

Presentation by: Peter Blackman

**How can we ensure effective co-ordination in meeting SME needs?**

I wanted to look at the whole question of sustainability of SME's. We had two very interesting presentations on the topic, but I wanted to focus on the whole question of difficulty in getting SME's to work together and whether or not opportunities in relation to business clustering could provide some solutions to some of the issues that were raised in relation to improving efficiencies, in relation to inventory and sourcing of product and things of that nature.

So that I wanted to more or less try to initiate some discussion of business clustering and how this could improve the sustainability of SME's; but, bearing in mind that sometimes you find that there is an individualistic approach to the whole SME business culture, which sometimes can work against the success of their operations.

The other point I wanted to raise was the whole question of economies of scale. You find that some SME's into market segments where the level of investment that is required sometimes is so significant that it acts as a deterrent or it affects the ability of that particular entrepreneur to make a successful operation of what he has identified as a market segment for him.

So I just wanted to focus on the two issues of: "How can we create an environment where SME's can work together maybe through a form of a clustering arrangement: and secondly "The economies of scale and their impact on their viability and sustainability".