

## CAE—Apoio Empresarial

Building relationships between Angolan SMEs and the oil and gas industry.

# NORWEGIAN OIL OPERATOR BOOSTS SUPPORT FOR CAE AND ANGOLAN SMEs



**Luanda, Angola** – Statoil ASA, a Norwegian oil and gas company, has been in Angola for almost twenty years and is partnered with other operators in six oil blocks. Statoil has a long history in the country and thoroughly understands the Angolan oil and gas industry. Just as importantly, they understand the significance of developing Angolan SMEs. For this reason, CAE and Statoil's relationship has grown rapidly since the beginning of the year. Recently, the two organizations signed a joint Memorandum of Understanding (MOU) stating the willingness of each organization to improve the local content in Angola through a mutual cooperation of services and products.

In April, Sergio Pugliese, Business Development Coordinator, came to the CAE Luanda office to give an informational presentation on Statoil's LOOP Program. The program is designed to help facilitate the growth and implementation of entrepreneurial products and services, particularly in technical areas. CAE will help Statoil identify potential applicants for the program and will continue to offer technical expertise to Statoil throughout the program to support Statoil's offerings in business plan writing, financing, marketing, and other related business fields. Statoil has implemented the LOOP program in other parts of the world with successful results. Some of these projects include the development of hydraulic wind turbines, flexible casing joints, and cables for well intervention systems.



Statoil staff at a furniture donation to CAE clients: Cêlio de Jesus (left) and Kudizemba Fernando (right)

In addition to signing a MOU with CAE and instituting the LOOP program in Angolan, Statoil is offering assistance to Angolan SMEs in other ways. Statoil recently moved to their new office location in Talatona, Luanda's newest and fastest growing business park and residential area. The office in Talatona came fully equipped with new furniture and office supplies. Knowing that their current furniture was still in excellent condition, and that well-kept furniture is expensive in Angola, they offered it free of charge to deserving CAE clients. Statoil asked CAE to choose five clients to receive the furniture and to coordinate the donation. The companies were chosen based not only on their needs, but also on their strong desires to take advantage of CAE's technical assistance, trainings, and events. In total, Statoil donated over 25 desks, more than 40 chairs and cabinets.

Mr. Pugliese told CAE, "Statoil is proud of their work relationship with CAE. We recognize that the work already done by CAE, with the support of the oil and gas industry, has been instrumental for the creation of solid foundations for a phase of development more dynamic for Angolan companies. We are likewise confident that these first steps and initiatives that we are taking to increase participation of Angolan companies in the oil and gas industry are going to develop better cooperation with more positive results."

*CAE—Apoio Empresarial is implemented by CDC Development Solutions headquartered in Washington D.C. Since CAE's inception in 2005 to December 2009, the program has facilitated 273 contracts for approximately \$111 million dollars. If you are interested in CAE's services, please email Wilson da Silva at [wsilva@caeangola.com](mailto:wsilva@caeangola.com) or call +244 917.750.687.*



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