Exports of CB economic strengths
SHIPBUILDING, MARITIME, RENEWABLE ENERGY, AUTOMATION and ICT to Namibia as a stable point of entry to the Southern African markets
SME Aisle is an adaptable and scalable PRODUCT AND SERVICES CONCEPT for coastal areas of Southern African Development Community (SADC)
BUDGET: 1.73 M€ (25.7 Namibian $)

DURATION: 1.3.2018–31.8.2021 (42 months)

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PARTNERS OF SME AISLE SUPPORTING COMPANIES MAKING BUSINESS IN SADC

Associated partners:
Satakunta Chamber of Commerce, FINLAND
Swedish Wind Power Association, SWEDEN
Satakunta University of Applied Sciences (SAMK) (FINLAND)

• A horizontal, internationally active and research-oriented institution of higher education.
• Trained professional sailors for 138 years and has global network within maritime sector
• Experts on water, solar energy, automation and ICT technologies

Namibian co-operation started 2012 (maritime training: MARINAM, MARIBIA, MARIBILIS) and continued with urban development and logistics projects in Namibia (NAMURBAN and NAMHUB)- > SME Aisle for business co-operation
South Africa: SA AGULHAS, Nelson Mandela Metropolitan University (NMMU) 2015-present

Captain Heikki Koivisto, heikki.koivisto@samk.fi, https://www.samk.fi/
Past business cooperation: shipyard in Rauma, SAMK, Finland and locals: Mirabilis in Namibia, SA AGULHAS
Prizztech Oy (FINLAND)

• A non-profit business development company owned by municipalities of the Satakunta region South-Western Finland. Operates as an impartial organization of experts in business development, research and project management.
• With 45 experts and an annual turnover of 4.4 M € in 2016; one of the leading public business development organizations in Finland.
• Participated Finnish national development program Maritime Cluster Program in years 2007-2013 with excellent results. Since then Prizztech has launched several projects in the themes of marine and technology industries funded by the Ministry of Economy and Employment.
• The most interesting business areas: ship building (especially special vessels), offshore oil & gas, offshore wind power, LNG and biogas infrastructure and engineering services.
• Has organized e.g. the annual Match Industry event.
• Web pages: http://www.prizz.fi/
The Latvian Chamber of Commerce and Industry (LLCI) (LATVIA)

- A voluntary, politically independent organisation uniting SME’s and large-sized companies from all regions and economic sectors of Latvia.
- Based on the number of its members (~2000), LCCI is the largest non-governmental business organisation in Latvia.
- Works on export activities, policy development in different fields and business trainings.
- Managing Latvian Export cluster, what acts strongly with project by developing ready-to-use contacts for Latvian companies who are interested to develop export to Africa.
- The aim for LCCI is to develop and explore potential Southern African market with aim to develop and enlarge Latvian companies’ sales.
MASOC – Association of Mechanical Engineering and Metalworking Industries of Latvia

Established in 1994 as informative and consultative centre for the industrial sector. Unites and represents interests of 160 leading industrial enterprises from Latvia, producing equipment and machinery for:

- Energy (including renewable), production, sea ports and other industrial sectors;
- Food (various, also fish) processing and production, water cleaning systems, agriculture;
- Producing metal constructions and parts, electrical engines, power generators, automotive parts and components for trucks, unmanned aerial vehicles and much more...

Key activities:

- Education and HR development, improvement of efficiency and productivity;
- Development of new products, advanced technologies, industry digitalization;
- Marketing and export promotion, trade missions (in & out), searching for business partners;
- Joint project development, international cooperation in Export and Import operations;
- MASOC member companies export different industrial products to more than 100 countries.

Association is committed to promote mutually beneficial cooperation of Latvian enterprises with companies from Namibia and SADC region, sharing knowledge and experience, establishing sustainable business together with respect to the people, laws and environment.

Contacts: Dainis.Recenis@masoc.lv, www.masoc.lv
Tallinn University of Technology (TUT)/Estonian maritime academy (EMERA) (ESTONIA)

- Beneficial competences are education and training in the field of shipping, ships’ engineering and refrigeration technology (STCW-78), port and shipping management, logistics, maritime safety and security, marine engineering (small craft building, marine electronics).
- Since 2007 EMERA is focused in serving and establishing the Estonian Maritime Cluster, EMC, and its subclusters (shipping, ports, port operators, maritime service and intermediate commercial transactions, shipbuilding and repair, public sector&science and education, yachting and recreation, construction and maintenance of fairways and marine facilities, fishing and processing & aquaculture).
- EMERA’s small craft competence centre is a member of Estonian Marine Industries Association, which connects nearly all the biggest Estonian boatyards and subcontractors, aiming at developing Estonian marine industry – shipbuilding, off-shore industry and the sectors related to those.
- Webpages: www.ttu.ee/mereakadeemia
Are you ready to co-operate and make business together with companies from Finland, Estonia, Latvia and Sweden?

1. **INFRASTRUCTURE** (machinery, renewable energy, automation, ICT solutions) in ports and hinterlands
2. **SHIP BUILDING, RETROFITTING**
3. **CERTIFIED TRAINING** (maritime, crewing, renewable energy, automation, ICT)
4. **EXPERT SERVICES** on safety, surveillance, environment and custom clearance procedures
ACTIVITIES AND RESULTS

1. Detailed market analysis and feasibility study
2. Development and adaptation of concept products and services
3. Capacity building of 20 selected companies from Central Baltic area to Southern African markets
4. Events in Central Baltic area and in Southern Africa (Namibia, South Africa)
5. Business delegations to Namibia and South Africa
6. Potential customers visits to Central Baltic area
Interested in making business together?

Contact SME Aisle team:

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http://smarturbanbusiness.samk.fi/smeaisle/