

## ANNEX B: BDS DIAGNOSTICS CUM PRODUCT DEVELOPMENT WORKSHOP

WORKSHOP MODULE	
Expectation Setting	Toto Camba
Workshop 1: Support needed to enhance providers' capability	Toto Camba
USAID/SC Overview/Orientation Program	Marian Boquiren
The Different Players in Enterprise Development	Ivan Idrovo
Workshop 2: Defining Myself as a Provider	Toto Camba/ participants
Summing up of Workshop 2 What is BDS ... a BDS Provider? BDS as a business ... and issues on sustainability	Marian Boquiren
Facilitating Enterprises' Access to Market Opportunities	Ivan Idrovo
Workshop 3: BDS Providers' Market	Toto Camba/participants
Summing up Workshop 3 Development of BDS Products	Ivan Idrovo
Workshop 4: Identifying and Filling the Gaps – BDS Development Matrix	Participants
Summing up of Workshop 4 Results Examples of BDS Products and Financial Sustainability Strategies	Marian Boquiren Ivan Idrovo
Wrap-up/Key Concepts and Strategies	Ivan Idrovo
Overview of SC-USAID BDS Program Open Forum	Marian Boquiren



### NORTHERN MINDANAO

#### RESOURCE CENTER FOR EMPOWERMENT AND DEVELOPMENT

Not boring. Participants cooperated very well. It would be appreciated if the secretariat can provide the paxes with outputs of the workshops right after the session. Is it possible to include RP's with success stories on the implementation of BDS framework? The speakers are very good. Session pacing is also very good.

**Cecilia Rodriguez**  
President

**CAGAYAN DE ORO TRAVELS AND TOURS ASSO.(COTTA)**

Generally very good. It helped the participants gain a framework to situate their own business/activities, identify needs in their respective industries.

Keep going! Thank you!

**Rafael Almonte**  
Project Manager  
**MILAMDEC FOUNDATION, INC.**

Speakers have very good knowledge on the topic and interact well with the participants. I like the product development workshop much because it gave the participants the ideas and strategies on developing quality products and services and the activity where collaboration and networking were emphasized. The product developer and the producers/farmers I realized could work together with greater advantage if quality will become the main focus.

**Geoffrey Casa**  
**Peace Corps Volunteer**  
**GROUP FOUNDATION**

I think that explaining BDS better at first would have helped and also what the goal was. At first, BDS was explained only in name. Although by the end of the day, I think everyone had the concept. The speakers interact well with the participants.

I would like to see BDS visit our sites to help determine our roles for BDS. Also, provide information on organizations' need -- the expertise we may have. We have not heard from anyone since the seminar. Why???

**Isidro Borja**  
**Regional Director**  
**PHILDHARRA**

Overall pacing of the activities is very good. The speakers had excellent know-how on the topic.

I like best the importance and role of BDS in the development of enterprises. I will recommend the activity to other interested or potential BDS providers. I learned that BDS can be provided or implemented by NGOs and it has good market among NGOs/POs. I recommend that Swisscontact/Oro Chamber will assist in the institutional development or establish of BDS in PHILDHARRA-Mindanao. Oro Chamber to assist later in the marketing of PHILDHARRA BDS.

**SOUTHERN MINDANAO**

**Nelia E. Tumarao**  
**SMERN Chairperson**

I have realized that Swisscontact Philippines can provide various assistance such as training and capability building sessions. Such services are very much applicable to our present clientele who are small and medium scale enterprises. Swisscontact-Philippines can further extend their assistance to the SME Resource Network (SMERN) by conducting growth sessions for the consultants to improve and deliver their expertise.

**Freddie M. Serapio**  
**CBRE Exec. Director**  
**Ateneo de Davao University**

I have found relevant opportunities for the Center for Business Research and Extension (CBRE) to work with the Swisscontact-Philippines program. In fact, I am presently conducting a survey to various potential groups that can be catered with business development services. I have realized that such program is possible wherein the academe can play an active role for SMEs in Davao City.

**Franklyn R. Buenaflor**  
**PCEEM Resident Mobile Officer**

The BDS Orientation Workshop was enlightening for the Philippine-Canada Environmental and Economic Management (PCEEM) Project that is engaged in watershed management. Specifically, it shared with us the perspective on the parallel relationship between for-profit organizations and non-profit organizations like us. I was able to see points-of-view of other BDS providers. The activity also served as an eye-opener for non-profit organizations in as much as the similarity on the delivery of BDS.

**Leny V. Castillo**  
**SMERN Consultant**

The Swisscontact Philippines was able to clearly present the various services that they can give to BDS providers. I was also able to understand the concept of intervention through the meso level and got the impression in laying the cards on how we can access these services in terms of the available components. The question that remains to be seen is how Swisscontact Philippines can properly work with these BDS providers in terms of delivering their services to the SMEs.

**Dr. Ma. Josefina P. Abilay**  
**Supervising Science**  
**Research Specialist**  
**Dept. of Science and Technology (DOST-XI)**

I was able to see new approaches in delivering business development services in terms of creating new products by integration of existing varied products. The orientation workshop was also successful in identifying the needs of the various industries and meeting these needs to the available BDS products.

#### **DAVAO CHAMBER OF COMMERCE**

The activity created a significant impact to the providers in terms of becoming familiar with the various concepts of business development services and how to develop these products for effective support and assistance for micro enterprises and SMEs.

Specifically, the activity was able to stimulate exchange of experiences and ideas on the various market-based models and approaches in BDS provision. Swisscontact Philippines has successfully imparted these matters to the participants.

The activity has also successfully defined the agenda for future BDS interventions through the relevant workshops conducted during the orientation. It has also imparted to the participants the effectiveness of strengthening local BDS providers as a long-term strategy in enhancing the capability of MSEs.

Finally, Swisscontact Philippines was effective in giving an overview on the development process of BDS products and how it could be utilized in the action plans that could be implemented to resolve the issues and constraints in the various sectors identified during the activity. The Department of Trade and Industry has committed their support in the proper delivery of various business development services.