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The West Africa Competitiveness Programme aims to support a number of selected value chains at national and regional level to promote structural transformation and better access to regional and international markets, while taking into account social and environmental concerns. The WACOMP consists of one regional component and sixteen national components (15 ECOWAS Member States and Mauritania).



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### Dear readers,

A year and a half ago, the World Health Organization (WHO) declared the global pandemic which persists to date.

One challenge, however, should not divert from efforts to overcome other developmental challenges. Obstacles many developing country SMEs face when competing in the international market place as well as the need for better value chain integration ensuring better compliance with international standards, remain a big challenge in the West African region.

For this reason, we are delighted that, notwithstanding the challenges faced during the past months, the West Africa Competitiveness Programme (WACOMP) funded by the European Union (EU) is progressing in its implementation, reaching important results. Thanks to the cooperation with the Economic Community of West African States (ECOWAS), the West African Economic and Monetary Union (UEMOA) and other important partners, fruitful collaborations were critical to WACOMP delivering results.

Through long and enduring months, the WACOMP has tracked the development of COVID-19 and its impact on its project activities. Today, we mark the milestone with a set of new achievements that look ahead with considerable optimism to the second year of the pandemic.

The great acceleration in the use of technology, digital tools and newly adapted forms of working is likely going to be sustained. The COVID-19 outbreak has created an imperative for the WACOMP to reconfigure its operations—and an opportunity to transform them. The WACOMP proactively responded to the pandemic by re-strategizing and rethinking its approach.

The pandemic is not only changing the way we work, it is also shaping the way we experience learning and communication.

By leveraging the best fit-for-virtual learning design, the WACOMP successfully delivered high-impact training initiatives through the adoption of hybrid models. The pandemic even made it possible for the Programme to hold the first training of its kind delivered by the WACOMP in Guinea-Bissau and expanded to all of the WACOMP components managed by the United Nations Industrial Development Organization (UNIDO). This allowed registering participants coming from nine (9) countries in West Africa – Guinea-Bissau, Republic of Guinea, Ghana, The Gambia, Benin, Burkina Faso, Côte d'Ivoire, Liberia, and Togo.

The coronavirus crisis has clearly highlighted the relevance of UNIDO's mandate and underscored the importance of standards and Quality Infrastructure (QI) for trade, exemplified, for instance, by ensuring the availability and quality of key medical goods.

In light of the need for quality standards, UNIDO's interventions in West Africa - through major technical cooperation programmes such as the WACOMP - , focus on achieving important goals such as: the upgrading of regional and national QI; provide support to small to medium enterprises (SMEs) in the selected value chains; and strengthen institutional bodies to develop, adopt and promote the required national standards in the fight against the virus.

During 2021, the WACOMP helped deliver some important developments by associating UNIDO with new chapters in Senegal and Cabo Verde. In Senegal, a new component aims to tackle the difficulties encountered by Micro, Small and Medium Enterprises (MSME) in a post COVID world. In Cabo Verde, the objective is to safeguard the tourism sector during and after the COVID-19 crisis. In both countries, UNIDO is co-implementing the project with other partner agencies.

In accordance with its mandate to promote inclusive and sustainable industrial development, UNIDO plays an important role among the WACOMP implementing partners for seven national components in Ghana, Guinea, Guinea-Bissau, Sierra Leone, The Gambia, Cabo Verde and Senegal.

Under the coordination of the ECOWAS Commission, UNIDO also ensures the implementation of a regional component, the West Africa Quality Infrastructure Project (WACQIP), in close collaboration with the International Trade Centre.

### This brings UNIDO to a total of eight projects under the WACOMP umbrella.

This newsletter is the second edition of a series of bulletins compiling highlights from the various WACOMP projects implemented with the technical assistance of UNIDO. We hope you enjoy reading its contents and we always welcome your feedback and suggestions for inclusion in future editions.

Happy reading!

Bernard Bau UNIDO WACOMP Project Manager

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UNIDO is the Lead Implementing Agency



Burkina

Faso

UNIDO in collaboration with other Lead Agencies



#### Benin



**Lead ministry**: Ministry of Trade, Industry & Handicraft

Implementing partner: Chamber of commerce

Selected Value Chains: Honey; Cotton; Renewable energy



Amount: €5m

#### Cabo Verde



Amount: €5m

**Lead ministry**: Ministry

of finance

Implementing partner: GIZ **Selected Value Chains:** 

Soya, ICT



**Lead ministry**: Unit (Office of Prime Minister)

Implementing partner: UNDP & UNIDO

**Selected Value Chains: ICT;** Renewable energy; Culture, events & media, tourism & leisure



Côte d'Ivoire



The Gambia



Ghana



#### **Amount**: €9m

Lead ministry: Ministry of Regional Integration

Implementing partner: Chamber of commerce

**Selected Value Chains:** 

Tropical fruits; Cassava; Cashew; Textile & garment; Rubbers & plastics; ICT



Implementing partner: UNIDO, United Purpose

Selected Value Chains: Onion

**Amount**: €9m

Implementing partner: UNIDO

Selected Value Chains:

Cassava & derivatives; Tropical fruits/processed fruits; Cosmetics & personal care products



Guinea



Guinea Bissau



Liberia

**Amount**: €5m

Implementing partner: UNIDO

**Selected Value** Chains: Pineapple Amount: €4m

Implementing partner: UNIDO Selected Value Chains: Mango

**Amount**: €5m

**Selected Value** Chains: Cassava





#### Mauritania



Mali



Niger

Amount: €4m Selected Value Chains: Poultry; Hide & Leather; Gum arabic

Amount: €5.5m Selected Value Chains: Tropical fruits; Cereals Amount: €5m

**Selected Value Chains:** Skin, Hide & Leather



### Nigeria



Senegal



Sierra Leone

**Amount**: €10m

Implementing partner: GIZ

**Selected Value Chains:** Ginger; Tomatoes/pepper; Textiles & garments; Skin, hide

& leather

**Amount:** €8.3m

**Implementing partner**: ITC & UNIDO

Selected Value Chains for the UNIDO component:

Accommodation & restaurants, Transport, Fishing & fish farming, the Pharmaceutical industry, & the Agri-food industry **Amount**: €4.3m

Implementing partner: UNIDO

**Selected Value Chains:**Cassava & derivatives; Cocoa;

Palm oil



Togo

**Amount**: €5m

Implementing partner: GIZ

Selected Value Chains: Pineapple

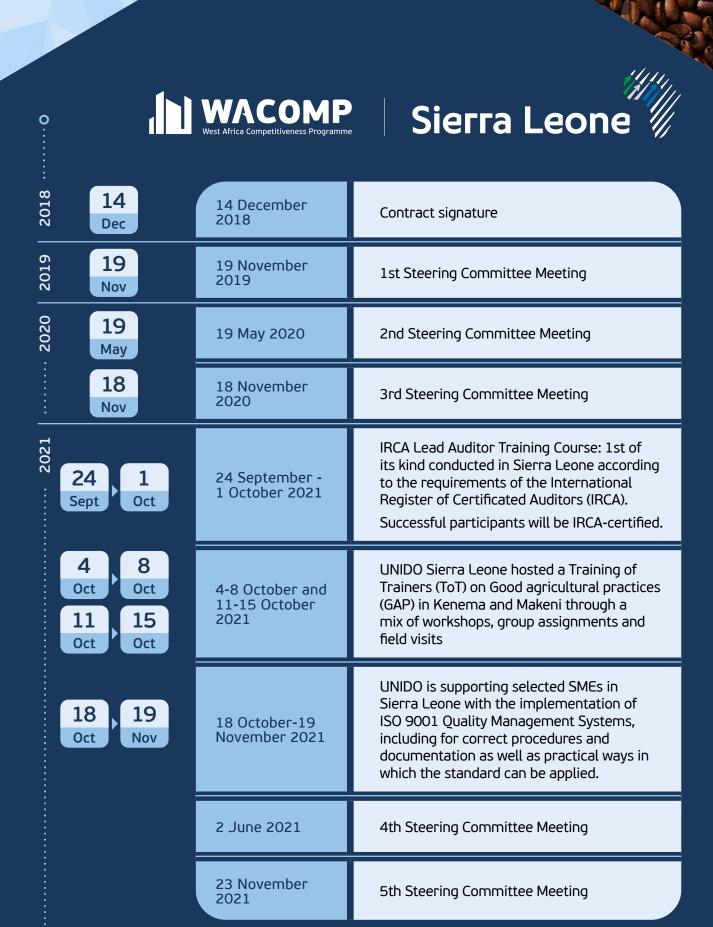




O :: :: :: ::	West Africa Competitiveness and Quality Infrastructure Project  IMPLEMENTED BY UNIDO		
1 Aug	1 August 2018	Contract signature	
29 Oct	29 October 2019	1st Steering Committee Meeting	
9 Apr	9 April 2020	2nd Steering Committee Meeting	
29 Mar	29 March 2021	The WACQIP supported the organisation of the meeting of the ECOWAS Community Committee for Technical Regulation (ECOREG), under the WACOMP	
30 Mar	30 March 2021	Meeting of the Technical Harmonisation Committee 9 (TH9) of the ECOWAS Community Committee for Standardisation (ECOSHAM), under the WACOMP	
12 Mar	12 March 2021	3rd Steering Committee Meeting	
April	April 2021	Certification of thirty (30) SIYB trainers following the delivery of a training to entrepreneurs¹ (by the trainers) physically in the project countries² Commencement of design and development of a regional online Public-Private Partnership (PPP) platform	

 $<sup>^{\</sup>scriptscriptstyle 1}$  Which is the second phase of the full SIYB training development process

<sup>&</sup>lt;sup>2</sup> With the exception of Nigeria, where trainings are conducted online due to the current Covid-19 restrictions in the country

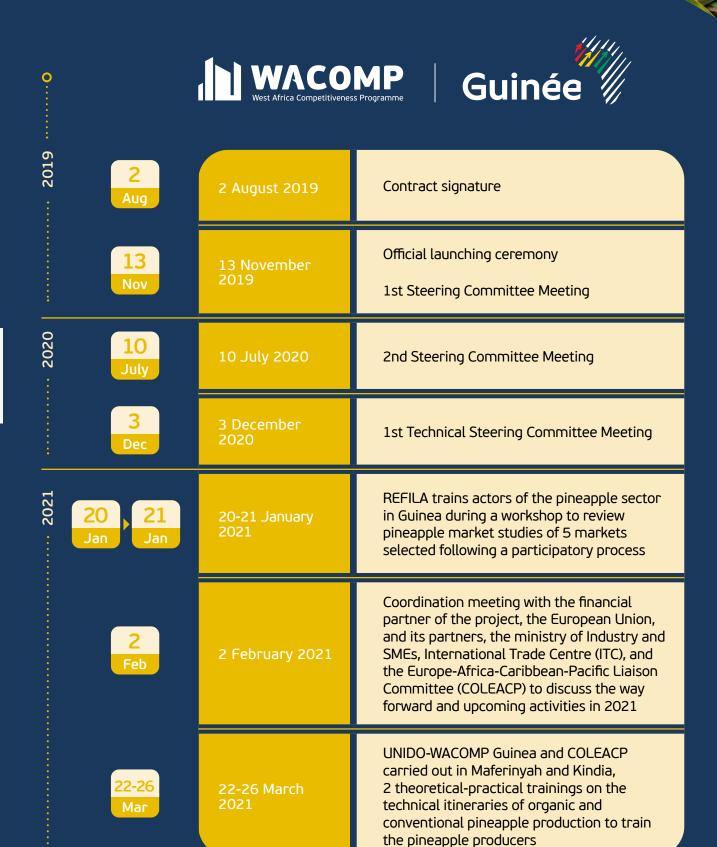


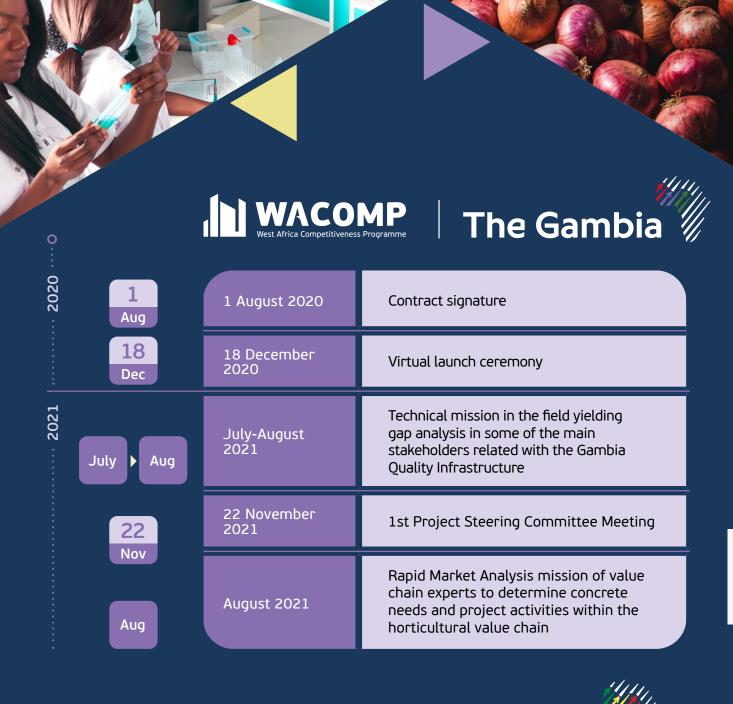






2019	29 Mar	29 March 2019	Launching ceremony Contract signature
	<b>25</b> Sep	25 September 2019	1st Steering Committee Meeting
2020	28 July	28 July 2020	2nd Steering Committee Meeting
2021	10 Mar	10 March 2021	3rd Steering Committee Meeting
	June	June 2021	Showcasing the project best practices during the 1st ever international cassava conference, organized by the Ministry of Industry of the Republic of Angola;  Setup of a national quality resource pool to increase the number of national experts and enhance experts' knowledge on ISO 22 000, ISO 9001, and ISO 22 716.
	Aug	August 2021	Accreditation of the Food and Drugs Authority (FDA) Cosmetics Laboratory according to ISO 17025:2017, covering additional nine (9) parameters of laboratory tests and analysis







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2019	30 Dec	30 December 2019	Contract signature
2020	<b>16</b> Dec	16 December 2020	1st Steering Committee Meeting and official launching ceremony
2021	4 Nov	4 November 2021	Ceremony of delivery of field laboratory equipment. The Ceremony of the delivery of certificates to the Junior Consultants who worked with the partners in the framework of institutional strengthening for five (5) months, was an occasion for the elaboration of seven (7) strategic diagnoses, seven (7) improvement plans and twenty-five (25) project sheets.  2nd Steering Committee Meeting
	June	June 2021	To combat the fruit fly problem in Guinea-Bissau, WACOMP-GB distributes 2000 Fruit Fly Trap to the producers of the three region of Cacheu, Oio and Bafatá.  The initiatives aim to contribute to the creation of local capacities for the production of fruit fly traps, as well as the initial conservation in appropriate boxes, that are essential in any agricultural value chain to reduce post-harvest losses
	23 Sep	23 September 2021	UNIDO launches the Entrepreneur Portal and IDEA App Incubation program on the entrepreneurship day as part of the online solutions under the WACOMP-GB. The Portal aims to disseminate all information related to entrepreneurship in Guinea-Bissau and those operating in this sector or services



2021





31 31 March 2021 Contract signature Mar Training provided to 23 Auditors/ Consultants in GMP and HACCP 2-6 August 2021 Certification Scheme and prepared to Aug Aug assist the pilot enterprises Acquisition of 52 ISO standards to reinforce the normative collection of the 14 August 2021 Aug IGOPI and 10 laboratories in the network Training of 26 technicians from 10 16 August -10 September 2021 laboratories in the islands of Santo Antão, 16 S. Vicente, Sal, Santiago and Fogo on the Aug Sep ISO/IEC 17025:2017 standard 8 October 2021 Closing ceremony Oct





# West Africa Competitiveness and Quality Infrastructure Project (WACQIP)

In view of the WACQIP's COVID-19 response, the WACOMP regional component has successfully supported the drafting, development, and adoption of two ECOWAS standards (ECOSTANDs) on barrier masks for non-sanitary use and hydroalcoholic gels. Thanks to the agile and swift adaptation of working modalities to online solutions, UNIDO project teams managed to efficiently support the overall standardization process, including the

submission to and adoption by the ECOWAS Council of Ministers in less than two (2) months. The adoption of these two harmonized regional standards on barrier masks and hand sanitizers was commended by the ECOWAS Heads of States during their 57th Ordinary Session on 7th September 2020.

The adoption of the two (2) ECOWAS standards will foster consumer protection and health and safety across

the four hundred million citizens of West Africa, including young people and women. These standards will become the benchmark in all fifteen countries in the ECOWAS region and in Mauritania to produce barrier masks for non-sanitary use and hydro-alcoholic hands products and advance regional trade and ensure enhanced safety of these products to the West African consumers.







Ghana

### The WACOMP-Ghana during the COVID-19 pandemic: an update

Since the WHO's pandemic declaration, the WACOMP-Ghana has been innovative and resourceful in the implementation of the Programme's activities. The project undertook a COVID-19 impact survey on

SMEs and thereafter devised a new strategy of supporting SMEs to respond to the pandemic and sustain businesses, supported by research data.



··O https://bit.ly/3Hxjkid

### **COVID-19 Project Implementation Strategy**

Macro level (policy)

VCSC meeting to analyze the impact and respond to COVID-19

Virtual technical meetings

Online survey

Meso level (CAB)

Technical on site and online trainings for laboratories accreditation (FDA and GSA)

Support the roll out and promotion of Relevant Standards (Hand sanitizers) Micro level (SMEs)

**GMP** and **GAPs** Posters and Guides

Online market competitiveness trainings

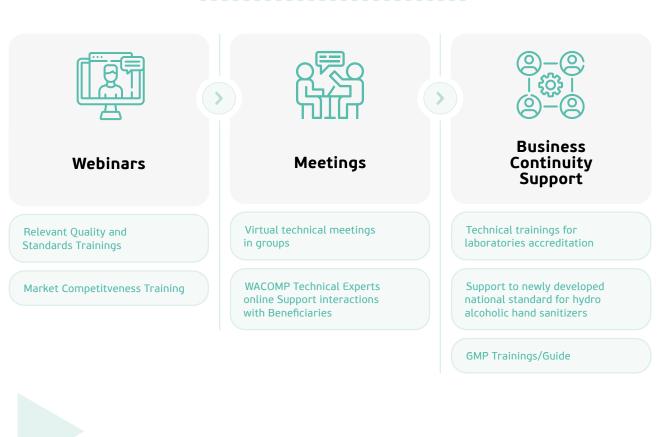
Competition on best COVID-19 response for SMEs

As part of the COVID-19 implementation strategy, special focus has been paid to strengthening private-public dialogue to face the pandemic and defining roadmaps for the three Value Chain Strategic Committees, to support SMEs to be more visible online and to shift towards e-marketing and e-commerce. In view of supporting the National Quality Infrastructure, the project initiated virtual training and coaching to cosmetics laboratories of FDA and GSA to enhance their quality management principles also towards accreditation.

Capacity building was organised for mango farmers on COVID-19 Risks Free Harvesting Procedures, aimed at creating awareness among the farmers on how to avoid contracting the virus and spreading the disease whiles engaged in their productive functions.

To technically support them to easily follow guidelines, pictorial posters as COVID-19 guides for farmers and COVID-19 mango harvesting procedures and a video have been created and were widely disseminated within the targeted clusters.

### **COVID-19 Resilient Roadmap**



### **COVID-19 Harvesting Procedures**



Washing of Hands, sanitizing before harvesting starts. (COVID 19 PROTOCOL)



Check the temperature of harvesters (COVID 19 PROTOCOL)



Check maturity of fruits and align crates to make sure that they are not in contact with the ground surface



Harvest only mature fruits and place gently into crates



Keep social distance during harvesting



De-sapping fruits at the farm level



Harvested fruits for export arrive at the pack house



Removal of stalks on the fruit



De-sapping at the pack house (turn fruits upside down to remove excess sap)



De-sapping takes 15-20mins and then fruits can be washed



Pack clean fruits carefully in crates lined with papers to avoid bruises



Clean fruits are moved to be packed in boxes



Fruits are weighed per box for consistency



Boxes are stack and packaged on palettes ready for export



### COVID-19 Guide for Farmers



Watch the Video here

https://bit.ly/3DSoD9t

See the posters here

https://bit.ly/30WGQEN





Guinea

# The REFILA project in its response towards COVID-19

COVID's widespread impact on health, economies and politics has some direct and indirect side effects on the implementation activities of the revival of the pineapple industry in Guinea (REFILA) project. To ensure smooth, effective, and secured continuity of activities, a contingency plan has been developed in response to the COVID-19 pandemic. This plan and its proposed activities are in accordance with the agreement of the European Union, the donor of the REFILA project.

While the project contingency plan's primary objective is to mitigate the COVID-19 impact on the pineapple sector through protection measures for the respective actors and sourcing communities, it also aims to support the countrywide response efforts against the rapid spread of the coronavirus across Guinea.

One of the project's interventions, which is part of the overall UN Response Framework and in line with the national response plan for Guinea, is the purchase and distribution of personal protection equipment and hygienic kits for the pineapple sectors' actors, project partners, relevant target groups and communities around the project areas.

Through the distribution of hygienic kits and awareness raising campaigns, the REFILA project reached

in particular SMEs in the pineapple sector and local communities in the project field sites in Conakry, Kindia and Maferinyah.

Another project intervention in view of the COVID-19 response is community awareness-raising and distribution of the acquired hygienic kits across the project field sites in Conakry, Kindia and Maferinyah through two local NGOs. These COVID-19 awareness-raising activities have been carried out in French but also in local languages to reach and sensitize local actors of the pineapple sector, local communities and especially young women and men on the causes, consequences, and possible prevention measures such as handwashing, the importance of wearing facemasks and general hygiene practices with regards to COVID-19.

These activities are implemented in close cooperation with the Guinean National Health Security Agency (ANSS) and will lead to a collective change in practice and behaviour of the Guinean society on how to deal with the pandemic, and increased awareness on the risks of COVID-19. Another target is to increase knowledge on how to respect health and safety regulations through community awareness campaigns and the delivery of hygienic kits and other assets to project beneficiaries.





On September 2nd, 2020, REFILA organised a ceremony in cooperation with the Guinean National Health Security Agency (ANSS), to distribute the hygienic kits to counterparts and beneficiaries, including:

50,000

facemasks

1,000

medical protective blouses

30

complex handwashing kits

2,000

bottles of hydroalcoholic solutions

150

litres of bleach

4,000

COVID-19 rapid screening tests

5,000

medical gloves

1,000

simple

**50** 

thermo-flashes

120

boxes of soap







### Guinea-Bissau

### <u>EU-funded WACOMP projects</u> <u>join hands to strengthen food</u> <u>safety knowledge in West Africa</u>

Innovation and adaptation are essential for an effective response to and recovery from the health care crisis. In this landscape, the national component of the WACOMP in Guinea-Bissau promptly responded with the development of a COVID-19 emergency plan which has been prepared and integrated into the project.

By leveraging the best fit-forvirtual learning design, the Bissau-Guinean component of the EU-funded WACOMP delivered high-impact training initiatives through the adoption of a hybrid model. The pandemic even made it possible for the Programme to hold the first training of its kind delivered by the WACOMP in Guinea-

Bissau and expanded to all of the WACOMP components managed by UNIDO. Given the training's success, these joint training sessions will gain momentum and go mainstream across the WACOMP components.

Sixty (60) participants received training on the Hazard Analysis and Critical Control Point System, HACCP, and on the ISO standard for Food Safety Management System, ISO 22000 on April 6, 2021.



"The initiative taken through this training to strengthen the area of food security is very welcomed by the Ministry of Trade and Industry as one of the governmental policies is to guarantee consumers with products that are safe and healthy in our region." confirmed Mr. Suleimane Djalo, Director General of Industry in Guinea-Bissau.

"Having a reliable system of conformity assessment, with human resources trained in international technical and normative references, has has become an imperative for West Africa in an increasingly globalized and competitive world.", asserted Mr. Bernard Bau, UNIDO Project Manager.

The trainings held by Prof. Dr. Rajbir Sangwan and Prof. Dr. Adalberto Vieira targeted Conformity Assessment Bodies (CAB) technicians (inspection, certification and laboratories technicians) and reference food industry technicians linked to food safety and quality control.

Read the article



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https://bit.ly/3E8GwkK





### Senegal

The WACOMP launches the Micro, Small and Medium Enterprises (MSME) Resilience and Recovery Programme (P2R) towards post-COVID-19 resurgence of the MSME sector

The COVID-19 outbreak has taken a drastic human toll, and the economic and social impacts of the pandemic are reverberating globally. In its efforts to help countries in West Africa address the healthcare outbreak and transition to recovery, the WACOMP deployed a national component in Senegal.

The MSME Resilience and Recovery Programme (P2R) was developed to contribute to the economic and social response against the COVID-19 pandemic in Senegal. It aims to tackle the difficulties encountered by Micro, Small and Medium Enterprises (MSME) that suffered from harsh economic conditions due to the pandemic.

The main objective of the P2R is to support the operationalization of the Economic and Social Resilience Programme (PRES) dedicated to enterprises as well as the Emerging Senegal Programme (PSE) Post-COVID, considering the identified priority sectors.

The specific objective of the project is to support the resilience of MSMEs and their employees to the COVID-19 crisis and to initiate a rapid and sustainable recovery in sectors such as accommodation and restaurants, transport, fishing, and fish farming, the pharmaceutical industry, and the agri-food industry. The programme aims to achieve three major results:

- 1. Capacity building of at least two hundred (200) local MSMEs (of which at least 30% of enterprises led by women and 20% by young people) in the agri-food, health care and other sectors identified as priorities, to improve production processes and adopt standards and technical regulations to meet local demand and for export to the ECOWAS sub-region.
- 2. Upgrading of five (5) laboratories to help them adapt to the health crisis.
- 3. Support technological innovation to develop the means to fight the pandemic by adopting the necessary processes and equipment/materials.

3

Year project

2

million EUR initiative





from

April 2021

March 2024

to



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### Cabo Verde

# UNDP and UNIDO jointly kick off a new chapter of the WACOMP in Cabo Verde

The WACOMP officially kicked off in May 2021 a new country project in Cabo Verde, of which the United Nations Development Programme (UNDP) is the main implementing agency. UNIDO has been entrusted a component of the project, for a total budget of USD 191,756.

The overall objective of the project is to safeguard the overall socio-economic sector of Cabo Verde during and after the COVID-19 crisis.

The specific objective is to mitigate the socioeconomic impact of the COVID-19 pandemic and to support the recovery of the tourism sector. To this end, the Government of Cabo Verde has identified a range of measures that will offer the means to tourism-sector stakeholders to not only recover from the impact of COVID-19 but also make it more competitive in the medium-to-long term.

Through a partnership with UNIDO, a simplified certification scheme for quality assurance will be implemented to remove access barriers to trade and market entry for MSMEs within tourism sector value chains, with the support of the "Institute for Quality Management and

Intellectual Property" (IGQPI). The training and quality assurance framework will help small entrepreneurs to enhance their own services and products, as well as lead to enhancing the competitiveness of the Cabo Verdean tourism sector.

UNIDO was recommended by the EU and chosen for its long and fruitful experience in the fields of value chain and quality infrastructure development in the region and particularly in Cabo Verde.

The project is being implemented in collaboration and close coordination with the IGQPI and which is already leading the national effort on product/service certification, whose capacity will be strengthened throughout the intervention.

Being a national component under the framework of WACOMP, the national component of Cabo Verde project aims to foster synergies with the regional WACOMP component, the WACQIP, and the other national components.





### ✓ Latest news under WACOMP

# WACQIP Business Environment and Competitiveness

# 449 West African entrepreneurs trained in business start-up principles

Four hundred and forty-nine (449) potential and existing West African entrepreneurs participated in several "Start and Improve Your Business" (SYIB) training sessions during the first quarter of the year. Implemented by partner training institutions in each country, under the supervision of UNIDO and ILO's International Training Centre (ITC-ILO), the trainings were to introduce entrepreneurs to best practices in business creation and management. By focusing on entrepreneurs from the priority regional value chains, this activity contributed to the WACOMP's efforts to strengthen the technical capacity of mango, cassava, textile/garment, and ICT MSMEs from the region.

The sessions covered areas such as business idea generation, starting a business, marketing, personal skills development, productivity, planning and costing. At the end of the training, the entrepreneurs acknowledged that they had learned a lot about entrepreneurship and the laws in force in their fields of activity. "The training really opened my eyes to the importance of developing an effective business plan.

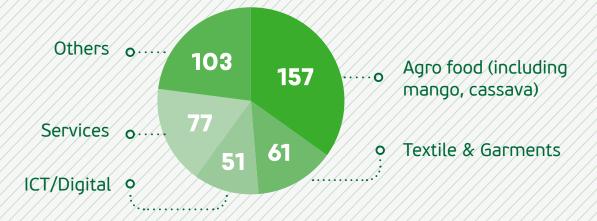
I can now review my business concept, staff management or integrate a marketing approach," shares Mrs. Nancy Obi, a food entrepreneur from Liberia. Participants also wished to be supported throughout the process of creating and managing businesses and training to improve the performance and growth of their businesses.

The trainings were also the final step in the process of certifying national trainers in the ITC-ILO SIYB methodology - a long and complex process that started in late 2020. After having facilitated all the training sessions, thirty (30) trainers from the ECOWAS region and Mauritania were duly certified.

The national training institutions reassured the WACOMP partners that the skills acquired will be used in mentoring and capacity building of entrepreneurs based in West Africa. For its part, UNIDO reaffirmed its full commitment to support entrepreneurs in the implementation of the WACOMP, to develop partnerships and to continue exchanges beyond the Programme.

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Number of entrepreneurs trained by sector

### Feedback on the SIYB training programme



Cooperative (FEFA TOGO)

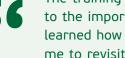
Mr. Koffi Wisdom MAWUDEKU Certified SIYB trainer - Togo African Women Entrepreneurship I think the WACOMP Train the Trainers programme really suited our needs, and I am personally fully satisfied with its format and the support provided by the Master Trainer from ITC-ILO. All the tools and methods, the content (especially online) and the facilitation contributed to the effectiveness of this training.

As trainers, we have learned a lot about the SIYB methodology, including how to prepare and facilitate a training. Our skills in terms of sharing technical knowledge and interacting with participants are now enhanced.

I will now make sure that I master the method and the manuals correctly to deliver SIYB trainings effectively to existing and future entrepreneurs in Togo, and thus support them in their efforts to start and improve their business.



Mrs. Nancy OBI Entrepreneur (Cassava, avocado, passion fruits) Liberia



The training was very useful as it really opened my eyes to the importance of developing a sound business plan. I learned how to prepare this business plan, which allowed me to revisit my business idea and expand its scope, but also to clarify how I should buy for my business, manage my staff, fine-tune my costing process, and develop a marketing plan properly.

I faced some difficulties concerning the financial planning of my company in the past, but the training taught me how to prepare a cash flow plan. At first, it was a bit confusing but eventually, our trainer got us all enjoying that part of the training. I was even happy when he used my enterprise as an example to explain cash flow!



### UNIDO strengthens trade compliance with the first National Notification Authority (NNA) in Sierra Leone

Strengthening trade compliance in Sierra Leone and improving access to regional and international trading systems is part of the overall objective of the WACOMP in Sierra Leone, funded by the EU and implemented by UNIDO. In line with this objective, the WACOMP in Sierra Leone has established the first-ever World Trade Organization (WTO) National Notification Authority (NNA) in Sierra Leone at the Ministry of Trade and Industry (MTI) on the 28th of January 2021.

To establish the NNA, through a series of remote training, UNIDO has capacitated the NNA team on the required quality procedures, including Sanitary and Phytosanitary measures (SPS), information system management, processing notification from other WTO members, and how to keep track of products requirement in foreign markets.

Dr. Shaukat Hussain, UNIDO Chief Technical Advisor (CTA) under WACOMP Sierra Leone, noted that the establishment of the NNA in the country will drastically minimize the risk local SMEs face associated with exporting their products.

"With the establishment of the NNA, the risk that the palm oil SMEs face associated with exporting their products will be proactively approached. Previously, the country could not address this kind of risk, but it is now able to overcome the potential threat for Sierra Leonean products. As a result, rejections will decrease and productivity will improve thereby increasing the competitiveness of local products at the regional and international markets," said Dr. Hussain.

Ms. Mariatu Swaray, UNIDO Country Representative in Sierra Leone, said that despite the interruption in trade caused by the COVID-19, UNIDO Sierra Leone has been firmly working with the government to support SMEs.

"Even amid the COVID-19 pandemic, UNIDO is supporting the Government of Sierra Leone on its economic recovery plan so that we can build back better and improve the economic competitiveness of SMEs," she added.

Under the WTO Agreement on Sanitary and Phytosanitary Measures (SPS), members of the WTO are committed to transparency, which in the context of the organization indicates the fundamental principles of achieving clarity and information about trade policies, rules and regulations among members. In attaining the above, members are obligated to identify a single central government authority to be responsible for the notification requirement of the SPS agreement.

Over the years, the non-existence of the NNA in the country directly affects the cost of exporters compliance and the ability to exploit commercial opportunities as there was no national contact point in addressing TBT. The NNA will consequently represent a milestone in facilitating not only trade and reducing trade disruptions but also in improving accountability and responsiveness of the national regulatory system.







Mr Jeremiah Harding, Quality Assurance Officer, University of Sierra Leone

# Having certified auditors in Sierra Leone: a step taken by WACOMP fostering competitive businesses

Representatives of the Ministry of Trade and Industry, Sierra Leone Standards Bureau (SLSB), University of Sierra Leone (USL) as well as private sector enterprises participated in a Lead Auditor Training Course between 24th September and 1st October 2021. Separated into two sessions, the five-day workshop was organised by UNIDO, through is project for Increasing Sierra Leone's competitiveness through enhanced productivity and

trade compliance in selected value chains, funded by the EU.

UNIDO aims to create capacity among the participants on principles and practices of effective Quality Management System (QMS) audits in

line with ISO 9001:2015 and ISO 19011 "Guidelines for auditing management systems". Through interactive sessions, group assignments and role-plays, they were also trained to acquire the skills to plan, conduct, report and follow up a QMS audit that establishes conformity and enhances overall organizational performance.

The course is the first of its kind conducted in Sierra Leone according to the requirements of the International Register of Certificated Auditors (IRCA)

and successful participants will be IRCA-certified. Since there are currently no IRCA-certified Auditors or Lead Auditor in Sierra Leone, the Course organised by UNIDO will bring long-term benefits for industrial competitiveness and trade compliance of the country. In parallel, UNIDO is supporting enterprises to implement ISO 9001 and SLSB to establish the first ever Certification Body for Management System (MSCB)

that will be able to certify these enterprises according to international standards.

Subsequently, some of these qualified auditors will work with SLSB MSCB, some will work as consultants, trainers and implementer in field of ISO9001.

We hope the journey of quality and quality culture in the country would sustainably continue even after the project completion through these qualified experts' availability in the country.

The training was attended by Mr. Philippe Mauran who is Programme Manager Public Financial Management/Budget support at the Delegation of the European Union to Sierra Leone, who underlined the long-term impact ISO 9001 would have on SMEs.





### Ghana

## Online financial training launched for SMEs

WACOMP-Ghana designed an E-Finance training and learning platform to support capacity building among SMEs working within the cosmetics, fruits, and cassava value chains to effectively manage the financial aspect of their businesses.

The project in Ghana, in collaboration with the National Board for Small Business (NBSSI), launched the 6-week "E-Finance" online training on the 5th of March 2021.

Thirty (30) SMEs successfully registered to join the Online Financial Training.

The six (6) weeks' course will allow SMEs to master the various aspect of finance, as the first steps in increasing their competitiveness.

The Executive Director of NBSSI, Mrs Kosi Yankey, highlighted during the course launching ceremony that the board appreciates WACOMP continuous support in contributing to enhance the competitiveness of Ghanaian SMEs.

"This training is very important and crucial in these critical times for the achievement of the AfCFTA [African Continental Free Trade Area] ", she confirmed.

Mr Kwame Adjekum, UNIDO WACOMP National Procurement Officer and lead trainer, explained that it is essential to understand product costs and financial aspect of an entire business in order to succeed as SMEs.

"Absence of competency in managing the cost with strategic focus and forecasting can contribute to business failure of SMEs, whereas managing costs will sustain business competitiveness and profits." he said.

During the polls conducted during the online training sessions, 82% of the SMEs indicated that they do not draw operating budget in their business, 88% believed their inability to draw budget was affecting their business and 76% noted that mastering budget techniques could help them monitoring their finance and make their business perform better.

Sharing why she signed on to the programme, Mrs Sharon Yomle Ayertey, a representative from a cassava processing company, highlighted that she wanted to understand the influence that the cost of raw materials used has on her business. After the training she was optimistic that the training has helped her to be able to manage her business costs appropriately.

"I hope to be able to manage an effective price system now!", she declared.

Mrs Francisca Frimpong of Two Enterprise also said she gained lots of knowledge of pricing and taxation at the end of the training.







Practical session of one of the cosmetics formulation training for SMEs

# Female entrepreneurs unlock opportunities in the natural cosmetics industry in Ghana

Demand for natural and organic cosmetics in Ghana and European markets is booming. Consumers are increasingly aware of the ingredients they put on their skin and want to know how natural cosmetics are made and by whom and whether it suits their skin types.

In Europe alone, sales of natural and organic cosmetics have grown at an average of over 7% per year over the past five years and are expected to reach 5 billion EUR by 2023.

While there is undoubtedly great potential to develop a professional cosmetic industry in Ghana as the country has some talented formulators, experienced entrepreneurs, and a range of potentially interesting raw materials for essential oils, there is still much to be done to convert this potential into a viable sustainable industry.

WACOMP in Ghana is implementing activities to enhance knowledge sharing and strengthen market

access for young entrepreneurs in the natural cosmetics sector.

Since 2019, the project has undertaken an indepth value chain analysis and identified four (4) main cosmetic clusters around the following products: shea based cosmetics, black soap, coconut oil and essential oils. To strengthen the competitiveness of these clusters, WACOMP Ghana has been providing technical support to the cosmetics and personal care producers to improve their products and increase their exports within the regional and international markets. The project has trained over two hundred (200) entrepreneurs in cosmetics formulation, packaging, branding, and the promotion of origin-linked quality labels, eco-friendly packaging materials, quality standards, registration and certification of products. Besides the quality aspects, the project has also supported the development of collective communication and marketing plan to triggers sales of natural cosmetics and personal care products both on national and international markets.





The six (6) months intensive coaching from WACOMP set me up to source for quality raw materials for my products and the personal coaching helped me to implement strategies to achieve my business goals.

Mrs. Sharon Acheampong, Entrepreneur with e-commerce shop

In April 2021, the project in partnership with the Association of Ghana Industries launched the Ghana Cosmetics Cluster, a digital platform to promote and market locally produced cosmetics products from Ghana. The platform has been designed based on the best international examples of cosmetic clusters digital platforms. It will serve as the country's cosmetic industry digital promotional display and will support AGI in showcasing Ghanian cosmetic cluster products and provide greater visibility for SMEs locally and internationally.

This initiative aims at facilitating networking and market interactions: business-to-business (B2B), business-to-customer (B2C), and customer-to-customer (C2C) interaction, thereby contributing to boosting the cosmetics and personal care industry and positioning Ghana as a quality market hub for cosmetic products.

Over twenty (20) cosmetics SMEs have been guided to receive the Food and Drugs Authority (FDA) certificates through the projects cluster networks support system while over 100 cottage and micro enterprises are being taken through the right process of meeting the requirement. An easy-to-use guidebook has been developed for the companies to use.

To further strengthen SMEs participation in the global markets, WACOMP Ghana also provided individual distant coaching sessions to selected companies.

Sharon Acheampong is one of the young entrepreneurs benefiting from the WACOMP - Ghana programme. In 2021, Sharon launched an e-commerce shop for her Eya Naturals and Kaydua Luxury brands and made decisions that supports her brand grow.



### Guinea

### Expansion of pineapple cultivation in Lower Guinea

As part of its ongoing efforts to detect and resolve bottlenecks and subsequently optimize all steps along the pineapple value chain, the REFILA project organised a field mission in Guinea from April 9 to April 14, 2021. The team made up of Koumandian Camara, Marlyatou Bah and Amadou Diallo (cartographer) carried out a field survey work in the prefectures of Coyah, Dubreka and Boffa to identify new farmers operating in the three (3) prefectures.

REFILA's team visited plantations, which are rather small and medium-sized and mostly located in lowlands and semi-lowlands due to the lack of means of irrigation of the plots.

The mission observed a strong enthusiasm for the cultivation of pineapple among the encountered

farmers. The technical services of the administration have a handful of producers in their area. New farmers were also described as continuously inspired by agricultural practices applied in the two production areas of Maferinyah and Kindia. In addition, the meetings highlighted that the new graduates from National Agricultural Schools (ENAE) are increasingly sought after by new pineapple farmers. Finally, the survey work found that the extension of the plantations is a priority for all the encountered farmers.

Nevertheless, there are vulnerabilities that deserve to be stated so that appropriate monitoring can be provided by the project in collaboration with technical support services such as the prefectural directorates of agriculture and ANPROCA:

1

The lack of phytosanitary treatment of shoots before planting, which leads to an increase in WILT disease caused by the mealybug;

2

Insufficient irrigation equipment in most of the plantations visited, which will lead to a loss of crop yield which can go up to 40% of production;

3

Insufficient planting material (shoots);

4

The lack of training at the level of technical supervision encountered in the field, which leads to the non-correct application of the recommended technical route, which leads to a considerable reduction in yields;

5

In general, planters do not evaluate the yields obtained, they sell their harvest by fruit and not by the kilogram.



REFILA recommends the following targeted measures to reduce bottlenecks across the pineapple value chain:











**YY** 

Capacity building of planters and support services to ensure better yields for planters in the area The introduction of the technique of production on plastic mulch in all pineapple production areas to fight against the lack of water, grass cover, reduce production costs, increase the cultivated areas as well as yields

Introduction of the rejection multiplication technique using fresh strains

Comparison of pineapple cultivation on bare soil and plastic mulch without irrigation:







With the REFILA project, we followed interesting training courses that opened our minds. (...) The pineapple industry is not just the fruit, there are various opportunities.

Ms. Anne-Marie Bangoura, Agro-entrepreneur, member of UGPAM working in the pineapple industry for two years

# Contributing to the development of women in local farming communities

The overall objective of the WACOMP, implemented by UNIDO and funded by the EU, is to strengthen the competitiveness of specific value chains in West Africa. In Guinea, the national component is reflected in the Revival of the Pineapple Industry (REFILA), launched in 2019, which aims to allow Guinean pineapple to access regional and international markets. The opportunity to make the voices of those in the field heard, including that of Anne-Marie Bangoura, agro-entrepreneur, member of UGPAM, and working in the pineapple industry for two years. It was by discovering the plantations of Maferenya that she developed an interest in pineapple and through her friends that she, in turn, learned the ropes of the profession.

"I was drawn to this field because it has a lot of advantages if you have the knowledge. With the REFILA project, we followed interesting training courses that opened our minds. The different trainings allowed me to know what to do in the pineapple industry. For example, I chose to specialize in the multiplication of shoots (...) The pineapple industry is not just the fruit, there are various opportunities "says Anne-Marie."

With the creation of her business, the young woman wishes to contribute to the development of local farming communities, especially women "Today I see the value that this work gives, it makes me want to move forward. Of course there are difficulties, but with courage, I keep going until I stand up on my own feet. And I strongly encourage women. (...) Let us join hands for the future of our children", she says.



# The WACOMP-GB held its second Steering Committee meeting on November 4, 2021, in Bissau

**November 4, 2021, Bissau.** The WACOMP-GB, funded by the EU and implemented by UNIDO, organized the second Steering Committee Meeting of the project on the same day. The meeting, which was held in a hybrid format in Bissau, Guinea-Bissau, aimed at assessing the progress achieved since the last Steering Committee Meeting that was held in December 2020. The target of the meeting further included identifying the bottlenecks and making recommendations towards improving and accelerating the project implementation.

The meeting was attended by the representatives of the EU delegation representative in Guinea-Bissau, Dr. Simona Schlede, the General director of industry at the Ministry of Trade and Industry (MTI), Mr. Suleimane Djaló, the Europe-Africa-Caribbean-Pacific Liaison Committee (COLEACP), UNIDO and more.

The Project Manager of the WACOMP-GB, Mr. Bashir Conde, stressed that the effective implementation of the project will increase the success of the ECOWAS regional integration and contribute substantially and sustainably the competitiveness in West Africa.

UNIDO's international expert in competitiveness and market access, Ms. Siham Chafak, presented a recount of this year's achievements and challenges under the first annual report that was approved by the EU.

Prof. Dr. Adalbero Vieria, UNIDO International Consultant on value chains and agribusiness, followed by delivering a presentation on the implementation plan of the project.

This was followed by a presentation by Mr. Conde of the project's priorities and activities and a discussion with the participants on their specific needs.

The organizers of the steering committee meeting thanked all stakeholders for their participation and acknowledged the efforts of the EUD in Guinea Bissau, ECOWAS Commission, as well as and the ownership and commitment from the side of the MTI, emphasizing the continued and generous support from all strategic partners.





### <u>EU-funded national project in Guinea-Bissau held a</u> <u>ceremony of delivery of field laboratory equipment</u>

On the same day of the project Steering Committee Meeting, UNIDO with the financial support from the EU handed over field laboratory equipment to enhance knowledge around food safety, quality and efficiency.

The ceremonial delivery of field laboratory equipment took place within the framework of the Bissau-Guinean component of the WACOMP, the WACOMP-GB project which is funded by the EU and implemented by UNIDO.

The EU Head of Cooperation, Director-General of Industry and UNIDO Programme Manager delivered the equipment to selected Conformity Assessment Bodies (CAB) and to local NGOs supporting mango producers.

Representatives from the Delegation of European Union in Guinea-Bissau, the Ministry of Trade and Industry, the Economic Community of West African States (ECOWAS), the West African Economic and Monetary Union (UEMOA), UNIDO, as well as project stakeholders and beneficiaries were participating in the official delivery ceremony.

The Ceremony of the delivery of certificates to the Junior Consultants who worked with the partners in the framework of institutional strengthening for five (5) months, was an occasion for the elaboration of seven (7) strategic diagnoses, seven (7) improvement plans and twenty-five (25) project sheets.

UNIDO, together with its strategic partnerships under the WACOMP-GB project promotes a quality infrastructure by carefully identifying gaps in the food safety system in Guinea-Bissau, developed on the basis of evidence. UNIDO aims emphasize the use of technology and other available tools to reduce the risk of foodborne illness and ensuring the safest products possible in a competitive Guinea-Bissau.



WACOMP in Guinea-Bissau organized a capacity building training in the fields of the "Technical Itineraries of Mango Production" under UNIDO's WACOMP training initiatives on April 16 2021, in Bissau. Watch the video for insights on the training results through the voices of the participants.

#### Access Video here

https://bit.ly/3xQe1px



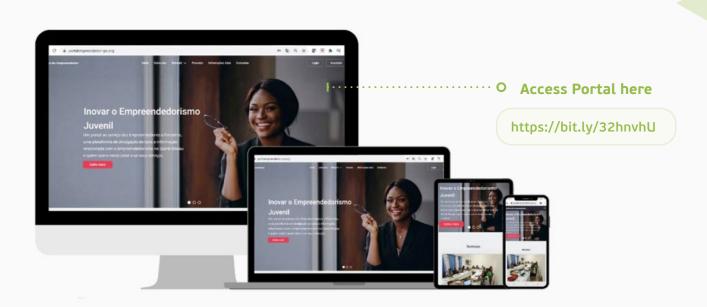
# WACOMP-GB launches the Entrepreneur Portal in celebration of the Entrepreneur's day

On the occasion of the celebration of Entrepreneur's Day in Guinea-Bissau, WACOMP-GB, funded by the EU and implemented by UNIDO, joins hands with the National Association of Youth Entrepreneurship (ANEJ) to host a conference to present the project's online solutions.

In light of this, the Entrepreneur's Portal and the IDEA App Incubation Program were launched. The ceremony was chaired by Hon. Minister for Trade and Industry, HE Prof. Dr. Tcherno Djaló, in the CEIBA hotel on September 23, 2021.

"Guinea-Bissau, now more than ever, needs a dynamic youth that can identify problems, develop solutions and create positive matters for society. The youth is certainly the engine of change that makes a difference in people's everyday lives. [...] We must join forces with the goal to go beyond entrepreneurship's unidimensional approach. Our objective must be to provide a clear sign underlining that entrepreneur support is available with the presence of partners from different sides such as public and private entities, civil society, cooperation partners, contributing to sustainable economic growth goals. The WACOMP-GB project aims to improve competitiveness by stimulating local industry, national, regional, international trade and job creation", said the EU Ambassador.

The Portal aims to disseminate all information related to entrepreneurship in Guinea-Bissau and those operating in this sector or services.





### WACOMP-The Gambia assesses the national **Quality Infrastructure** gaps and priorities

In the scope of the activities for eseen for the WACOMP-The Gambia, a project funded by the European Union that aims to support the onion and other horticular value-chains, a technical mission took place in July and August 2021. During the mission carried out by a team led by the UNIDO International Consultant,

Prof. Dr. Adalberto Vieira. several actions occurred including, but not limited to, gap analysis in some of the main stakeholders related to the Gambia Quality Infrastructure, with particular emphasis on those located in the Conformity Assessment domain.

The four (4) institutions assessed (The Gambia Standards Bureau, The Food Safety and Quality Authority (inspection and laboratory divisions), The National Agricultural Research Institute (National Aflatoxin Laboratory) and the Plant Protection Services of the Ministry

of Agriculture (Phytosanitary and Plant Quarantine Services) play a key role in several domains of The Gambia Quality Infrastructure.

The gap analysis was carried, as applicable, taking into consideration ISO 17020:2012 (Conformity assessment — Requirements for the operation of various types of bodies performing inspection) and ISO 17025:2017 (General requirements for the competence of testing and calibration laboratories) requirements.

Each one of the assessments carried out allowed to better understand where the institution stands at

> this moment in terms of the compliance with the those institutions related

> requirements and the existing gaps/deficiencies related, as well as ways forward. The exercise was also an occasion for to the quality infrastructure to identify opportunities for improvement in several domains, including capacity building and laboratory equipment needs.

> After carrying out the gap analysis in each one of the institutions and interactions related, a preliminary list of tests/ assays per stage of the value-chain and field/

bench laboratory equipment was elaborated, discussed and agreed with the institutions.

Technical mission in July and August 2021, The Gambia



Technical mission in July and August 2021, The Gambia

The mission was also an opportunity to make courtesy visits to H.E., the Minister of Agriculture, H.E. the Minister of Health, Hon. Permanent Secretary of Trade and Hon. Permanent Secretary of Fisheries to brief them about the mission goals.

### WACOMP in The Gambia's key findings on onion production to boost agriculture and jobs in the country

Onion consumption constitutes 33% of vegetable consumption in The Gambia, yet this represents the largest import of all vegetables. The local market demand for onion is likely to increase and will provide major opportunities for The Gambia.

In light of this, UNIDO, under the auspices of the WACOMP in The Gambia, conducted a comprehensive market analysis of the onion sub-sector in The Gambia to determine areas for quality improvements (e.g., value addition, product diversification, etc.).

To assess the competitiveness of The Gambian onion. this study was done through a set of criteria meant to capture the constraints and root causes of underperformance, particularly post-harvest side quality-related non-compliance, opportunities for growth and domestic/export market promotion, and feasibility to stimulate change in the market system.

A key finding of the market analysis revealed that the women members of the

farmer cooperatives are highly committed and dedicated to work – a crucial point for the success of collective action as it depends on the ability of individuals to make credible commitments.

Second, onion production in The Gambia has increased more than 200%-fold in the last 10 years and it has not reached its threshold yet. The findings

indicate that only 25% of the country's needs in onions are produced locally. Therefore, support and guidance for Gambian onion growers can provide the needs of the country by quadrupling local onion production.

Achievement of self-sufficiency in onions is an achievable goal because of the small size of the gap. Any surplus production can then be exported. The WACOMP in The Gambia will, at the end of the project, provide certification to some of the farmer cooperatives – an opportunity for Gambian onions

to enter the regional and international markets.

On pre-harvest aspects, WACOMP in The Gambia will focus on reinforcing the capacity of women in good agricultural practices (GAP).

On the post-harvest aspects, the project's roadmap includes support on primary processing technologies.

After identifying limiting factors at value chain levels, WACOMP in The Gambia will move forward in its implementation phase to adequately resolve bottlenecks to address further promising development opportunities.



40-foot Freight Container Converted into an Onion Curing Facility, Foni Brefet, The Gambia



Solicita Marketing Federation Executive, Kerewan,
The Gambia

Given the exciting domestic and international demand for these products and the high potential for promoting women empowerment, this roadmap aims to improve employment opportunities and generation of income for women in the processing activities of the horticultural sectors to realize the full potential of trade for The Gambian women.



### Rapid market analysis for a successful onion sub-sector in The Gambia

As part of the deliverables of its inception phase, WACOMP-GM, in July 2021, conducted a comprehensive assessment of the market situation in the onion and allied horticulture value chain.

The objectives of the Rapid Market Analysis (RMA) are to determine areas for quality improvements and to recommend potential intervention areas to address the quality-related gaps and constraints along the value chain.

Based on the findings of the RMA, although much has changed in the horticulture sub-sector in the past 10 years especially in the growing of onions across the country, there remains a critical need to improve on quality, increase production, provision of quality seeds, good storage facilities and guaranteed access to national, regional, and international markets.

The RMA will serve as the bases for a bespoke technical assistance program for SMEs and extension officers to achieve international certification and assured market linkages.

The mission lasted for 10 days and in the process 5 regions of the country were visited including 20 farmer cooperatives. The consultations were in the form of focus group discussions using a structured questionnaire administered to each of the farmer cooperatives.

The RMA Report, as a component of the Inception report was presented to the Project Steering Committee (PSC) during its biannual meeting held on the 22nd of November 2021.





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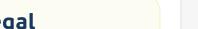
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Focus on the WACOMP projects implemented by UNIDO

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