



LOCAL PROCUREMENT EFFORTS IN GHANA – WESTERN REGION IN PERSPECTIVE

A presentation by Sekondi-Takoradi Chamber of
Commerce & Industry

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APPROACH

- Introduction
- Gaps/Challenges/Current Situation
- Efforts
- Way forward



Intro

Maximizing local content or the level of local inputs into a particular project or industry has been an Economic Aspiration of local businesses and Governments since the dawn of the industrial Age.

In recent years, local Content Policy especially in the Extractive Industry focuses on the role of local Businesses in value additions and value creations across the whole Value Chain



CHALLENGES

- Policies and Enforcement
- Capacity
 - Technical
 - Financial; Access and Cost
- Low Industry Knowledge – Business Opportunities/ Standards etc
- Education



Local Procurement Efforts

Government Initiatives

- Local Content Policy - Currently in Parliament. Aims at providing the framework for local participation in the Oil & Gas Business.
- There is also a Local Content Policy in force for the Mining Sector to add up to Minerals Act



Local Procurement Efforts

Government Initiatives

- Capacity Building – Government/World Bank and GIZ → COTVET set up various capacity building projects to fill in capacity gaps within the various sectors.



Local Procurement Efforts

- **Government Initiatives**
 - Enterprise Development Centre by GoG and Jubilee Partners
 - A Supply Chain Development Program by USAID and CDC



Local Procurement Efforts

Chamber Initiatives

Local Content Policy

- Made significant inputs to the Policy
- Advocating for the speedy passage of the Policy into law
 - Trade Missions: Visits/study tours including Trinidad & Tobago, South Africa & Australia for Best Practices and models on Local Procurement initiatives



Local Procurement Efforts

Chamber Initiatives

STCCI-IM4DC Collaboration – To develop Local Supplier in Mining, Oil and Gas

Training on the fundamental skills and principles for Developing Local Suppliers in the Mining, Oil and Gas Sectors organized. Participants were Procurement Managers and top Managers of Multinational Companies in the sector



Local Procurement Efforts

Chamber Initiatives

- Collaborating with both EDC and the Supply Chain Development Program to develop Local Businesses



Local Procurement Efforts

Chamber Initiatives

Specific Capacity Building Initiatives

Local Supplier Development – In Collaboration with AUSAid/ IM4DC, three LSDs are being proposed as;

- Sekondi-Takoradi – Oil & Gas and Mining
- Esiamas – Mining
- Tarkwa – Mining



Local Procurement Efforts

Chamber Initiatives

LSDs – Focus Areas;

- Certification
- Policy – Insurance/ HSE & Q
- Documentation
- Price Negotiation
- Invoicing & Payment Management
- Business Appraisal etc



Local Procurement Efforts

Chamber Initiatives

Monitoring of Local Content Implementation

- Collaborating with the Local Content Committee in monitoring local content plans of operators
- Organization of Annual Local Content Awards
- Annual HSEQ Conference to develop and shape HSEQ policies and programs in the extractive industry



Local Procurement Efforts

Other Interventions by the Chamber

- Cooperative Credit Union
- An Alternative Dispute Resolution Centre – Business Disputes
- Building a Business Information Centre



ENHANCING LOCAL PARTICIPATION THROUGH GLOBAL BEST PRACTICES

- Participation in International events
- Partnerships for capacity building
- Replication of best practices
- Joint ventures



Going Forward

- Policy Initiatives and Enforcement
- State Institutions
 - Ghana Standards Authority/ Food & Drugs Authority on local products
 - Ghana Education Service – Courses such as Entrepreneurship be given much attention



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Thank you for your attention.