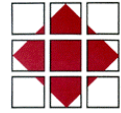




The Pragma Corporation Корпорация Прагма
Enterprise Development Center
Funded by USAID

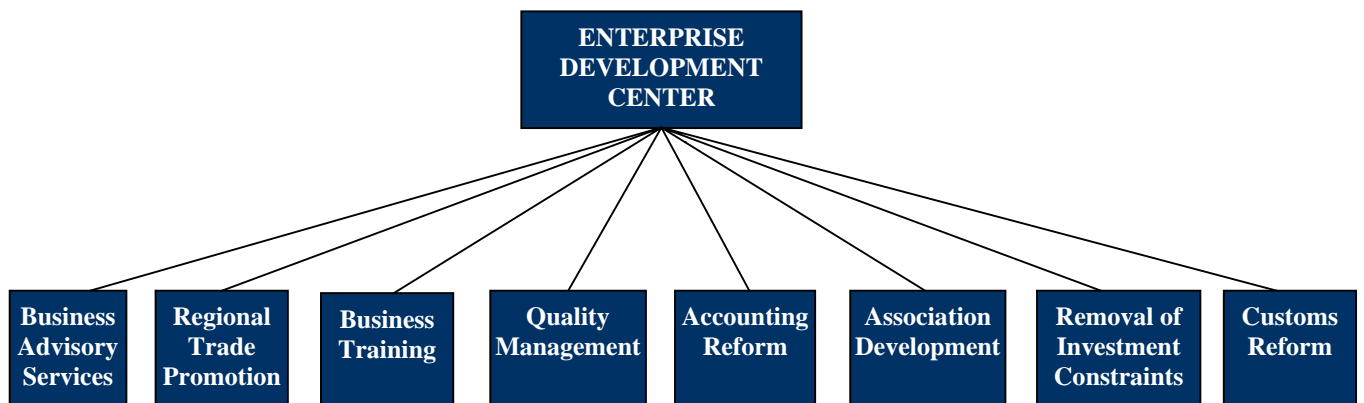


ENTERPRISE DEVELOPMENT CENTER

USAID's *Small and Medium Enterprise (SME) Development Project in Central Asia* and *Trade and Investment Project (TIP)* are committed to advancing the ongoing integration of Central Asia's SME sector into the global economy by creating a favorable business environment and empowering this community with the management tools necessary to enhance its economic growth.

The Enterprise Development Centers (EDC) are the center of USAID's SME support program.

EDCs are staffed with highly qualified teams of local and international professionals who work together to serve their clients' technical and functional needs by providing access to the following technical assistance:



Pragma's Enterprise Development Centers are located in:

Kazakhstan: Almaty, Ust-Kamenogorsk, Pavlodar, Uralsk, and Atyrau

Kyrgyzstan: Bishkek and Osh;

Uzbekistan: Tashkent, Ferghana

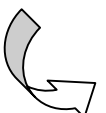
Tajikistan: Khujand, Dushanbe

Advantages of Enterprise Development Centers

- Comprehensive business solutions addressing all aspects of your business
- One contact person who coordinates a team of experts working for you
- Experienced international and local consultants
- Access to informational sources
- Open door policy gives you freedom to initiate contact whenever there are new business challenges and opportunities

Benefits Central Asian Companies have received by working with Pragma

- Increased profits
- Expanded product lines
- Improved product quality
- Increased sales
- Improved production efficiency
- More efficient use of capital
- Reduced cost
- Increased Customer Base
- Better access to credit resources



Enterprise Development Center Services

Business Advisory Services provide SMEs with targeted consulting services. Business advisors assist SMEs by assessing their businesses and helping to build a strategy to resolve identified challenges using the resources and skills of all the components of the EDC and of the American Private Volunteer Organization.

Regional Trade Promotion (RTP) assists the economic development of Central Asia through increased SME trade. RTP is available to SMEs in all Central Asian Republics. RTP is an Internet-based marketplace that links buyers and sellers in Central Asia with each other and with the Global Market. Through this link, Central Asian companies will have regional and international exposure for their products; access to a broader, more competitive supply base; links to general information related to trade in the various regions served; and opportunities to compete for business with specific buyers requesting products and services.

Business Training prepares businesses to succeed in a competitive environment. Customized Trainings are designed for specific corporate/industry needs based on business advisors' assessment. This type of course is offered in Kazakhstan, Kyrgyzstan, Uzbekistan and Tajikistan, and topics can be varied. Targeted enrollment courses for SME managers and decision makers are provided in Kyrgyzstan, Uzbekistan, Turkmenistan and Tajikistan on 6 subjects. For both types of courses training duration ranges from 4 to 60 hours with a maximum of 25 people in one training.

Quality Management/ISO-9000 promotes the benefits of Quality Management and assists companies with ISO 9001-2000 implementation and certification.

Companies having a certified Quality Management System are more attractive to multinational buyers. A Quality Management Center (operational March 2002) will promote, train and assist SME's to create their Quality Management Systems, and introduce them to accredited companies for audit and registration.

Accounting Reform increases enterprise and economic efficiency by promoting the use of market economy accounting and financial management technology. The strategy for achieving this goal involves promoting adoption of International Accounting Standards (IAS), training accounting practitioners and users of information, and supporting the establishment of an accounting profession, including independent professional accounting organizations.

Association Development supports the development of sustainable and effective business associations. Together, SMEs and associations create a synergy that gives each a greater voice when dealing with the government. With USAID funding, Pragma supports this synergy by facilitating partnerships between businesses, associations and educational institutions, as well as encouraging business associations to develop their membership base, provide services to their members, and advocate for member interests with local, regional and national governments.

Removal of Investment Constraints (RIC) works with Oblasts to create a more supportive legal and regulatory environment for SMEs. RIC is designed to assist the governments and local authorities of the Republic of Kazakhstan and the Kyrgyz Republic in streamlining administrative procedures related to the business environment and investment and to assist in carrying out regulatory reform on both the national and local levels.

Customs Reform encourages the development of effective, transparent and non-impeding procedures regulating the import and export of goods and services that are crucial to promoting successful growth of SMEs. This is achieved through providing technical assistance in modernization of customs control systems; by bringing procedures into compliance with the revised Kyoto Convention and mandatory WTO requirements; by increasing the level of coordination and cooperation between customs and tax authorities; and by providing training for customs brokers and associations.