



**The cooperation network of the
Business Scouts for Development**

Networking. Investing. Developing.

On behalf of



Federal Ministry
for Economic Cooperation
and Development

Implemented by

giz

Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

Business Scouts for Development, at a glance

Development experts across the globe

Business Scouts are **development experts**, located in Germany and more than 30 other countries around the world. They are integrated into the structures of **Germany's industry and top business associations, chambers of commerce and industry in Germany and abroad and foundations.**

Linking the private sector with development cooperation

As **contact persons** primarily for **medium-sized enterprises**, Business Scouts work at the interface between German foreign trade and development cooperation. On behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ) they encourage companies development-related activities.

Advice, networking and project development

The Business Scouts **provide advice** on promotional instruments for development and market opportunities in developing and emerging economies. Together with companies and partners, both in Germany and locally, they also **initiate and shape development cooperation projects**, for instance through the Business Scouts Fund.

What partners say

“The work of BSfD is a model for success. Business Scouts complement the foreign trade sustainability expertise offered by chambers of industry and commerce and the German chambers of commerce abroad with development cooperation activities for companies.”

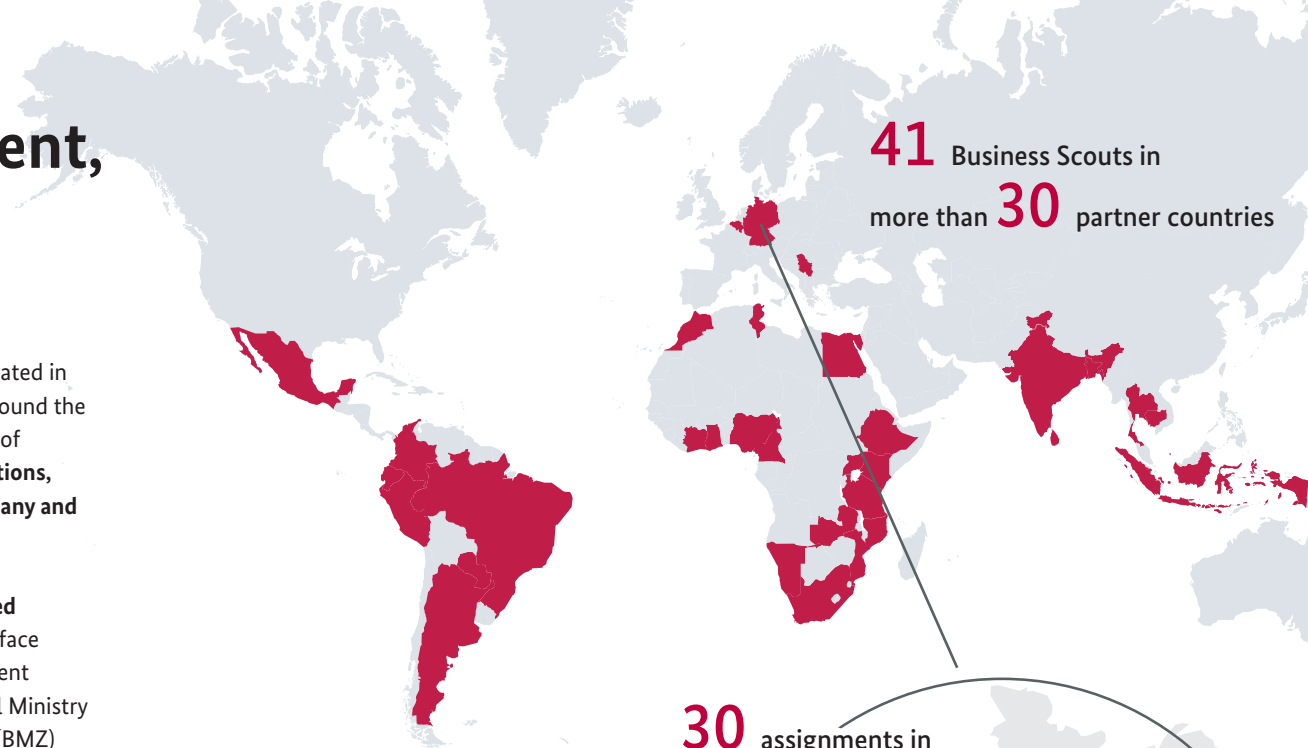


Melanie Vogelbach, Managing Director
International Economic Policy, Foreign Trade Law,
Association of German Chambers of Commerce and
Industry (DIHK)



Udo Möhrstedt, Gründer
und CEO IBC Solar

“The Business Scout's work has become invaluable to us because he assists us with information, contacts and advice that are crucial to our international business.”



41 Business Scouts in
more than **30** partner countries

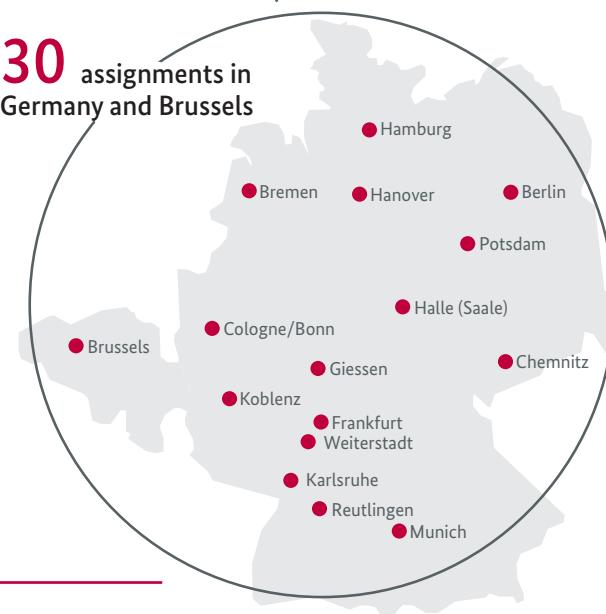


Project volume of
EUR 55 Million



4 year project term
(2021 to 2024)

30 assignments in
Germany and Brussels



Pool of expertise since January 2021

In order to pool approaches and resources and simplify contact structures, the large-scale Business Scouts for Development programme incorporates the successful activities of five projects since January 2021: “EZ Scouts”; “ExpertTS”; “Global Business Network”; “Skilled Crafts and Trade Network 4 Africa”; and “Creating Perspectives.”

Services offered by Business Scouts for Development



The advisory services provided by Business Scouts for Development can be accessed digitally on the matchmaking platform www.leverist.de.

Integration into the private sector

Business Scouts for Development are working at the programme's **partner institutions around the world**. Due to their integrated position, they offer direct access to German development cooperation, providing companies with **expert advice** on support and funding opportunities. At the same time, they **develop and facilitate projects** that are implemented by and with partner institutions. They play a unique role in **liaising** between German development cooperation and the private sector.

They also provide an important link to other forms of economic cooperation, such as the German Agency for Business and Economic Development, as a central point of contact for companies, and to specific project support, such as that offered by the develoPPP programme.

Current range of topics

Priority areas

The Business Scouts' priority areas address the **needs of business actors** and **BMZ's development policy objects** in a targeted manner:



Climate, energy, environment, H2



Sustainable supply chain management



Digitalisation

Other focal topics



Technical and vocational education and training



Skilled crafts and trades



Agribusiness and the food industry



Sustainable economic development



Health

Proactive support is provided for gender equality, diversity and inclusion as cross-cutting topics.

Innovative impulses

Due to the unique and **agile network structure**, the programme is able to respond quickly and innovatively to **economic, political and social stimuli**. One example is **green hydrogen**: a **grant agreement** concluded in 2021 with the German chambers of commerce in Brazil is helping to make this climate-friendly fuel market-ready. The project provides targeted support to local start-ups to establish **pilot products** and for **matchmaking** with companies. Brazil has an active **research scene** and is therefore particularly interesting for companies seeking to promote innovation. The COVID-19 crisis also highlighted the advantages of the network structure. In an effort to contain the pandemic, close collaboration with partner institutions and other GIZ programmes enabled the rapid introduction of training courses on disease prevention in textile factories in 13 countries.

Activities and success stories of the BSfD programme in 2021

In 2021 **around 2,000**

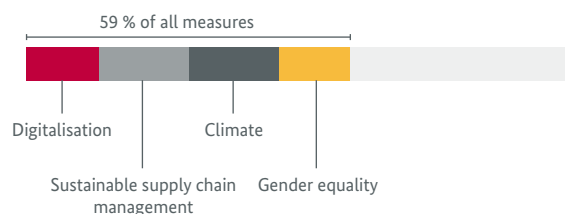
private-sector partners and companies used the advisory and support services established at

57 business institutions with which the programme cooperates closely.

500 measures*

were carried out in the priority areas.

* Knowledge sharing formats, events, cooperation projects



1,600 advisory meetings held

Main Topics



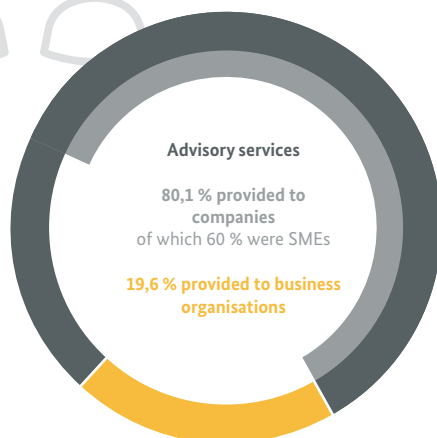
Climate, energy, environment, H2



Agribusiness and the food industry



Technical and vocational education and training



81 cooperation projects with the private sector worldwide and
25 cooperation projects with African skilled trades

Main Topics



Digitalisation



Climate, energy, environment, H2



Technical and vocational education and training

53 sustainable cooperation projects with the private sector and partners supported **with project funds of around EUR 3,4 million**

Regional distribution of cooperation projects with the private sector worldwide

- 51% – Africa
- 20% – Latin America
- 15% – Asia
- 14% – Europe & Central Asia

472 events held

Main Topics



Climate, energy, environment, H2



Sustainable supply chain management



Technical and vocational education and training

approximately 25,000 participants reached

262 supported companies preparing for and taking part in **trade show formats**

227 active knowledge sharing formats set up (including training measures and mentoring)

Project examples

Best practices

● Brazil

Women Going Digital

In cooperation with the German chambers of commerce in Brazil and Mozambique, the BSfD project 'Women Going Digital' is providing training for women on digital transformation topics. This paves the way for the participants to find future-proof occupations and improves their living conditions in a targeted manner. The project will be expanded to include other countries in Africa and Latin America in 2022.



India

Trainings for the National Action Plan

In 2021 training courses on the National Action Plan made an important contribution to establishing sustainable supply chains in developing and emerging-market countries, for example in India. Providing a wide range of information and training, these courses raised awareness among private-sector stakeholders in Germany, Europe and the partner countries in relation to human rights due diligence and other topics.



Côte d'Ivoire

Prevention of counterfeit medicines

BSfD cooperated with the German start-up authentic.network to address a central problem of the health sector in Côte d'Ivoire: medicines were made counterfeit-proof using blockchain technology. Initially piloted for malaria medication, the technology can be adopted for use with other products and regions.

Publishing Information

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| Published by | Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH Sitz der Gesellschaft Bonn und Eschborn Dag-Hammarskjöld-Weg 1–5 65760 Eschborn, Deutschland T +49 6196 79-0 F +49 6196 79 1115 info@giz.de www.giz.de |
| Project | Business Scouts for Development |
| Responsible | Roland Gross |
| Images | © GIZ |
| Layout | www.schumacher-design.de , Darmstadt |
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| Stand | Eschborn, July 2022 |