



# የኢትዮጵያ አነስተኛ ብድርና ቁጠባ ተቋማት ማህበር Association of Ethiopian Microfinance Institutions (AEMFI)

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## **Registration Open for MFI Technical Service Providers Certification**

Capacity building activities have an immense significance in the development of the microfinance industry. Traditionally, capacity building roles have been left for donors, which are now at a declining stage (not sustainable) and not customized to specific TA needs of the MFIs as they mostly offer supply-driven supports. Though such fragmented supports from donors could have some sort of short-term impacts on the MFIs performance, there is still a concern about bringing sustainable market based solutions for MFIs capacity gaps.

Thus, by leveraging on the market knowledge gained over the last two decades as umbrella of the industry and tasked to building its members capacity, now AEMFI is working towards market-based solutions for MFIs capacity gaps in collaboration with the partners. With the aim to bring sustainable solutions to MFIs capacity gaps, the association is working towards technical service market development and designed **Co-branded MFI Technical Service Providers Certification Program** in partnership with internationally renowned certifying organization (Frankfurt School of Finance and Management/ILO/other). This program is targeting to address the underlying constraint of weak technical service provision market where local TSPs lack skill and expertise to serve MFIs technical assistance (TA) needs.

The certification scheme comprises: (1) Product packaging-on five top MFI TA priority areas: Product development, Savings mobilization, Customer services & relationship management, Business planning & strategy formulation, and Risk management, (2) Training of Trainers and (3) Development of value propositions. TSPs will be certified after successful completion of the standard certification module and capacity building works. Then, these certified TSPs will have market driven product packages along with clear value propositions, and engage in demand cultivation for their products.

Moreover, to complement demand cultivation works of the certified TSPs, AEMFI will facilitate business-to-business linkage between certified TSPs and MFIs in collaboration with the partners. For this purpose, AEMFI has approached the key partners and demonstrated their interests to co-finance such linkages. Furthermore, there is a plan to formulate a favorable environment that would enable the MFIs to allocate at least 2% of their recurrent budget to capacity building in order to meet national and institutional targets, and transform themselves. So, there will be a lucrative market of the certified TSPs.

The certification program targeted individual consultants & those aspiring to be a consultant/trainer of MFIs, and MFI practitioners who have interest & potential to engage in technical services provision business for the microfinance industry. Inconsideration of limited space, we may apply first-come-first serve approach. As the program has high-embedded costs, AEMFI is planning to implement the program on a cost-sharing basis. Hence, potential TSPs are expected to pay course fee set by AEMFI. AEMFI is also planning to develop TSPs database and website in which certified TSPs profile will be posted and updated based on their engagement performance.

Therefore, it is with great pleasure that AEMFI is announcing the commencement of registration of potential technical service providers/consultants who are interested to participate on co-branded certification program and engage in technical services provision business to the microfinance industry. Interested applicants are expected to confirm their participation by completing their details on this [online form](#) on or before **December 31, 2017**.