

2023 FiCS Summit Session Concept Note



Roundtable 6

Integrating MSMEs in sustainable supply chains

September 4th/15:15-16:45/ Room: Barahona 4

Coordinator(s)

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Blurb:

It is essential for the productive transformation in Micro, Small, and Medium Enterprises (MSMEs) to embrace the adoption of new technologies to contribute to economic growth and development.

This workshop will showcase innovative initiatives developed by Public Development Banks (PDBs) and other stakeholders to encourage the integration of new technologies in MSMEs. The panel will feature experts and leaders who will discuss the necessary actions that PDBs should take to provide financing options for these technologies, enabling companies to actively participate in supply chains. Additionally, the session will explore the vital role of technical assistance in helping MSMEs overcome challenges associated with adopting new technologies, facilitating their modernization and competitiveness in the global economy.

Detailed information about the session

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<p>Rationale</p>	<p>The session will centre on innovative initiatives developed by PDBs and other stakeholders to promote the adoption of new technologies in MSMEs or actions that PDBs' should implement to finance these technologies to promote the insertion of the companies in value chains, particularly micro and small enterprises. In the same way, it will also examine the technical assistance required to help MSMEs navigate the challenges of new technologies.</p> <p>Access to financial resources is a well-known need to productive transformation of MSMEs', and even more, the possibility of accessing financial alternatives, on favourable terms, to enhance the opportunity of active participation in supply chains by investing in technologies (preferably advanced technologies) and contributing to economic growth and development.</p> <p>Promoting the productive transformation of MSMEs must respond to new trends that allow PDBs to change their offer to an alternative one that shortens the time it takes an economy to reshape and be competitive internationally.</p> <p>Key discussion points will include the effective mechanisms and experiences of different regions that have successfully inserted MSMEs in supply chains or have leadership on advanced technology investments. As well as the key elements that allowed this insertion to happen with the support of the PDBs, barriers identified, or key learnings to make it sustainable over time.</p> <p>The session aligns with FiCS forward-looking objectives by promoting financial inclusion for MSME and fostering inclusive economic growth. The session also highlights the role of technology in facilitating MSMEs modernization, enabling them to overcome traditional barriers and embrace new opportunities.</p>
<p>Objectives</p>	<ul style="list-style-type: none"> • Raise awareness about the importance of new technology financing to promote MSMEs inclusion in supply chains. • Provide a platform for PDBs to gain knowledge from others experiences backing the productive transformation of MSMEs.

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	<ul style="list-style-type: none"> Identify new actions, opportunities, and alliances to implement innovative solutions that foster the insertion of MSMEs in value chains using new technologies.
Target audience	<ul style="list-style-type: none"> Representatives of PDBs, NDBs, and the Private sector. MSME owners, entrepreneurs, and business associations. Government officials in charge of MSMEs development and financial inclusion policies. Representatives from international organizations, NGOs, and development agencies. Experts and practitioners in supply chain management and new technologies.
Outcomes of the event	<p>PDBs will commit to developing new financial products that promote the investment of new technologies in MSMEs to foster the insertion into value chains.</p> <ul style="list-style-type: none"> New knowledge to develop new PDBs programs or initiatives. Innovative ideas from programs and financial solutions. Partnerships among PDBs. <p>These outcomes will contribute to economic growth while supporting FiCS objectives.</p>
Format of the event	1 keynote/chair, 1 moderator/facilitator, and 8 speakers around the table
Partners	BID ALIDE Bancoldex
Chair/Keynote	Alan Elizondo, CEO, FIRA
Moderator	Susana Cordero, Institutions for Development Manager, IDB
Speakers/Experts	<ol style="list-style-type: none"> Francisco Meneses, CIO, CORFO Blanca Navarro, Head of Strategy and Sustainability, ICO Ijeoma Ozulumba, Executive Director, Development Bank of Nigeria Salvador Ferrer, CEO, Bank of the Oriental Republic of Uruguay (BROU)

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	<ol style="list-style-type: none"> 5. Tomás Canosa, Undersecretary of small and medium-sized enterprises of Argentina 6. Maria Camila Muñoz Sanchez, CEO, Exponencial Confirming 7. Shri Sivasubramanian Ramann, Managing Director, SIDBI
Run of show	<ol style="list-style-type: none"> 1. Introduction and Keynote (15 mins) <ul style="list-style-type: none"> · The session will open by Susana introducing the topic and the objectives of the workshop · She will then introduce the Keynote speaker to set the stage about the topic · Susana, as moderator, will then take the floor again and introduce the Panelists. 2. Opening remarks: Government/Private finance (5 mins each; 10 mins) <p>Starting with the perspective of a Government encouraging integration of SMEs into the global supply chains, and then hearing from a private company specifically offering financial instruments to support SMEs access finance.</p> <ul style="list-style-type: none"> • Tomás Canosa, Undersecretary of productive development of Argentina: <ul style="list-style-type: none"> ○ Provide an overview of his government’s ambitions and policy direction • Camila Muñoz Sanchez, CEO, Exponencial Confirming. She is Founder of a reverse factoring firm based in Colombia that works with SMEs to access finance based on the accounts payable from larger anchor buyers <ul style="list-style-type: none"> ○ Short word on how reverse factoring works of this product area 3. Roundtable Discussion from 6 National Development Banks (total 40 mins) <ol style="list-style-type: none"> a. Susana introduces the 6 speakers, each of which will give reflections how their NDBs are: (3 mins each)

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- Promoting the productive transformation of MSMEs to respond to new trends in order to competitive internationally.
 - helping MSMEs overcome challenges associated with adopting new technologies, facilitating their modernization and competitiveness in the global economy.
 - Helping MSMEs integrate into global supply chains, including requirements to adopt ESG standards
- b. Proposed Q&A to NDBs: scripted questions which Susana will pose to each of you (3 mins each)

Panelist , Proposed Scripted Question

- Blanca Navarro, Head of Strategy and Sustainability, ICO, Spain , How can technology drive sustainability in the supply chain? How can an NDB help SMEs in this process?
- Francisco Meneses, CIO, CORFO, Chile , When SMEs face the classic challenges of access to finance and lacking technical capacities, what can an NDB do to promote globalization of these firms?
- Ijeoma Ozulumba, Executive Director, Development Bank of Nigeria , How can digitization help to accelerate a SMEs integration into global supply chains? And what can an NDB do to support this?
- Salvador Ferrer, CEO, BROU, Uruguay , TBD (Salvador, please let me know what you could like Susana to ask you)
- Shri Sivasubramanian Ramann, Managing Director, SIDBI, India , In support of SMEs to globalize, how can an NDB work with other government agencies, e.g. EXIMs to ensure seamless service? (Mr. Ramann, as a country with an EXIM, I think this is a particularly relevant question for other NDBs, like Nigeria, who have a separate DFI focused on exports)

- c. Open discussion among Panelists (10 mins)

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	<p>Panelists, including Tomas and Camila, can pick up any points that were mentioned by others on the panel to elaborate.</p> <p>4. Any Audience Questions (10-12 minutes) Any remaining time will be opening the floor to audience questions.</p>
<p>Materials</p>	<ul style="list-style-type: none"> • Session Concept Note to be posted on the online Summit platform. • Briefings for speakers to be prepared by the session's organizers. • Presentations (e.g. PowerPoint) • Other documentation (e.g. reports, research studies)
<p>Language of the event</p>	<p>The event will be held in:</p> <p style="text-align: center;"> <input checked="" type="checkbox"/> <i>English</i> <input type="checkbox"/> Spanish </p>
<p>Equipment needed Select which applies:</p>	<ul style="list-style-type: none"> ✓ PowerPoint projection ✓ Video projection ✓ Simultaneous translation ✓ Collaborative tools to allow for interactions with the audience