

## **MEETING MINUTES OF FORMATION OF DEVELOPMENT CONSULTANT'S GROUP**

### **1. Background**

### **2. Meeting purpose**

To create opportunity for consulting organizations and consultants in Quang Binh to share and exchange their experience to strengthen linkage among them, thus creating the premise for the multi-field cooperation at a new height in providing development consulting services based on the mutual benefit.

### **3. Meeting objective**

- Representatives from consulting organizations and consultants share their consulting capacity and experience in a open-minded way.
- Analyze and carry out need assessment of current customers and at the same time identify potential customers in the development field, including the private economic development.
- Identify the needs and find out multilateral cooperation method to have the same voice, improving capacity of consulting service provision to approach and meet potential customers' demand.

### **4. Meeting time and venue:**

The meeting is organized from 8h00 to 12h00, on 03/2/2010 at Sai Gon-Quang Binh hotel.

### **5. Participants**

Participants are representatives from 8 consulting companies and organizations in Quang Binh, including:

1. Ilumtics
2. Quang Binh Community Development Centre (CDC QB)
3. Quang Binh Centre of Training and Labour Support
4. Centre of Research and Development Projects (CORADP)
5. Creative Rural Support Centre
6. Rural Development of Poverty Reduction (RDPR)
7. Quang Binh Cooperative Alliance
8. Plan

The meeting is facilitated and supported in terms of logistics by staff of the SMNR-CV. Notably, Dr. Hans-Juergen-Wiemer, the project Chief Technical Advisor has shared and contributed a lot of ideas and experience in the meeting.

***(See Annex 1 for detailed information of participants).***

## 6. Major results

After the introduction of the meeting agenda by Ms. Nga- staff of the SMNR-CV, all participants briefly introduce themselves in terms of their personal information and company.

Next, Dr. Wiemer presents the reason and purpose of the meeting, explaining the background and role of the project together with the support for the formation and operation of the Value Chain Group. Dr. Wiemer also shares his observations on consulting service market in Vietnam in general and in Quang Binh in particular. He highlights his concerns about the competition and cooperation among organizations and individuals in Quang Binh; How to have the cooperation based on ensuring the mutual benefit instead of the competition. Expected result of the meeting is the agreement among these organizations on their cooperation with informal network as an initial step.

Mr. Tuong guides participants to provide detailed information of their organizations in terms of:

(1) Name of organization; (2) Human resources: number of staff and coordinators; (3) Current customers, (4) Working area/ products, services, (5) recommendations of aspects necessary for cooperation with others.

All participants briefly write down contents provided as above in color cards and present in turn in the meeting. More attention is paid to the introduction of participants because they rarely have chance to see each other like this meeting. Participants raise out questions on capacity and experience of their colleagues that help them have chance to cooperate in the future.

Advantageous aspects of organizations are as follows:

- Community organization and development
- Grassroots democracy strengthening
- Training on capacity enhancement in development
- Socio-economic basic research
- Value Chain promotion
- Participatory planning at commune and village level
- Local economic development strategy planning
- Training on skills of setting up and developing business and marketing
- Survey and research on agro-forestry-aquaculture products
- Survey and research on employment market and training program development for employees.
- Survey and proposal of community development projects,
- Organization of implementing projects on communications, environmental management and environmental impact evaluation and monitoring
- Providing consulting service for evaluation of development projects (pre-term, mid-term and post-term)
- Survey on developing and supporting community tourism projects,
- Providing consulting service for survey and organization of projects on micro credits,
- Technical training on animal husbandry and cultivation
- Producing and distributing fertilizers for rice following new technology.

It can be seen that the operational extend of these organizations is very diversified. Some of these provide services for other provinces such as Ilumtics and Quang Binh Centre of Training and Labour Support. Current customers of these organizations are very diversified, inclusive of development projects sponsored by foreign countries and line departments in and outside the province:

- Projects sponsored by Asian Development Bank (ADB)

- German Technical Cooperation (GTZ), International Labor Organization (ILO), Lux. Development Agency, United Nation Industrial Organization (UNIDO),
- Australian Embassy,
- IDE, Plan International, ICCO

***(See Annex 2 for detailed information of these organizations).***

The most important content of the meeting is to identify potential customers and discuss about the cooperation form among organizations. Participants discuss and agree that on the one hand service provision is still maintained for current customers, and on the other hand it is necessary to have agreement on the cooperation form among organizations for potential customers in the future. Therefore, many recommendations on cooperation and linkage forms among organizations are raised out by participants. The objective of the cooperation is to have stronger and more diversified capacity of consulting service provision, taking bigger tasks and ensuring their benefits.

After discussing and considering many methods on organizational forms, participants agree to set up a consultant group with the voluntary participation. Representative of the group will be assigned to present and negotiate with customers when they have chance to work with projects and programs. This group is named “Development Consultant’s Group in Central Region of Viet Nam” (in abbreviation: DCG in Central Region, Vietnam).

Members of the group agree to assign a representative to contact and advertise the group information on the website: [www.quangbinh.gov.vn](http://www.quangbinh.gov.vn), [www.quangbinhbusiness.gov.vn](http://www.quangbinhbusiness.gov.vn). The group also agree to organize the regular group meeting every 3 months to exchange and update information for members as well as discuss further cooperation opportunities to provide services for potential customers.

To end the meeting, Dr. Wiemer has congratulations on the establishment of the DCG in Vietnam. He also expects the group will be soon stable in terms of organizational issues and work with new customers under the group aspects. Dr. Wiemer furthermore informs about the workshop on provincial competitiveness index financed by the SMNR-CV project. This is an opportunity for the DCG to participate.