



ipa
INNOVATIONS FOR
POVERTY ACTION

IMPACT AND POLICY CONFERENCE
DAY 1 OVERVIEW:

SMALL AND MEDIUM ENTERPRISE DEVELOPMENT

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Why SMEs?



- A robust SME sector is considered crucial to economic growth and employment creation
- Billions of dollars are spent annually with the goal of promoting entrepreneurship and SME growth in developing countries
- Yet, little evidence exists about the actual barriers to growth for SMEs or the most effective means of addressing those barriers.
- As a result, SME policies are often based on conjecture and not on what has been proven to work.



SME Initiative Objectives

The SME Initiative wants to build and disseminate new and rigorous evidence to inform policy makers and practitioners about what works to promote SME growth.

Mission:

- **Build** a Network of Researchers, Practitioners, and Policy Makers
- **Conduct** and Support High Quality Research
- **Manage** Knowledge and Grow Influence

Key Accomplishments in the first 2 years



Key Accomplishments

Build a Network

- 41** Research Affiliates from top universities
- 19** Non-Research Affiliates from leading organizations in Private Sector Development
- Diversity: affiliates come from **18** different countries

Conduct & Support Research

- Raised **\$8,273,698** in total research funding
- Competitive Research Fund on Entrepreneurship and SME Growth
 - 3** rounds completed, **round 4 ongoing**
 - Grants Awarded: **12**
- Project Portfolio includes **24** projects in **12** countries
- New opportunities: High Growth Entrepreneurship Research Fund (IDB)

Manage Knowledge & Grow Influence

- Dissemination materials: 2-pager/ Annual Report / Newsletter
- Initiative website: www.poverty-action.org/sme
- 1st Working Group Meeting: September 2011 (**45+** attendees)
- Next working group meeting: November 2012
- 1st Annual Conference: November 2011 (**150+** attendees)
- 2nd Annual Conference: Today! (**200+** attendees)

Impact and Policy Conference

Day 1 Overview: SME Development



Purpose:

- **Share evidence** on what we know about the barriers preventing SME growth in low- and middle-income countries and about the potential approaches for addressing those barriers
- **Foster a dialogue** among researchers, policymakers and practitioners on the existing evidence and areas still needing research
- **Support collaborations** on new project development, through our Matchmaking Program

Impact and Policy Conference

Day 1 Overview: SME Development



- Session I: Access to Finance
- Session II: Human Capital and Labor
- Session III: Access to Markets and Technology



Matchmaking Program

Goals:

- Provide practitioners and researchers with **feedback** on initial program and evaluation ideas
- Introduce and **match** relevant practitioners and researchers with similar expertise and interests
- **Identify** strong evaluation opportunities and practitioner-researcher matches
- Provide **Project Development Grants** to strong practitioner-researcher matches
- **Everybody is invited to participate!**



Thank you.

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