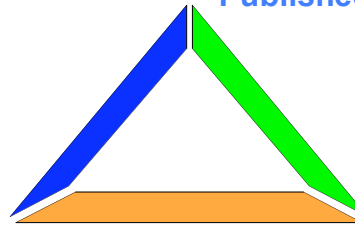




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SMME Support  
Network-Lesotho



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"empowering entrepreneurs"

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## Who is providing What to uplift Entrepreneurs?



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# Who are we?



LESOTHO LE BASOTHO PELE  
"LEBAPELE"



Mr. Semethe  
Raleche, CEO

Mohloli Chamber of Business (MCB) was established in December 2005, by a group of local entrepreneurs and professionals, who are engaged in business and other professional vocations based in Lesotho and other regional states who aspire to play in the big league of business locally, regionally, as well as internationally.

MCB is a membership driven organization, with membership from different sectors of the economy, at different scales of businesses – Large scale to Small scale. The main focus of the organization is to develop local business community, be a business sector representative in government-business sector dialoguing, and most importantly to facilitate Wealth Creation in the country. Through these driving forces the chamber identifies and establishes business opportunities for its members.

**Our philosophy is "Lesotho le Basotho PELE – LEBAPELE".**

In a wider perspective the MCB's mandate is to influence Policy Formulation and the Legislation Process with the view to creating an environment conducive for investment promotion, for facilitating a broad-based and private sector driven economic growth. There is profound participation of MCB in policy reform that is driven by the ministry of finance through the Public Financial Management Programme. The process is aimed at reforming Government Procurement, it is to this body that MCB made a direct request that it be reviewed and must be favourable to local entrepreneurs. The objective is to retain most of government budget within the economy. This effort does not undermine however the reality that local products and service that are of lower quality than those of the competing states, nonetheless through training and regular dialogue business sector will soon understand the standard of quality required.

It is also our mandate to improve the condition under which the business sector operates. Local business empowerment to which we strive to achieve stood for a long time as a challenge for business sector. This among other challenges such as lack of support to indigenous business, government procurement that does not favour local entrepreneurs, poor

business conditions characterised by "not up to standard" and poor services by business sector, lack of proper physical and institutional infrastructure, and lack of exposure of local entrepreneurs to the international business fraternity, all have deterred sustained economic growth. As a result the macroeconomic problems which of cause the Government of Lesotho together with its donor partners are geared to fight seem to be escalating. All these challenges form the heart of our mandate.

In addressing these challenges facing business sector and developing a strong wealthy and job creating economy, MCB will be a strong partner to the Lesotho government and the international foreign investors who would want to enter the economy. MCB will hence offer its members a comprehensive set of services complimented strongly by emerging initiatives geared towards private sector development in general.

Contact us at **+266 5898777**  
or email us at  
[philraleche@yahoo.com](mailto:philraleche@yahoo.com)

## Editors Note



SME Bulletin.

**W**elcome to the first edition of the Lesotho SME Bulletin. Kashona Publishers (Pty) Ltd and the SMME Support Network are delighted to have launched this valuable publication that aims to add and create value for SME development in Lesotho. A lot have been said about SME development, now the time has come for those efforts to be recognised and what better way then introducing the Lesotho

For your information the Lesotho SME Bulletin will be a quarterly publication that will focus on issues related to Small and Medium Enterprise (SME) sector development. It aims to be the central information point between SMEs, Service Providers to the SME sector; local and foreign who have an interest to do business with or to support Lesotho SME sector. The publication has been introduced in Namibia and 12 editions have been printed to date.

According to our research, Lesotho proved to be the best destination for introducing the SME Bulletin, because it is a developing nation, which needs to enhance its efforts geared towards fostering SME Development.

The idea was based on the fact that small businesses are regarded as a promising response to poverty alleviation and employment creation. The SME sector is also considered widely to be the driver of economic growth for developing countries. However, Lesotho like other emerging economies and particularly as a least developed country, faces significant challenges in fostering SME development. Therefore the SME Bulletin will contribute to and help find ways of overcoming some of these challenges.

**Enjoy the first edition and we look forward to your support and inputs to make the publication worthwhile to you the readers.**

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# Support SMEs in the Market Place



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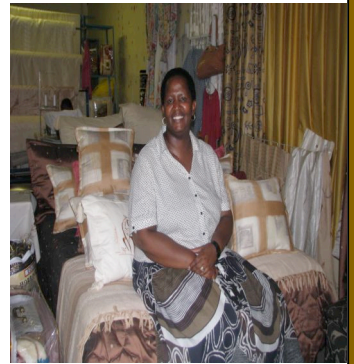
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# BASOTHO ENTERPRISES DEVELOPMENT CORPORATION (BEDCO)

**The Corporation is the gateway to Basotho Small and Medium sized enterprises for participation and contribution in the Country's economy. This is done through the following services:**

## **1. Business skills – Technical Training and Business Management for both novice and established entrepreneurs.**

Business Management is aimed at equipping entrepreneurs with basic management skills which include: Bookkeeping; Financial Management and Counselling; Cost Management; Production Management; Marketing Management; and Human Resource Management

### **Technical Training**

Bedco offers Technical skills training/upgrading in sewing, Carpentry and Metalwork. Courses offered in sewing are School uniforms, fashion wear, Tailoring, Windbreakers and Bed linen. Duration varies from 4 weeks to 8 weeks depending on the type of Course. Carpentry course comprises of basic carpentry with duration of six months and two year apprenticeship.

With the exception of two year Apprenticeship Qualification requirement in all these courses is: Ability to read & write.

## **2. Workspace For Rental**

BEDCO offers fully serviced units for rental to entrepreneurs. This service is available in Botha-Bothe, Leribe,

Maseru, Mafeteng, Mohale's hoek and Qacha's nek.

## **3. Other Services**

**Linkages:** Assistance to SMMES to forge linkages with large textile and clothing manufacturers both locally and outside the country

**Current Developments:** Seven owner/managers in clothing manufacturing were identified and went through training from foreign firms in Maseru and Maputsoe respectively. The training has been completed and these entrepreneurs are working on the first order.

There will be an intake of another group of interested entrepreneurs from the same sector.

**Business Counselling:** Service is offered to businesses, which show problem signs. Entrepreneurs are advised accordingly.

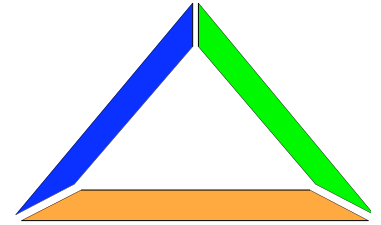
**Information Dissemination** and Marketing assistance are offered.

**Business Plan Preparation:** Project Appraisals assistance are services offered to entrepreneurs seeking financial assistance from the banks.

**CONTACT BEDCO "YOUR PARTNER IN ENTERPRISE DEVELOPMENT"**

**+266 22312094 OR EMAIL [ceo@bedco.org.ls](mailto:ceo@bedco.org.ls)**

# Who are SMME Support Network – Lesotho?



**SMME Support  
Network-Lesotho**

**SMME Support Network is a non-profit institution registered in 2002 with the aim to be a support network of small medium and micro enterprises and serve a consortium of business development service providers**

## **Mission**

The Network committed to delivery of high quality service to SMMEs through capacity building, information services, coordinated provision and rigorous marketing of sustainable programmes, with a view to creating wealth as a contribution towards poverty alleviation.

## **Vision**

A participatory Network providing coordinated quality service, supported by economic, effective and efficient business development programmes.

## **Service Provided**



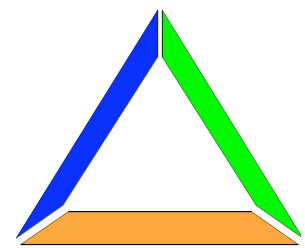
- Capacity building for BDS providers and SMMEs
- Information services
- Marketing of Services offered by member institutions
- Development and adaptation of training & development manuals/packages for BDS providers and SMMEs
- Lobby government and international Development partners for sustainable SMME development programmes

## **Objectives**

- Co-operation and collaboration among Business Development Service providers, with the view to providing demand-driven, coordinated, value-added service to SMMEs.
- Skills transfer among service providers and from service providers to the SMMEs through training and facilitation of other development programmes.
- Development of sustainable programmes to facilitate linkages between SMMEs and larger companies.
- Facilitation of the SMMEs and “unbanked” communities access to finance for
- Creation of conducive atmosphere for networking among BDS providers.
- Incorporation of the views of the SMMEs in the national policy framework.

**For more information contact the SMME Support Network – Lesotho at Box 11572 Maseru 100, Lesotho Tel/Fax: +266 22 326383/2 email [smmenet@leo.co.ls](mailto:smmenet@leo.co.ls) or visit our website: [www.smmenetwork.com](http://www.smmenetwork.com)**

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Network-Lesotho

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