



Federal Ministry
for Economic Affairs
and Energy

Institutional Partner- ships with Africa – Administrative change to foster trade and investment



Sharing experience – always a win-win situation

Bilateral institutional partnerships are a new approach being taken by the Federal Ministry for Economic Affairs and Energy (BMWi). The aim is to deploy specific experts from the Ministry or its agencies to support reform processes in business-related partner agencies in selected African countries and to **modernise administrative structures**. The institutional partnerships also take into account the needs of German companies.

The EU instruments Twinning and TAIEX are the role models for the institutional partnerships. Taking a similar approach, the partnerships foster cooperation between **administrative staff** from German agencies and their partner agencies abroad.

The administrative experts know how fruitful an **open dialogue** is for both sides, and they are eager to share their expertise with their counterparts from the partner countries. They are familiar with the challenges faced by the partner countries, can draw on many years of experience in administrative reform and are passionate about working together across borders.

“We very much appreciate the continued cooperation with the Federal Cartel Office and we look forward to developing the technical standards together with our German counterparts in order to create a well-functioning competition authority.”

Dr Amir Nabil Ibrahim, head of the Egyptian Competition Authority (ECA)



Dr Eckhard Franz (BMWi) and Dr Amir Nabil Ibrahim (ECA), following the signing of the Joint Declaration

Objectives:

Smoothly functioning administrations are a vital component of any country's political and economic environment. As administrations engage directly with individuals and companies, interaction with efficient administrations builds trust in the state, creates **stability**, and provides a platform for **economic success**. Sharing Germany's administrative best practices and providing targeted expertise helps the partner countries to **implement lasting reforms**. This strengthens the local economy at the same time as fostering trade and investment from German companies in the country.

The **key tasks** of the institutional partnerships always include:

- establishing and expanding efficient authorities;
- helping to adjust and to implement laws, guidelines and procedures;
- training of administrative staff.

Key **issues** usually include:

- export and investment promotion;
- procurement and competition law;
- quality infrastructure;
- digitalisation and innovation;
- support to small and medium-sized enterprises (SMEs) and start-ups.

Traditional **methods** include:

- exchanges of experts, training, conferences and workshops;
- training of officials;
- study tours to Germany.

The dialogue to establish good administrative practice

Steps towards a bilateral institutional partnership:

- The partner authority has the political will to create the best conditions for the modernisation processes.
- The partner authority outlines its **need for reform** and contacts Germany's Economic Affairs Ministry. The Economic Affairs Ministry examines whether the reforms will improve the policy environment for the local businesses and the activities of German firms in the country.
- The administrative experts of the Economic Affairs Ministry and its agencies use their expertise to elaborate a **concept** that meets the needs of the partner authority.
- Working together, the project partners draw up a 'Rolling Workplan' for the **joint elaboration and management of the project**.
- The project partners commit to the **mandatory objectives**. The process is shaped by both partner organisations, which each **assume responsibilities** and take on clearly defined tasks. →

During a meeting in Algiers

Abdelhakim Bensaoula, Director of the National Agency for the Promotion and Development of Technology Parks (ANPT) and Dr Andreas Goerdeler, Economic Affairs Ministry



- The partner authority commits itself to undertake **reforms** and to **continue and keep funding** them after the end of the project.

Institutional partnerships do not stop at the end of the project, so great importance is attached to achieving **lasting results**: the relations that have been established between the respective institutions will continue to exist after the end of the project, and multipliers are created in the partner country.

Administrative partnership model



Each institutional partnership benefits from Germany's twenty years of twinning experience, which is pooled in the National Contact Point (NCP) for Twinning at the Economic Affairs Ministry. Just like EU Twinning, the institutional partnerships connect a large number of administrative experts with a high level of specialist and project expertise. This expertise is the best prerequisite for successful implementation and guarantees high implementation standards.

Contact:

**Federal Ministry for Economic Affairs and Energy (BMWi)
Division EB4 Manager Training Programme,
Institutional Partnerships (incl. EU Twinning),
advice to governments**

Postal address:
11019 Berlin

Tel.: +49 (0)30 18 615 – 5609

Email: BMWI-TWINNING@bmwi.bund.de
www.bmwi.de

Imprint

Publisher

Federal Ministry for
Economic Affairs and Energy
Public Relations Division
11019 Berlin
www.bmwi.de

Status

September 2019

Print

BMWi

Design

PRpetuum GmbH, 80801 Munich

Illustrations

abzee / Getty Images / title
FrankRamspott / iStock / title
BMWi / p. 2, 4

