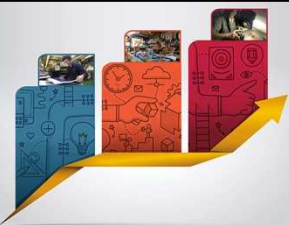




**Mapping program
interventions, with a focus on
enterprise support services in
Indonesia**



Step 1 - Listing

- ☐ Each group: Note down on post its all enterprise level support service programs for SMEs it implements/supports
- One program per post-it
- On post in indicate:
 - Name of program,
 - institution,
 - funding source (choose all that apply: Enterprises, Gov, Others (incl. donors/buyers) – code E, G, B
- ☐ Put all the programs on the wall, under their agency name
- ☐ All participants walk around and look at the lists on the walls and if they see something missing they add it on a post-it

10 mins





Reflections:

- Does this cover all the enterprise level programs for SMEs?
- Did you know all these programs from the other ministries? How did you know?
- Would SME be able to come up with all all this? Is there place where can find out information on all programs?

(5 mins)





Step 2 – Clustering

- Each group puts their program entries (post-it) under relevant clusters, according to the main topic (if multiple topics choose main 2 and put entry twice)

Clusters by topic:

- quality & productivity;
 - financial skills;
 - marketing;
 - access to mkt and exporting;
 - HR and labour;
 - certification;
 - worker training
- Reflections:
 - Remembering the productivity drivers and constraints internal to enterprises, are we covering them all?
 - Is there any gap?
 - Is there topic with a lot of programs ?

(15 mins)





Step 4: Analysing

- Each group go to one category cluster
- In that category, find all programs where enterprises have to pay a fee (anything with E) and mark them in red

Reflections:

- There are few programs where enterprises pay. Private BDS providers, how does this affect your business? How do you get any business at all, what is the competitive advantage vis-à-vis free programs?
- Are there examples partnerships private-partnerships/ collaboration that work? Do they help address these challenges?
- Could there be other solutions to address these challenges?

(20 mins)

