Program Description

PYXERA Global’s Ghana Supply Chain Development (SCD) Program, based in Takoradi, Ghana was established in March 2013 to provide capacity-building services and to improve the competitiveness of local Small and Medium Enterprises (SMEs) in both the Oil and Gas (O&G), mining, and energy related sectors. The program’s goal is to improve the competitiveness of local small and medium enterprises (SMEs) operating in the O&G, mining and energy sector supply chains.

The three primary methodologies used to achieve these objectives are: introduction of training and capacity building interventions targeting enhancement of technical managerial qualifications of professionals across the sector(s), strategic and targeted campaigns to combat access to finance issues inherent to the Ghanaian private sector, and increasing market linkages amongst market participants both domestic and international.

Program Strategy

The Takoradi-based program began operations by conducting a thorough needs assessment. Through extensive meetings with stakeholders operating in the Ghanaian oil and gas sector, the Ghana SCD Program identified several key areas for capacity building and operational improvement in local businesses. Oil and gas industry players noted that local suppliers who bid for procurement opportunities frequently fell short of meeting industry requirements and standards for established policies and systems in the following areas:

- Environment, Health and Safety (EHS)
- Procurement Best Practices
- Information Technology
- Quality Management

Local suppliers also lacked industry specific technical certifications. In light of these needs the Ghana SCD Program developed trainings for Business Service Providers (BSPs) and SMEs that specifically target these areas.
Ghana Supply Chain Development Program

Services

**Training and Capacity Building**

The Ghana SCD Program focuses on increasing the capacity of BSPs to train SMEs in these key areas of need. In addition to targeting trainings directly at BSPs, the Ghana SCD Program contracts with local BSPs to run the trainings it has designed for SMEs. This multi-layered Training of Trainers model amplifies the immediate and long-term impact of the Ghana SCD Program.

The training of these BSPs lies at the core of the program’s sustainability plan. When the Ghana SCD Program comes to a close, the BSPs that have received training and served as trainers for the program will be well equipped to continue developing the capacity of SMEs operating within the oil and gas supply chain and the wider economic landscape. Main trainings delivered to Ghana in SMEs include: EHS Foundation, Awareness and Introduction, OHSAS 18001:2007 Implementation & Internal Audit, Legal & Compliance Issues in the Oil/Gas Sector, Effective Procurement Techniques for SMEs in the Oil/Gas Sector, Introduction to Quality Management Systems.

**Partnerships and Market Linkages**

In addition to the traditional trainings and capacity building events, the Ghana SCD Program organizes networking and awareness events for Ghanaian SMEs as well as seeks to promote partnerships that benefit local businesses. For example, the Ghana SCD partnership with the Ghana Alternative Market (GAX) helped to engage select Ghanaian SMEs and assist them in the initial process of getting listed on the GAX. Through another partnership with TRACE, an international anti-corruption and compliance certification organization, the Ghana SCD Program organized anti-bribery training workshops for businesses in Accra and Takoradi. To date, 28 Ghanaian SMEs have been certified. By becoming TRACE Certified, SMEs advance commercial transparency efforts in Ghana and are considered “champions for change.” Such market leaders serve as valued business partners for multinational companies seeking to do business with suppliers, agents, and consultants in Ghana who share their commitment to commercial transparency.