



newsletter Autumn 2009

SharePeople in 1 minute

SharePeople is a foundation that matches Small and Medium Enterprises and commercialising NGO's mainly in India, the Philippines, Kenya, Ethiopia and South Africa with ambitious European business professionals. These professionals, with excellent expertise in various areas, will boost your company within 2 - 3 weeks on a board & lodging base. By exchanging knowledge and experience on your business case, you will be better equipped to make difficult strategic decisions for the future of your company. By sharing and learning from each other, all parties involved contribute to social entrepreneurship, development co-operation and global corporate citizenship. SharePeople will also introduce you to very valuable business contacts in Europe.

Key figures

Number of employees	8,25 fte
Kind of products	Group Programme, Expert Programme, Tailor Made Programme, SharePeople Experience Week
Number of liaisons in focus countries	10
Customers worldwide	300
Overseas Partners	45
Increase in business cases in 2008-2009	165%
Financial states	50% corporate sector and 50% governmental support



What do our partners say about SharePeople?

Meet some of our overseas partners and [listen to their experiences](#) with SharePeople and how they benefited from the co-operation. Please watch the films and find out why you should contact SharePeople and submit an [application form](#) to register your business case.

Strengthen your organisation with a Group Programme

SharePeople has planned two Group Programmes for 2010:

- India: 10 - 24 April 2010
- Ethiopia: 23 October - 6 November 2010

New eyes and fresh ways of looking at challenges can bring you and your organisation new perspectives. SharePeople offers you the opportunity to work on your business processes with highly talented European professionals in a Group Programme. You, as case owner, are also participating in the programme. Besides working on your business case, the 2 week programme contains an intensive introduction to the country, its inhabitants and their culture. This programme has a focus on management development but will simultaneously boost your company. Of course, we could mention many more advantages, but please feel free to contact [Taco Hoekstra](#). We would also like to invite you to [submit your business case](#).



SharePeople collaborates with BiD Network

The mission of [BiD Network](#) is to contribute to sustainable economic growth by stimulating entrepreneurship in emerging markets. BiD Network focuses on new and fast growing businesses. BiD prepares emerging market entrepreneurs for investors. The best entrepreneurs gain access to investors in the BiD Network. Since 2005 BiD Network has helped start over 300 businesses and has matched them with over 5 million Euros from investors. BiD Network is supplemental to the services of SharePeople as we investment in human capital by capacity building, which can be backed by financial investments from BiD Network and vice versa.

Imtech is introducing new technologies in South Africa

Via SharePeople the Imtech expert teams have been working on two projects to contribute to sustainable energy in South Africa from October 3 – 18 2009.

Energy Saving Instruments for Nova (Pretoria, South Africa)

One project is submitted by the Nova Institute, a non-governmental organisation with a mission to create a healthy household culture in Southern Africa. Its focus areas include Home-based Economy, Home-based Care, Domestic Energy and Living Environment.

The Nova Institute is in the process of establishing the People's Power project (PPR). The PPR promotes the Nova mission by developing models for three types of social class communities (rich, middle-class and poor) using smart domestic energy solutions planning for the mass roll-out of these models.

'The Imtech Boost Team has left, and they have indeed given the Peoples' Power Project a tremendous boost. Or rather, the team consisted of two parts and they gave us a twin boost.' Attie van Niekerk, Director Nova

Ubuntu Plakkies, helping HIV-infected people (Durban, South Africa)

In the Ubuntu factory sustainable design flip-flops ('plakkies' is the South African word for flip-flops) were made of regrind car tires. The colourful patterns on the flip-flops are designed by orphans from the townships. The flip-flops will be sold on the market through retail and gift shops. Imtech has developed techniques to produce the soles directly from used tires. These flip-flops will be launched on the international market in 2010/2011.

Imtech has helped Ubuntu with:

- an optimal balance between capital-intensive and labour-intensive technologies in the production process.
- developing a machine which will be used to strip layers from used car tires. From these layers the Ubuntu company will produce the soles for their flip-flops.

The ultimate aim is to introduce new technologies that use renewable energy sources. Do you want to know how the Imtech teams have succeeded in this mission? Please check the teams' [blogs](#).

Water projects

For the Shared Success in Developing Countries (SSDC) 2010 Imtech and SharePeople are looking for organisations in South Africa with technology questions in the field of water. Help your business or organisation by registering your project profile at www.sharepeople.nl/register.



Imtech is a European technical services provider in the fields of electrical engineering, ICT and mechanical engineering. SSDC project (Shared Success in Developing Countries) was created by Imtech in co-operation with SharePeople: "Transfer of knowledge" and "boosting activities in the interest of local communities" are the keywords.



Testing energy systems



Results SharePeople Experience Week 2009



Insight in social relations with the connectivity wall

"I gained insights about exporting to Europe and realise what it takes to start with exporting to Europe" (Joshua Kibet, Kenya)

"The pitch we had to practice was most appreciated. It gave me the confidence to present myself and really focus on what I wanted to convey." (Ujwala Jodha, India)

Joshua and Ujwala are two of the twenty-one social entrepreneurs who have visited the Netherlands last June for the SharePeople Experience Week.

We invited them to share their view on Dutch businesses, markets and culture with Dutch professionals. This week of meetings and workshops revolved around themes such as Management & Organisation, Finance, E-business, Certification and Supply Chain Management. Additionally the entrepreneurs worked on communication and presentation skills and learned the value of speed dating. Please read the full report of the week on www.sharepeople.nl/experience.

Already we are busy with preparations for next year's Experience Week. We will inform you about the selection criteria and dates as soon as possible. So, be prepared for this great experience next summer!



Working at Twynstra Gudde in an extraordinary meeting room

Join the SharePeople Network on LinkedIn

LinkedIn is an online network of experienced professionals from around the world, active in 170 industries and 200 countries. Within this network you can find, be introduced to, and collaborate with qualified professionals that you need to work with to accomplish your goals.

SharePeople has launched the [SharePeople Ambassadors Network](#) on LinkedIn. This enables all SharePeople participants to get to know each other and see each other's expertise. You can start a discussion about a topic of your interest, find specific information, add an event or notify the other ambassadors of an interesting news article.

We invite you, as our partner, to become a member of LinkedIn and join the SharePeople Ambassadors Network. At www.linkedin.com you can sign up for a LinkedIn account. When you have signed up you can apply for the SharePeople Ambassadors Network on www.sharepeople.nl/linkedin.

We're looking forward to meeting you there!

Looking for reliable business partners abroad?

Ambitious companies in developing countries are often on the lookout for reliable business partners abroad. MMF puts those companies in touch with Dutch businesses and runs this programme on behalf of the Dutch Ministry of Development Co-operation. The goal is to stimulate joint investment in your country. For more information please visit www.evd.nl/mmf.

Would you like to be connected to a company in the Netherlands to mutually set up and run a solid project? Surf to www.mfa.nl/en, select the website of the Dutch Embassy in your country and submit the application form. Would you like more information about the Development Co-operation Matchmaking facility? Please contact the Dutch Embassy in your country.

Meet our new colleagues?

Mariska Kools, Finance & Monitoring

Mariska has a background in facility management. She has lived in the Ukraine and in Poland for a number of years. There, during her voluntary work, she was touched by the circumstances in the mental healthcare. After Mariska returned to the Netherlands she worked as project manager and manager finance & administration for the Global Initiative on Psychiatry, an international NGO. "The people behind the numbers and figures to me are the basis: enterprising entrepreneurs make the difference!"

Willemijn Land, recruiter

Willemijn has a professional background in recruitment and talent management. Her last job was at Getronics. Willemijn studied Dutch Law in Maastricht. Since September 2009 she joined SharePeople as recruiter. "It's inspiring to meet professionals who want to stimulate sustainable entrepreneurship in developing countries by sharing their knowledge. Thrown back on their own, they discover their authentic leadership. I truly believe in this mutual interest: Developing Countries, Developing Leaders!"

Maternity leave for Annick Schmeddes, Programme Manager

Our colleague Annick Schmeddes is on maternity leave until February 2010. We're looking forward to greeting her newborn twins early November. We'll keep you updated.



Coming soon...

- An online SharePeople communications kit e.g. for use of logos, presentations and leaflets will be available for you before the end of 2009.
- A new design newsletter.

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