



Organization Profile

Organization name:
Business & Export
Development Organization

Location:
Denpasar, Bali

Year Established:
2005

Product:
Training service provider,
member to member for non
profit organisation

Successful team-up of SCORE-BEDO to Improve Productivity of SMEs in Indonesia

The Sustaining Competitive and Responsible Enterprises (SCORE) programmes in Indonesia has developed a successful collaboration with a local training provider in Bali named BEDO since the year of 2015. The collaboration has yielded positive results to BEDO's company members such as Spa Factory Bali and Dianatina Ayu Garment.

BEDO is a non for profit organization aimed to support small-sized and medium-sized enterprises (SMEs) in Bali after the tragic Bali Bombing in 2002 and 2004. Established in 2005, BEDO is a member to member organization, upholding a slogan "Together we can make a difference" and pledging support to each other by sharing knowledge and lessons learnt.

BEDO has a vast network and has developed a partnership with national and international organizations. They have a long term partner with the Netherlands' Centre for Promotion of Imports (CBI-The Netherlands) to localize the Export Coaching Programme so that it would suit the needs of their members.

In addition, they also partner with Directorate General of National Export Development (DGNED), Voluntary Service Overseas (VSO) International under a disabled community empowerment programme and Yamamay Italy, a leading brand in Italy under a women empowerment programme.

"Learning from the positive results and changes experienced by the participating companies, all members of BEDO are encouraged to learn and apply the SCORE programme. SCORE has become a hot conversational topic among BEDO members," said Januar Rustandie, the ILO's SCORE Programme Manager.

This was all started in 2014 when one of the BEDO's trainers came across an advertisement in one of the national newspapers regarding the Training of Trainers of the SCORE Programme initiated by the International Labour Organization (ILO). BEDO then sent its two board members to join and participate in the training workshop in Jakarta, the capital city of Indonesia.





"When we learnt about this SCORE programme, we were interested to learn more. We view this SCORE programme as a unique and holistic programme that would be able support the needs of our members in developing and improving their manufacturing businesses. Without hesitant, we sent our board members to be trained as SCORE trainers," stated Jeff Kristanto (BEDO Programme Manager).

To implement the SCORE programme for its members, BEDO has to raise funding and find donors. "Yet, it is not difficult. With a tangible and measurable result, we are able to find new donors,

with education institution, they have worked with Parahyangan University to co-finance the SCORE programme in Bandung, West Java.

In addition, BEDO also collaborates with the International NGO, Swiss Contact Wisata, to establish a new programme named HoCo (Hospitality Coaching), inspired by the SCORE programme. HoCo supports small hotels in newly developing tourism destinations, such as Flores in East Nusa Tenggara and Tana Toraja in South Sulawesi, through simple adoptions and adjustments of the main SCORE modules. The programme is mainly focused on



particularly with support with the ILO as our new partner. The ILO's support has given our donors more and has added credibility to our organization," he added.

In collaboration with the SCORE programme, BEDO has engaged with new different kinds of donors and partners. They have convinced the Directorate of ASEAN Economic Community, Ministry of Foreign Affair to finance the implementation of SCORE programme in Bali and Yogyakarta with a total amount of USD 14000.

With private sector, they have worked Sampoerna Foundation to support their SME supply chain as part of its Corporate Social Responsibility programme in Pandaan and Surabaya in East Java, with a total amount of USD 25000; while

workplace cooperation (including 5S), quality service and environmental friendly Tourism.

To date, BEDO is in the middle of intensive discussions to implement SCORE programme to organic piggery businesses in Kupang, East Nusa Tenggara with CARE International and few business associations, like Association of Furniture and Craft Maker Indonesia (HIMKI) and Indonesia Fashion Chamber (IFC).

"We are very grateful and thankful to the ILO to make us one of their SCORE key partners in Indonesia, which has now become one of the main programmes of our organization and has enabled us to extend our reach and sustain our organization," he concluded.

