

Who is organizing the workshop?

- The workshop is organized by PEIE and GOIC with technical support from UNIDO.
- The work shop is organized to interact between PEIE, GOIC, UNIDO with local industries and stake holders in Oman.

Who can participate in the workshop?

- CEOs, Executives, Government officers, bankers, Development organization/ institutes, Managers, Industrial Experts, Consultants, large companies, SMEs and other those are linked to industries/ business and trade.
- The end results of the workshop and SPX benefits message can reach to wide spectrum of industries and stakeholders in Oman which can be stepping stone to establish full fledged SPX program in Oman;

Pre workshop activities

- There will be specialized bilateral meetings between the key industrial stakeholder and organizer for preparing the road map for the SPX project.

Post workshop activities

- Prepare the preliminary project preparation report by UNIDO and submit to PEIE to validate within the project framework to implement the SPX program.
- Establish National Steering committee consisting of 3-4 major buyers, 2-3 SMEs', GOIC, PEIE and other stake holders to design what is exactly required to run the SPX center.

For details contact:

Malak Al Shaibani
Director General
PEIE, National Business Center
PO Box 200, Rusayl, PC 124,
Sultanate of Oman
Tel : +968 241 55417 /02
Fax : +968 244 490 95
Email :
malak.alshaibani@nbc.om

Where is SPX center in Oman?

- Oman SPX Centers is hosted by Public Authority for Industry.
- Equipped with professional staff capacity to assist enterprises in their development process through a range of support services including;
 - Enterprise profiling
 - Matchmaking
 - Benchmarking
 - Buyer engagement
- Oman SPX center is meant to achieve inclusive and sustainable industrial development (ISID).
- It has already created company profiles of more than 400 companies operating in Oman as per UNIDO SPX standard.

Objectives of Oman SPX center

- Oman SPX Centre serves to support those SMEs directly linked to main industries in the economy such as oil and gas, and this intervention could then serve to establish the basis for the development of SMEs engaged in the manufacturing industry;
- The SPX program can play a major role in enhancing regional and international competitiveness of Omani SMEs through facilitated internationalization support made possible by its international network as well as number of collaborative agreements with internationally renowned industrial fairs such as Hannover Messe' and MIDEAST industrial fairs.
- Build a long-term relation with main contractors, including getting technical / financial support from the contractors (e.g. to develop innovations, to develop own vendors) which can improve the subcontractors;
- SPX methodology will address the Networking of all stake holders to strategically link and Co-operate with complementary objectives in order to offer a combined product/service;

The Public Establishment for Industrial Estates



Oman SPX center
(Subcontracting & Partnership Exchange)

Organizes Workshop on Industrial Subcontracting and Partnership And supplier development

In association with



Date: 19th -21st may 2015
Venue: PEIE, Oman

Objective of the workshop

- To sensitize the UNIDO SPX Program to develop local SMEs capacity to meet buyer needs.
- Gather from participants as an input to design the blueprint for Omani industrial development especially to strengthen the relation between Buyer and supplier.

What is there in the workshop?

- A presentation from UNIDO/ GOIC/ PEIE about the SPX program for Sustainable industrial development plan for Omani companies.
- On the other side the participants like industries, Ministries, Chambers, development organizations, banks, Institutes, and industrial experts will absorb the SPX mechanism and propose their interest.
- Process of information gathering from participants as an input to design the blueprint for Omani industrial development especially the relation between Buyer and supplier.

What is the benefit I will get from the workshop?

- You can add value to the SPX project by providing what is much needed for the development of Industries in Oman.
- SMEs can benefit from their involvement as subcontractors. Examples include; expansion of business opportunities, indirect access to larger markets, access to external knowledge and technology transfer coming from main contractors, better use of the installed capacity and financial benefits;

What is SPX?

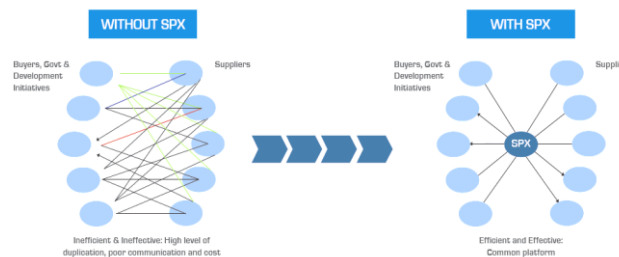
- SPX stands for Subcontracting and Partnership Exchange, the concept developed by UNIDO.

SPX specifically helps local enterprises to successfully meet the challenges of globalization and to take advantage of the emerging industrial subcontracting, outsourcing and supply chain opportunities.

What is SPX program?

- It is an UNIDO technical cooperation program that links local enterprises in developing countries to the supply chains of large domestic or international companies.
- Aim of the UNIDO SPX Program is to develop local SMEs capacity to meet buyer needs and in doing so, to identify profitable business opportunities for them.
- SPX Program provides solutions to transnational corporations (TNCs) and original equipment manufacturers (OEMs) in realizing their local content strategies and corporate social responsibility plans in host developing countries.

WITH / WITHOUT SPX



BENCHMARKING
SUPPLIER DEVELOPMENT
MATCHMAKING
PRODUCTIVITY ENHANCEMENT
SME CAPACITY BUILDING
KNOWLEDGE SHARING
BEST PRACTICE

SPX-triggered supplier development initiatives, based on the SPX Benchmarking tool, could go a long way to diagnose gaps in SME performance and practice measures and therefore shape specific SME support interventions in collaboration with other PEIE initiatives. Thus SPX can support local content endeavors in Omani economy for a sustainable industrial development strategy.