

**Building
Human
Capital for
Sustainable
African
Enterprises**

Helping to Build Africa's Growth and Prosperity



Our Vision

To assist African enterprises in becoming globally competitive, profitable and sustainable.

Our Mission

To build management capacity within African enterprises by providing management and training support primarily to SMEs.

Our Core Corporate Values

Passion

People

Team Work

Excellence

Customer Satisfaction

Our Mandate

AMSCO's mandate is to help African enterprises to become globally competitive, profitable and sustainable. We seek to achieve this objective by providing human capital and skills development services to selected African businesses, particularly Small & Medium Enterprises (SMEs).

Human development and governance are critical in enhancing company competitiveness and long term sustainability. The ATMS Project has through AMSCO's interventions demonstrated great potential in this area, contributing to improved accountability, poverty reduction in all its dimensions and capacity development in Africa. All these are key essentials for inclusive growth and achieving the Millennium Development Goals.

What We Offer

AMSCO delivers four primary services within the sub-Saharan African economy.

Management Placement



AMSCO sources and places international experts with appropriate skills and experience at African companies for a period of 3-5 years to improve operational and financial efficiency, install management systems and strengthen capacity for local managers to succeed AMSCO secondees. AMSCO also assists greenfield businesses.



Partners may fully or part-fund projects bringing multiple players together to promote capacity development. AMSCO acts as a facilitator to ensure that these programmes are implemented to simultaneously achieve the developmental needs of the participants and the funders of the programme.

Current technical assistance programmes include:

- ▶ Growth Oriented Women Enterprise (GOWE) Programme: The GOWE programme supports women entrepreneurs with a combination of investments and advisory services, helping their businesses to grow and succeed. The programme is currently rolled out in Kenya.
- ▶ Cadiz ASSIST Fund: This is a platform designed to deliver much needed capacity building services and support to financial intermediaries and small businesses that will help them to better serve the communities in which they operate.

Capacity Development



AMSCO conducts training needs assessments and, in collaboration with its clients, custom designs practical and job oriented management development programmes. AMSCO also has sectorial training interventions focused on a sector or theme in order to achieve greater skills development impact. Using financial support provided by donors, the ATMS Foundation may subsidise a percentage of the cost of the training programmes for AMSCO supported SMEs who cannot afford the full cost. AMSCO's Capacity Development seeks to ensure that the identified local successors undertake comprehensive management development programmes with the objective of building a well-trained team of senior executives in each client company.

Technical Assistance Programmes

AMSCO works with various partners through targeted interventions for private sector development (particularly SMEs), entrepreneurship and improved livelihoods.

Recruitment



We recruit for a wide range of disciplines. We seek out middle to senior management individuals who are industry experts with appropriate skills to place in various companies. AMSCO is looking for the right blend of passion, skill and tenacity to make an impact in African enterprises. Experts in foreign countries that need to relocate to Africa and those in African countries seeking alternative employment opportunities get their solutions from AMSCO.

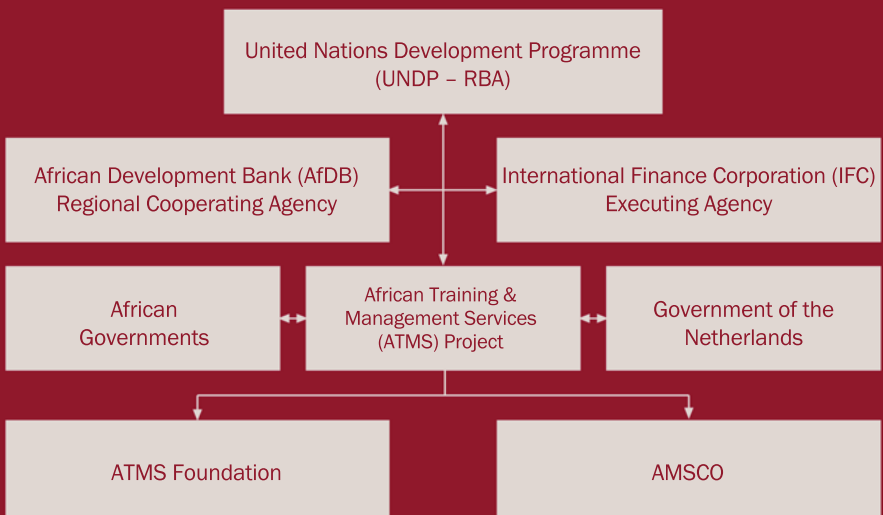
A Unique Project



The African Training and Management Services (ATMS) Project was established by UNDP in 1989 to provide human capital solutions in sub-Saharan Africa that lead to skills development and wealth creation through the private sector and commercially operated state enterprises. It works to make real change to the lives of people by opening up opportunities for growth. The project comprises two separate, but interrelated components:

- The African Management Services Company (AMSCO) is a special purpose company set up jointly by the United Nations Development Programme (UNDP), the African Development Bank (AfDB) and the International Finance Corporation (IFC) which is the private sector arm of the World Bank, to serve as the operational unit of UNDP's ATMS Project.
- The ATMS Foundation provides grant funds for client interventions in Africa that are assisted by AMSCO, but which cannot afford the full costs of those services.

ATMS Organisational Structure



Summary of ATMS Benefits

SKILLS TRANSFER: Access to high quality professionals: Recruitment and secondment of suitably qualified and experienced hands-on managers and technical experts to African businesses. The average contract period is typically 3-5 years.

PERFORMANCE MANAGEMENT & PROJECT MONITORING: AMSCO monitors its managers and technical experts on an on-going basis to ensure good quality delivery of services to clients. AMSCO tracks the performance of companies along 5 indices namely revenue, profit, employment generation & women empowerment, Corporate governance and capacity development.

NETWORKING FOR CAPITAL: Through referrals to AMSCO's extensive network of stakeholders (mostly Development Financial Institutions and Financial Institutions), clients are able to gain access to potential equity and loan financing. This is an ancillary value and not core to AMSCO.

MARKET OPPORTUNITIES: Business linkages and networking using AMSCO's extensive network.

Our Foot Print

AMSCO is currently active in 24 countries in sub-Saharan Africa with regional offices in Accra, Nairobi and Johannesburg which also houses the operational headquarters. For operational efficiency, country offices are also located in Nigeria, Cameroon and Zambia. AMSCO's statutory Office is located in Amsterdam, the Netherlands.



Portfolio Overview 2012

- SMEs accounted for 80% of the total portfolio
- 283 companies were supported in 2012
- 83,767 jobs were supported by client companies
- 1,962 females benefited from AMSCO Training Programmes

Contact Us

Southern Africa

Regional Office, Southern Africa
4 Fricker Road,
Illovo Boulevard, Illovo, 2196
PO Box 41706, Craighall, 2024
Tel: +27 11 219 5000
Fax: +27 11 268 0088
Email: rosa@amsco.v.com

East Africa

Regional Office, East Africa
ACS Plaza, 2nd Floor,
Lenana Road, Nairobi
PO Box 16908-00100,
Nairobi, Kenya
Tel +254 20 244 1500
Fax: +254 20 387 0387
Email: roea@amsco.v.com

West Africa

Regional Office, West Africa
No. 30a Boundary Road,
East Legon, Accra, Ghana
PO Box CT9970, Cantonments,
Accra, Ghana
Tel: +233 302 7021239/40
Fax: +233 302 214 697
Email: rowa@amsco.v.com

Country Office Nigeria

IFC Office, Maersk House (1st Floor)
121 Louis Solomon Close (Off Ahmadu Bello Way),
Victoria Island, Lagos, Nigeria
Tel: +234 1 279 9400
Fax: +234 1 278 3618 / 9
email: rowa@amsco.v.com

Country Office Cameroon

IFC Office, 96, Rue Flatters, Suite 305,
PO Box 4616, Bonanjo, Douala, Cameroon
Tel: +237 33 42 33 11
Fax: +237 33 42 33 12
email: rowa@amsco.v.com.

Country Office Zambia

Parliament Road Office Park,
3827 Parliament Road,
Olympia Park, Postnet Box # 263,
Private Bag E891,
Manda Hill, Lusaka Zambia
Tel: +260 211 295 943
TeleFax: +260 211 295 944

Operational Head Office

4 Fricker Road,
Illovo Boulevard, Illovo, 2196
PO Box 41706, Craighall, 2024
Tel: +27 11 219 5000
Fax +27 11 268 0088
Email: info@amsco.v.com

Statutory Head Office

Dam 5b, Unit A
1012 JS Amsterdam
The Netherlands
Tel: + 31 20 664 1916
Fax: + 31 20 664 2959