



**ASPEN NETWORK  
OF DEVELOPMENT  
ENTREPRENEURS**

# **INCLUSIVE AND SUSTAINABLE APPROACHES TOWARDS RESILIENT MSME ECOSYSTEMS**

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UNDESA/MSEA WORKSHOP – UN GIGIRI

# ASPEN NETWORK OF DEVELOPMENT ENTREPRENEURS - ANDE



## What is ANDE?

ANDE is a global network of organizations that propel entrepreneurship in developing economies.

## By the Numbers

240+ ANDE members  
150+ countries  
200,000+ SGBs supported annually

ANDE members provide critical financial, educational, and business support services to small and growing businesses (SGBs) based on the conviction that SGBs will create jobs, stimulate long-term economic growth, and produce environmental and social benefits.

# MSMEs - The Foundation for Growth Oriented Businesses (SGBs)



- SGBs have between **5-250** employees
- Seek growth capital from **\$20,000-\$2 million**
- Are too small for traditional commercial capital, but too large for microfinance

MICRO  
ENTERPRISE

**SGBs**

LARGE  
FIRM

# SGBs Are Small, But Have Big Impact



## MSMEs to SGBs ?

### **Formality Burden:**

Understand and eliminate barriers to formality

### **Growth Stage Needs:**

Address systemic issues that lead to failure

### **Economic Growth :**

Integrated into national and global supply chains,

### **Jobs**

Through wage increases, non-salary benefits and labor mobility through training

### **Customers**

Through improved quality and/or lower price of goods and services

### **Broader Community**

Through environmental gains, development of social structures, etc.

### **EVERYBODY BENEFITS**

Investments in SGBs can realize financial returns and substantial "ripple effects" to a variety of stakeholders.

### **Suppliers**

Through increased demand for and sales of goods

### **Government**

Through value-added tax revenues



# AN Ecosystem Approach

## Ecosystem Challenges

Capacity Development

Finance /  
Impact Investing

Silos & Policy Environment



## Each Ecosystem is Unique

Culture  
Behaviour  
Environment

Banks  
Academia  
Government  
BDS  
Donors/DFIs

Frameworks and tools for  
mapping ecosystems

8 DECENT WORK AND  
ECONOMIC GROWTH



5 GENDER  
EQUALITY



6 CLEAN WATER  
AND SANITATION



7 AFFORDABLE AND  
CLEAN ENERGY



13 CLIMATE  
ACTION



## Central Pillars

Make the  
Case for SGBs

Increase the  
Effectiveness of SGB  
Support Organizations

Cultivate  
Entrepreneurial  
Ecosystems

# Data: What Resources and Organisations Are Available to Support MSMEs in Kenya?



The screenshot displays a web browser window with the URL [ghana.ecomap.tech/support-organizations](http://ghana.ecomap.tech/support-organizations). The page is titled "Support Organizations | Republic" and features the Aspen Network of Development Entrepreneurs logo. A left sidebar titled "Narrow Your Search" includes filters for Organization Type, Target Audience, Stage Focus, Nonfinancial Support Provided, and Financial Support Provided. The main content area is titled "Entrepreneur & Ecosystem Support Organizations" and includes a description: "Explore the organizations dedicated to supporting entrepreneurs and ecosystem builders in Ghana. Click on each card to learn more about the organization and the programs they offer, or click below to explore all programs in Ghana." Below this are two buttons: "Explore Programs" and "Submit an Organization". A carousel of organization cards is shown, with the first three being: ACDI/VOCA (Capacity Development Provider), AFSIC (Corporation or Corporate Foundation), and AHL Venture Partners.

**Narrow Your Search**

**Organization Type**

- Academic Institution
- Capacity Development Provider
- Corporation or Corporate Foundation
- Development Finance Institution or Donor Agency
- Foundation
- Government Agency
- Investor
- Media Organization
- Research or Advisory Service Provider
- Sector Association

**Target Audience**

**Stage Focus**

**Nonfinancial Support Provided**


**Financial Support Provided**

## Entrepreneur & Ecosystem Support Organizations


Explore the organizations dedicated to supporting entrepreneurs and ecosystem builders in Ghana. Click on each card to learn more about the organization and the programs they offer, or click below to explore all programs in Ghana.

[Explore Programs](#) [Submit an Organization](#)


« 1 2 3 4 ... 8 »



**ACDI/VOCA**  
Capacity Development Provider



**AFSIC**  
Corporation or Corporate Foundation



**AHL Venture Partners**

Windows taskbar: Type here to search, 19°C Rain showers, 10:45 PM 4/27/2022

# Partnerships: The Power of Knowledge Sharing, Convening and Networking



Members partnered on implementing **85+** projects, initiatives and campaigns



**13%** of members surveyed co-developed or conducted research together



**41 members** received funding from another member, **13** provided funding to another member



**13** members surveyed provided advisory services to another member



**19%** of members surveyed collaborated on events or trainings



**17** members shared their pipeline with another member

**ANDE member collaborations**  
(Data from 2019 survey, 116 respondents)

# DRIVE FUNDING TOWARDS INTERMEDIARIES

## to increase their effectiveness



### ANDE Catalyst Fund

Powers initiatives aimed at improving collaboration among and increasing the capacity of organizations within the SGB sector.

### SGB Evidence Fund

Supports collaborations between researchers and practitioners to understand the most effective ways to support SGBs and the economic and social impact of SGB growth.

### Past Funding

- Catalyst Fund for Impact Measurement Africa
- MEDA M-SAWA Technical Assistance Facility
- Argidius - ANDE Talent Challenge
- USAID - Advancing Women's Empowerment Fund

ANDE provides several funding opportunities to drive greater resources to organizations supporting SGBs in emerging markets and to ensure ANDE member expertise is leveraged efficiently.

Number of funds

10+

Number of winners

220+

Amount granted

\$12M+





# Effective Approaches to Strengthening Capacities

## Investment Manager Training

- A five-day intensive training for investment managers and capacity development providers
- Provides a comprehensive overview of investing in SGBs based on case studies and ANDE member experience
- Held several times a year in multiple locations



15+  
Investment  
Manager  
Trainings

400+  
IMT alumni

7+  
countries

# Collaborations that Foster Local Ecosystems

HEVA -FUND, UK AID, KFC, GOK NAIROBI COUNTY- UHURU MARKET CASE STUDY



## Value chain Characteristics :

Uhuru Market is well known for the affordability of its school uniform product (40.7%) children's wear (14.9%), women's clothing (12.9%) and leather goods (13.3%). Partnership Identified 1000 traders as beneficiaries

## Physical Environment and Regulatory Landscape

Small spaces not fit for garment production  
Waste Dumping – health and safety  
Bribes/Burglary  
Licences

## Demographics:

Uhuru Market provides employment to a majority youth population who are under 35 years. (77.3%) many of these are in marriage relationships and rely on household labour  
Women (over 60 %)

## Interventions

**Upgrading**  
**Table banking /micro finance**  
**Training “I was taught by another trader inside the market”**  
**Markets – leafy suburbs**  
**Associations/networks -KFC**

# Is there a mismatch between what MSMEs need and the available Interventions ? mosquito nets or fishing nets?



## Finance

Ensuring that MSMEs have access the right kinds of financing that is patient, reliable, accessible, with appropriate terms.

## Infrastruture

Secure digital, physical, and commercial infrastructure is in place to support the needs of MSMEs

## Markets

MSMEs have access to safe, strong, growing, sustainable markets in which to sell their products and services through equitable systems that provide fair terms for all actors. [website](#).

## Policies

Favorable policies are in existence to serve MSMEs at the national, and local levels. Reduce the formality burden and provide access to information . [lobal Accelerator Learning Initiative \(GALI\)](#).

# Partnerships: A Shared Vision Towards a Resilient MSME Ecosystem



## Strong Collaborative Frameworks

- Knowledge sharing and networking
- Research
- Training and talent development
- Impact assessment
- Funding
- Policy Advocacy

## Contribution from Stakeholders

- Time
- Insight
- Network leadership
- Data sharing
- Financial resources
- Commitment to collaboration



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**Thank you!**

Learn more at [www.andeglobal.org](http://www.andeglobal.org).

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