



USAID | DELIVER PROJECT

Regional Training Institutes Increase Access to Supply Chain Management Capacity Building

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Background

Since 1994, USAID and John Snow, Inc. (JSI) have offered introductory supply chain courses for international audiences. As demand for these courses continued to grow, it became apparent that delivering these courses locally would be beneficial in terms of cost effectiveness and sustainability of global supply chain management (SCM) trainings. Starting in 2007, the USAID | DELIVER PROJECT (the project) built the capacity of four Regional Training Institutes (RTIs) that now offer high-quality supply chain courses to an international audience, in three languages (English, Spanish, and French).

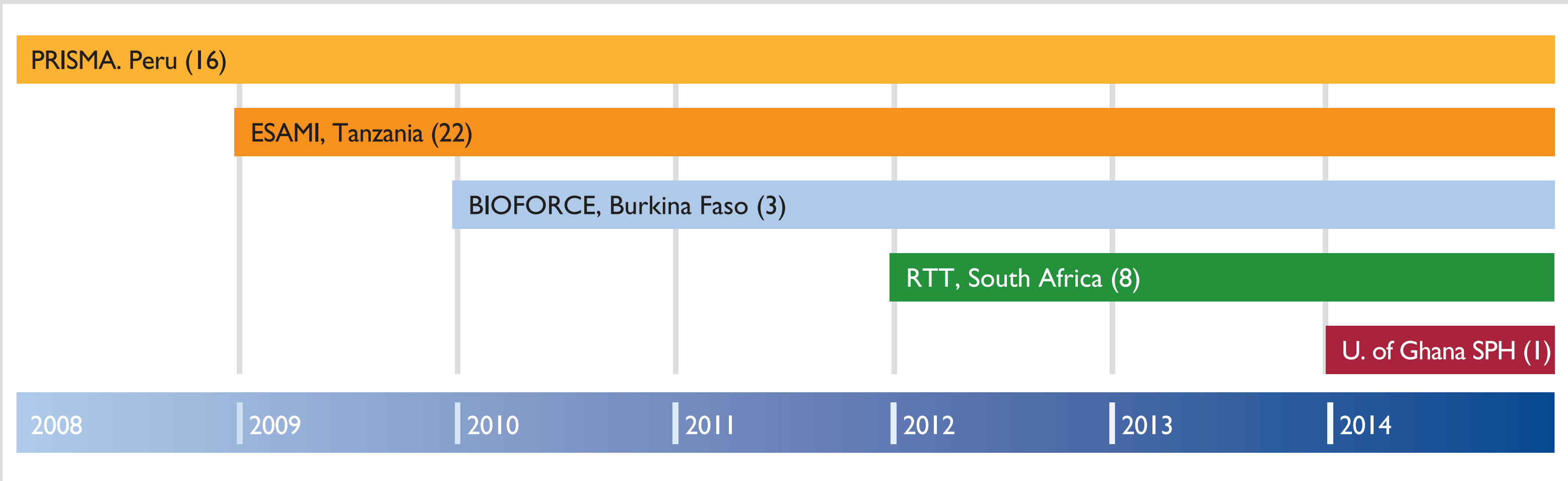
Building Local Training Capacity

To promote sustainability of SCM training in developing countries, the project worked with local organizations to build institutional training capacity; this would ensure that training organizations would eventually be able to offer these trainings independent of the project. The project developed detailed selection criteria to use when surveying and selecting RTIs. After institutes were selected, the project followed a process to train and mentor their staff's skills in SCM, training/facilitation, marketing, and consulting. The project's capacity building interventions enabled the RTIs to design, package, price, market, and deliver capacity building programs; provide targeted technical assistance; and apply business savvy to their management and development activities.

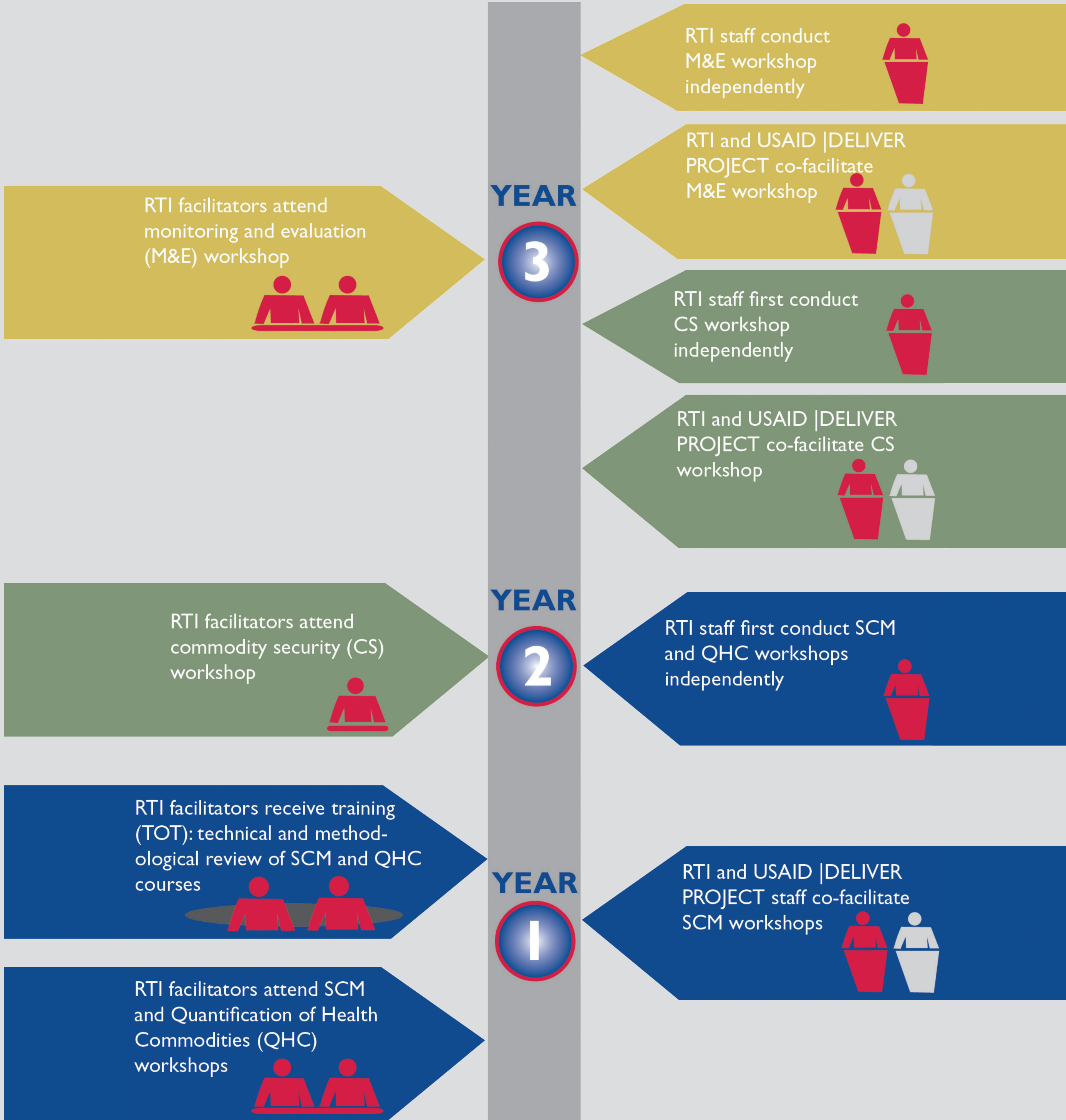
Results

Over time, the RTIs have evolved as leaders in training for SCM and logistics; they continue to offer high-quality training solutions in developing countries. Based in Peru, Tanzania, Burkina Faso, and South Africa, the RTIs leverage local talent to provide training in commodity security and SCM to the areas that need it most (see figure 1). Today, the RTIs are either working entirely on their own, or with minimal technical assistance from the project. Financial support for the training comes primarily from participants' fees.

Figure 1. Regional Training Institutes and Number of Courses Conducted 2008–2014



Project experience with the RTIs is a proof of concept that facilitated outsourcing of SCM trainings to RTIs can successfully increase global supply chain training opportunities. While some objectives met with quick success, others required significant technical assistance. Over time, these RTIs will continue to train future supply chain managers of the world, using a sustainable model that does not rely on outside support, with local trainers being funded by local participant fees.



RTIs have been successful in—

- Recovering costs with their pricing structures
- Building consulting skills
- Forming a culture of entrepreneurship
- Delivering high-quality, highly rated courses.

Since the program was introduced in 2008, the institutes have trained 746 people through 50 courses conducted in three languages (see figure 2).

Figure 2. Trainings Conducted by Regional Training Institutes

