



MARKETLINKS

KEEPING FIRMS AND SUPPLY CHAINS AFLOAT IN THE AGE OF COVID-19

CHAT TRANSCRIPT

JUNE 18, 2020

PRESENTERS

Sashi Jayatileke, USAID's Private Sector Engagement (PSE) Team

Thuy Nguyen, USAID/Vietnam

Yacine Simporé, Investisseurs & Partenaires

MODERATOR

Anastasia De Santos, Economist for Office of Trade and Regulatory Reform

BIDHA SHARMA: Hello! This is Bidha Sharma from Laxmi Bank Ltd., Nepal

USAID Marketlinks: Hi Bidha, welcome!

Mahbub Sarwar: Hi Yacine!

Simporé Yacine: Hi Mahbub

Adrienne Ellis: greeting from across the river in Virginia

USAID Marketlinks: Great to have you!

Zilahatou Bahari-Tohon: Hi all. This is Zila, PMI Niger, joining from Niamey

USAID Marketlinks: Welcome, Zila!

Adrienne Ellis: I had to shift from microsoft edge to chrome in order to log in is that true for others

Sieti Immanuel: Good evening from India, Technical Specialist, Natural resources management, World Vision India

USAID Marketlinks: Hi Adrienne, I think Google Meet might only work with Chrome. Glad you were able to join

Good evening, Sieti

Adrienne Ellis: sound check please

Martin Fowler: Martin Fowler, Agricultural Adviser, USAID/Uganda

Sieti Immanuel: Good evening

Unknown: Martin Webber, J.E. Austin Associates

Adrienne Ellis: loud clear

Catherine Sobrevega: Catherine Sobrevega, MEDA

Adrienne Ellis: Thank you for rescheduling the webinar

Aviva Kutnick: I didn't RSVP. The link works.

Robert Johnson: Hi Annatasia.... I just clicked on the link.

Good to hear you... been a long time.

Laura Peterson: The link for the hangout in the invite took me to google maps. But I copied it into a new browser and it worked.

USAID Marketlinks: okay, I'm glad it worked. Thanks, Laura!

and this is good to know

Zilahatou Bahari-Tohon: sounds good

Jean Paul Petraud: Hi, Jean Paul Petraud from Asia/SPO. Will have to drop off for another meeting at 9:30

Natalia Petrova: Natalia Petrova, OEG/Ukraine

Mahbub Sarwar: Hi all, also as a reminder, please be sure to mute your mic and if you have any bandwidth issues, please turn off your video.

USAID Marketlinks: <https://www.acdivoca.org/2020/04/usaaid-honduras-transforming-market-systems-activity-business-resilience-analysis/>

https://cdn.ymaws.com/ande.site-ym.com/resource/resmgr/publications/covid_and_sgbs_issues_brief.pdf

Anastasia de Santos: Hi Robert, hi Natalia, long time no see!

Jean Paul Petraud: Kindly send the slides if/when possible.

USAID Marketlinks: Hi Jean, yes, we will share them along with the recording

Adrienne Ellis: I am not seeing any slides

Kavita Desai: I am able to see the slides

Adrienne Ellis: i just see a cute dog

USAID Marketlinks: Adrienne, you may need to pin the screen for Mahbub Sarwar. He is showing his screen with the slides

Anastasia de Santos: Folks, please also refer to the event page afterwards for slides and related resources

<https://www.marketlinks.org/event/keeping-firms-and-supply-chains-afloat-age-covid-19>

Jean Paul Petraud: Thank you!

Anastasia de Santos: Mahbub, I think you are one slide ahead of Thuy

Adrienne Ellis: still no sides but do get captions

Natalia Petrova: I think we are one slide ahead

Mahbub Sarwar: @Anastasia, I'm on the USAID LinkSME slide, please let me know if I should go back to the previous slide

USAID Marketlinks: hi everyone, here's the link to captions
<https://www.streamtext.net/player?event=CFI-TRG>

Anastasia de Santos: @Mahbub I think we're good now thanks

Mahbub Sarwar: Great, thank you for letting me know!

Thomas Rojas: Who sets up the VMN?

Adrienne Ellis: I still have Mahub Sarwar is presenting and the cute dog, plus Thuy captions

Mahbub Sarwar: Hi Adrienne, I think if you scroll down on your screen, a menu will pop up and you should see three dots on the bottom right. Please click on it and select change layouts. Please select the presentation option

Julie Noble: For the survey, were the answers open-ended or were they multiple choice?

Adrienne Ellis: ok did a refresh and got the slides

Anastasia de Santos: Folks, please turn off your video, thanks.

USAID Marketlinks: Great, Adrienne

Mahbub Sarwar: Great, glad it worked out!

Anastasia de Santos: Thuy, could you talk about how you targeted the firms to benefit, and linked them to demand in the U.S.?

Nguyen Thi Bich Thuy: Yes

Anastasia de Santos: Thanks. Folks, please keep your questions coming in this chat box, we are logging them.

Sashi Jayatileke: We will also answer questions posed in the last session - before the technology glitch occurred

Thomas Rojas: How long is the relief fund for and will it evolve to a more permanent SPV?

Anastasia de Santos: John Scicchitano: Does I&P have a report with detail about the West African SGBs? Would be great to learn more about these high-potential businesses?

Mure: Can Yacine give an example of digital tools and how the SGBs that adopted them were able to use it to mitigate COVID-19 impacts on their business activities?

Anastasia de Santos: Curt Reintsma: These individual, anecdotal examples are great, and exactly what we should be doing based on available (scant) evidence. However, who, if anyone, is aggregating? Curt Reintsma: aggregating what is happening overall? Is all this just a drop in the bucket? Are we having any significant impact as presumably 1000s of SMEs go out to business and/or lay off staff?

Mahbub Sarwar: Curt Reintsma: These individual, anecdotal examples are great, and exactly what we should be doing based on available (scant) evidence. However, who, if anyone, is aggregating? Curt Reintsma: aggregating what is happening overall? Is all this just a drop in the bucket? Are we having any significant impact as presumably 1000s of SMEs go out to business and/or lay off staff?

Anastasia de Santos: <https://www.enterprise-development.org/private-sector-development-and-covid-19/adjusting-psd-short-term/>

<https://www.usaid.gov/what-we-do/economic-growth-and-trade/employment-framework>

https://www.marketlinks.org/sites/marketlinks.org/files/theories_of_change_-_high-growth_sme_development_5.13.19.pdf

Anastasia de Santos: https://papers.ssrn.com/sol3/papers.cfm?abstract_id=3599546

<https://www.enterprisesurveys.org/en/covid-19?deliveryName=DM68192>

Mahbub Sarwar: Julie Noble for Thuy: For the survey, were the answers open-ended or were they multiple choice? Anastasia for Thuy: could you talk about how you targeted the firms to benefit, and linked them to demand in the U.S.?

Sashi Jayatileke: Kristin: Yacine, in the coaching that you're doing now, what are you finding to be the most common areas of need? And how willing are the businesses to adopt significant behavior change to cope with the current context? [Yacine] Jennifer: Is there a particular set of criteria you are using for the relief grants to SGBs? [Yacine]

Julie Noble: Thuy, can you speak to how you are addressing constraints particular to women and youth?

Mahbub Sarwar: Kristin O'Planick: Yacine, in the coaching that you're doing now, what are you finding to be the most common areas of need? And how willing are the businesses to adopt significant behavior change to cope with the current context? Jennifer King: Is there a particular set of criteria you are using for the relief grants to SGBs?

Julie Noble: (both women and youth owned businesses and also women employees, who typically have the burden of child/elderly care)

Mahbub Sarwar: @all we have another ten minutes left for today's event, so please let us know if you have any last minute questions for our presenters!

USAID Marketlinks: When you have a moment, please take this survey about today's webinar: https://docs.google.com/forms/d/e/1FAIpQLSd0nZagHKIRZzJsmIUHbVRuRrZWrcddsLFaypFRweRa_dC5EQ/viewform

Mahbub Sarwar: Here was that question: How did I&P address demand/market challenges arising from COVID crisis? Was there a market to sell to?

Sashi Jayatileke: How long is the relief fund for and will it evolve to a more permanent SPV?

Julie Noble: Thank you for the great call and for rescheduling it! Much appreciated!

Anastasia de Santos: thank you!

USAID Marketlinks: thank you all for joining today!

Aviva Kutnick: thanks! great presentations!!!