

CAE – Apoio Empresarial:

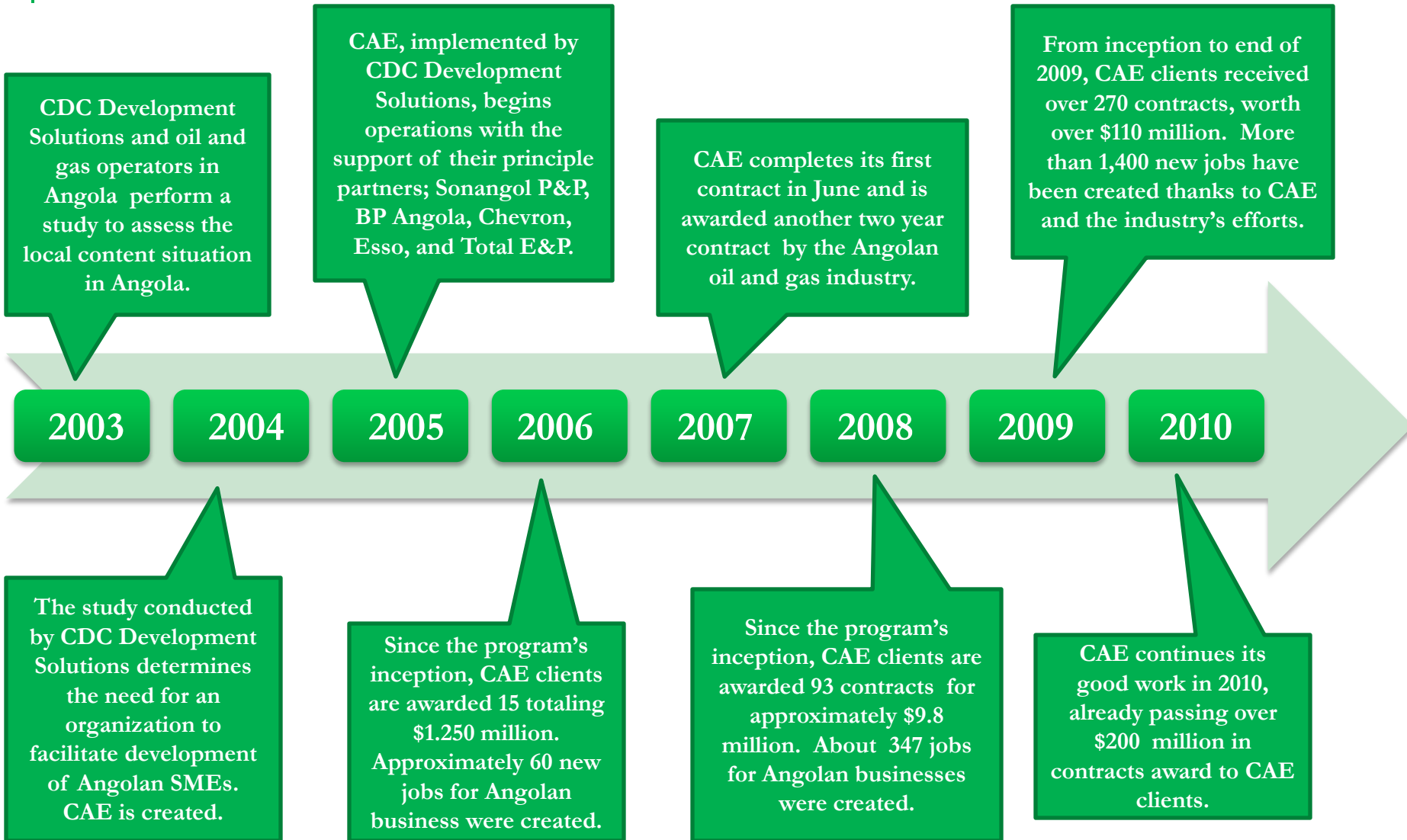
Overview



IMPLEMENTED BY:



CAE: A Summary of Our History and Results



CAE Service Delivery Model: Linking the Oil Industry and Angolan SMEs



CAE: Getting Results Through Sector Knowledge

Fila
Francisco



Information Telecommunications

Food, Agriculture, Security, Consulting,
Media/Photography

Samuel
João



Construction and Manufacturing

Construction and Property, Heavy Equipment,
Landscaping, Minerals,

Fulvio
Santana



Material Management

Transport and Logistics, Chemicals, Lubricants,
Maritime, Mechanical/Electrical Maintenance,
Imports/Exports

Maria Luísa
Bastos



Manpower, Travel, and Health and Safety

PPE, Recruitment/Training, Health, Tourism,
Clothing/Interior Design, Office Supplies

CAE: Providing Specific Functional Knowledge

Functional Area

Finance & Accounting

HSSE

Human Resources

Marketing and Strategy
Customer Service

Quality Control

Consultant

Fila Francisco

Maria Luísa Bastos

Fulvio Santana

Wilson da Silva

Samuel João

MBA Mentor

Anneliese Mueller

Eric Litton

Eric Litton

Tom Higgins

Anneliese Mueller

CAE: Services to Firms Investigating Angolan Market



Looking for a foothold in Luanda?

Need information on the local market & suppliers?

CAE can help!

CAE Services

- Hosting Networking Events / Trade Missions
- Meeting Facilitation
- Sector Analysis & Industry Specific Consulting Expertise
- Supplier/Partner Identification & Due Diligence
- Publications & Directories

Note: CAE services are free of charge to companies investigating the Angolan market and looking for local partners

CAE Success Story: NASA Commercial Import and Export Ltd.



Mr. Nascimento Alberto -
NASA's Managing Director

NASA wins \$5 million contract with Chevron

- Family owned company and one of the first businesses to register with CAE
- Participated in various CAE training courses including topics on financial management, bids and contracts, marketing and others
- Won a contract from Chevron for supplying coveralls and safety shoes
- Also has won contracts with Halliburton, Vecto Gray, Schlumberger, Bechtel, and Petromar

“CAE’s participation in NASA has been positive on all levels, because CAE is an institution that is always ready to provide support to Angolan SMEs.”

- Mr. Nascimento Alberto

CAE Success Story: Luafanda Reparações Lda.

Received a Contract from BP totalling \$680,000

- Small electrical and plumbing maintenance company doing odd-jobs for the industry. Lacked management capacity to earn bigger contracts.
- Learned of CAE and began participating in training courses and one-on-one technical assistance performed by CAE consultants
- Learned the necessary skills to manage his business instead of just working in it
- Received a \$680,000 contract from BP to maintain and repair the lights in one of Luanda's eighteen floor office highrise, Torres Atlântico

“As a result of CAE's help, Luafanda is now well organized, knows the requirements to operate in the oil and gas industry, and how to provide quality service.”

- Mr. Domingos Sousa



CAE consultant Fila Francisco and training coordinator Catarina do Nascimento with Luafanda Management Director Domingos Sousa

Contact Information



CAE-Apoio Empresarial

Luanda Office

924-213-711/912-929-834

www.caeangola.com

info@caeangola.com

Shaun Doherty, Director

sdoherty@caeangola.com

Caetano Capitaó, Deputy Director

ccapitaó@caeangola.com