

# PAN AFRICAN ASSOCIATION OF SMALL & MEDIUM INDUSTRIES

**(A PAN AFRICAN ORGANIZATION FOR SMALL & MEDIUM INDUSTRIES)**



**Continental Secretariat:**

P.O. Box 2020 Kigali, Rwanda.

1 Zambezi Crescent, 1st Floor,  
Murjanatu House,  
Maitama, Abuja-Nigeria.



+250 726 104 339  
+234 818 888 0143



info@paosmi.org



<https://.paosmi.org>

# **CHARTER FOR THE PAN AFRICAN ORGANISATION FOR SMALL AND MEDIUM INDUSTRIES (PAOSMI)**

**'Powered by Value Addition'**

## **PREAMBLE**

PAOSMI, the Pan African Organization for Small and Medium Industries, is a Pan-African organization that advocates for and supports the Africa's industrial development and enhances the global competitiveness of small and medium industries (SMIs). We believe in structured industrialization for economic development and shared prosperity in the spirit of Pan Africanism, with a mandate to facilitate, promote, and catalyze industrial development within the Small and Medium Industry ecosystem in Africa, powered by Value addition to Raw materials and leveraging on knowledge-driven Innovative Ecosystem of Science, Technology, Innovation (STI), Digitization, and Fintech. Also, PAOSMI supports the development of a competitive and sustainable small and medium Industries through industrial policy advocacy, technical cooperation, investment promotion, and effective communication channels. This creates an enabling environment for SMIs growth and increased productivity, leading to business and market transformation with an improved trade in line with the African Union's Agenda 2063 and the African Continental Free Trade Area (AfCFTA).

We advocate for a structured approach to Africa's industrialization, one that is based on sound economic principles and that takes into account the continent's unique challenges and opportunities but Small and Medium Industries the backbone of the African economy often operates in isolation, stuck in uncompetitive production patterns, and unable to connect with dynamic business partners. PAOSMI was established to bridge this gap and support SMI development through conducive Policy and Regulatory Frameworks and Innovative Ecosystem, with requisite Industrial Skills Development Schemes, Engagement, and Resilience-Building.

PAOSMI brings together SME associations, unions, federations, cooperatives, chambers, NGOs, representatives of the African Union (AU), regional economic communities (RECs), member states, development partners, UN agencies, industry leaders, financial institutions, academia, media, and the community to drive African industrialization.





## VISION

PAOSMI envisions a thriving, sustainable and globally competitive African industrial ecosystem, driven by innovative small and medium Scale Industries (SMIs), as a leading contributor to the overall industrialization and sustainable socio-economic growth and development of the African continent and its people.

## MISSION

To empower and promote Micro, Small, and Medium Industries (MSMIs) to catalyze industrial development in African through conducive policy and regulatory frameworks and by leveraging on knowledge-driven Innovative Ecosystem of Science, Technology, and Innovation (STI), Digitization and Fintech, with requisite Industrial Skills Development Schemes, Engagement, and Resilience-building , while protecting and defending their core values and collective interests at all times as well as enhancing Global Competitiveness ranking.

## VALUES

Value Addition  
Integrity  
Engagement  
Accountability  
Resilience



## PAOSMI IS ESTABLISHED *With* THE KEY OBJECTIVES TO

Create and promote a globally competitive and sustainable Pan-African organization for Micro, Small, and Medium Scale Industries (MSMIs), including Cottage Industries with database and directory development to facilitate the sharing of ideas and injection of innovative methods on issues relevant to their development. Also, carry out and conduct periodically, the global competitiveness ranking for MSMIs in the African Continent as well as industrial and feasibility studies.

Facilitate and support the creation of a conducive, thriving and sustainable small and medium-Industries (SMI) ecosystem for Africa's industrialization process, through industrial policy advocacy, technical cooperation, investment promotion, and maintain communication channels with government, financial and development partners that will ensure the ultimate establishment of viable start-up hubs, incubation centers, cluster development initiatives and industrial parks. Support industrial business formalization and growth.

Create and facilitate opportunities for matchmaking events between viable and potential and encouraging emerging small and medium Industries (SMIs) and attract investors or partners through Conferences, Seminars, Workshops, Trade fairs, Exhibitions, and Crowdfunding. Also, conduct study tours and Exchange Programme and Trade Missions for SMIs within the continent and globally to learn, align and adopt to global best practices.

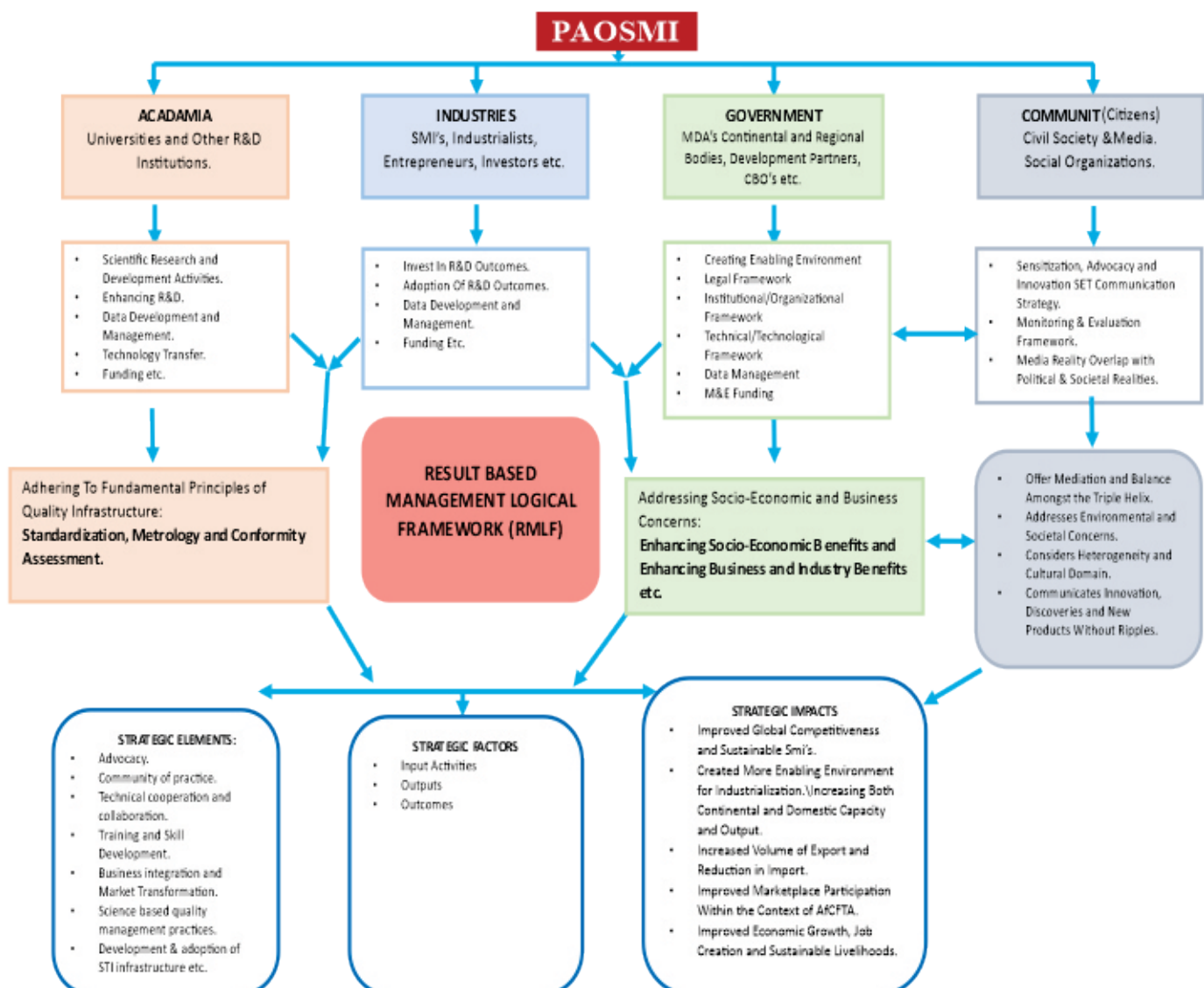
Promote and Provide training and capacity building to small and medium industries (SMIs) to enhance their orderly development, sustainability, competitiveness, productivity, and growth, through tailored industrial skill development schemes. Additionally, provide, formulate, and share information and publication in PAOSMI Industrial magazine which will feature policy, technology and environmental concerns and other pertinent issues relevant to micro, small, and medium Industries (MSMIs) in Africa.

Facilitate and Implement robust Industrial Enterprise Development (IED) support that includes industrial trouble-shooting, retooling with right equipment and plants in a cost-effective manner by deploying Science, Technology and Innovation (STI), and Industrial Skill upgrade and a balanced energy mix with end-to-end consultancy services in line with subsequent generational industrial revolutions.



Support Small and Medium Industries through orderly intervention of enhancing their traditional methods of business by leveraging enormous power of Science, Technology, Innovation (STI) enabled R&D break through within their value-chain for incubation and commercialization. Also, encourage the promotion and establishment of the national quality infrastructure (NQI) for MSMEs of member nations, to help them meet both local and international standards for their products, including Made-in-Africa products.

## PAOSMI MODEL OF IMPLEMENTATION



The Implementation Model to drive African Industrialisation and global competitiveness ranking through the Development and promotion of Small and Medium Industries (SMIs) is a strategy that is standing on an expanded triple helix into a quadruple helix and aims at bringing the SMIs in Africa under one platform that will help in supporting and improving African SMIs over time and make them competitive in a sustainable manner. The Model is designed to capture all the critical stakeholders with synergised responsibility in assisting SMIs in Africa industrialization and making them globally competitive by adopting strategies backed by innovativeness and proper capacity development and funding options to enhance productivity (Figure above).

In addition to identifying the four critical stakeholders made up of Academia, Industries, Government and the Community, the model assigned broad areas of responsibilities highlighted below. It also emphasizes the need for links and synergy amongst these key collaborators.

**Academia: Research and development (R & D Institutions/Universities/Knowledge Centres)** – They are expected in the collaboration to have the responsibility research and development activities leading to outputs that are commercialisable or to be taken for enterprise and business, enhanced R&D, incubation, Development and management, technology transfer, capacity development and funding, etc.

**Industries (SMIs, Entrepreneurs/Businesses/Investors)** – They are expected to invest in R&D outcomes, carry out business investments, support infrastructure development, job and wealth creation, funding, etc.

**Government: Ministry Department Agencies (MDAs), Continental, Regional bodies, Development Partners)** – is expected to create enabling environment, put in place infrastructure, legal and policy framework Data Management, Training and Capacity building, Monitoring & Evaluation, and funding/financing.

**Community (Citizens, Civil Society, Media and Social Organisation)** – these are key collaborators with the responsibility to carry out awareness creation, sensitization, advocacy, Science, Technology and Innovation communication using information, education and communication (IE&C) materials, social mobilisation, media- based democracy, monitoring, offer mediation and balance, as well as monitoring and evaluation. They also balance heterogeneity and culture.



Another vital component of the model highlights the establishment of Quality Infrastructure resulting from collaboration and cooperation amongst the four pillars of the Helix. The Quality Infrastructure is characterised by strict adherence to Standardisation, Conformity Assessment and Metrology. There will also be great policy and legal support as well as capacity development, including Seminars, workshops, and conferences.

In addition, the Model will cater for strict adherence to Results-based Management Logical Framework (RMLF) in the implementation of the various recommendations of this strategy. RMLF is a matrix that places every strategic element – Advocacy, community engagement, technical corporation, Infrastructural Development, Human Resource Development, Data Development and Management, ICT and Technological issues such as digitization which is now the much sought out pathway and game changer for SMI's ecosystem transformation.

The Model lays serious emphasis on the need for government to provide conducive environment and facilitate the Ease of Doing Business, especially, ensuring the input of appropriate Legal, Policy, Institutional and other frameworks. These frameworks must be subjected to RMLF in their formulation.

## **OUR APPROACH**

- **Equity:** PAOSMI will promote the SMIs in Africa irrespective of their location, size and sector.
- **Sustainability:** PAOSMI will ensure the sustainable development of SMIs, where they will be able to grow and prosper over a long period of time.
- **Inclusion:** PAOSMI will include all SMIs in Africa, regardless of their gender, race, ethnicity, or social status on issues of (i)Development planning, (ii)Fiscal policy Measure, especially in global trade, access to credit, subsidies, growth and enable business environment, (iii)Collective Interest production and other business enhancing factors.
- **Innovation:** PAOSMI will promote innovation amongst SMIs, helping them to develop new products and services that meet the needs of the African and global market by ensuring the deployment and leveraging the power of Science, Technology and Innovation.
- **Collaboration:** PAOSMI will be collaborating with other organizations and stakeholders to promote the development of SMIs in Africa especially in creating strategic alliances between SMIs and Academia/Research & Development Institution, relevant ministry departments and agencies (MDAs) of government for enhanced regulatory frameworks and enable business environment.

## **STRATEGIC PRIORITIES**

1. Foster a culture of innovation and entrepreneurship among MSMLs owners, Industrialists, and employees. This can be done by providing training and education on innovation, entrepreneurship and business management, as well as by creating an environment that avoids risk-taking and encourages creativity.
2. Support the development and adoption of new technologies and commercialization of R&Ds by MSMLs. This can be done by providing financial assistance, technical assistance, and access to markets.
3. Strengthen the linkages and collaboration between MSMLs, research institutions, development institutions and private sector. This can be done by funding joint research projects, providing internships for MSMLs employees, and facilitating technology transfer, and knowledge sharing.
4. Promote the use of science-based quality management practices by MSMLs. This can help them to improve the quality of their products and services, which can lead to increased productivity and competitiveness.
5. Support the development of science, technology, and innovation (STI) infrastructure in MSMLs clusters. This includes building research and development (R&D) facilities, incubators, and accelerators.
6. Industrial skill development
7. Promote and support Create a favorable policy environment for MSMLs. This includes providing access to finance, reducing regulatory barriers which includes tax breaks with regulatory reforms and promoting fair trade practices with access to foreign markets.

## **ACTION PLAN FOR THE NEXT FIVE YEARS**

1. Set up and strengthen the capacity of national, regional and continental secretariats to mobilize stakeholders.
2. Increase technical expertise and financial resources.
3. Conduct a comprehensive study to identify capacity, knowledge and technology gaps of the numerous SMIS at all levels;
4. Establish multi-sectorial coalition and alliances with regional, national and international networks and platforms that can contribute to the development of SMLs.
5. Implement multi-sectorial solutions that target SMLs challenges and upscale in the continent that will lead to the increase in membership of PAOSMI.



## **MEMBERSHIP**

Membership in PAOSMI is open to Micro, Small and Medium Scale Industries, as well as SME Associations, unions, Chambers, federations, cooperatives, financial institutions, MDAs of countries, regional bodies, AU agencies, Development partners, and UN agencies that support Small and Medium Industries (SMIs) in the Continent.

## **BENEFITS OF MEMBERSHIP**

- Access to resources: PAOSMI provides members with access to a range of resources, including training, mentoring, and networking opportunities.
- Access to markets: PAOSMI helps members to connect with buyers and sellers in Africa and around the world.
- Advocacy: PAOSMI advocates for the interests of SMIs with governments and other stakeholders.
- Access to technology: PAOSMI can help businesses access new technologies and know-how.
- Protection: PAOSMI can help Protect and defend SMIs core values and collective interests at all times.

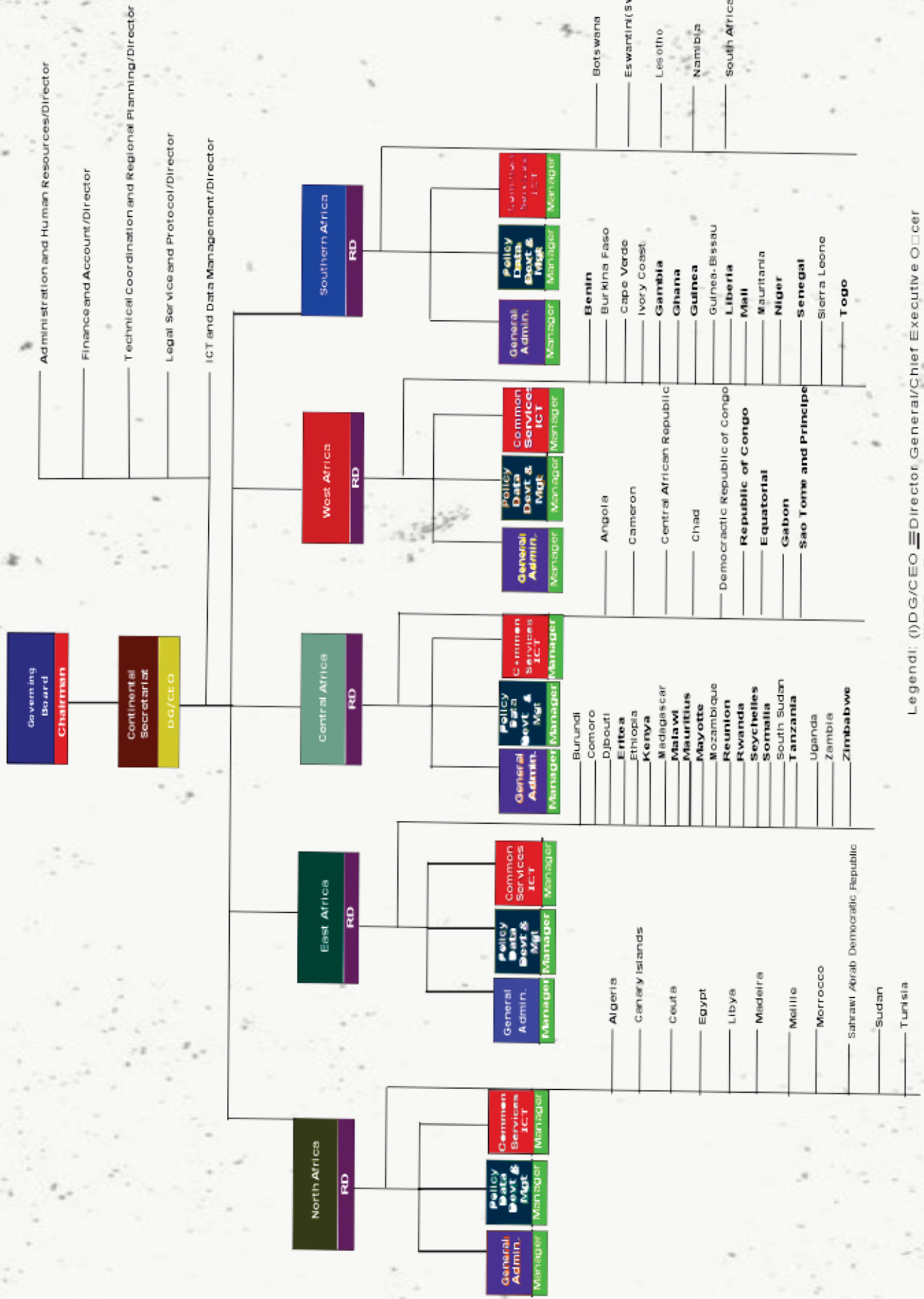
## **FUNDING**

PAOSMI is funded by dues, donations, blended funds, credits and grants from member states, Industrialists/ entrepreneurs, industries/business, government, NGOs, CBOs, Regional and Continental organizations, Development partners, and donors etc.

## **GOVERNANCE STRUCTURE**

1. Governing Board, headed by the Chairman
2. Continental Secretariat, headed by the Director-General who is the Chief Executive Officer (DG/CEO).
3. Regional offices, headed by the Regional Directors (RD)
4. Country Secretariat, headed by National Contact Point (NCP) who is either the Head of the country's National Organization of Small and Medium Scale Industries or from the office of the Hon. Minister responsible for Industries and Businesses.

# PAN-AFRICAN ORGANIZATION FOR SMALL AND MEDIUM INDUSTRIES (PAOSMI): ORGANOGRAM



Legend: (i) DG/CEO = Director, General/Chief Executive Officer  
 (ii) RD = Regional Director  
 (iii) NCP = National Contact Point



## PAOSMI'S THEMATIC INDUSTRIAL SECTORS

PAOSMI supports SMLs in a wide range of industrial sectors in Africa. It is a cross-sectoral organization, meaning that it represents SMLs from all industries with a focus on the following sectors:

### PRIMARY SECTOR:

**Agriculture, Food Processing & Nutrition:** PAOSMI supports SMLs in the agricultural Value Chain by providing them with access to training, resources, and markets. It also promotes the use of agricultural technologies and innovations and food fortification.

**Mining and quarrying:** PAOSMI support SMLs in the mining and quarrying sector by providing them with training and capacity building on safety, environmental management, and business skills. It also helps SMLs to access finance, equipment, and markets.

### SECONDARY SECTOR:

**Manufacturing:** PAOSMI supports SMLs in the manufacturing sector by helping them to improve their productivity and quality standards. It also promotes the development of value chains and linkages between SMLs and large corporations.

**Construction:** PAOSMI supports SMLs in the construction sector by providing them with access to training, resources, and contracts. It also promotes the use of local materials and sustainable construction practices.

**Energy:** This is a critical sector for Africa's economic development. The PAOSMI could help SMLs in this sector to develop renewable energy projects and to access finance.

### TERTIARY SECTOR:

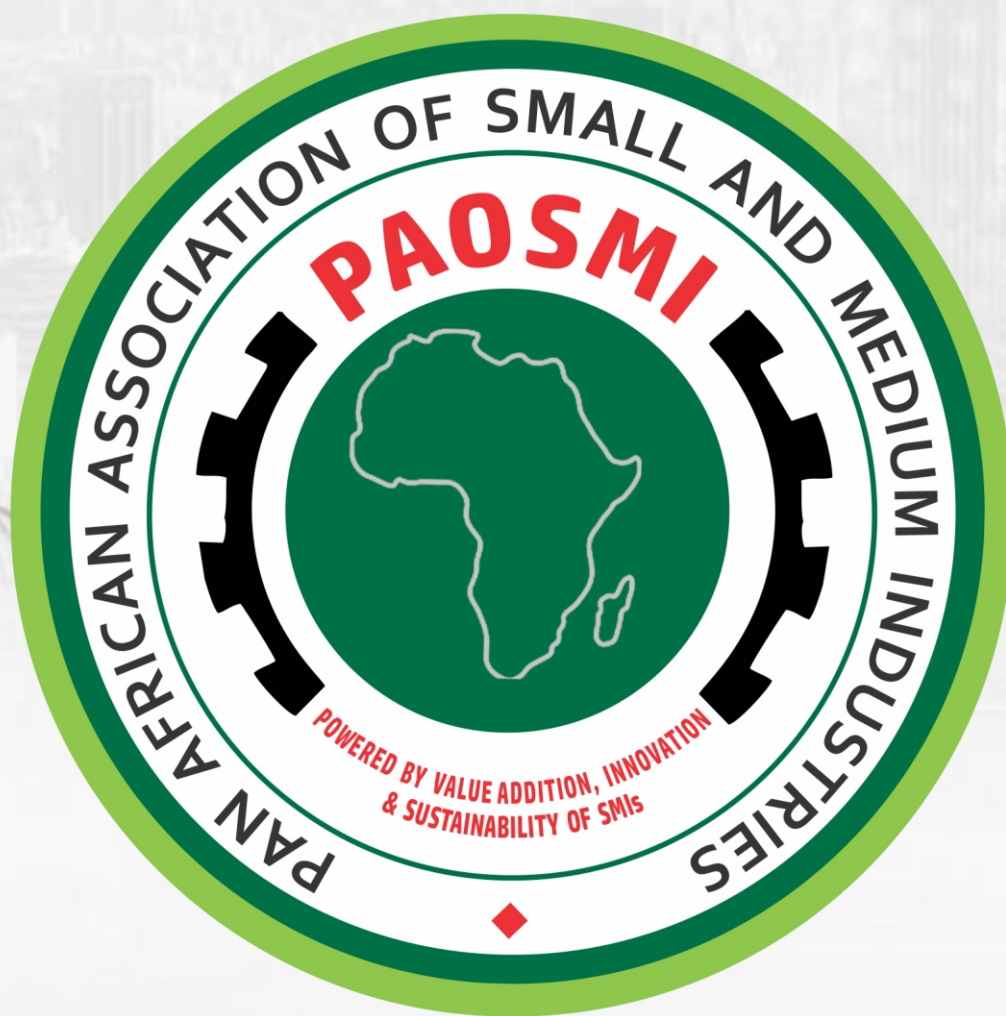
**Services:** PAOSMI supports SMLs in the services sector by helping them to improve their productivity and quality standards. It also promotes the development of new services and the use of technology that will help them to serve other SMLs;

**Trade:** PAOSMI facilitates SMLs to gain access to markets and export their goods/products and services. It also promotes the use of e-commerce as well as digitalization.

## **CONCLUSION**

The Pan African Organization for Small and Medium Industries (PAOSMI) is poised to be a valuable pillar and veritable resource for SMLs in Africa, to reduce the enormous challenges they face through the provision of a platform of coordination, collaboration as well as cooperation for orderly access to resources, markets and opportunities. It also strives to promote the development of SMLs, create an environment and policies that support the sustainable growth of these SMLs and contribute to their growth and consequently economic growth, job creation, and sustainable livelihoods.





**Continental Secretariat:**

• P.O. Box 2020 Kigali, Rwanda.

• 1 Zambezi Crescent, 1st Floor,  
Murjanatu House,  
Maitama, Abuja-Nigeria.



+250 726 104 339  
+234 818 888 0143



info@paosmi.org



<https://.paosmi.org>