



Final Report

Economic and Technical Cooperation

Workshop to launch the Public Policy Index for MSMEs in Latin America and the Caribbean (IPPALC): Pacific Alliance and South America

Puerto Vallarta, Mexico

15 and 16 May 2017

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RAPPORTEUR'S REPORT

1. In accordance with Activity II.2.1. Public Policy Index for MSMEs in Latin America and the Caribbean (IPPALC). Follow-up Programme of the Work Programme of SELA for the year 2017, corresponding to the Latin American and Caribbean Regional Programme for Small and Medium-sized Enterprises (SELA-SMEs Programme), the Permanent Secretariat of SELA and the National Institute of the Entrepreneur (INADEM) of the Secretariat of Economy of Mexico carried out the "Workshop to launch the Public Policy Index for MSMEs in Latin America and the Caribbean (IPPALC): Pacific Alliance and South America". This event was held on 15 and 16 May 2017 at the Puerto Vallarta's Convention Centre in Jalisco, Mexico, as part of the macro-event "Responding to the challenges of SMEs in the international context", organized by the National Institute of the Entrepreneur (INADEM) of the Secretariat of Economy of Mexico, the Organization of American States (OAS) and the International Network for Small and Medium-sized Enterprises (INSME).
2. Participants in the event included delegations from the following Member States of SELA: Argentina, Colombia, Chile, Ecuador, Mexico, Peru and Uruguay; representatives of the following organizations: Organization for Economic Cooperation and Development (OECD); CAF-development bank of Latin America; Centre for the Promotion of Micro, Small and Medium Enterprises in Central America (Cenpromype); the Caribbean Association of Small and Medium Enterprises (CASME) and the Pacific Alliance (PA). Participants also included officials of the Secretariat of Economy of Mexico. The Agenda for the event and the complete list of participants are included in Annexes N° 1 and N° 2 of this report.
3. The Board was chaired by Iván Ornelas, Coordinator of International Affairs of the INADEM; Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of SELA; Antonio Fanelli, Senior Advisor to the Global Relations Secretariat of the OECD; Anna Wiersma, Analyst of Policies for Latin America and the Caribbean of the Global Relations Secretariat of the OECD; and Jorge Gálvez Méndez, Economist of the Global Relations Secretariat of the OECD.
4. The event aimed to review and validate the assessment questionnaires for each dimension of the IPPALC in accordance with the needs and characteristics of countries; provide a space to share national views within the framework of the adoption of the IPPALC; and optimize the procedural framework designed by the Permanent Secretariat for the successful implementation of the IPPALC.
5. Speeches delivered at the opening session and the presentations made during the Workshop are available on SELA's Web site at <http://www.sela.org/en/events/2017/05/ippalc/agenda/>. The report is available at <http://www.sela.org/en/events/2017/05/ippalc/>
6. At the opening session of the event, Iván Ornelas, Coordinator of International Affairs of the INADEM, took the floor to welcome all participants to Puerto Vallarta, Mexico; he briefly explained the dynamics of the macro-event "Responding to the challenges of SMEs in the international context". As regards the work of the "Workshop to launch the Public Policy Index for MSMEs in Latin America and the Caribbean (IPPALC): Pacific Alliance and South America", he stressed the sincere interest of the Mexican Government in achieving tangible results that may finally lead to the successful implementation of the IPPALC in the region. Mr Iván Ornelas concluded by highlighting the efforts made by the Permanent Secretariat of

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SELA and the Organization for Economic Cooperation and Development (OECD) in the development of studies and events that promote the adoption of the IPPALC as a tool that will contribute to the performance of MSMEs in the region. Then, Econ. Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of SELA, delivered a speech, which is included in Annex N° 3 of this report.

7. Finally, the following representatives of the Organization for Economic Cooperation and Development (OECD) took the floor: Antonio Fanelli, Senior Advisor to the Global Relations Secretariat of the OECD; Jorge Gálvez Méndez, Economist of the Global Relations Secretariat of the OECD; Anna Wiersma, Analyst of Policies for Latin America and the Caribbean of the Global Relations Secretariat of the OECD; and Marco Marchese, Economist of the Centre for Entrepreneurship of the OECD. They thanked the INADEM for its support in the organization of the event and made a brief conceptual introduction to the Index, its scope, objectives, results of implementation in other regions of the world, and a brief summary of previous efforts aimed at conceptually adapting the tool and promoting its implementation in Latin America and the Caribbean.

I. DEVELOPMENT OF WORKS

Monday, 15 May 2017

SESSION I: [DIMENSION 1 – Institutional framework](#)

8. This session was moderated by Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of SELA.
9. This session was presented by Antonio Fanelli and Jorge Gálvez, both officials of the OECD. First, Antonio Fanelli made a brief explanation of the methodology of the Index, highlighting its structure in dimensions, subdimensions and indicators, whose approach is done through closed questions (with scores) and open questions (to add information and obtain relevant data). For the purposes of ranking of countries, he presented a scale of quantitative assessment (divided into levels 1 to 5 upwards), according to the degree of development of policies, namely: Planning and development, corresponding to levels 1 and 2; Implementation, levels 3 and 4; and Evaluation and monitoring, level 5.
10. Based on a practical example and an excerpt from Dimension 1 of the Index implemented in Turkey, the speaker presented the procedure required to obtain the score of each dimension, starting from the scores of the answers provided in each indicator. All closed questions, subdimensions and dimensions have a score whose maximum value is predefined. To obtain it, there should be consensus between the assessment by the Government and the assessment by an independent consultant in compliance with the required parameters. To add scores at the level of subdimensions, scores of questions linked to the policy-making process (Planning and development, Implementation and Evaluation and monitoring) are weighted against previously defined weights, and the result of each of them is arithmetically added. Similarly, to add scores at the level of dimensions, the score of each corresponding subdimension is weighed against a previously defined weight, and results are added through an arithmetic sum.
11. Then, Mr Jorge Gálvez took the floor to expound on the theoretical foundation of the creation and composition of this dimension. The dynamics adopted in this Workshop

enabled the constant involvement of participants in the formulation of concerns and incorporation of feedback in the evaluation questionnaires. As regards this session, the discussion focused on the recognition of the various aspects that are included and on the need to consult other organizations to achieve the required answers. In addition, during the review of the Subdimension 1.4, *Measures to Tackle Informal Economy*, the participants suggested the creation of a more precise definition of informal economy and requested adjustments to questions dealing with this topic, in order to ensure a systematic evaluation of the measures taken to promote formality.

12. Other aspects widely discussed during this session were the presence and the role of the so-called "donors" in Latin America and the Caribbean. In this regard, participants argued that obtaining resources through these "donors" for the implementation of this type of public policy is unusual in the region.

SESSION II: [DIMENSION 2 – Operational environment / simplification of procedures](#)

13. This session was moderated by Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of the Latin American and Caribbean Economic System (SELA).
14. The presentation of this session was made by Jorge Gálvez, who offered an overview of the contents of this Dimension, addressing the four subdimensions and the purpose of their incorporation. In this connection, the discussion resulted in important suggestions related to the generation of more content for the evaluation of actions in the field of simplification of procedures and degree of development and use of e-Government. In addition, the discussion focused on the need for National Coordinators to answer those sections related to the information generated from the World Bank's "Doing Business" reports. However, no consensus could be reached, as some participants suggested that, in view of the length of the IPPALC questionnaire, taking the information gathered by the World Bank could simplify the task of national assessments. Accordingly, National Coordinators will take the decision to incorporate their responses into those thematic blocks that correspond to the World Bank's "Doing Business" report.
15. As regards the request for information on costs and amounts of money in nominal terms, participants suggested the search for indicators that more accurately reflect the reality and ensure greater comparability of the information supplied. In particular, a recommendation was made to change the consultation form and the suggested responses in thematic block 1 of Subdimension 2.1. In addition, participants suggested to eliminate indicators 1 and 3 of thematic block 1 of subdimension 2.3, as well as the consultations related to the use of electronic platforms for the tax filing, as all participants consider that this topic is a task already achieved in their countries. Finally, participants suggested to unify the questions that deal with pensions and social security contributions.

SESSION III: [DIMENSION 7 – Access to market and internationalization of MSMEs](#)

16. This session was moderated by Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of SELA.
17. The presentation of this session was made by Anna Wiersma, an official of the Global Relations Secretariat of the OECD who addressed the 6 subdimensions of Dimension 7 with an emphasis on the importance of facilitating and promoting greater and better insertion of

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MSMEs into the international economic dynamics. During the discussion of this session, some recommendations and suggestions were made to include a more accurate definition of formal and informal consultations, incorporating some illustrative examples. In addition, a recommendation was made to incorporate questions about the organizational structure of export promotion agencies in addition to those about their existence, which has already been confirmed by the participating countries. As regards consultations on the use of the information and communication technologies (ICTs), participants recommended to focus them not only on foreign trade procedures, but also on their degree of use in internal Government procedures.

18. Another discussion that took place in this session revolved around the extension of the concept of internationalization of MSMEs, with participants suggesting that the questionnaire should address access to international markets in general terms and not only under the functioning scheme of global value chains. In addition, participants recommended to include questions about national trade policies linked to the demand for value added in international transactions, as well as to add questions on the operation of subregional integration mechanisms and the use of preferential trade access by MSMEs.

SESSION IV: [DIMENSION 4 – MSMEs development services and public procurement](#)

19. This session was moderated by Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of SELA.
20. This dimension was presented by Jorge Gálvez, who made a detailed explanation of the contents of the questionnaire in the field of public policies aimed at development services and public procurement. Comments of participants in this subject area focused on recommending a more general approach to public procurement as a mechanism to promote and support MSMEs, in addition to enabling the inclusion of different schemes that use countries to facilitate MSMEs' participation in tender processes.
21. In this session, Jonathan Potter, who serves as the Principal Administrator of the Centre for Entrepreneurship of the OECD, also took the floor. His presentation enabled participants to consolidate the concepts associated with business development services, as well as to recognize some international best practices that could help improve the functioning of these services in the region.

Tuesday, 16 May 2017**KEYNOTE PRESENTATION**

22. According to the agenda for the macro-event "Responding to the challenges of SMEs in the international context", the Minister of Economy of Mexico, Mr Ildefonso Guajardo Villareal, delivered a keynote speech, thanking for the support of the institutions involved in the event and mentioning the active participation of the Latin American and Caribbean Economic System (SELA) in its continued support for MSMEs in the region. Then, Mr Guajardo Villareal stressed the importance of support for MSMEs as a strategy for job creation and fight against poverty in the region, highlighting the results they have obtained from the Mexican Government through the National Institute of the Entrepreneur (INADEM).

SESSION V: DIMENSION 5 – Innovation and technology

23. This session was moderated by Econ. Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of SELA.
24. The presentation of this session was made by Jorge Gálvez, who explained in detail the importance of incorporating this dimension in the IPPALC assessment questionnaire. In this connection, comments by participants focused on complementing the contents and suggesting some changes that may clarify the required evaluation. Specifically, participants in the discussion warned about the need to incorporate measures of expenditure intensity into innovation and technology programmes, instead of those consultations on expenses in aggregate terms. Similarly, a recommendation was made to include questions that evaluate the strategies implemented in a comprehensive manner and with a focus on the achievement of the proposed goals.
25. Compared to the Subdimension 5.2, "Support services", participants suggested the incorporation of questions that address the impact of measures aimed at the decentralization of support for innovation in geographical terms and according to special social groups (women, ethnic groups, and people with disabilities).

SESIÓN VI: DIMENSION 6 – Productivity and association-enhancing measures

26. This session was moderated by Econ. Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of SELA.
27. The presentation of the contents of this dimension was made by Antonio Fanelli, who emphasized that dimensions 5 and 6 represent the conceptual platform on which the IPPALC was developed. In this connection, during the debate, participants suggest some changes. First, they recommended that the name of the dimension should change to include the concept of productive transformation, in order to achieve a deeper treatment of the issue of productivity in the region. Then, a recommendation was made to specify the indicators that will be used to evaluate productivity and build questions that enable the recognition of the main challenges facing the country in this issue. Finally, participants suggested the possibility of combining subdimensions 6.2 "*Promotion of productive agglomerations and clusters*" and 6.3 "*Business networks and associations*"; limiting and modifying the content of the latter in accordance with the issue of promotion of productivity in the region. As regards this dimension, the representative of CAF-development bank of Latin America suggested that the role of donor should not be eliminated, because both CAF and other multilateral banks can play this role.

SESSION VII: DIMENSION 3 – Access to finance

28. This session was moderated by Econ. Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of SELA.
29. Mr Antonio Fanelli made a detailed presentation on the topic of this session, whose importance is fundamental for the operation of MSMEs. The main recommendations arising from the discussion included the incorporation of questions to evaluate the different forms of organization to obtain financing (cooperatives, credit unions) and specific questions on

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the operation of "venture capital", "angel investing", financing mechanisms and banking products.

30. Then, Mr Marco Marchese, OECD official, supported the explanations made by Antonio Fanelli, and presented a statistical resource built and implemented by the OECD, entitled "[*Financing SMEs and Entrepreneurs 2017: An OECD Scoreboard*](#)", which helps monitor and understand more accurately the process of financing small and medium-sized enterprises and assist governments in the design and evaluation of policies that promote this type of financing.

NEXT STEPS AND WORK SCHEDULE

31. This session was moderated by Econ. Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of SELA, and presented by Antonio Fanelli, Jorge Gálvez and Anna Wiersma, officials of the OECD.
32. During this session, speakers presented an overview of the tasks accomplished and the efforts to be made in order to achieve the effective implementation of the IPPALC in the region and the expected results. In this connection, they explained that the names of National Coordinators were already taken and a preliminary version of the questionnaire is available.
33. The suggestions and recommendations arising from the discussions of this Workshop will be incorporated into the questionnaire and this new version will be distributed in mid-June. From the date of receipt, the National Coordinators of the project will have 10 days to formalize their reviews. Once the review process is concluded, the final questionnaires will be sent not later than 1 July to start their effective implementation.
34. The process of collecting information for the completion of the questionnaire will last approximately two months (July and August). Once this period is concluded, the National Coordinators should send the questionnaires with answers to the technical team of the project (SELA, OECD and CAF), who will have three months (September-November) to prepare the draft reports on the countries that will be discussed during the month of December at meetings to be held between the technical team of the project and the national authorities in each country.
35. Then, the initial conclusions will be developed on the basis of information and data collected during the meetings with the national authorities, which will result in the draft report to be then distributed to the National Coordinators for its subsequent presentation and publication.
36. At the end of the project, in addition to the publication of the draft report with the results and conclusions arising from the questionnaires, the main strengths and weaknesses of the countries are expected to be identified and the best practices in public policies are expected to be recognized. In addition, the IPPALC project will enable the creation of a network to support the dialogue on public policies for MSMEs and the bases for the development of projects in specific areas that require decisions to boost the performance of MSMEs.

II. FINAL CONSIDERATIONS

- a. The OECD–SELA technical team undertakes to include the recommendations and suggestions arising from the debate of this Workshop, in order to complement the assessment questionnaire and adapt its contents to the reality of the participating countries. Thus, the questions associated with the evaluated indicators will be made more broadly to include the entire range of realities in the region, and open questions will be used to expand the information gathered.
- b. CAF-development bank of Latin America expressed its interest in joining the technical team of the project to participate not only as a provider of financial resources, but also in the analysis of the results obtained from the implementation of the IPPALC in the countries of the Pacific Alliance and South America (Argentina, Uruguay, and Ecuador).
- c. The revised version of the questionnaire (with the recommendations and suggestions of the Workshop) will be sent to the National Coordinators in mid-June. From the date of receipt, they will have 10 days to formulate their comments and suggestions. The final version of the assessment questionnaire will be sent to the National Coordinators on 1 July. To answer the questionnaire, countries will have the months of July and August. After this period, the National Coordinators should send the questionnaire duly filled in to the technical team of the project (OECD-SELA-CAF), who will prepare the draft report in the period September–November. Then, in December, meetings between national authorities and the technical team of the project (OECD-SELA-CAF) are expected to take place in each country for the presentation of the draft report and the gathering of information to obtain more complete results. Finally, the report of the project will be developed and presented at an event organized by the countries involved in the mid-2018.
- d. For the conduction of an independent assessment provided for in the development of the IPPALC, the technical team of the project and the participating officials undertake to explore the financing possibilities or obtain the support of an academic institution that may contribute to the conduction of this assessment within the framework of an agreement of interest.

IV CLOSING SESSION

At the closing session of the meeting, the following officials took the floor: Antonio Fanelli, Senior Advisor of the Global Affairs Secretariat of the OECD; Eduardo Piña, Analyst of the Directorate of Studies and Proposals of the Permanent Secretariat of SELA; and Iván Ornelas, Coordinator of International Affairs of the National Institute of the Entrepreneur of the Secretariat of Economy of Mexico. They thanked the participants of the Workshop for their active participation and valuable comments, while encouraging them to achieve the effective implementation of the IPPALC in their countries in order to promote the activity of MSMEs and boost the economic activity in the region.

AGENDA

AGENDA

Monday, 15 May 2017

Morning

8:30 – 9:00 REGISTRATION

9:00 – 9:15 OPENING SESSION

- Iván Ornelas, Coordinator of International Affairs of the National Institute of the Entrepreneur (INADEM) of the Secretariat of Economy of Mexico

9:15 – 10:05 INTRODUCTORY SESSION

9:15 – 9:35 Speech by Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of the Latin American and Caribbean Economic System (SELA)

9:35 – 9:55 **Speech by representatives of the Organization for Economic Cooperation and Development (OECD)**

- Antonio Fanelli, Senior Advisor to the Global Relations Secretariat, Organization for Economic Cooperation and Development (OECD)
- Jorge Gálvez Méndez, Economist of the Global Relations Secretariat, Organization for Economic Cooperation and Development (OECD)
- Anna Wiersma, Analyst of Policies for Latin America and the Caribbean of the Global Relations Secretariat, Organization for Economic Cooperation and Development (OECD)

9:55 – 10:05 **Speaker:** Marco Marchese, Economist of the Centre for Entrepreneurship, Organization for Economic Cooperation and Development (OECD)

10:05 - 11:30 SESSION I: DIMENSION 1 – Institutional framework

Moderator: Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of the Latin American and Caribbean Economic System (SELA)

10:05 – 10:25 **Speakers:**

- Antonio Fanelli, Senior Advisor to the Global Relations Secretariat (OECD)
- Jorge Gálvez Méndez, Economist of the Global Relations Secretariat (OECD)

10:25 – 11:05 **Discussion**

11:05 – 11:30 **Conclusions**

12**11:30 – 1:00 SESSION II: DIMENSION 2 – Operational environment / simplification of procedures**

Moderator: Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of the Latin American and Caribbean Economic System (SELA)

11:30 - 11:50 **Speaker:** Jorge Gálvez Méndez, Economist of the Global Relations Secretariat (OECD)

11:50 – 12:30 **Discussion**

12:30 – 1:00 **Conclusions**

1:00 – 2:00 Free time for lunch

Afternoon

2:00 - 3:30 SESSION III: DIMENSION 7 – Access to market and internationalization of MSMEs

Moderator: Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of the Latin American and Caribbean Economic System (SELA)

2:00 – 2:20 **Speaker:** Anna Wiersma, Analyst of Policies for Latin America and the Caribbean, Global Relations Secretariat (OECD)

2:20 – 3:00 **Discussion**

3:00 – 3:30 **Conclusions**

3:30 – 3:45 Coffee break

3:45 – 5:20 SESSION IV: DIMENSION 4 – MSMEs development services and public procurement

Moderator: Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of the Latin American and Caribbean Economic System (SELA)

3:45 – 4:10 **Speakers:**

- Jorge Gálvez Méndez, Economist of the Global Relations Secretariat (OECD)
- Jonathan Potter, Principal Administrator of the Centre for Entrepreneurship (OECD)

4:10 – 4:50 **Discussion**

4:50 – 5:20 **Conclusions**

Tuesday, 16 May 2017

Morning

9:00 – 9:30 OPENING CEREMONY

Responding to the challenges of SMEs in the international context

9:30 – 10:30 KEYNOTE PRESENTATION

Ildefonso Guajardo Villarreal – Minister of Economy of Mexico

10:30 – 11:40 SESSION V: DIMENSION 5 – Innovation and technology

Moderator: Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of the Latin American and Caribbean Economic System (SELA)

10:30 - 10:50 **Speaker:** Jorge Gálvez Méndez, Economist of the Global Relations Secretariat (OECD)

10:50 – 11:20 **Discussion**

11:20 – 11:40 **Conclusions**

11:40 – 1:00 SESSION VI: DIMENSION 6 – Productivity and association-enhancing measures

Moderator: Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of the Latin American and Caribbean Economic System (SELA)

11:40 – 12:00 **Speaker:** Antonio Fanelli, Senior Advisor to the Global Relations Secretariat (OECD)

12:00 – 12:30 **Discussion**

12:30 – 1:00 **Conclusions**

1:00 – 2:30 Free time for lunch

Afternoon

2:30 – 4:00 SESSION VII: DIMENSION 3 – Access to finance

Moderator: Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of the Latin American and Caribbean Economic System (SELA)

2:30 - 2:50 **Speakers:**

- Antonio Fanelli, Senior Advisor to the Global Relations Secretariat (OECD)
- Marco Marchese, Economist of the Centre for Entrepreneurship (OECD)

2:50 - 3:30 **Discussion**

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3:30 – 4:00 **Conclusions**

4:00 - 5:00 Next steps and work schedule

Moderator: Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of the Latin American and Caribbean Economic System (SELA)

4:00 – 4:30 **Speakers:**

- Antonio Fanelli, Senior Advisor to the Global Relations Secretariat (OECD)
- Jorge Gálvez Méndez, Economist of the Global Relations Secretariat (OECD)
- Anna Wiersma, Analyst of Policies for Latin America and the Caribbean of the Global Relations Secretariat (OECD)

4:30 - 5:00 Questions and answers

5:00 - 5:30 CLOSING SESSION

- Eduardo Piña, Analyst of Studies and Proposals of the Permanent Secretariat of the Latin American and Caribbean Economic System (SELA)
- Antonio Fanelli, Senior Advisor to the Global Relations Secretariat (OECD)
- Iván Ornelas, Coordinator of International Affairs of the National Institute of the Entrepreneur (INADEM) of the Secretariat of Economy of Mexico

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**SPEECH BY ECON. EDUARDO PIÑA, ANALYST OF STUDIES AND PROPOSALS
OF THE LATIN AMERICAN AND CARIBBEAN ECONOMIC SYSTEM (SELA)**

Mr Iván Ornelas, Coordinator of International Affairs of the National Institute of the Entrepreneur (INADEM) of the Secretariat of Economy of Mexico;

Representatives of the governmental focal points for micro, small and medium-sized enterprises of the Member States of the Pacific Alliance and South America, specifically Argentina, Ecuador and Uruguay, as well as representatives of other member countries of SELA who accompany us today;

Mr Juan Carlos Parra, Deputy Minister of Industries and Productivity of Ecuador;

Representatives of the Organization for Economic Cooperation and Development (OECD);

Representative of CAF-development bank of Latin America;

Representatives of regional and subregional organizations;

Ladies and gentlemen who honour us with their presence at our event today.

On behalf of the Permanent Secretary of the Latin American and Caribbean Economic System (SELA), Ambassador Roberto Guarnieri, I warmly welcome you to this “Workshop to launch the Public Policy Index for MSMEs in Latin America and the Caribbean (IPPALC). Pacific Alliance and South America” and thank the Government of Mexico, in particular the National Institute of the Entrepreneur (INADEM) of the Secretariat of Economy of Mexico, for the openness and support provided in carrying out this activity. I would also like to thank all participants for their attendance and interest in continuing to work with us on this project of great benefit to the region.

The Permanent Secretariat of SELA is convinced of the need to implement the Public Policy Index for MSMEs, as a tool that will contribute to improved performance of MSMEs through the evaluation and monitoring of public policy decisions and within the framework of comparability of results among countries.

In this connection, since 2015, with the presentation of the document “Methodological considerations for developing an SME Public Policy Index for Latin America and the Caribbean” at the “Regional Meeting on Public Policies for Promotion and Support of SMEs” in Cartagena de Indias, Colombia, SELA has undertaken a systematic effort to develop and disseminate a conceptual and methodological adaptation of the Public Policy Index for SMEs created by the OECD, focusing on the structural characteristics of the economies in the region and the promotion of innovation, technological adaptation, and productive development.

Then, and as follow-up from the effort made in 2015, the Permanent Secretariat prepared in 2016 the document “Update Study on Public Policy Index for SMEs in Latin America and the Caribbean (IPPALC)”, which was presented at a regional meeting in San José, Costa Rica. This study identifies and documents successful cases of implementation of the Public Policy Index in other regions of the world (ASEAN, MENA, and Eastern European countries), deals with the status of public policies for MSMEs in the region and presents a detailed procedural framework for the optimal implementation. That meeting was aimed at governmental focal points for MSMEs of the Member States of SELA, as well as OECD officials, who expressed their interest in promoting the dissemination and implementation of the IPPALC in a joint effort with SELA.

Afterwards, and as a prelude to this event we are holding today, SELA and the OECD carried out the “Workshop on implementation of the Index of Public Policies for SMEs in Latin America and the Caribbean (IPPALC)” with the purpose of disseminating a methodology for the launch of the

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IPPALC and identifying those countries that meet the requirements for its implementation and express their interest in adopting the indicator.

The valuable results obtained in response to these great efforts have encouraged many countries in the region to officially express their interest in implementing the IPPALC and to form subgroups of implementation by subregion.

This Workshop to launch the Public Policy Index for MSMEs in Latin America and the Caribbean aims to promote a space for synergy to share national views and opinions within the framework of the adoption of the IPPALC and to allow a comprehensive review and assessment of questionnaires about the dimensions considered in the project for the Member States of the Pacific Alliance and South America (Argentina Uruguay and Ecuador).

Thus, the analysis and debates that may arise from discussions during the meeting will serve to make changes to the assessment questionnaires and to obtain the final versions that will optimize the implementation and maximize the usefulness of the tool. In this connection, from the Permanent Secretariat of SELA and with the support of the OECD, after the huge efforts made, the time has come to launch the tool and to engage further in the compliance with the times and tasks required to achieve the expected results.

From the Permanent Secretariat of SELA, we will continue to promote the economic performance of MSMEs in a systematic effort that includes, in addition to the IPPALC, the Latin American and Caribbean Regional Programme for Small and Medium-sized Enterprises (SELA-SMEs Programme). To that end, the following activities are scheduled to take place during this year in accordance with our Work Programme:

- a) The "Workshop to support entrepreneurs in the protection of intellectual property rights: Protection of trademarks and patents from the perspective of micro, small and medium-sized enterprises (MSMEs)" , which will be held on 7, 8 and 9 June in Guatemala City, with the co-sponsorship of the Government of Guatemala through the Ministry of Economy (MINECO).
- b) The "Digital course on entrepreneurship in Latin America and the Caribbean" , which will be carried out with the collaboration of the Institute for Advanced Studies in Administration (IESA) of Venezuela and will be convened in May to begin in June and end in December. In this course, we hope to train about 500 entrepreneurs.
- c) The "Training Workshop for MSMEs on continuity of business and operations vis-à-vis natural disasters" , to be held in Belize City on 28, 29 and 30 June, with the co-sponsorship of the Government of Belize through BELTRAIDE.

In this connection, let me reiterate the commitment of the Permanent Secretariat to boost and support the adoption of the IPPALC as a tool of great impact, and provide better coverage to Central American and Caribbean subregions.

I wish you the greatest success in this activity we are about to begin. We are confident that it will contribute to the strengthening of MSMEs in the region.

Thank you very much.

A N N E X I V

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SP/TLIPPMIPYMESALC:APS/Di N° 2-17	<p>Speech by the representatives of the Organization for Economic Cooperation and Development (OECD)</p> <p>Antonio Fanelli, Senior Advisor to the Global Relations Secretariat, Organization for Economic Cooperation and Development (OECD)</p> <p>Jorge Gálvez Méndez, Economist of the Global Relations Secretariat, Organization for Economic Cooperation and Development (OECD)</p> <p>Anna Wiersma, Analyst of Policies for Latin America and the Caribbean of the Global Relations Secretariat, Organization for Economic Cooperation and Development (OECD)</p>
SP/TLIPPMIPYMESALC:APS/Di N° 3-17	<p>Presentation of DIMENSION 1 – Institutional framework</p> <p>Antonio Fanelli, Senior Advisor to the Global Relations Secretariat of the Organization for Economic Cooperation and Development (OECD)</p> <p>Jorge Gálvez Méndez, Economist of the Global Relations Secretariat of the Organization for Economic Cooperation and Development (OECD)</p>
SP/TLIPPMIPYMESALC:APS/Di N° 4-17	<p>Presentation of DIMENSION 2 – Operational environment / simplification of procedures</p> <p>Jorge Gálvez Méndez, Economist of the Global Relations Secretariat of the Organization for Economic Cooperation and Development (OECD)</p>
SP/TLIPPMIPYMESALC:APS/Di N° 5-17	<p>Presentation of DIMENSION 7 - Access to market and internationalization of MSMEs</p> <p>Anna Wiersma, Analyst of Policies for Latin America and the Caribbean, Global Relations Secretariat of the Organization for Economic Cooperation and Development (OECD)</p>

SP/TLIPPMIPYMESALC:APS/Di N° 6-17	<p>Presentation of DIMENSION 4 – MSMEs development services and public procurement</p> <p>Jorge Gálvez Méndez, Economist of the Global Relations Secretariat of the Organization for Economic Cooperation and Development (OECD)</p> <p>Jonathan Potter, Principal Administrator, Centre for Entrepreneurship of the Organization for Economic Cooperation and Development (OECD)</p>
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SP/TLIPPMIPYMESALC:APS/Di N° 9-17	<p>Presentation of DIMENSION 3 – Access to finance</p> <p>Antonio Fanelli, Senior Advisor to the Global Relations Secretariat of the Organization for Economic Cooperation and Development (OECD)</p> <p>“Financiamiento de las Pequeñas y Medianas empresas y de los emprendedores”</p>
SP/TLIPPMIPYMESALC:APS/Di N° 10-17	<p>Marco Marchese, Economist of the Centre for Entrepreneurship of the Organization for Economic Cooperation and Development (OECD)</p>
SP/TLIPPMIPYMESALC:APS/Di N° 11-17	<p>Presentation of next steps and work schedule</p> <p>Antonio Fanelli, Senior Advisor to the Global Relations Secretariat of the Organization for Economic Cooperation and Development (OECD)</p> <p>Jorge Gálvez Méndez, Economist of the Global Relations Secretariat of the Organization for Economic Cooperation and Development (OECD)</p> <p>Anna Wiersma, Analyst of Policies for Latin America and the Caribbean, Global Relations Secretariat of the Organization for Economic Cooperation and</p>

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