



SME training report

**Workshop on Procurement Guidelines in
Emergency Situations for Micro, Small, & Medium,
Enterprises in Gombe State**

**Ministry of Finance
Gombe: Ministry of**

September 29, 2020



September 30, 2020

Our Ref: MFL/GSG/01/A24

The Executive Governor
Gombe state
Gombe state Secretariat, Gombe.

Attention: Mr. Mohammed Magaji
Commissioner for Finance & Economic Development
Gombe State Government
Gombe state.

Dear Sir,

INTERIM COMPLETION REPORT

Please find attached the interim report of the just concluded Workshop on Procurement Guidelines in Emergency Situations for Micro, Small, & Medium, Enterprises in Gombe State.

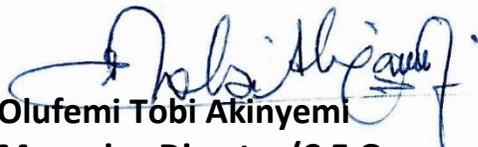
A comprehensive report would be forwarded to your office within the period of a week from the submission of this interim report.

Sir, it has been a pleasure working with the state government on this project.

Please be assured of our highest regards and commitment.

Faithfully yours,

For: Microflex Limited



Olufemi Tobi Akinyemi
Managing Director/C.E.O

PROJECT DESCRIPTION

In line with the need to strengthen the capacity of Micro, Small, & Medium, Enterprises on Procurement Processes in emergency situations, The Ministry of Finance and Economic Development in conjunction with the Gombe state Bureau for Public Procurement organized a 4-day capacity building and sensitization workshop for her entrepreneurs.

The program which took place at the Gombe state International hotel between the 26th and 29th of September, 2020 had in attendance a total of 194 (One hundred and Ninety-four) participants that cut across various sectors of the economy was declared opened by the Honorable Commissioner for Finance and Economic Development, in the person of Alhaji Muhammed Magaji. Other dignitaries in attendance were the Director for Treasury Malam Aminu Yuguda, the chairman board of Inland revenue services Abubakar Inuwa Tata, the director of procurement Mr. James, the Director General Procurement, and a host of others.

Present at the event were Farmers, Tailors, Traders, Contractors, Teachers, Caterers, Printers, Auto electricians, Rice millers, Carpenters, and so many players in other sectors of the economy.

OBJECTIVES OF THE WORKSHOP

The objectives of the workshop are as follows:

- To provide awareness on the Gombe state government's planned support for MSMEs in the state as a result of the COVID-19 pandemic
- To strengthen the capacity of entrepreneurs in Gombe state on the procurement processes of the state bureau of public procurement during emergency situations
- To create awareness on the available channels of support from the Gombe state government to MSMEs operating in the state
- To improve on interactions between the government and MSMEs in Gombe state

ABOUT MICROFLEX LIMITED

Microflex limited is a full-fledged, Business Development Services and Training company, with major focus on developing the Small and Medium scale Enterprises sector of the Nigerian economy. She is registered in Nigeria by the corporate affairs commission to engage in activities such as Business Development Services, Management Consultancy, Trainings, and other related services.

OUR EXPERIENCE

Our experience cuts across several sectors – We have been engaged by both private and government owned institutions to deliver bespoke training and consultancy services over the years, with our most recent engagement by the North East Development Commission to Establish and Train selected youths of the region on capacity development.

OUR TRAINING METHODOLOGY

In meeting the objectives of this program, we utilized a two-pronged approach to ensure that participants get the best possible benefits of the workshop.

- An instructor led delivery method was utilized in taking participants through the sessions on introduction to the public procurement procedures of the Gombe state government in emergency situations
 - The instructors further dug down into the identified challenges of MSMEs in order to get them abreast of recent support channels of the Gombe state government for MSMEs in the state
- We also adopted a participant-centered approach in line with putting the facilitators in a better position to identify existing areas of weakness and strengths common to the participants; such areas that the state government might need to intervene in, to develop the capabilities of her MSMEs. The approach gave room for Microflex limited to familiarize with the challenges of

MSMEs in Gombe state and thus enable her provide proper guidance in the course of discussions.

DISCUSSIONS AND TRAINING ACTIVITIES

On completion of the instructor led sessions, participants were divided into groups; with each group made of participants from diverse sectors. The goal of the syndicate groups was to enable us have first-hand feel of the experience of participants in conducting their businesses in the state, and to demonstrate their understanding of the gains of the workshop.

Some of the questions asked by the Syndicate groups during the participant centered sessions were:

- What are the major challenges faced by MSMEs in Gombe state
- What has been the factors affecting the ability of MSMEs to transact business with the Gombe state government

IDENTIFIED CHALLENGES AND FACTORS AFFECTING MSMEs IN GOMBE STATE

While these factors and challenges are not unique to Gombe state, the underlisted were however unanimously chorused as being overwhelming:

1. Lack of access to capital
2. None existence of state sponsored grants
3. The need for state sponsored workshops and trainings on business development/management best practices for MSMEs in Gombe state
4. Insecurity
5. Not so friendly government policies especially on taxation and price control
6. Lack of basic business enabling infrastructure such as good road network, electricity, business incubation centres and government sponsored social safety-net programs for MSMEs in Gombe state

RECOMMENDATIONS PUT FORWARD BY PARTICIPANTS

1. Participants would want the Gombe state government to find ways to subsidize business dealings with the CAC such as the cost of registering their companies and business names
2. The participants suggested that the state government should sponsor initiatives that would provide grants and low interest rate funds to MSMEs in the state
3. The government should organize periodic workshops, seminars and trainings to help them keep abreast of developments globally
4. Provision of tax incentives to MSMEs in the state.

CONCLUSIONS

The program came to a successful closure on the 29th of September, 2020 at about 4pm.

The closing ceremony was performed by the representative of the commissioner for Finance and Economic Development in the person of malam Kabiru Tsoho who is also the DG Debt Management Office for Gombe state, and the Permanent secretary Budget, planning and donor coordination Malam Jalo Ibrahim Ali.

The participants lauded the efforts of the state government for organizing such a program, and pray that the government would consider organizing more MSME centered activities in the state.

EVENTS IN PHOTOS











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