



Technical Cooperation: the Key to Innovation



Vocational training, enterprise sustainability and decent work



Current International Context

- ❑ Less technical cooperation from developed countries.
- ❑ Principal issues on the agenda of international technical cooperation are related to *poverty, security, the environment and energy*.
- ❑ Brazilian foreign policy shows interest in broadening cooperation dispensed within the South-South cooperation context.
- ❑ International cooperation agencies show interest in promoting trilateral cooperation.
- ❑ A demand for vocational training abroad by Brazilian businesses.



Opportunities for International Action

- ❑ Broadening the search for new competencies in innovative and cross-sectional subjects.
- ❑ Broadening international action through cooperation projects with developing countries.
- ❑ Strengthening the Brazilian trademark abroad.
- ❑ Support for the internationalization of Brazilian companies.
- ❑ Brazil's history of good relations facilitates the promotion of South-South cooperation.
- ❑ An opportunity to project the institutional image of organizations in an international context.



SENAI Technical Cooperation Agenda



Germany

- National project launched in the field of energy efficiency, with GTZ
- Training programme for international specialists designed in alliance with INWENT

Bolivia

- Implementation of a Brazil-Bolivia vocational training centre

Cape Verde

- Continuation of the Brazil-Cape Verde vocational training centre project

Colombia

- 3 exchange projects developed in the wood, leather and shoes, and graphic arts sectors, with SENAI

Spain

- Negotiations regarding distance training programme in Spanish for SENAI technicians and teachers, in alliance with the Cervantes Institute

France

- French specialists programme with ECTI
- Training programme for SENAI teachers in breadmaking, in alliance with the Companions of Duty association

Guatemala

- Implementation of the Brazil-Guatemala vocational training centre, with INTECAP

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SENAI Technical Cooperation Agenda



Guinea Bissau

- Implementation of a Brazil-Guinea Bissau vocational training centre, to be launched in November 2009

Haiti

- Implementation of a Brazil-Haiti vocational training centre

Italy

- Development of a national project for the promotion of strategic design in businesses, in alliance with Poli.Design
- Negotiations regarding 2 technology centres in the areas of metalwork-mechanics and furniture, in alliance with the Foreign Trade Institute (ICE)

Jamaica

- Implementation of a Brazil-Jamaica vocational training centre, with HEART

Mozambique

- Implementation of a Brazil-Mozambique vocational training centre

Morocco

- Development of projects for persons with special needs in Morocco

New Zealand

- Technological innovation programme in agro-industry, with Massey University



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SENAI Technical Cooperation Agenda



Panama

- Design of a consultancy proposal for the installation of 3 Specialized Centres in the fields of welding, construction and environment, as well as a technological survey centre.

Paraguay

- Continuation of the Brazil-Paraguay vocational training centre project in Hernandarias, with SNPP.
- Design of a trilateral Brazil-Paraguay-Germany project for the installation of an environmental centre, with SNPP.

United Kingdom

- English training programme for SENAI teachers, together with the British Council.

Peru

- Implementation of a trilateral Brazil-Peru-Germany project for the establishment of an environmental technology centre with SENATI and GTZ.
- Establishment of a joint cooperation project for the exchange of the certification of competencies, technological survey and Knowledge Olympics.

Sao Tome and Principe

- Implementation of a Brazil-Sao Tome and Principe vocational training centre.



SENAI Technical Cooperation Agenda



Mexico

- Exchange of vocational training activities with CONALEP

Suriname

- Training programme for automobile mechanics in alliance with SÃO

Timor-Leste

- Continuation of the Brazil-Timor Leste vocational training centre project

Inter-American Development Bank

- Negotiations regarding a national project to strengthen SENAI's activities in the field of logistics



SENAC Technical Cooperation Agenda



Mexico

- Implementation of a project to provide qualifications in vocational training in the tourism, hotel, health and computer sectors, with CONALEP, with the following objectives:
 - Transfer knowledge to professionals regarding the design of curricular structures, educational resources and academic contexts, as well as in school administration.
 - Transfer knowledge to CONALEP professionals in the design and implementation of distance courses.
 - Advise CONALEP professionals on the articulation and implementation of vocational training courses.

Sao Tome and Principe

- Technical Cooperation Mission focused on technical assistance services for local governments in tourism and the hotel business.



SENAC Technical Cooperation Agenda



Mozambique

- Vocational training in the area of tourism and hotels, with the development of Teacher Training courses in the hotel business
- Teacher training for travel agents
- Courses on dealing with tourists and food security

Haiti

- Technical missions for the identification of vocational training needs in the tourism, hotel, personal image, management, health and arts sectors
- Design of a proposal for the creation of a Polyvalent Vocational Education Centre, together with SENAI



SENAR Technical Cooperation Agenda



Central American Countries

- ▣ Training for Agricultural Technicians in countries which are part of the Central American Agricultural Council (CAC).

Angola

- ▣ Design of a project in support of rural vocational training and social promotion in Angola, with plans for training 80 technicians in Angola's Agricultural Development Institute (IDA).

Paraguay

- ▣ Design of a training project for technicians of the National Vocational Promotion Service (SNPP), in SENAR's rural vocational training methodology and in the areas of agricultural mechanization and the efficient use of pesticides.

Mozambique

- ▣ Design of a trilateral cooperation project – Japan-Brazil-Mozambique – with ABC and the Japanese Cooperation Agency (JICA), for the agricultural development of Mozambique's tropical savannah.



SEST-SENAT Technical Cooperation Agenda



Angola

- ▣ Alliance with SONANGOL, the Angolan oil company, to offer programmes on:
 - Preventive driving and the traffic code
 - Service station employees and suppliers
 - Operational safety regarding the transport of cargo
 - Training for executive bus transport drivers
 - Training for executive transport drivers
 - Basic diesel mechanics
 - Handling dangerous freight
 - Excellence in freight transport
 - Power shovel operation
 - Diesel mechanics update



SEBRAE Technical Cooperation Agenda



Argentina

- Technical cooperation in alliance with SEPYPE for the development of a *Regional Information and Learning System for the Design of Public Policies for the Support of Micro, Small and Medium Enterprises*, in the area of best practices for the management of support projects for small businesses in Brazil, Argentina and Chile.
- Development, application and transfer of support for small businesses methodologies, through the *Centre for the Development of Technology for the Cross-Border Integration of Micro and Small Enterprises in MERCOSUR and Latin America (CDT-AL)*.
- PIP project – productive integration in the wood and furniture sector, in alliance with ABDI and MDIC.
- SEBRAE Challenge Argentina, in alliance with IAE – Austral University: a project which fosters entrepreneurship amongst the young, through virtual games in which university students simulate corporate management activities.
- Misiones project – support for comprehensive tourism in the southern frontier region of Brazil.

Uruguay

- SEBRAE Challenge Uruguay, in alliance with the Marketing Directors Association of Uruguay (ADM).
- Misiones project – support for comprehensive tourism in the southern frontier region of Brazil.



SEBRAE Technical Cooperation Agenda



Paraguay

- Development, application and transfer of support for small businesses methodologies, through the *Centre for the Development of Technology for the Cross-Border Integration of Micro and Small Enterprises in MERCOSUR and Latin America (CDT-AL)*.
- SEBRAE Challenge Paraguay, in alliance with the Centre for Development Information and Resources (CIRD).
- Under consideration: implementation of an Entrepreneur Services Centre (CAE) in Paraguay.
- Misiones project - support for comprehensive tourism in the southern frontier area of Brazil.
- Negotiations under way for cooperation in the area of tourism and for the support of small enterprises, with the Ministry of Tourism and the Ministry of Industry of Paraguay.

Bolivia

- MS Without Frontiers project: alliance with SEBRAE, IDB and GTZ. The project seeks to encourage productive integration through activities related to articulation, business training, support for innovation and development of public assets.
- Under consideration: implementation of an Entrepreneur Services Centre (CAE) in Bolivia, in alliance with Pro-Bolivia.
- Frontier Market project, implemented by SEBRAE in the states of MT, AC and RO.

Peru

- SEBRAE Challenge Peru, in alliance with the Financial Development Corporation (COFIDE).
- Frontier Market project, implemented by SEBRAE in the states of MT, AC and RO.
- Under consideration: cooperation for sharing best practices in support of small enterprises, with Peruvian institutions ADEX, PRODUCE and COFIDE.

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SEBRAE Technical Cooperation Agenda



Chile

- SEBRAE Challenge Chile, in alliance with UNCTAD.
- SEBRAE/SERCOTEC bilateral cooperation agreement in the field of methodology transfer, personnel training and support for international missions.
- Technical cooperation in alliance with SERCOTEC for the development of a *Regional Information and Learning System for the Design of Public Policies for the Support of Micro, Small and Medium Enterprises*, in the area of best practices for the management of support projects for small businesses in Brazil, Argentina and Chile.

Colombia

- SEBRAE Challenge Colombia, in alliance with CINSET.
- Cooperation agreement SEBRAE/CDM – Corporation for the Development of Micro Enterprises – to share methodology and best practices in support of small enterprises.
- SEBRAE/SENA alliance to share methodology and best practices in support of small enterprises.
- Cooperation activities with the Under Secretary for Entrepreneurial Development of the Ministry for Economic Development and Tourism.
- Cooperation activities in the Letícia/Tabatinga Frontier, in the areas of tourism and fishing.



SEBRAE Technical Cooperation Agenda



Ecuador

- SEBRAE Challenge Ecuador, in alliance with the Guayas Chamber of Small Industry (CAPIG).

Venezuela

- Technical cooperation with MINEC in the field of methodology transfer for best practices in support of small enterprises.
- Collaboration to share methodology and best practices in support of small enterprises in industrial sectors by means of activities within the framework of the Brazil/Venezuela cooperation agreement, in alliance with ABDI.
- Negotiations under way for the implementation of the SEBRAE Challenge in Venezuela.

Panama

- Negotiations under way for the implementation of the SEBRAE Challenge in Panama, in alliance with COSPAE.

Guyana

- SEBRAE/IPED Alliance: collaboration to share methodology and best practices in support of small enterprises, implemented by SEBRAE in Roraima.
- Participation in recent negotiations to define a cooperation agenda between the governments of Guyana and Brazil.

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- Cooperation activities with SBA – Small Business Administration – to share methodology and best practices in support of small enterprises.
- Joint participation in the SME Congress of the Americas, an initiative which is part of the Summit of the Americas.

- SEBRAE/PROMOS (Milan Chamber of Commerce) alliance to share methodology and best practices in support of small enterprises.
- Cooperation with the Marche region in alliance with the IDB, through the development of the Technological Services Networks (RST) in the wood and furniture sector.

- SEBRAE/GTZ agreement of cooperation in the field of trilateral technical cooperation for the development of micro and small enterprises.

- Agreement of cooperation with NSIC – the National Small Industries Corporation – within the areas of methodology transfer, collaboration to share best practices and e-business.
- SEBRAE/NSIC alliance within the framework of the Tri-Nation Summit, which is part of the IBAS Meeting.

- Agreement of cooperation with SEDA – the Small Enterprise Development Agency – within the areas of methodology transfer, collaboration to share best practices and e-business.
- SEBRAE/SEDA alliance within the framework of the Tri-Nation Summit, which is part of the IBAS Meeting.



SEBRAE Technical Cooperation Agenda



Cape Verde

- ▣ Negotiations under way for an alliance with the Chamber of Commerce, Industry and Services of Barlovento and Sotavento, as well as with the Cape Verde Agency for the Promotion of Investment. Institutional strengthening activities, transfer of methodology for services for small enterprises and the fostering of bilateral trade in sectors such as the fishing and meat industries.

Guinea-Bissau

- ▣ Alliance SEBRAE/FUNDEI (Guinean Foundation for Industrial Development) for the transfer of methodology and collaboration to share best practices in support of small enterprises.

Mozambique

- ▣ Alliance with the Aga Khan institution and the Institute for the Promotion of Small and Medium Enterprises (IPEME). Cooperation in the field of training for producers, artisans and technicians.

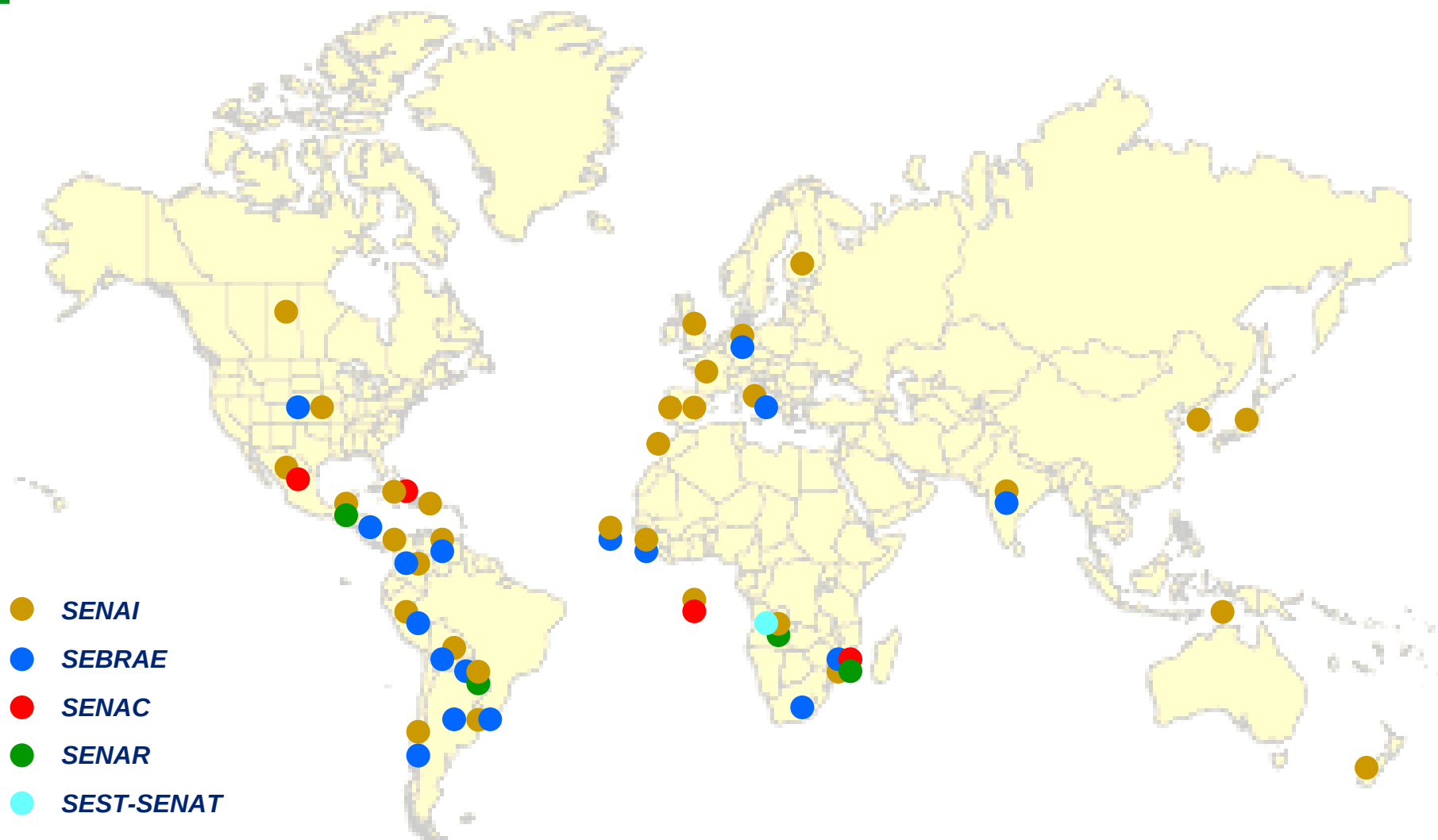
Multilateral Cooperation – development of initiatives with:

- ▣ CAF – Andean Promotional Corporation
- ▣ International Trade Centre/ WTO
- ▣ UNCTAD/United Nations (EMPRETEC)
- ▣ Inter-American Development Bank
- ▣ InfoDev/World Bank
- ▣ ILO/Cinterfor
- ▣ ALIDE
- ▣ OLAMP
- ▣ ALIGA
- ▣ World Tourism Organization

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International Activities





Strategies for New Alliances

- ❑ The production of technical cooperation projects, in harmony with Brazilian foreign policy regarding South-South cooperation.
- ❑ The establishment of inter-institutional alliances focused on structural and complementary projects, with the identification of benefits for both partners.
- ❑ Trilateral projects with the identification of opportunities for all of the partners.
- ❑ Obtaining resources from promotional organizations for joint initiatives which encourage regional development.



Thank you!

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