Local content development in Kazakhstan

The EBRD and TCO joint programme is designed to help local enterprises enhance their practices of supplying to oil and gas sector with the help of consultants. EBRD specialists help implement a consultancy project with local and international consultants, while an enterprise receives a partial refund of the costs of attracting a consultant. Trainings and workshops for local suppliers are also organised as part of the programme.
Advice for small businesses

Assistance in the development of local enterprises in the oil and gas sector

The European Bank for Reconstruction and Development (EBRD), in cooperation with Tengizchevroil (TCO), supports the development and stimulates the growth of Kazakhstan’s business. The partnership programme, which implementation is scheduled for 2019-2022, is aimed at strengthening the potential of local suppliers of goods and services for oil producing enterprises. The partnership between the EBRD and TCO will help entrepreneurs meet the needs and requirements of TCO by bringing their internal standards and approaches in line with international practices and recognised quality standards.

Existing TCO suppliers, as well as potential suppliers who do not have direct contacts with this sector, will participate in the programme in order to increase their opportunities for cooperation with TCO and establishing supplies for the needs of the oil and gas sector in Kazakhstan.

What we offer to enterprises:

Know-how
Consulting services for business provide enterprises high growth potential, the opportunity to get the help of local consultants and / or international experts, while workshops and trainings help to improve knowledge in various fields, such as strategy, operational management and quality control, finance and audit.

In addition, companies that offer goods and / or services for the oil and gas industry work with local and international consultants on the basis of a joint cost-sharing arrangement with the EBRD (the Bank reimburses up to 75% of the project cost) in order to improve the productivity of enterprises in various areas of their activities.

Access to financing
The programme is aimed at improving the access of enterprises to financial resources necessary for growth and development.

Success story:
We helped Silumin-Vostok LLP, a manufacturer of pumping and electrical equipment, reduce production costs and increase labour productivity by automating the laser welding process.

The company managed to become a leader in Kazakhstan, using modern technologies and advanced working methods.

To implement the project to automate the laser welding process, we engaged Sigma Laser as a consultant who provided services for setting up equipment and software and training employees of Silumin-Vostok LLP on the principles and technologies of working with modern equipment in an automated format. Thus, the consultant helped:
• establish a production process
• eliminate errors and defects
• eliminate inconsistencies in the production cycle

In general, the consultancy project helped significantly improve the quality of products manufactured by Silumin-Vostok LLP in accordance with the technical requirements of large customers. This will help attract new clients.

Participation terms

Scale:
small and medium-sized enterprises (according to the law of the Republic of Kazakhstan) with the number of employees of up to 500

Ownership:
private local business (foreign participation is allowed up to 49%)

Areas of operation:
companies with operations related to the oil and gas sector

Experience:
at least 2 years of successful work

Turnover:
annual turnover up to 50 million euros

Documents:
completed application, copy of constituent documents and financial statements for 2 years

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