

Sharing
entrepreneurial
expertise for a
better world



Objectives

- > To contribute to the sustainable development of a social market economy in identified countries
- > To promote local entrepreneurship in order to increase job opportunities and improve employment conditions
- > To stimulate commercial exchange and knowledge sharing between the Flemish and local business community on a fair trade base
- > To contribute to the awareness of the problems of the North-South divide



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ex-change

- > Ex-Change is an independent organisation with the objective to stimulate and support entrepreneurship and sustainable growth in enterprises in identified countries, by providing expertise and global networks from Flanders to enterprises, educational and vocational institutions in the focus regions.

Target group

- > Enterprises, business centres or organisations lacking financial resources to seek advice from expensive consultants
- > These enterprises and organisations can be situated in various sectors such as agriculture, tourism, energy, etc.
- > Ex-Change can support them with general management as well as more specific advice such as financial management, automation, marketing, human resources management, etc.

Procedure

- > The enterprise can request assistance from Ex-Change based on a motivated application
- > After approval Ex-Change seeks a suitable expert with the necessary competence
- > The duration of a mission can be between 2 to 8 weeks depending on the demand
- > After completion the expert is supposed to follow-up the implementation of recommendations and a follow-up mission can be organised

Expenses

- > Ex-Change takes care of the travel costs, insurance and administrative expenses
- The applicant provides local accommodation,
- > transport and supports the expert in the execution of his task
- > The expert makes his knowledge, experience and time available to the applicant



A Tanzanian organisation in waste collection had general management problems.

A Flemish expert in waste management assisted in the development of a business plan and the planning of a compost area.



A cultivator of flowers in Chile, specialised in carnations, requested assistance from Ex-Change and an expert in this matter was sent.

The expert could give a lot of recommendations regarding the improvement of the infrastructure as well as the methods of cultivation.



A potato expert provided support to a farmers' association in the development of qualitative seed.

This contributes to reducing the dependency of the import of potatoes.

Examples