

Institutional Strengthening of SMEs

The philosophy of ECI is to initiate transformation from grass-root level. ECI is proud to be the pioneer of developing training packages for micro-entrepreneurs. We have always acted as the enabler for micro-enterprises. Being the expert Training Service Provider for micro-enterprises, our sector and sub-sector development approach helped us to expand our scope of services for SMEs, but we really believe in developing capacities of business entities that are in transition from Micro to Small enterprise.

In 2007 the firm formally became known for its work for SME's when International Finance Corporation extended its membership to the firm. Through the partnership with IFC, ECI's capacity was further built through international programs. The SME trainer's pool available with ECI are all trained in Business Edge methodology and hence conduct trainings of international standards. Along with this, the assessors conduct Need Assessments with international tools and also monitor trainings keeping in view the required quality of the Business Edge training.

The training approach of ECI for SMEs is based on technical information delivered through lecture cum participatory methodologies delivered by trainers with specific expertise and qualifications in their field.

ECI has partnered with IFC Pakistan and IFC Headquarters to develop curriculums, adapt/localize curriculums, train trainers, and conduct trainings for SME's. The firm also has in its library 26 internationally certified modules for SME's which are localized and adapted to Pakistani context. These modules are also available in Urdu language.



Trainings and Research Programs for SMEs



In 2007, through partnership with IFC, ECI's trainers attended capacity building trainings of trainers and master trainers. More than 45 trainers were certified in this program. ECI then conducted more than 10,000 trainings for small business owners, cooperatives, CIGs and other business groups on different topics related to business skills.



In 2012, ECI's work with SME's gained more recognition, when the firm worked with SMEDA to build capacity of 87 organizations in 29 districts of Pakistan. The capacity building services given to the organizations which was working in flood affected areas of Pakistan. These organizations included legal empowerment along with various institutional development services.



In 2015-16, ECI worked with International Finance Corporation (IFC) to build capacities of Solar Energy Service Providers in Sindh and Punjab, Pakistan. These service providers were trained on technical and soft aspects. Along with this, ECI also developed various 3 flagship training modules for the Solar Lighting Sector which are being used internationally.



In 2017-18, ECI partnered with The Indus Entrepreneurs (TIIE) on their SME program funded by Oxfam, where the firm provided research services along with module development and trainings. Mapping of 250 SMEs was carried out including Manufacturing Companies and Service Providers. 2 trainings were conducted for 52 participants.

Capacity Building of SMEs Workforce in Market Based Training

Being the premium capacity building firm known for its highly experiential trainings, ECI was entrusted by SMEDA to build capacities of staff of SMEs. Currently ECI is conducting 3rd round of market based trainings all across the country.

ECI also developed an online nominations form and advertised the project Brochures on its website and Social Media (including Facebook and Twitter). Many SMEs provided online nominations to be a part of this training program after viewing the advertisement on social media networks and website. ECI's internal team contacted the SMEs and confirmed their attendance via telephone.

In less than one year ECI achieved the following results through these trainings:



899

SMEs

1,113

Staff members' capacity building

20

Districts

45

Trainings



Material Developed for SMEs

ECI has vast experience in designing of training and orientation material for SMEs. Till date ECI has developed following material for SMEs:

Training Material

Participant's Handbook

Trainer's Guide

Need Assessment Tools



Information, Education and Communication Material

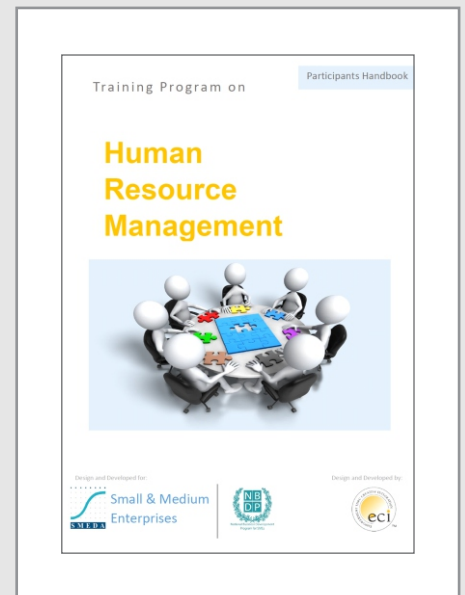
Tools

Brochures

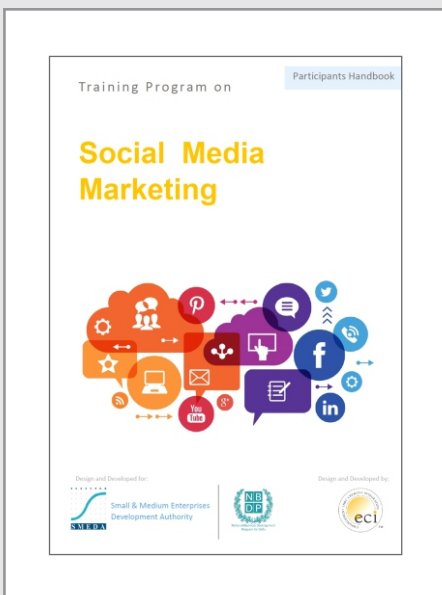
OTC Documents



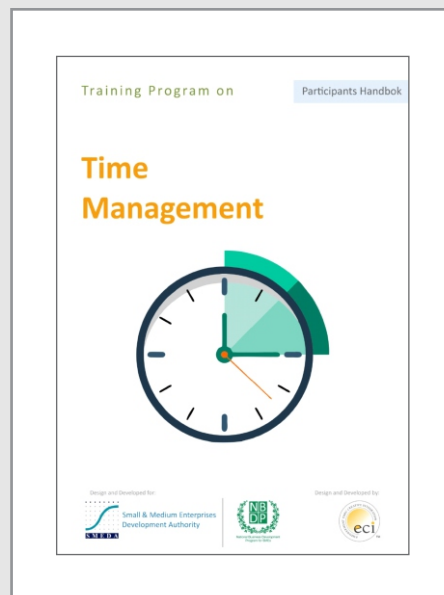
Under National Business Development Program (NBDP), ECI has been contracted to provide **45** 1-day trainings for **1113** numbers of entrepreneurs. ECI has designed and developed following training material for these trainings:



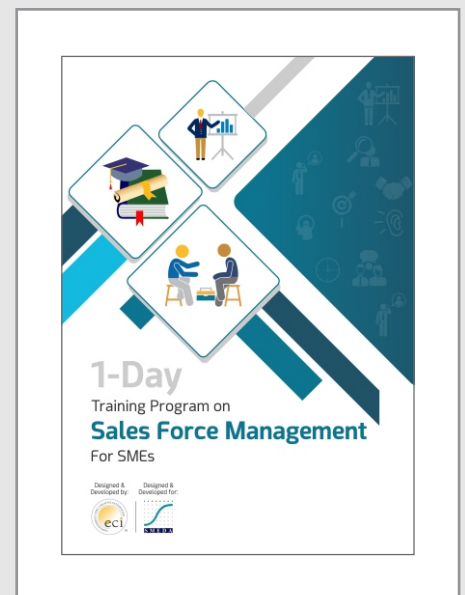
Human Resource Management



Social Media Marketing



Time Management



Sales Force Management

Over The Counter (OTC) Information Booklets for SMEs

ECI developed 44
information booklets in the
following 05 categories:

Category A



Category B



Category C



Category D



Category E



Our Experts for SME Sector



Sultan Mehmood Tiwana
SMEs and Economic Development Expert

Our Trainers



Huma Hameed
Human Resource
Management (HRM)



Faisal Akbar Awan
Human Resource
Management (HRM)



Turab Asghar
(Digital Media Marketing)



Annan Sohail
Human Resource
Management (HRM)



Jawad Ghori
Human Resource
Management (HRM)



Sultan Mohammad
(Time Management)



Zainab Azmat
Human Resource
Management (HRM)



Awais Bin Mehtab
(Sales Force Management)



Talat Rehman
Human Resource
Management (HRM)