## CAE – Apoio Empresarial:

**Overview** 













IMPLEMENTED BY:



## CAE: An Extensive Angola Presence



#### **Mission Statement:**

"CDC Development Solutions & CAE's mission is to build the capacity of Angolan businesses to participate more actively and with greater success in the oil and gas industry – as key suppliers of quality products and services – in order to create jobs, promote skills transfer and achieve locally-based economic growth."





## CAE: A Summary of Our History and Results

CDC Development
Solutions and oil and
gas operators in
Angola perform a
study to assess the
local content situation
in Angola.

CAE, implemented by CDC Development Solutions, begins operations with the support of their principle partners; Sonangol P&P, BP Angola, Chevron, Esso, and Total E&P.

CAE completes its first contract in June and is awarded another two year contract by the Angolan oil and gas industry. From inception to end of 2009, CAE clients received over 270 contracts, worth over \$110 million. More than 1,400 new jobs have been created thanks to CAE and the industry's efforts.

2003

2004

2005

2006

2007

2008

2009

2010

The study conducted by CDC Development Solutions determines the need for an organization to facilitate development of Angolan SMEs. CAE is created.

Since the program's inception, CAE clients are awarded 15 totaling \$1.250 million.

Approximately 60 new jobs for Angolan business were created.

Since the program's inception, CAE clients are awarded 93 contracts for approximately \$9.8 million. About 347 jobs for Angolan businesses were created.

CAE continues its good work in 2010, already passing over \$200 million in contracts award to CAE clients.





# 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



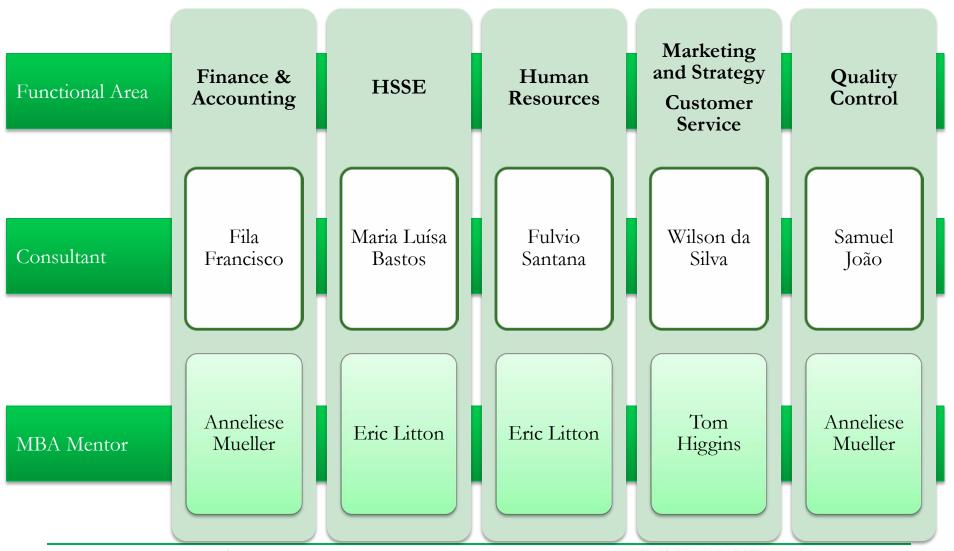
Manpower, Travel, and Health and Safety

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





## CAE: Providing Specific Functional Knowledge







## 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 <u>free of charge</u> 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



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

"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





### **Contact Information**



## **CAE-Apoio Empresarial**

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