



Internationalized Operations for Local SME

USAID offers SMEs international networking opportunities for writing new business

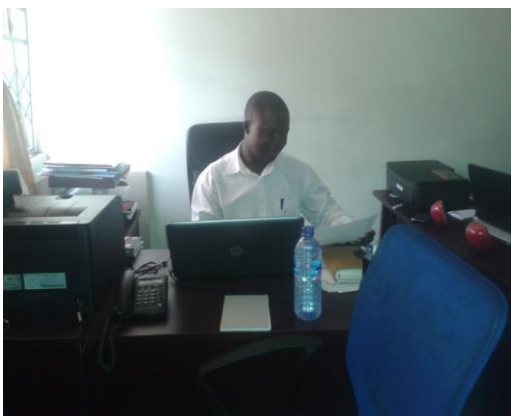


Photo: Godfred Agyekum, CEO of Haigye Limited hard at work in his office

Photo Credit: The SCD Program

“USAID’s SCD Program has empowered SMEs to explore higher grounds of business while applying best practices acquired in trainings. Haigye is on its way to becoming the first international franchise for Wix filters in Ghana while winning more contracts with mining companies in Ghana.”

A supplier of electrical components and filters, Haigye Limited, established in February 2014, is proving to be a force to reckon with in the Oil and Gas, and related sectors.

Starting with one computer and a scanner on a bare floor, the young hard working leaders have moved this organization to one with high prospects, justifying value for money with SCD trainings.

Participating the USAID SCD Program since September 2014, Haigye CEO Godfred Agyekum was advised to focus marketing efforts on other organizations other major oil & gas companies, a sector typically difficult to penetrate.

The CEO informed SCD that they “have successfully registered as vendors with companies such as Gridco, Volta River Authority (VRA), Goldfields, AngloGold Ashanti, Newmont, Ghana Manganese Company, Perseus Mines, and Ghacem. Haigye’s account officer confirms, “With knowledge from SCD’s training in Procurement Best Practices in Oil and Gas held in September 2014, we consistently bid for contracts with VRA and Newmont and succeeded with the former to supply electrical components.”

Networking opportunities provided by SCD have resulted in Haigye Limited bidding and successfully winning a contract with Seaweld Engineering, a leading Ghanaian company in business with major Oil and Gas organizations.

An even more significant achievement of Haigye Limited is that they have nearly concluded negotiation on serving as a sole franchise of Wix filters in Ghana. Researching on marketing opportunities, Wix is a leading multinational world class manufacturer of filters and has been in operation for 75 years with clients in over 80 countries. This is a sizeable opportunity for Haigye, as it looks to continued participation in the oil/gas sector in Ghana.

With no doubt, Haigye Limited with more support from USAID’s Ghana Supply Chain Development Program will continue to rise and establish its name in the highly competitive Oil and Gas industry in Ghana in no time.

Telling Our Story

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