

## Azerbaijan

### Enterprise Development and Training Program (EDTP)



In 2007, BP, with its co-venturers in Azerbaijan, awarded ACDI/VOCA a multimillion dollar contract to implement the three-year Enterprise Development and Training Program (EDTP) through its regional development initiative (RDI). Under EDTP, ACDI/VOCA identifies, develops and trains potential local suppliers while acting as a conduit of information between BP and the supplier marketplace.

EDTP helps small and medium-sized Azeri companies develop local supplier processes that meet relevant international quality, health, safety, security and environmental (HSSE) standards, ISO certifications, and BP's specific requirements. EDTP staff meets with selected local companies' representatives and works collaboratively with them on action plans that delineate the required quality assurance procedures, quality controls, technical upgrades and staff training needed. All companies with which EDTP collaborates in the creation and implementation of these plans must

**ACDI/VOCA provides business advisory services in Azerbaijan.**

maintain performance records and meet all of EDTP's development requirements.

EDTP's staff works with a wide variety of companies, from translation firms to chemical suppliers. If technical gaps are identified, EDTP arranges a one-on-one visit from an industry expert to provide assessments and recommendations. These specialized consultants provide highly technical insight and guidance as well as an outline of applicable international quality certification requirements. They have provided their depth and breadth of highly skilled technical expertise for 26 clients, expanding EDTP's reach to more highly technical subsectors. The consultants provide the technical edge necessary to advance the consulting capacity and recognition of EDTP in the Azeri marketplace.

Thanks to BP's financial support and guidance, a new for-profit consulting firm will be incubated within EDTP. The Azerbaijan Enterprise Risk Management Solutions (AZERMS) will be launched on July 1, 2009. EDTP will continue to expand its services through AZERMS. For example, its website ([www.edtp.az](http://www.edtp.az)) now more easily connects corporations to client Azeri enterprises, which will be able to deliver their business profiles to a wider range of multinationals.



# Project Profile

A training program will also be offered to clients in areas such as HSSE and marketing.

To date, 21 local companies have graduated from EDTP's advisory process. EDTP's endorsement of these local companies enhances their credibility and increases their visibility with international companies and puts them at the "head of the line" for future BP tenders. Companies working with EDTP have increased their headcount, invested in their growth (in terms of new facilities, capital equipment, personnel upgrades, and more), and in turn have received new contracts.

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