

**2012 ECOSOC ANNUAL MINISTERIAL REVIEW - REGIONAL
PREPARATORY MEETING FOR AFRICA - 25 MARCH 2012 - ADDIS ABABA, ETHIOPIA**

**SESSION II - ENTERPRISES (SMES) AS DRIVERS OF
PRODUCTIVE CAPACITY AND JOB**

SPEAKING NOTES OF MARIO PEZZINI, DIRECTOR, OECD DEVELOPMENT CENTRE

concentrate upon. If these firms want to evolve they need to diversify their customers and become more independent so to further develop products and technologies.

Small firms that cooperate with each other within clusters of specialised firms. They sell final products or components that they know how to permanently adjust and update thanks to high internal assets. These firms are particularly competitive, but they have to deal with a permanent need to innovate or simply to grow into medium sized firms specialised in the production of a product that was capable to succeed and that they now want to produce in larger scale.

4. What type of measures? They vary accordingly with the different types of firms. However, it could be helpful to distinguish measures according to the impact they have. Namely,

Policy to improve the general environment for all firms, not only the small ones

1. Education and IT = “alphabetisation” for entrepreneurs and staff, so to facilitate inter-firms relations
2. Public services and infrastructure, including financing for them from tax revenue. A