

“Kosova go Digital” An Economy Based on Knowledge, a Chance for Kosovar SMEs

To be able to join the world trends Kosovar SMEs should rely on the economy that is based on new knowledge, which in turn is utterly based on information and computer technology.

The visit of some Kosovar enterprises at the CeBIT Fair in Hanover, Germany, organised by the Euro Info Correspondence Centre of the Kosova Chamber of Commerce, opens new possibilities for cooperation and development in the most dynamic field of world economy. The Information and Computer Technology based on human resources of Kosova is one of the chances for our economic development.

SMEs like “Vision” and “As-Computers” from Gjilan, “Informatika” from Mitrovica, “Comtrade”, “Kujtesa”, “City-Group” from Prishtina, etc., have used this visit maximally to establish contacts with international partners and new technologies in the field of

information technology, telecommunication, e-business & Internet, multimedia, office equipment, bank equipment, security technology, etc.

CeBIT is the largest fair in the world in the field of informatics with 700.000 visitors and 7962 exhibitors and with an exhibition area of 424 137 sq. meters. Thus, an enormous possibility to explore and find new partners and get acquainted with new technologies and world trends in various fields presented there. Let's mention few of the world companies that fascinated all with their presentations: Microsoft, Compaq, Fujitsu-Siemens, Toshiba, Sony, etc.

What was new at CeBIT? In other words everything was “wireless”, without wires, starting from computer networks to various peripheral equipment. Therefore, the “wireless” revolution continued even at

CeBIT 2002. There was also other new technology, in various fields, from schools to digital systems of identification, security, keeping the evidence, etc.

As a result of cooperation between enterprises and the EICC, the Kosova Chamber of Commerce respectively, a conference will be held in the second half of 2002 with a topic from the field of information and computer technology “Kosova Go Digital,” which will be in line with the European Unions program “Europe Go Digital.” We invite all Kosovar SMEs and institutions, as well as individuals, to contribute to the conference with papers and programs that show how Kosova can digitalise further. The purpose of the conference is to identify possibilities and needs of the economy and other Kosovar institutions in the field of digital economy and administration. /Ejup Qerimi/

Dear Entrepreneurs,

The Kosova Government began its work! We wish them all the best. How will this effect the development of Kosovar SMEs? I personally believe that it will have a great effect and in many directions in order to create a sound environment so you could develop and advance your businesses. The other partner that will defend your interests is the Kosova Chamber of Commerce, which has played an active role in this since 1999. The workers union BSPK is your third partner in this triangle. It plays an important role in the protection of employees' rights and affirmation of responsibility at work. Therefore, dialogue between these subjects will be permanent and in favour of development of SMEs as key factors in generating employment and economic development of Kosova. Also, other important factors will be the NGOs and various associations which are being created and developing and whose aim is to create and develop an appropriate environment for the development of business, the private initiative of Kosovar SMEs, respectively. /Ejup Qerimi/

Tenders

Tenders are the most authoritative means of European Public Supply in providing information on contracts, and announcement of contractors. At www.europa.eu.int you can find useful information on business opportunities. Besides, the EICC can identify new markets for your products, offer you services, or find contracting possibilities or sub-contracting from various contracts already won. Our database contains many potential business opportunities in Europe. We ask for all tender announcements that have been publicized and select those that fit your profile. Here you'll find some of the tenders publicized recently:

[Supply with heavy machinery for waste management](#)

Reference: EuropeAid/112549/D/S/KOS
Publicized on: 11.04.2001
Status: Open until 22.04.2002

[Spare parts for excavators](#)

Reference: EuropeAid/112732/D/S/KOS
Publicized on: 15.06.2001

[Rehabilitation of Prishtina Peja road](#)

Reference: EuropeAid/112804/D/W/KOS
Publicized on: 18.07.2001

[Erection of Sanitary Depository in Prizren](#)

Reference: EuropeAid/113097/D/W/KOS
Publicized: 21.11.2001
Status: Opened until 08.05.2002

[Supply with ventilation equipment for the Hajvali mine of Trepça and materials and equipment for repair of ventilating systems in Kosova mines](#)

Reference: EuropeAid/113211/D/S/KOS
Publicized on: 29.12.2001
Status: Opened until 27.05.2002

[Technology for Local Investment Funds in Kosova](#)

Reference: EuropeAid/113312/D/SV/KOS
Budget 500000 EUR: Publicized on 06.02.2002
Status: Opened until 23.04.2002

[Technical Assistance for the rehabilitation of public buildings in Kosova](#)

Reference: EuropeAid/113313/D/SV/KOS
Budget EUR: 500000 Publicized on 06.02.2002
Status: Opened until 22.04.2002



EICC is preparing...

EICC is preparing a brochure to inform the public about the general principles of harmonisation and CE labeling.

This brochure will benefit companies that are not very well informed with these principles. It is important to say that this brochure will provide general guidelines of these standards.

The brochure may be obtain at the EICC offices and will be available soon, in Albanian, English and Serbian languages. The cost of the brochure will be 20 Euro.

We welcome you!



BUSINESS PROPOSALS

EICC receives trade and business proposals regularly from companies within the European Union and outside. In this column we will publicise a selection of these proposals every other month. At a later stage a collection of these proposals will be made available on our Internet site.

Ref: 2002/03/43: The Spanish company MEDOP, which produces personal protection products such as glasses, protection masks, is seeking an importer or a distributor.

Ref: 2002/03/47: Tunc Textiles Group, one of the main producers of clothing industry in Turkey – its production line includes all types of knitwear, various types of clothing – is interested in finding foreign trade partners.

Ref: 2002/03/48: PESTOM S.A, a company from Rumania, involved in the fishery, fishing industry and trade, is seeking to establish a joint venture for the production of artificial ice. The company is also interested in buying electronic equipment for the identification of the quality of water.

Ref: 2002/03/49: A company from Belgium offers supply of its products: concentrates and proteins, protein enriched food and food supplements in animal food.

Ref: 2002/03/50: An Italian company offers new machinery for the production of fibres and final textile productions (velvet imitation, castor, etc.)

Ref: 2002/03/51: AGROPRO MEAT INTERNATIONAL from Slovenia is seeking to establish contacts for its export of beef meat.

Ref: 2002/03/52: ALKALOID company from Macedonia, which produces colours and mortar, is seeking distributors for its products.

If you're interested in any of these offers contact EICC at the following telephone numbers 038 224 596; 243 984; 243 985, or email at the following email address info@kosovo-eicc.org. We will provide you with the characteristics of the company you may be interested in as soon as possible. We will also help you establish initial direct contacts with you possible partners.

Kosovar companies may also contact EICC if they wish to publicise their business proposals in all 300 offices of EIC network in Europe and the Mediterranean.

PEOPLE NEED EMPLOYMENT

For some two years the International Organisation for Migration (IOM) has offered and is offering a series of services for reintegrating displaced people, workers, and civilians, including demilitarisation of KLA (UÇK).

This sensitive and important part of the population is benefiting from information, counselling and services for existing possibilities of employment, professional training, offered by the Employment Training Services (ETS) of IOM, which are defined to contribute to the rehabilitation of the job market and revitalisation of social and economic activities. ETS helps establish mechanisms of employment and encourages establishment of micro-enterprises and self-employment. In order to strengthen their influence, these services also include building of capacities for counties from building of infrastructure and hospital management, to initiatives for use of Internet, all this for the improvement of capacities that come with the building of market economy.

Support for this unemployed workforce is developed through Centers for Employment Training which function within IOM offices throughout Kosova. These Centers, which operate in Prishtina, Prizren, Peja, Mitrovica, Zveçan, Gjilan, Ferizaj, possess a database which includes detailed information about possible employees, job trainers, those who seek employment, and enables adoption of training opportunities based on market demands (the employed) as opposed to those seeking employment (the unemployed). The Centers also offer information, counselling, services, and support for local unemployed population.

In the process of gradual transfer of

civil administration functions to local legitimate authorities, IOM coordinates its activities with the departments of UNMIK and local administration, with agencies such as Dole, DTI and others such as ILO, GTZ and Chamber of Commerce.

Employment Training Services also work together with a network of business associations and organisations that offer professional training for effective information and services for benefactors. Through close cooperation with the existing programs for the development of small enterprises and training centers, IOM enables benefactors to have access to necessary technical assistance in forms of training (business management, information technology training), counselling, planning the business, marketing, evaluation and improvement of business, or the general administration including book keeping and accounting.

The entrepreneurs are informed of the activities and services offered by these organisations and receive help in gaining access to them.

ETS Accomplishments:

- 3121 persons have participated in training workshops such as Business Planning, Information Technology, Business English, Marketing, Improve Your Business, etc.

- More than 1450 persons have found short-term, mid-term, and long-term jobs through ETS.

- From some 25 273 former KLA fighters registered by IOM, 2600 have finished training and more than 1400 grants for their reintegration into civilian life have been granted.

Opportunities for Investment in Milk Production Sector

Based on a study prepared by the policy unit of the Ministry of Agriculture, Forestry, and Rural Development of Kosova, it results that the stock farming and milk production has space for more investment.

It will be Ministry's strategy to promote and replace imported milk by developing the milk production sector from the farmer to the consumer. Therefore, the joint approach will result to an advanced supply with safe, fresh, and high quality milk products produced in Kosova. Based on a study by FAO/World Bank on milk products sub-sector, it results that the number of cows in Kosova in 2000/2001 was approximately 200 000 heads. The number of farm animals can increase further based on existing pastures, which offer cheap production; therefore it is possible to develop a pasture-based industry.

From the total area of Kosova (1 088 700 ha), 53% (577.000 ha) is agriculture land. In the year 2000, 28 000 ha were planted with forage, 78 000 ha were planted with corn for animal consumption, 180 000 ha were high pastures and 97 000 ha were low pastures.

Kosova is characterised by small animal flock and seasonal milk production. Most cows are of local origin or a combination with more advanced ones. The results are poor because of poor quality food especially during winter. Farmers with low income cannot obtain quality food with plentiful concentrates. Therefore, preparation of food for winter is a problem, because majority of farmers do not possess adequate agro-mechanisms. Nonetheless, modern farmers are evolving by using modern techniques of production. At this point favourable animal prices and milk products favour this.

Some data in connection with Kosovar market of milk products

	Average 1990/'98	2000/01
Number of cows	197.655	154.800
Milk production l/cow/year	1.487	1.671
Total production of Milk MT/year	298.586	258.671
Production Capacity at Milk factories, in MT/year	2 7 7 0 0	16.000
Milk produced in a Milk Factory, in MT/year	18.000	12.300
Processed Milk in % of Production	6,0%	4,7%
Imported Milk, in MT/year	-	91.000
Total Consumption, in MT/year	-	349.671
Left overs -	74%	-
Milk Consumption per person in ME/year	-	1791

From the above study it results that major investments for developing milk production in Kosova are based on:

1. Import of quality cows.
2. Equipment for artificial mating.
3. Mechanisms for improvement of animal food.
4. Equipment for collection and transportation of milk.
5. Consulting services for farmers.
6. Consulting services for milk factories.
7. Processing, packaging, labelling equipment for products.
8. Laboratory equipment for controlling the milk in milk factories.
9. Cooler vans for distribution.
10. Cooler rooms.
11. Consulting services for processing directly in farms.

Pierre Harrisson
/Chief Policy Unit, MAFRD/

FUTURE EVENTS AT EICC

EICC in Kosova will organise regular work meetings, seminars, training sessions for business community directly or in cooperation with other organisations. Kosova small and medium enterprises will be informed of the dates and places through announcements in local newspapers or mail. Please, visit our website www.kosovo-eicc.org, too, contact our office over the phone, fax, email, or visit us in person.

Following are some of the activities planned: In May EICC will organise a seminar on harmonisation and CE labelling of European Union products. At the end of April there will be a work meeting under the topic: 'Making Kosova Wine Export Easier.'



The European Agency for Reconstruction is responsible for the management of the main EU assistance programmes in Kosovo, Serbia, and Montenegro. It was established in February 2000 and has its headquarters in Thessaloniki and operational centres in Pristina, Belgrade and Podgorica. It is an independent agency of the European Union, accountable to the European Council and the European Parliament. It is overseen by a Governing Board composed of representatives from EU Member States, and chaired by the European Commission. The European Agency for Reconstruction's main objectives are: to carry out immediate physical and economic reconstruction; to lay the foundation for the development of a market economy; and to support the establishment of democracy, human rights and the rule of law.

For further information and contact details: www.ear.eu.int



An EU-funded project managed by the European Agency for Reconstruction - www.ear.eu.int

EICC Kosovo
rr. Nëna Tereze 20
Prishtinë, Kosovo
Phone: ++ 377 (0) 44 501 209 / 210



Impressum:
Ejup Qerimi - EICC Director, Erdelina Dula - EICC Information Officer

The EICC Kosovo is an European Institution established within the Kosova Chamber of Commerce