associations and Chambers of Commerce and Industry and their members in Germany, on entrepreneurial engagement in developing countries. The ExperTS Programme promotes sustainable business practices around the world. Working at German Chambers of Commerce Abroad and Delegations of German Industry and Commerce, the ExperTS advise local, German and European companies on development policy issues.



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www.bmz.de/gbn

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