

Development of a PSP Strategy for GTZ German Agency for Technical Co-operation GTZ

Background

The German Ministry of Economic Co-operation has adopted a policy to promote private sector participation in development co-operation. GTZ faces a major challenge to implement this new policy. Ownership of projects has for example to be shared with the private sector.

DFIC developed a PSP strategy for development co-operation in the infrastructure sector, taking into account the tradition and new approaches of development co-operation on one hand and the mechanisms and expectations of the Private Sector on the other hand.

Objectives

The objectives of the project were to show the potentials and needs for action. The positioning of GTZ vis-à-vis partner institutions and firms and the development of strategies to integrate the PSP approach into the instruments of developing co-operation were to be elaborated in order to enrich the dialogue between GTZ and BMZ as well as within GTZ.

Results

The general logic of increased PSP to foster FDI in LDCs and LLDCs was developed with solid statistical analysis. A strategy was developed which takes into account the various roles GTZ can take within the project cycle of PPP projects. Clear product definitions are requested. The needs regarding image building, PR and marketing towards the private sector were described. The internal requirements and consequent measures to enable GTZ to further move down the road to PSP and PPP were elaborated.

