

Wa Mukula
CAE—Apoio Empresarial Newsletter

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November-December 2009

CAE Client Amatra Awarded \$90 Million in Government Housing Contracts!!!

Luanda, Angola— For Eduardo Lussingara, free time is hard to come by these days. Since October, his civil construction company, Amatra, has been busy winning government contracts worth in excess of \$90 million!

Mr. Lussingara's journey began in 2007 at a time when Amatra was struggling to secure steady business. Eager to expand upon the company's client base, Mr. Lussingara began receiving business training through CAE – Apoio Empresarial, attending no less than a half-a-dozen CAE sponsored classes, ranging in subject matter from quality management, HR discipline

Father and Son Furniture Makers Remind Us of the Meaning of Success

Soyo, Angola— CAE clients have won over \$171 million in oil industry contracts since 2005. One example that depicts the success of CAE and its partners is the story of Armando Nkai e Filhos, a father and son business. This story demonstrates the importance of grassroots development work that is being accomplished every day.

Armando Nkai is the owner of an eight person carpentry business which his father started in 1968. Armando's son, Francisco currently runs the day to day operations which have recently been changing thanks to the assistance from CAE, and its partner AnLNG. In the past 12 months, the company has transitioned from a stable business to a growing business and has set its sights on continued growth.

Prior to the assistance from CAE, and its partner AnLNG, Armando Nkai had never received any professional business training. But by working with AnLNG he was able to attend several workshops including the AnLNG Supplier Development Forum, in order to strengthen his business skills. He has also received training from CAE in financial statement analysis, break-even analysis, and HSE manual preparation. The development of these skills has substantially benefited Armando Nkai e Filhos business operations.



Armando Nkai (right) and sons

CAE also linked Armando Nkai e Filhos to other companies in the area, specifically ConstruSoyo and Casa Gomes. These companies have sub-contracted to Armando Nkai e Filhos on several contracts which allowed for the carpentry projects to be larger in scale and scope. Mr.

Nkai was also awarded two contracts totaling \$10,050 due to the assistance from CAE and AnLNG, but he story doesn't end there. Rather than take the proceeds of these contracts and expand his business or spend the money on his wife and four sons, Mr. Nkai chose to donate approximately \$3,000 worth of cabinets, tables, and sitting stands to the Soyo Central Hospital Blood Bank.

To some people \$10,500 in contracts is insignificant but in actuality the impact this story has is noteworthy. Armando Nkai's success should remind CAE and its partners that it's not always the dollar amount of the contract that determines success. The business knowledge gained, the relationships bridged, and the generousities returned are often more important factors in the economic development of local communities.. Armando Nkai e Filhos is a true success for the development of local Angolan content.

management, work safety, understanding offers and contracts, and other business acumen courses. Additionally, CAE senior consultant Fila Francisco worked with Amatra's senior management on numerous occasions to assist them in developing proposals, work budgets, and financial statements. "We worked on a variety of business technical areas. I saw growth potential in Amatra and we worked hard to realize it", he later said. Still, few would have predicted that Amatra would have attained the level of success it has in just a few short years.

Developing local content for the oil and gas industry has always been CAE's primary mission; however, if the organization can contribute to the development of other sectors, it is more than happy to do so. For example, as a result of CAE assistance, Amatra has been awarded no small number of construction contracts with Angolan municipal governments, including those in Luanda, Uige, Zaire, Cabinda, Nbanza-Kongo, Malange, and Bengo. These contracts mean that Amatra is now constructing thousands of houses, buildings, roads and government offices.



Amatra senior management team with Ciecoco project manager and CAE consultants in front of Luanda's CAN 2010 football stadium

Amatra is also a great example of how foreign partnerships can promote the development of local companies. With the help of CAE, Amatra signed a majority owned joint venture agreement with Ciecoco CFA China, Ltd. in November 2008. Ciecoco is a Chinese construction and renovation company with lofty ambition in the Angolan market. The partnership has grown and developed to such an extent that Ciecoco and Amatra were recently sub-contracted to help build Luanda's football stadium for the African Cup of Nations (CAN) 2010. Through projects like this, Amatra employees have been able to leverage the wealth of knowledge and expertise Ciecoco brings to the partnership.

"Thanks to CAE we discovered the value of joint-ventures," says Mr. Lussingara, in reference to CAE's help in forming the partnership. "CAE has been with us throughout out the joint-venture process, providing us advice and instructions."

Results-At-A-Glance
Since Inception 2005—December 2009

KEY FIGURES	
Total Value of Contracts Won by Angolan Firms:	\$111,877,295
Number of Contracts	273
Number of Jobs Created	585
Number of Certified Clients	118
Number of Clients in Contact List	1,088
Number of Trainings Delivered	166
Number of Companies in CAE Trainings	1,322
Number of Participants in CAE Trainings	2,315

CAE Deputy Director Visits the UK for Conference on Local Content in Africa

Luanda, Angola — Already in its 12th year, the Gulf of Guinea Oil and Gas Conference achieved unprecedented success and attracted a record number of sponsors and delegates from all over the world, including CAE's deputy director, Caetano Capitão. Operators, suppliers, government institutions, and non-profit organizations involved in the oil and gas industries in Angola, Equatorial Guinea and Nigeria met in London to share knowledge, network and create ideas to drive the industry forward.



Caetano Capitão at the Gulf of Guinea Oil and Gas Conference

The Conference took place from 17th-19th of November. A focus of the conference was to discuss the issues surrounding African local content in the oil and gas industry. The three day format and the morning workshops provided the ideal setting for a true learning experience and focused networking.

The first day was dedicated to Angola and Mr. Capitão took part as a guest speaker at the Conference. He gave a presentation titled "Enhancing Local Content through Support to Small Scale Businesses". In his report, Mr. Capitão discussed the importance of local content in Angola and facilitated a discussion on the definition of local content and ways to improve it in Africa. The presentation also featured CAE's model for developing local content and was received with much approval. It was a great opportunity for CAE to showcase Angola's current economic situation and provide an overview regarding CAE's services, objectives, challenges and successes. Similar programs are being considered in Nigeria and Equatorial Guinea.

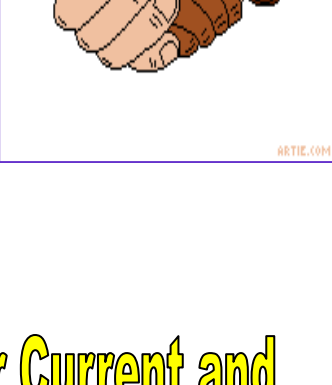
Other speakers on the first day included Mr. Miguel Trovoada, Executive Secretary of the Gulf of Guinea Commission, Mr. Manuel Ferreira de Oliveira, CEO, GALP Energia, Professor Carlos Feijó, Carlos Feijó & Raul Araujo Advogados, Mr. Jaime Morais, Strategy and Local Content Manager of West and Southern Africa for Schlumberger and several others.

The conference created an atmosphere for the exchanging of ideas, of which some can be replicated in Angola. In addition, Caetano Capitão was able establish good relationships with local content manager of Nigeria's Ministry of Petroleum, and several consulting and supplier businesses eager for CAE's assistance to partner with Angolan SMEs.

IT Sector - CAE Networking Event

Tuesday, February 23rd
Come and watch product and service presentations from CAE certified clients in the IT sector. Companies will include; suppliers of parts and systems, computer and electronic equipment sales, general system maintenance providers and others. More details are to follow in the coming week.

For answers to questions regarding this event, please email Leonel.



Recommend Your Current and Prospective Suppliers to CAE!

Are you not completely thrilled with the way your current Angolan suppliers conduct business? Do you have Angolan businesses knocking on your door, asking you to use their products and services?

SEND THEM TO CAE TO GET CAE CERTIFIED!

Let CAE put these suppliers through our rigorous business trainings processes to improve their performances. Its FREE for them, and will help you and your company with the relationship you have with your current suppliers and those you are thinking of having with future suppliers.

CAE Training Calendar

February		
Class	Day/Time	Location
Angolan Taxation	Feb. 3rd-5th / 9:00-12:00	CAE: Cabinda Office
Marketing	Feb. 10th-11th / 8:30-12:00	CAE: Luanda Office
Financial Management	Feb. 11th-12th / 9:00-12:00	CAE: Benguela Office
Financial Management	Feb. 11th-13th / 9:00-12:00	CAE: Cabinda Office
Financial Reporting	Feb. 16th-17th / 8:30-12:30	Soyo Library
Human Resources	Feb. 17th-18th / 8:30-12:00	CAE: Luanda Office
Business Administration	Feb 23rd-24th / 8:30-12:30	Soyo Library
HSSE	Feb. 25th-26th / 9:00-12:00	CAE: Benguela Office

CAE Training Calendar

March		
Class	Day/Time	Location
Accounting	March 3rd-4th / 9:00-12:00	CAE: Luanda Office
Marketing for SMEs	March 9th-10th / 8:30-12:30	Soyo Library
Business Management	March 10th-11th / 8:30-12:30	CAE: Luanda Office
Marketing	March 11th-12th / 9:00-12:00	CAE: Benguela Office
HSSE	March 11th-13th / 9:00-12:00	CAE: Cabinda Office
E-commerce	March 17th-18th / 8:30-12:30	CAE: Luanda Office
Quality Management	March 17th-18th / 8:30-12:30	Soyo Library
Bids and Contracts	March 24th-25th / 8:30-12:30	CAE: Luanda Office
Marketing and Sales	March 25th-27th / 9:00-12:00	CAE: Cabinda Office
Marketing	March 30th-31st / 9:00-12:00	CAE: Benguela Office

Note: Training classes are subject to change. Please email Catarina do Nascimento at cnascimento@caeangola.com for more information.



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