

MICRO & SMALL BUSINESS, AND COOPERATIVES EMPOWERMENT CONSULTANCY

AMERTA Pijar Indonesia

“Your Supply Chain is Only as Strong as Its Smallest Link. Are You Investing in Resilience or Risk?”

For global companies, micro, small, and medium-sized enterprises (MSMEs) and cooperatives are critical partners—as suppliers, distributors, and community anchors. Yet, traditional procurement and CSR often treat them as transactional weak links, missing the immense strategic opportunity of transforming them into engines of innovation, stability, and shared value.

Introducing our MSME & Cooperative Empowerment Consulting: We turn your value chain into a value network.

We help companies move beyond simple vendor relationships to build capable, scalable, and loyal partner ecosystems using participatory and evidence-driven methods that deliver measurable business and social returns.

Our Approach: Partnership as a Strategic Discipline

We believe resilient value chains are co-created. Our methodology is designed to strengthen your business by strengthening the enterprises you depend on, built on three core pillars:

1. PARTICIPATORY DIAGNOSTICS & CO-DESIGN

We use participatory market systems analysis and cooperative development workshops that position MSMEs and cooperatives as experts in their own challenges and opportunities.

We facilitate joint problem-solving sessions between your procurement, sustainability teams, and supplier networks to identify bottlenecks—in finance, technology, skills, or market access—and design solutions together.

Why it matters: This ensures interventions are practical, adopted, and owned. It transforms your role from a buyer to a developmental partner, dramatically increasing program effectiveness and loyalty.

2. EVIDENCE-BASED CAPACITY BUILDING

We go beyond generic training. Our capacity building is rooted in continuous diagnostic data and tailored to specific gaps. We employ blended learning, peer-to-peer mentoring, and just-in-time skill development.

We integrate financial and operational benchmarking to track progress not just in revenue, but in resilience metrics: savings rates, digital adoption, quality compliance, and succession planning.

Why it matters: This ensures every dollar of investment yields a measurable improvement in your suppliers' stability, quality, and growth potential—directly de-risking your supply chain.

3. BEST PRACTICE INTEGRATION FOR SCALE & IMPACT

We design programs aligned with international standards (ILO's SCORE, UN's Guiding Principles) and structured to integrate with your procurement, ESG, and SDG frameworks.

Our models focus on creating self-sustaining business ecosystems, often by facilitating access to blended finance, introducing appropriate technology, and strengthening cooperative governance so these enterprises can thrive independently and serve you better.

We build bridges to impact investors and development agencies, leveraging your corporate commitment to attract additional capital into your value chain.

The Strategic Business Value We Deliver:

- Supply Chain Resilience & Security: Reduce vulnerability to shocks by building more capable, diversified, and professionally managed local supplier bases.
- Improved Quality & Compliance: Empower suppliers to meet your technical, social, and environmental standards consistently.

- ESG & SDG Leadership: Generate verified impact on poverty reduction (SDG 1), decent work (SDG 8), and reduced inequalities (SDG 10), directly linked to your corporate reporting.
- Innovation & Market Insight: Leverage MSMEs and cooperatives as frontline sources of consumer insight and agile partners for new product development or last-mile distribution.
- Enhanced Brand & License to Operate: Demonstrate a deep commitment to inclusive growth, strengthening your reputation with consumers, investors, and regulators.

Our Engagement Pathway:

1. Ecosystem Mapping & Opportunity Scan: Collaborative analysis of your MSME/cooperative landscape to identify key leverage points for empowerment and mutual value.
2. Participatory Needs Assessment & Alliance Building: Deep-dive workshops with your business units and supplier networks to co-define priorities and governance structures.
3. Program Co-Design & Pilot: Developing tailored interventions in key areas (financial literacy, tech adoption, collective bargaining, quality management) with built-in measurement.
4. Implementation with Embedded MEL: Rolling out programs while establishing a robust Monitoring, Evaluation, and Learning framework to track business and social outcomes.
5. Scale & Integration Strategy: Creating a roadmap to embed successful practices into your core procurement and supplier development processes.

Stop Managing Suppliers. Start Growing Partners.

Investing in the empowerment of MSMEs and cooperatives isn't charity—it's strategic foresight. It builds a more agile, innovative, and loyal value network that drives your competitiveness and sustainability.

Ready to strengthen every link in your chain?

Please contact us to explore how our participatory empowerment model can fortify your supply base and amplify your impact.

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