



African Public Procurement Network (APPN)



« Boosting Women-led Entreprises through Public Procurement » in the Republic of Togo

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1/ Women's Access to Public Contracts, a Strong Political Will



- Adoption of the national policy for **gender equity and equality** since 2011, whose vision is to **“Make Togo an emerging country without discrimination where men and women will have equal chances to participate in its development and enjoy the benefits of its growth”**.
- Objectives of the Policy:
 - ✓ Set up an institutional, socio-economic, legal and economic environment favorable to the implementation of gender equity and equality in Togo.
 - ✓ Ensure effective gender integration in development interventions within all the sectors of economic and social life.
- Women represent more than 50% of the population
- In 2020, Togo was the first country in the world with **70%** as far as **Women in leading positions** is concerned (<https://fr.statista.com/infographie/25732/part-de-femmes-dans-des-fonctions-dirigeantes-pays/>).

Women's Access to Public Contracts, a Strong Political Will



- Gender mainstreaming in all these contracts can therefore be an interesting lever to promote equality between women and men.
- The principle of reserving public contracts for women entrepreneurs originates from the Head of State's speech to the nation on January 03, 2018, which also included young entrepreneurs aged 18 to 40 ;
- **Regulatory framework** of this measure by :
 - ✓ decree n° 2018-028/PR of February 1st 2018 on the awarding of a part of public procurement to young and women entrepreneurs
 - ✓ Order No. 087/MEF/CAB of May 3, 2019 which increases the rate from 20 to 25% of the share of reserved public procurement..
- **Legislative Enactment** and extension of the beneficiaries of the reservation through the law n° 2021-033 of December 31, 2021 relating to the public procurement.

2/ The Awarding of Public Contracts to Women, a Business Opportunity



- Use of most public funds for public procurement;
- Liberation of the creative genius of women entrepreneurs (inventiveness and technological innovation, etc.);
- Creation of wealth for **oneself** (entrepreneurship) or **for others** (reducing unemployment),
- Using public procurement as an asset for job creation and economic empowerment of women.
- Use of public procurement as a public policy tool (addressing environmental challenges, social equity and stimulating economic growth and financial inclusion, etc.)

3/ Favorable Conditions for Women's Access to Public Procurement



- Are concerned, contracts reserved for a category of contractors:
 - ✓ young entrepreneurs,
 - ✓ **women entrepreneurs,**
 - ✓ companies owned by people with disabilities,
 - ✓ companies governed by the charter for very small, small and medium-sized enterprises,
 - ✓ **agripreneurs,**
 - ✓ **craftsmen,**
 - ✓ enterprises organized in the form of cooperatives, associations whose operation and activities are based on a principle of solidarity and social utility to increase production, and
 - ✓ **consumption of local products.**

Favorable Conditions for Women's Access to Public Procurement



- Creation of the **www.dncmp-togo.tg** website dedicated to the pre-registration of women and youth businesses ;
- Establishment of a one-stop shop for young people and women entrepreneurs (GUJEF) responsible for :
 - ✓ providing technical and financial advice;
 - ✓ Receiving and expeditiously process requests for the issuance of administrative documents;
- Typology of set-asides for women's and youth businesses:
 - ✓ operating supplies;
 - ✓ routine maintenance services;
 - ✓ infrastructure construction works and non-complex intellectual services.

Favorable Conditions for Women's Access to Public Procurement



- Division of the national territory into three (3) zones around the one-stop shops:
 - ✓ Zone 1: Lomé and its surroundings (GUJEF Lomé);
 - ✓ zone 2 : from Tsévié to Blitta (GUJEF Atakpamé);
 - ✓ zone 3 : from Sotouboua to Cinkassé (GUJEF Kara)
- Simplification of the criteria for awarding public contracts:
 - ✓ No substantial experience is required for non-complex routine maintenance supplies and services contracts;
 - ✓ A minimum of personnel and equipment on a rental basis may be required for work contracts and routine maintenance services;
 - ✓ Possession of a diploma in the specific field and the presentation of qualified personnel;

Favorable Conditions for Women's Access to Public Procurement



- Simplification of procedures characterized by restricted consultation:
 - ✓ Price solicitations: request for quotation and request for price information;
 - ✓ Restricted tenders;
 - ✓ Consultation of the companies belonging to the women registered on the site according to their area of installation and the area of execution of the service;
 - ✓ Reduction of the proof of financial capacity (declaration of guarantee instead of guarantees from financial institutions)
- Implementation of awareness, training and permanent technical support programs by ARMP.

Favorable Conditions for Women's Access to Public Procurement



- Establishment of technical and financial support institutions:
 - ✓ **Fonds d'Appui aux Initiatives Économiques des Jeunes (FAIEJ):** or Youth Economic Initiatives Support Fund: technical, institutional and financial support to young entrepreneurs.
 - ✓ **National Agency for the Promotion and Guarantee of SME/SMI Financing (ANPGF):** to promote and facilitate access to bank financing for Togolese SMEs/SMIs;
 - ✓ **Centre de Gestion Agrée (CGA) :** contribute to the harmonious development of companies while helping them to acquire modern management methods in order to be more competitive and sustainable. Missions :
 - Assistance in accounting and taxation through bookkeeping and preparation of tax returns;
 - Preparation of financial statements (balance sheet, income statement,) and financial information according to SYSCOHADA standards in compliance with tax provisions.

4/ Difficulties Encountered in the Management of Awarded Contracts



- Difficulties in accessing traditional public procurement financing mechanisms for women entrepreneurs;
- Difficulty in obtaining consultation from contracting authorities;
- Difficulty for women entrepreneurs to have the administrative documents required for public contracts;
- Managerial Skills Deficit;
- Insufficient quality of offers submitted by women entrepreneurs;
- Difficulty in executing and completing services on time, especially for large contracts.
- Lack of official and accessible statistics on successful women's businesses for collaborations

5/ Challenges Faced by Women Entrepreneurs



- Structures regularly installed and viable in terms of management;
- Multidisciplinary capacity building in management and especially in public procurement;
- Implementation of an effective business intelligence strategy;
- Financial support;
- Search for innovative and/or alternative financing;
- Knowledge and need to adapt its offer to the needs of the state;
- Search for good sources of supply.

6/ Perspectives: 5 Steps to Help Women Overcome the Gender Divide in Entrepreneurship



- Identify and evaluate the best sectors in which women can create and develop their businesses.
- Provide customized support to businesses, including training in entrepreneurship, business continuity management, and soft skills that meet the needs of women and men.
- Help businesswomen access public procurement by working with the public and private sectors to promote procurement policies that benefit women-owned and -operated enterprises (knowledge and need to adapt its offer to the needs of the state and find good sources of supply, etc.)
- Facilitate access to financing by opening up different financing options for women entrepreneurs, including conventional financial institutions, but also less conventional financing mechanisms, such as social impact investors.
- Give more voice to women entrepreneurs and strengthen their representation by creating peer support networks and facilitating their participation in key associations and platforms.

Par Charleine Mbuyi-Lusamba, Technical Manager, Women Entrepreneurship Development
(https://www.ilo.org/global/about-the-ilo/newsroom/news/WCMS_761679/lang--fr/index.htm)



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Avec l'ARMP, on avance dans la transparence!

THANK YOU FOR YOUR ATTENTION