

Establishing a brokerage function would

- support the growth of small and mid-size firms;
- harness the power of private sectors;
- increase access to market information, technology, and finance in developing countries;
- strengthen links between private sector actors — including entrepreneurs, businesses, institutions, civil society, and non-governmental organizations in developed and developing countries; and
- support, accelerate, scale up or replicate innovative initiatives. These initiatives include public-private sector partnerships and new business models that serve the poor. They also involve helping small and medium-size businesses obtain access to national and international markets; linking international investors or partners with local companies or entrepreneurs; and helping bring new technologies into use.

Many private sector, civil society, bilateral and multilateral organizations are already involved in private sector development activities in developing countries. They do this, for example, by supporting regulatory reforms to create strong environments for private sector growth; by providing capacity building, technical assistance, and training to micro, small, and medium enterprises; and by increasing access to markets — rural, national, regional, and international.

Canada and the United Nations Development Program will convene an action-oriented task force of experts from the public and private sectors to examine the proposed brokerage function and to recommend an organizational structure to develop and deliver the brokerage role.

To develop an organizational structure to support the role, the task force will explore the following questions:

1. How can brokerage be used to unleash entrepreneurship and support small and mid-size enterprises in developing countries?
2. Who are the key actors or partners, and how can they best engage in the brokerage function?
3. What kinds of financing mechanisms would be necessary to support this brokerage function, and who would be best placed to deliver them?