

NEWSLETTER



GIZ-Workshop training cohort one-Kitgum



BDSPN is a member-based organization composed of accredited master trainers and trainers (individual and corporate member categories) legally registered in 2014 as a nonprofit making organization limited by guarantee, under the companies Act 2012.

Our Vision: A world with innovative, sustainable businesses.

Our Mission: Provision of tailored professional business development services to the private and public sectors

Values:

1. Credibility
2. Quality
3. Accessibility
4. Centrality
5. Flexibility

Website: <https://bdspnetwork.org/>

Email: info@bdspnetwork.org

Location: Plot 38 Lumumba Avenue, Kampala

1. INTRODUCTION

A world of innovative and sustainable businesses

Dear Members,

Quarter 4 (October–December 2025) marked a decisive transition from planning to full-scale implementation for the Business Development Service Providers Network (BDSPN). The Network successfully rolled out Cohort I of the GIZ PRUDEV II Project, delivered structured capacity-building workshops for lower-tier Business Development Service (BDS) providers in Northern Uganda, strengthened governance and compliance systems, and closed the year with improved digital visibility and early membership renewals for 2026.

This final quarter consolidated the gains made throughout the year while laying a strong foundation for 2026. This newsletter highlights BDSPN's key achievements, project milestones, membership progress, and institutional developments recorded between October and December 2025.

2. At a Glance: Quarter 4 Highlights

- **GIZ PRUDEV II Implementation:** Cohort I Business Model Co-Creation Workshops successfully delivered in Kitgum.
- **Capacity Building:** 2 workshops conducted, training 42 BDS providers (13 women, 29 men).
- **Stakeholder Engagement activities:** GIZ – Partners Workshop Event and Field Readiness Activities.
- **Training Initiatives:** TOT/TOE Programs Implemented in 2025.
- **Digital Visibility:** LinkedIn followers reached 537, representing 226% annual growth.
- **Membership Growth:** The network closed the year with 36 subscribed members; 9 members renewed early for 2026.
- **Materials Sales:** 337 SIYB manuals were sold during Q4 despite the festive-season slowdown.
- **Governance and Compliance:** Expressions of interest issued for BOD positions, AGM and election roadmap advanced, and tax compliance.



3. IN DETAIL: OUR Q4 2025 ACHIEVEMENTS

I) Giz PRUDEV II Project – Cohort I Implementation

During Quarter 4, BDSPN transitioned from project preparation to field-level implementation of the GIZ Promoting Rural Development (PRUDEV II) Project. The intervention focused on anchoring lower-tier BDS providers within BDSPN systems and strengthening their business sustainability, service quality, and market readiness.

A rapid Training Needs Assessment (TNA) was conducted through structured phone interviews, followed by the delivery of Business Model Co-Creation Workshops, marking the first implementation cohort under the project.

II) GIZ Workshop Trainings – Cohort I

Workshop Overview

- Project: GIZ PRUDEV II – Cohort I
- Dates: December 2025
- Venue: Little Palace Hotel, Kitgum
- Districts Represented: Kitgum, Pader, Lamwo, Agago
- **Facilitators:**
 - MT Wasswa Ronald
 - MT Aceng Gloria

Participation

- **Total Participants:** 42 (76% attendance rate)
- **Gender Breakdown:**
 - 13 Female
 - 29 Male



Photos taken during the workshop trainings in Kitgum showing participants during teamwork sessions and active participation moments (Kitgum, Northern Uganda)





II) GIZ Workshop Trainings – Cohort I – Continued

Training Focus Areas

- Business model development for BDS providers
- Costing and pricing of BDS services
- Market positioning and client acquisition
- Quality assurance and sustainability of BDS delivery

Key Outcomes

- Improved understanding of sustainable BDS business models
- Practical action plans developed by participants
- Increased awareness of BDSPN membership benefits
- Strong interest expressed in SIYB certification pathways

Pictorial Moments from the GIZ-Workshop trainings



Photos taken during the workshop trainings in Kitgum showing participants and active participation moments



III) GIZ – Partners Workshop Event and Field Readiness Activities (Stakeholder Engagements)

Field Readiness Missions:

From 16th to 21st November 2025, joint field missions were conducted in Lira, Kitgum, and Gulu by BDSPN Management to assess service providers, brief district coordinators, and confirm logistical arrangements ahead of training and awareness activities. These missions strengthened district-level partnerships and ensured proper groundwork for the workshops.

Participation in the GIZ Joint Partner Review & Learning Workshop—21st November 2025

BDSPN represented the Business Development Services ecosystem at the workshop held in Gulu.

The BDSPN CEO delivered a presentation on the following:

Key Project Activities

1. Conducting Project Inception
2. Regional Coordination & Stakeholder Engagement
3. Promotion of National BDS Standards
4. Impact Assessment & Project Closure

Pictorial Moments from the GIZ- Joint Partners Workshop and stakeholder engagements

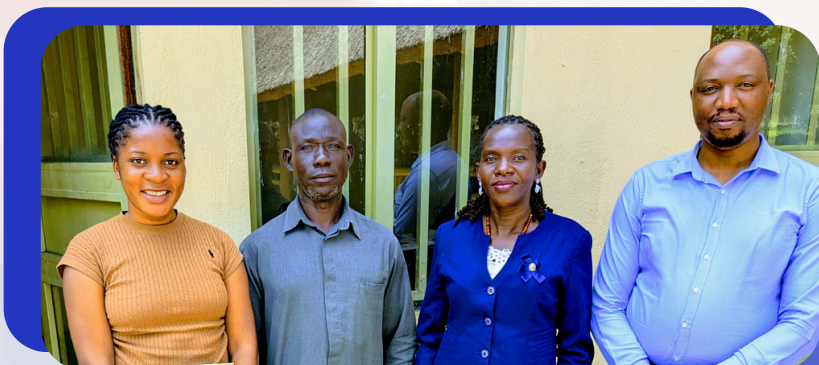


Photo moments from the GIZ Joint partners workshop event and the Stakeholder engagement with district coordinators in Kitgum



IV) TOT/TOE Programs Implemented in 2025

The Network partnered with its membership, master trainers, to deliver high-quality Training of Trainers (TOTs). These initiatives aimed to strengthen the capacity of trainers and equip entrepreneurs with practical skills under the Start and Improve Your Business (SIYB) framework.

1. TOT Seminar – KAKA Ltd in Partnership with FUE and BDSPN
 - o Venue: FUE Training Center
 - o Date: 20th–29th October 2025
 - o Participants: 10 (Five (5) women, Five (5) men; of whom 5 were youth)

2. TOT – By Magister Training Associates in partnership with BDSPN, conducted by BDSPN Master Trainers Joan Larok and Robert Rugirehe
 - o Venue: Online & Blended
 - o Date: 6th–17th October 2025
 - o Participants: 9 (5 women, 4 men; of whom 5 were youth)

Pictorial Moments from the TOT Seminar organized by KAKA LTD in partnership with BDSPN

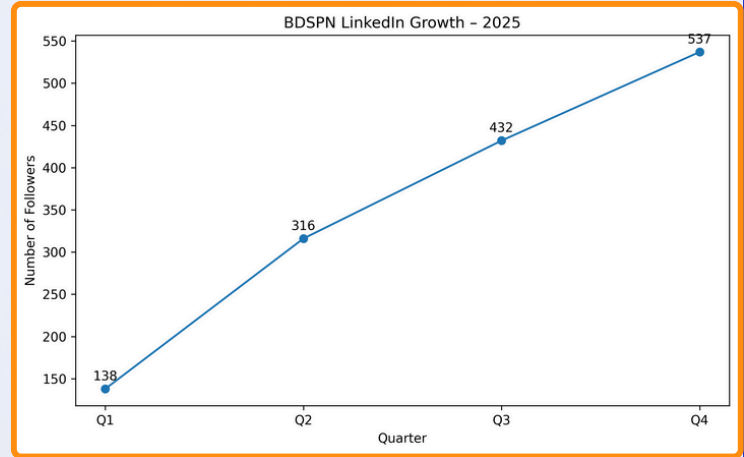


Photo moments from the TOT Seminar showing participants and BDSPN staff representative during a presentation and presentation from other stakeholders.

V. Communication & Digital Visibility

LinkedIn emerged as BDSPN's fastest-growing communication and member-acquisition channel in 2025. The page grew from 138 followers in Q1 to 316 in Q2 and later to 432 by the end of Q3, reaching 537 followers by Q4, December 2025. This represented a 226% annual growth rate, driven by more consistent content, project visibility, and active engagement with the wider entrepreneurship ecosystem.

The digital traction significantly contributed to membership interest, professional credibility, and partner recognition, making LinkedIn a central tool for BDSPN's visibility strategy.



This growth was driven by increased project visibility under GIZ PRUDEV II, real-time activity updates, and more consistent professional content, positioning BDSPN as a credible and visible national BDS platform.

VI. Membership Management & Engagement

Membership growth remained steady in Q4, closing the year with 36 subscribed members. Importantly, 9 members renewed early for 2026, demonstrating growing confidence in the Network's direction and value proposition.

Engagement was strengthened through personalized follow-ups, consistent communication, and clearer articulation of member benefits—efforts supported by the dedicated Membership Affairs function, which coordinated recruitment, onboarding, and retention activities.



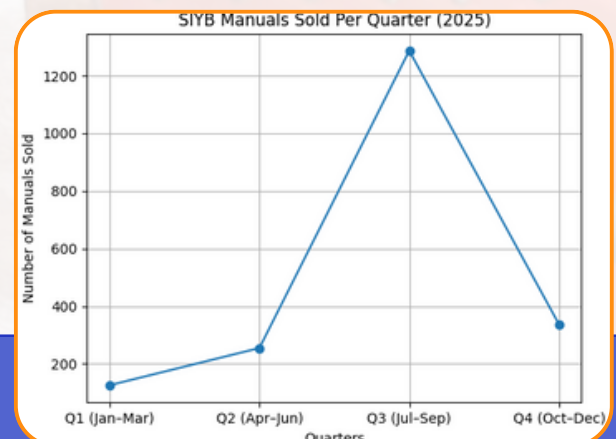
Visual Graph showing membership growth trends per quarter - 2025

VII. Material Sales - Q4 2025

Throughout 2025, BDSPN maintained a continuous supply of ILO-accredited SIYB manuals and game kits to trainers and partner institutions. Quarterly performance demonstrated strong and growing demand.

Despite a seasonal slowdown in project implementation:

- 337 SIYB manuals were sold during Q4



Visual Graph showing SIYB Manuals sold per quarter (2025)



VIII) Compliance, Governance & Planning

- Monthly tax and compliance reviews conducted.
- Tax clearance certificate obtained.
- Expressions of Interest issued for Board positions.
- Annual Board and Secretariat planning meeting held.
- 2026 workplan, budget, and priorities aligned.

These actions strengthened BDSPN's governance readiness and institutional accountability.

4. LOOKING AHEAD – 2026 PRIORITIES

As BDSPN transitions into 2026, the network will focus on consolidating institutional gains, strengthening governance and accountability, operationalizing national standards, and scaling capacity-building interventions. Key priorities include:

- **Audit Readiness & External Auditing:** Statutory audit scheduled for 13th February 2026.
- **Annual General Meeting (AGM):** To be held on 14th April 2026.
- **Election of a New Board of Directors:** Conducted during the AGM on 14th April 2026.
- **National BDS Standards Workshop (Q2 2026):** Convened under the GIZ PRUDEV II Project.
- **Capacity-Building Workshops (GIZ PRUDEV II):** Cohort II trainings targeting BDS providers in Gulu and Lira.
- **Scale-Up of PRUDEV II (Cohorts II & III):** Expanded training, monitoring, and follow-up support.
- **Membership & Systems Strengthening:** Digitalization, engagement forums, and improved service delivery.
- **Digital Visibility & Partnerships:** Enhanced content, proposal development, and strategic alliances.

5. CONCLUSION

Quarter 4 of 2025 marked a strong close to the year for BDSPN. The successful implementation of GIZ PRUDEV II Cohort I, sustained membership growth, improved digital visibility, and strengthened governance systems demonstrate the Network's growing institutional maturity. BDSPN enters 2026 well-positioned to scale impact, deepen partnerships, and deliver greater value to its members and Uganda's wider enterprise development ecosystem.

CONTACT US HERE:

Website: <https://bdspnetwork.org/>

Email: info@bdspnetwork.org

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