

ANNEX 1A

Success Story: Collaboration for Growth in the Ghanaian Welding Industry

In response to repeated expressions of need for skilled and high quality welders across the oil and gas, mining, power, and general construction sector in Ghana, the Ghana Supply Chain Development Program (SCD) engaged the services of Danest Engineering to conduct a 30-hour training on Arc Welding Inspection and Quality Control. For Daniel Kwarkyi, CEO of Danest Engineering, delivering the training for SCD is only part of his relationship with SCD. As an attendee to most of SCDs trainings to date, Mr. Kwarkyi has taken full advantage of SCD offerings to develop his business.



A section of the welders at Danest Training Center taking their turns during the phase 1 interviews

When the SCD program collaborated with Ghana's Petroleum Commission and the Enterprise Development Center (EDC) to organize "Creating Opportunities for Local Content Participation in the Upstream Petroleum Industry in Ghana," a two-day workshop in Takoradi to promote local content policies and local participation in the oil and gas sector, Mr. Kwarkyi was an easy choice to speak about the experience of working with SCD. Mr. Kwarkyi made a presentation about his engagements with SCD, describing how his passion for welding had been reignited and urging others including oil companies, contractors, and subcontractors to emulate SCD's example and support the welding industry. His presentation caught the attention of a South African steel fabrication company (Belmet Ghana, Ltd.), who offered Danest Engineering a contract to provide welding services and training related to the TEN Project, Ghana's second largest oilfield scheduled to see "first oil" in 2016.

Belmet is a diversified steel fabricator operating in the oil and gas, diamond mining, mineral processing, and marine industries, in both local and international markets providing steel fabrication of offshore structures for the oil and gas industry including rigs, drill ships, subsea structures, high pressure piping, and general fabrication work on the TEN Project. They have contracted Danest Engineering to vet and select welders to form the core team of welders on the TEN Project. Danest Engineering will start by selecting, through interviews and reviews of CVs, 300 suitable welders with knowledge and experience in Shielded Metal Arc Welding (SMAW) and Flux Cord Arc Welding (FCAW). This first group will be short-listed through further interviews and testing. Those that make it through the second stage will receive training from Danest Engineering before beginning employment with Belmet. Once with Belmet, the welders will be given specialized training specific to the TEN Project and become the core of the final team for the project.

But Danest Engineering and Mr. Kwarkyi's relationship with SCD doesn't end with this new contract. Another beneficiary of the SCD Program, Best Safety Consult, has been tapped to manage the Environment, Health, and Safety (EHS) aspects of Danest Engineering's expanding operations. So, while Danest Engineering works to fulfill their new contract with Belmet, and continues to provide training services to other local SMEs, they will receive capacity building support for their own operations from a fellow SCD beneficiary. This partnership across the SCD beneficiary network will be a model for other network members to follow.