

A Local Content Unit for Tanzania

General Issues

- A Window of Opportunity
- A Bargaining Power Reversal
- Building Industrial Capabilities through integration in the Supply Chain
- Learning from Global Best practice

Global Best Practice

- The Columbian Experience
- The role of technical Services

Misconceptions

- Narrow Focus
- Unrealistic Expectations
- Futile businesses (Petro chem)

Looking at Examples

- Tullow Oil in Ghana
- BP in Azerbaijan

Timescale and Phasing

- The role and nature of a Local Content Unit
- The initial Phase: Takoradi Port
- Understanding the huge breadth of opportunities
- The Offshore Phase

Firms and Prospects

- Using the Enterprise Map volume in Ghana
- Training centres (Business and Technical)
- The role of private and public agencies in firm training
- A 2 year timescale

Shadowing Schemes

- How they work
- Open recruitment by firms
- Possible scale
- Payoffs
- Pitfalls
- spinoffs

Education and training

- How to build university faculties and programs
- Timescales and opportunities
- Long run prospects

Tensions and controversies

- How to avoid favouritism and corruption
- Open processes but realistic targets
- Misconceptions in International Agencies
- Getting real with governments :
understanding what is feasible (a lot !)
- Reacting effectively to standard put-downs
from (some) Multinationals

How to have openness AND efficiency

- Knowing local capabilities (The Enterprise Map volume)
- The concept of Approved Vendor Status
- How firms become approved Vendors
- The open tender for Approved Vendors

The Structure of Local Involvement

- A lead local contractor (by sector)
- Building the supplier base via the lead local contractor

The Breadth of Local involvement

- Construction
- Services (helicopter leasing)
- Retail(port development)
- Catering (Safety Standards)
- General manufacturing (furniture)
- Engineering (lessons from Ghana; Finding foreign partners for local firms in the chain)

False Trails

- Domestic Content Rules and how MNCs can circumvent them
- A win-win negotiation approach
- Partnering with host governments

Urgent First Steps for Tanzania

- Setting up the Unit
- Appointing training partners
- Two models of training : in-house secondment versus centre-based courses