

## PRIVATE SECTOR PEER LEARNING: MECHANISM PROFILES

# Agency for Business and Economic Development and EZ-Scouts, German Federal Ministry for Economic Cooperation and Development (BMZ)

**Description:** The German Federal Ministry for Economic Cooperation and Development (BMZ) has two separate private sector support programmes to provide advice and information to small and medium-sized enterprises interested in investing in developing countries and emerging economies. The programmes are known as the [Agency for Business and Economic Development \(AWE\)](#) and [EZ-Scouts](#). The programmes were established to facilitate market entry into developing and emerging countries. While there are many opportunities for business expansion, there are also associated risks and uncertainty. By providing companies with necessary information on the requirements and needs of partner countries, these programmes aim to fill information gaps and ensure that investment opportunities are being used effectively.

**Development Assistance Committee member:** Germany  
**Duration:** Ongoing since 2010  
**Budget:** Not available  
**Geographic focus:** Global  
**Sectoral focus:** All  
**Offered:** Advice, information and technical support

**Objectives:** The AWE and EZ-Scouts seek to provide advice and consulting services to companies on investment opportunities and challenges in developing countries and emerging economies. Both programmes also provide information pertaining to German development co-operation activities as a way to promote and increase co-operation with BMZ.

**Partners:** The AWE and EZ-Scouts programmes are open to small and medium-sized enterprises, business and state associations, foundations and chambers of commerce. There are no restrictions on who can receive advice or consulting services.

**How it works:** The programmes provide advice and important information on various subjects, including the economic needs of the host country, incentives and financing opportunities supported by BMZ. EZ-Scouts are individuals seconded to business associations and German chambers of commerce through the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ). They can also put companies in touch with international and local networks as a way to assist in the implementation of projects. Twenty-five EZ-Scouts have been deployed to date. Companies interested in learning more can contact either of the programmes directly by e-mail, phone or online contact form.

**Monitoring and evaluation:** No monitoring and evaluation documents were found.

**Results:** No results were found.

**Insights:** By providing easily accessible expert advice and information on the conditions, challenges and opportunities for investing in developing and emerging countries, these programmes help streamline and increase the participation of companies in public-private partnerships with BMZ and its implementing partners. With simple and straightforward service, companies are able to overcome some of the main barriers to entry, which in turn can spur further innovation, investment and development.

### SOURCES:

BMZ (n.d.a.), "EZ-Scout-Programm [EZ-Scouts programme]", [www.bmz.de/de/themen/privatwirtschaft/kammern\\_verbaende/ez\\_scout\\_programm/index.html](http://www.bmz.de/de/themen/privatwirtschaft/kammern_verbaende/ez_scout_programm/index.html) (accessed 1 July 2016).

BMZ (n.d.b.), "Other opportunities for cooperation", [www.developp.de/en/content/other-opportunities-cooperation](http://www.developp.de/en/content/other-opportunities-cooperation) (accessed 1 July 2016).

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GIZ (2013), "Company report 2012", German Agency for International Cooperation, Bonn and Eschborn, [www.giz.de/en/aboutgiz/corporate\\_reports.html](http://www.giz.de/en/aboutgiz/corporate_reports.html) (accessed 1 July 2016).