



SME BUSINESS SUPPORT FUND

The Fund

The Government of Pakistan has embarked on a major program to assist in the further development of Small and Medium sized Enterprises (SMEs).

As an integral part of the overall program, and in support of other components, the BSF has been created with the support of the Asian Development Bank to assist both SMEs and the respective providers of business development services (BDS).

Target Group

The target group comprises of established SMEs (employing up to 250 staff or with a maximum turnover of Rs 300 million) with an operating history of at least three years. BSF can support individual enterprises and a group of enterprises.

Objectives & Activities

The objectives of the BSF are to assist in the improvement of the competitiveness of SMEs and to enhance the revenue-generating capacity and profitability of target groups.

The BSF can provide matching grants to stimulate the use of business support services. The grants will be provided after the completion and acceptance of agreed activities.

Objectives & Activities (cont.)

BSF can support activities such as:

- Short-term consultancies for management, marketing, production, productivity, product development and adaptation, packaging, quality, standards, technology transfer or up-gradation...
- Market development, research, trade fair activities, sales missions abroad, benchmarking, promotion and similar demand driven support services...
- And others as approved by the BSF management team in line with overall objectives.
- Funds are not available for capital goods or working capital.

Eligible Engagements/Activities

Only new engagements of business services can qualify for funding. For an engagement to qualify for grant support, the proposal must among other things

- Be aimed clearly at enhancing the applicants competitiveness
- Must show clear objectives, measurable incremental results
- Show how internal and external resources will be utilized over a certain time frame
- Must include a detailed cost proposal and justification for selection of service providers

The Application

The client is to submit a formal application (form to be provided by the BSF), together with the engagement description/proposal and supporting documentation, in strictest confidence, to the BSF management team. The team will review the application, and recommend it for acceptance, when/if appropriate, to an appraisal team which is made up of the Board of Directors.

The Matching Grant

On written approval, and signature of all parties to the agreement, the client will proceed with the implementation.

On satisfactory completion of the agreed activities, within the given framework, and after review and acceptance of the documentation provided, BSF will arrange for a refund of up to 50 per cent of the total agreed costs, up to a maximum of Rs 1.8 million.

The Claim

The claim for the grant (refund) must be submitted within one month of completion of the activities. The refund will be made in Pakistan Rupees (net of taxes, duties, etc) based on the original records of actual costs/expenditures incurred in line with the approved grant application.



SME Business Support Fund

Your Gateway to Success

How to contact the BSF

The BSF professional team will be readily available to provide further advice on the support offered, on how to prepare project proposals, how to select a service provider and assist you in other matters related to the application process.

Our offices will be located at the Siddiq Trade Centre in Gulburg (Lahore), offering easy access during the week from Monday to Friday.

You can reach us by phone, fax or email. To satisfy the growing demand for our services we will have to follow the first come first serve principle.

Please note that all our disbursements are subject to both internal and external audits.

Creating new avenues for growth

The SME Business Support Fund (BSF) has been set up under Section 42 of the Companies Ordinance, 1984, as a not for profit association.

The BSF, your gateway to success.

Business/Postal Address:
SMS Business Support Fund
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Siddiq Trade Centre,
Lahore

Website: www.bsf.org.pk
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