

# Remarkable achievements in a short span

## C.E.O. of Business Support Fund (BSF) David Monkman talks to Energy Update



**B**usiness Support Fund (BSF) has so far provided Rs 120 million matching grant to 250 small and medium enterprises (SMEs) to improve their competitiveness and enhance their revenue generating capacity and profitability.

Some of these companies have secured this support for second and third time on the basis of achieving the desired results on fast track basis, said the Chief Executive Officer of BSF David Monkman in an interview with Energy Update.

He said that most of these companies belonged to textile, surgical instruments, automobile vendors, motorbikes, sports goods and furniture business.

He pointed out that most of the companies were family businesses with little focus on management. "I think the second and third generations of these families are least concerned about the efficient management and this is the reason why the production cost is high and profitability is less", he observed.

He said that BSF was created with the support of Asian Development Bank (ADB) and Government of Pakistan to assist SMEs with the help of consultants. BSF has opened its office at FPCCI head office in Karachi. We have we plans to set up offices in Hyderabad and Sukkur in next six months and Karachi office will work as a regional headquarter, he added.

Monkman said that BSF will also

**BSF is also interested in energy projects keeping in view the demand and supply gap in energy-hungry Pakistan**

open offices in other cities like Sialkot, Peshawar, Multan.

Replying to a question, he said BSF has the services of 650 consultants in various fields to assist SMEs.

BSF provides consultancy services to SMEs to improve their working, quality of products and processes and profitability, he noted.

BSF provides matching grants for the use of business support servic-

es. The maximum matching grant is Rs 1.8 million or \$ 30,000 for each project.

The eligible SME should be three years old with 250 permanent employees and a maximum turnover of Rs 250 million annually.

We have developed 10 to 20 feasibilities for SMEs. Also new project development and studies.

Monkman said that BSF is also interested in energy projects keeping in view the demand and supply gap in energy-hungry Pakistan.

"We have the services of a renowned consulting firm in coal technology M/s SASOL International of South Africa. This company has the expertise in coal gasification, coal-based liquid fuel and combined based power generation. BSF can hire its services for any potential consortium of coal-fired power generation unit", he opined.

In addition, BSF can also extend support to small size solar energy projects to improve energy supply position in Pakistan. ■