



SELECTED STATEMENTS

from our partners

BUYER:

"We find value in having an organization such as UNIDO to facilitate a structural engagement process between multinational conglomerates and local enterprises".

Executive Vice President, Hitachi, South Africa

SUPPLIER:

"The SPX approach makes the managers of the company to be involved in rethinking all management's processes".

CEO of FC Hoa Lac Co., Ltd., Viet Nam

INSTITUTION:

"The SPX Programme serves as a spring-board to facilitate and support SMEs in exploiting opportunities in the emerging economic sectors in Uganda".

Manager of the SPX Centre, Uganda
Investment Authority (UIA)

CONTACT

If you are interested to learn more about the programme, please visit us on our website:

<http://spx.unido.org>
<http://www.unido.org/spx>

where you will find further information about country coverage, resource materials, events etc.

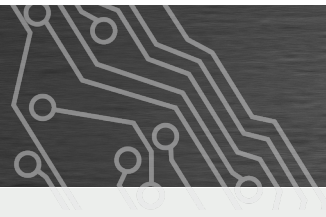
Please feel free to contact us directly at:
Email: spx@unido.org
Tel.: +43 (1) 26026 3543

MATCHMAKING BUYERS AND SUPPLIERS
Building supplier capacity across the world



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION





WHAT are SPXs

The UNIDO Network of Subcontracting and Partnership Exchange Centres (SPX) provides ongoing matchmaking services to build partnerships and linkages between buyers and suppliers.

Over the last 25 years, UNIDO has established a rapidly expanding network of SPX Centres in Africa, Asia, Europe, Latin America and the Middle East (over 30 centres).

At present, these SPXs own a profile database of 6,000 suppliers and a benchmark database of 500 suppliers. SPX Centres are often hosted in a private or public sector organization and are equipped with professional capacity to assist enterprises in their development process through profiling, matchmaking, benchmarking, buyer engagement and capacity building.

A professional Management Information System (MIS) provides state-of-the art solutions to facilitate the supplier-buyer match-making process.



HOW you will benefit

IF YOU ARE A BUYER:

- >> Get access to a large supplier database of profiled and validated suppliers of semi-finished goods and industrial services
- >> Get assistance to find appropriate suppliers for your requests for quotations
- >> Get B2B facilitation services at national and international fairs

IF YOU ARE A SUPPLIER:

- >> Find new market opportunities by working with major buyers of your products in your country
- >> Benchmark your performance and practices to understand your individual strengths and weaknesses
- >> Receive assistance to develop capacity and upgrade skills

IF YOU ARE AN INSTITUTION/GOVERNMENT HOSTING AN SPX CENTRE:

- >> Gain visibility and expand your client base
- >> Use available data about local suppliers for policy/advocacy purposes
- >> Gain access to state-of-the art tools, such as the benchmarking and profiling tool



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION

