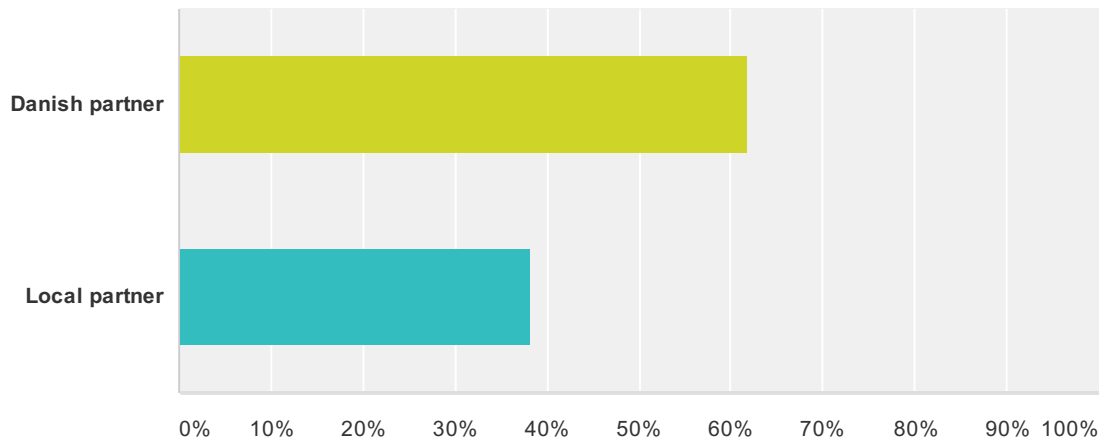


### Q1 What role did your company have in the partnership?

Besvaret: 162 Sprunget over: 12

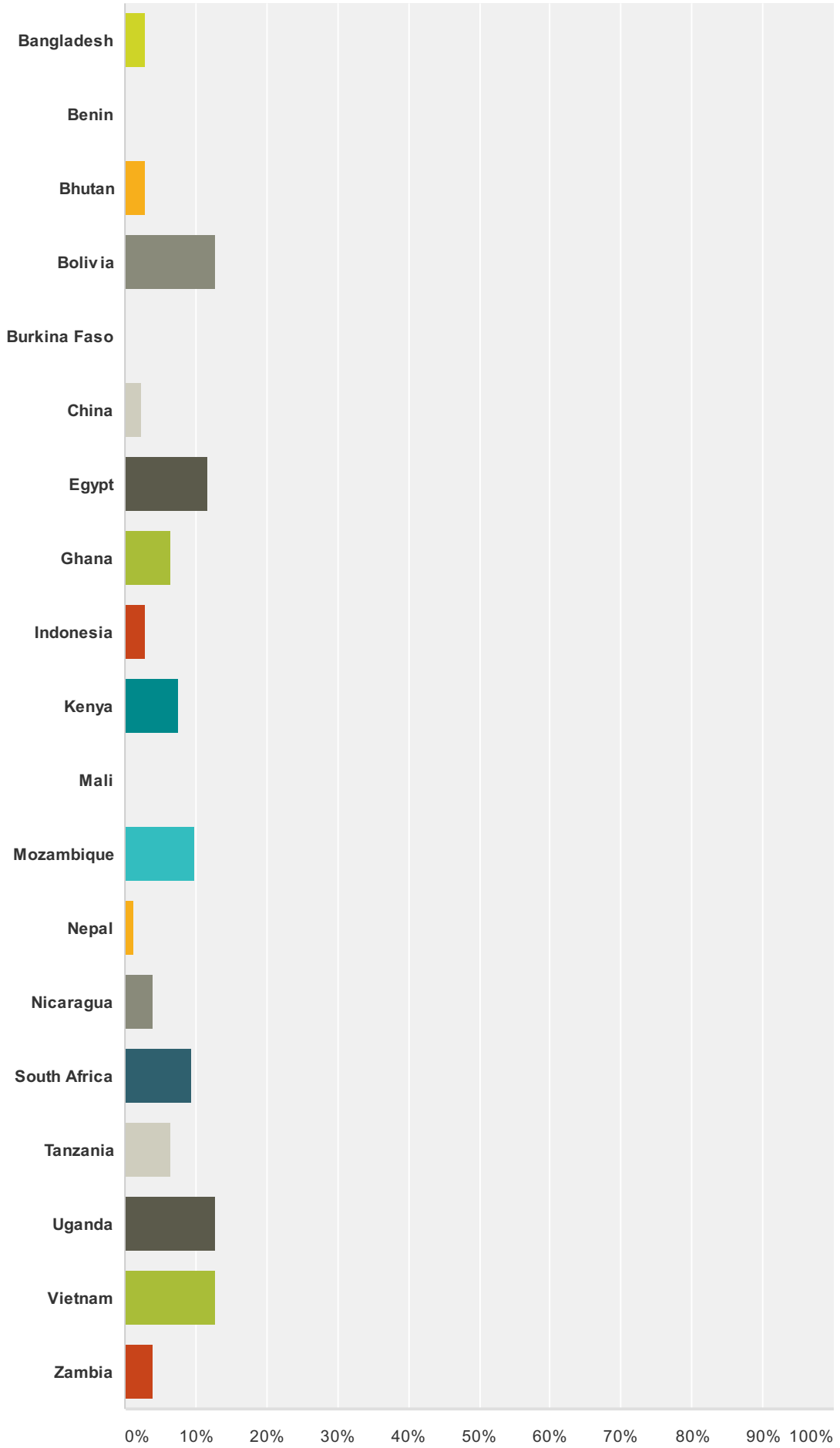


Svarvalg	Besvarelser
Danish partner	61,73% 100
Local partner	38,27% 62
<b>I alt</b>	<b>162</b>

**Q2 In what country did you establish a B2B partnership?**

Besvaret: 172 Sprunget over: 2

# Evaluation of Danida B2B Programme

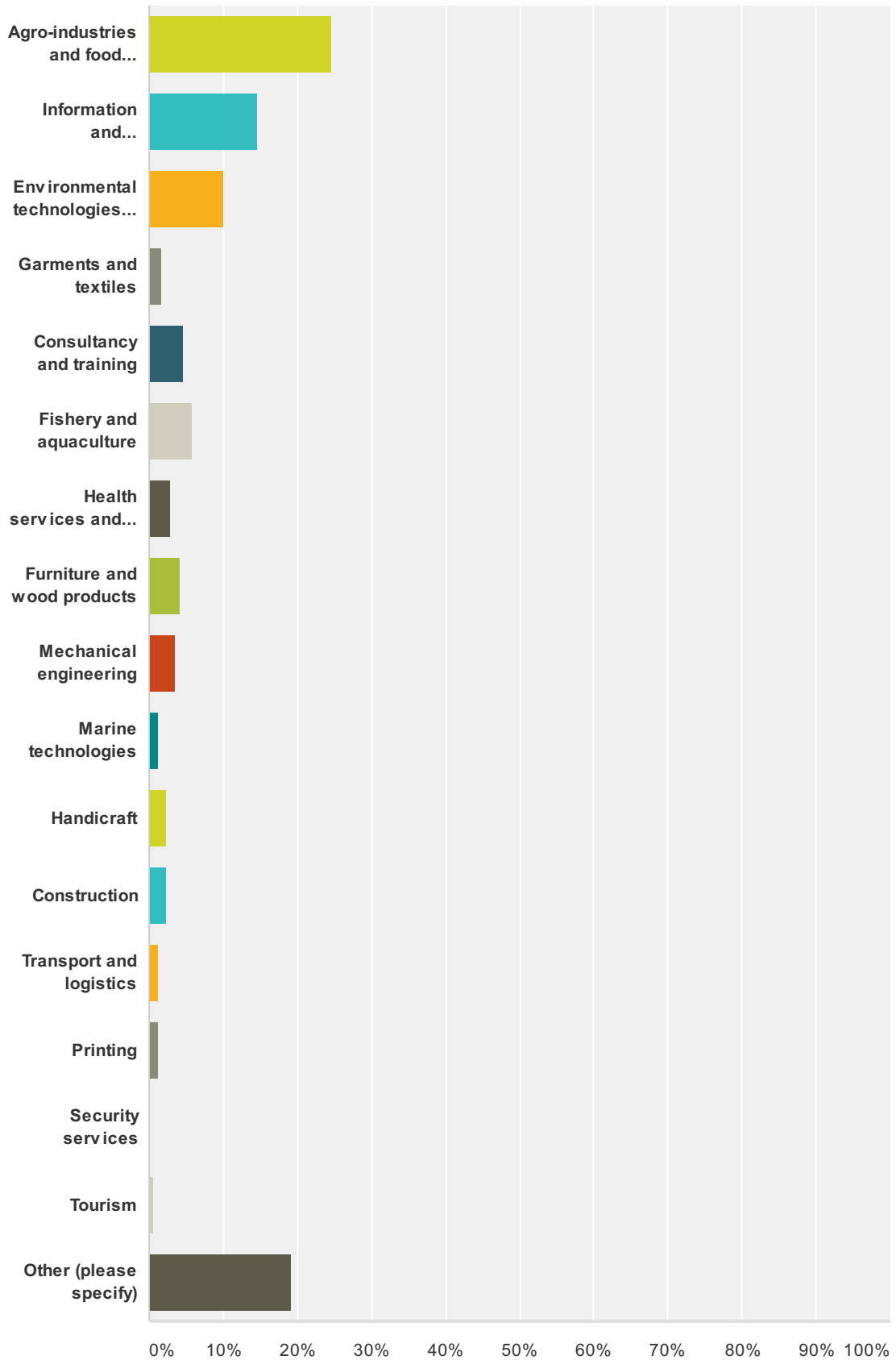


## Evaluation of Danida B2B Programme

Svarvalg	Besvarelser	
Bangladesh	2,91%	5
Benin	0,00%	0
Bhutan	2,91%	5
Bolivia	12,79%	22
Burkina Faso	0,00%	0
China	2,33%	4
Egypt	11,63%	20
Ghana	6,40%	11
Indonesia	2,91%	5
Kenya	7,56%	13
Mali	0,00%	0
Mozambique	9,88%	17
Nepal	1,16%	2
Nicaragua	4,07%	7
South Africa	9,30%	16
Tanzania	6,40%	11
Uganda	12,79%	22
Vietnam	12,79%	22
Zambia	4,07%	7
<b>Respondenter i alt: 172</b>		

### Q3 What sector is your primary business in?

Besvaret: 171 Sprunget over: 3

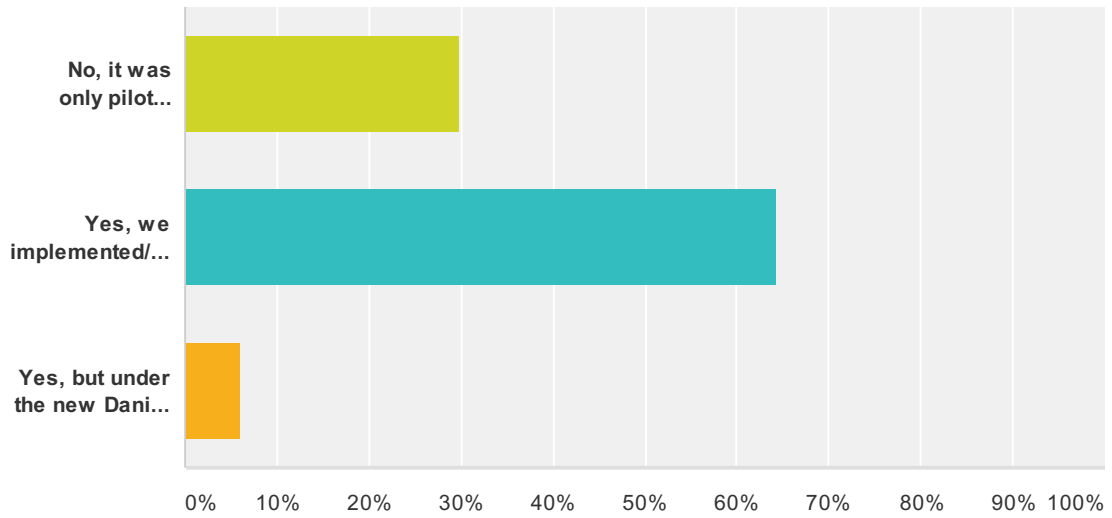


## Evaluation of Danida B2B Programme

Svarvalg	Besvarelser	
Agro-industries and food processing	<b>24,56%</b>	42
Information and Communication Technologies (ICT)	<b>14,62%</b>	25
Environmental technologies (energy, water & sanitation, waste management)	<b>9,94%</b>	17
Garments and textiles	<b>1,75%</b>	3
Consultancy and training	<b>4,68%</b>	8
Fishery and aquaculture	<b>5,85%</b>	10
Health services and medical supplies	<b>2,92%</b>	5
Furniture and wood products	<b>4,09%</b>	7
Mechanical engineering	<b>3,51%</b>	6
Marine technologies	<b>1,17%</b>	2
Handicraft	<b>2,34%</b>	4
Construction	<b>2,34%</b>	4
Transport and logistics	<b>1,17%</b>	2
Printing	<b>1,17%</b>	2
Security services	<b>0,00%</b>	0
Tourism	<b>0,58%</b>	1
Other (please specify)	<b>19,30%</b>	33
<b>I alt</b>		<b>171</b>

### Q4 Did your collaboration move to the project phase?

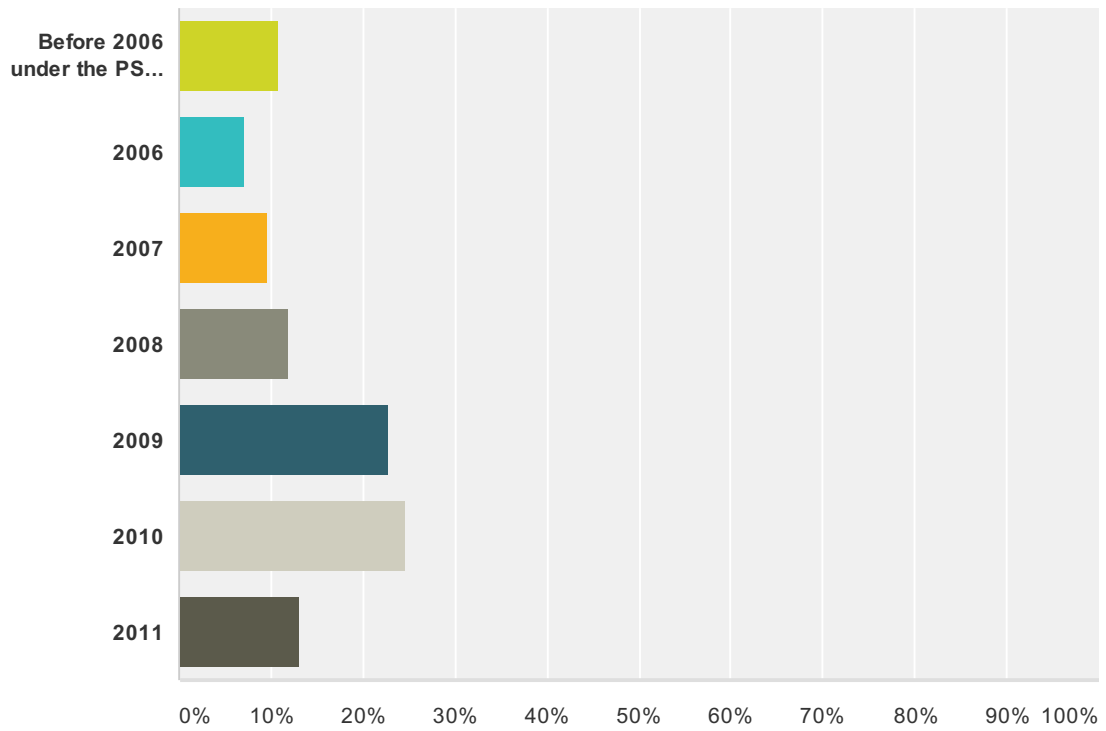
Besvaret: 168 Sprunget over: 6



Svarvalg	Besvarelser	
No, it was only pilot phase	29,76%	50
Yes, we implemented/are implementing a project phase	64,29%	108
Yes, but under the new Danish Business Partnership (DBP)	5,95%	10
<b>I alt</b>		<b>168</b>

### Q5 What year did the partnership begin?

Besvaret: 167 Sprunget over: 7

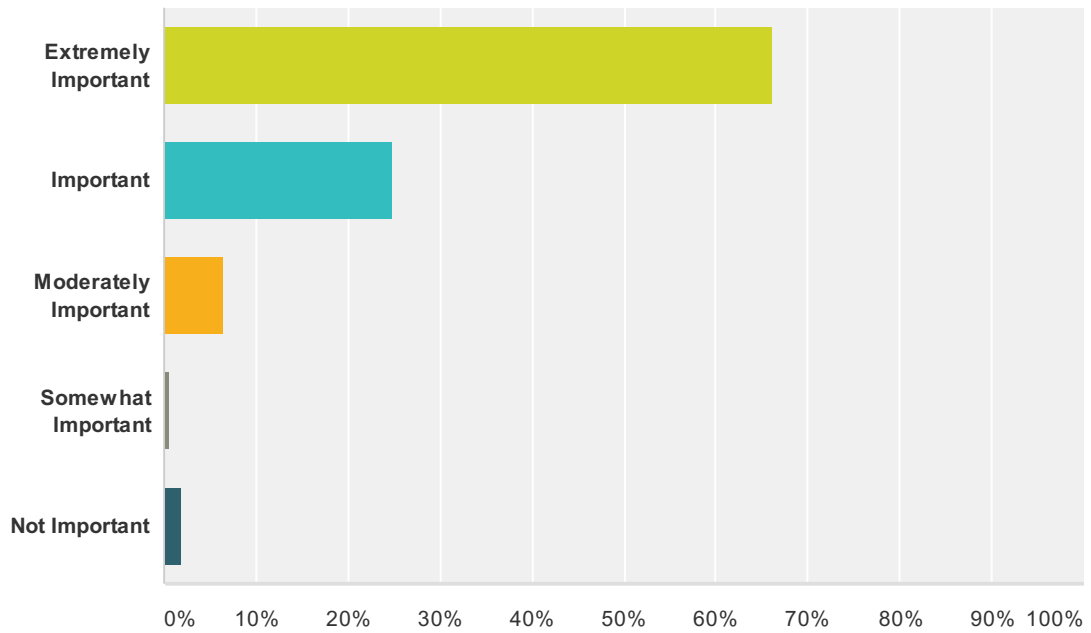


Svarvalg	Besvarelser	
Before 2006 under the PS programme	10,78%	18
2006	7,19%	12
2007	9,58%	16
2008	11,98%	20
2009	22,75%	38
2010	24,55%	41
2011	13,17%	22
<b>I alt</b>		<b>167</b>



### Q6 How important was the support from the B2B programme for the establishment of the partnership?

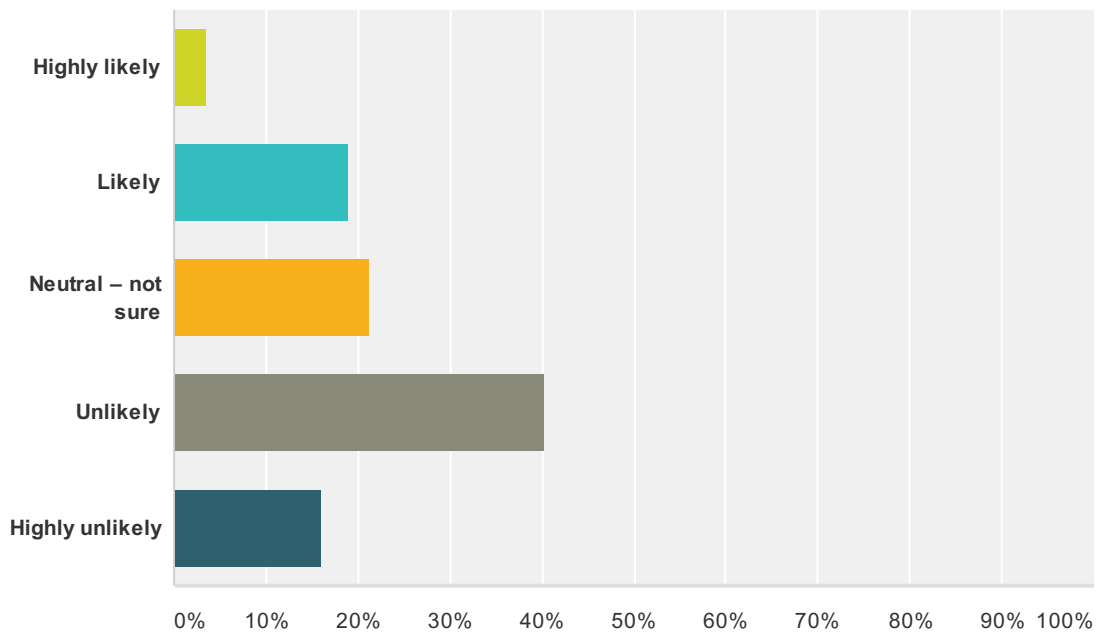
Besvaret: 169 Sprunget over: 5



Svarvalg	Besvarelser
Extremely Important	66,27% 112
Important	24,85% 42
Moderately Important	6,51% 11
Somewhat Important	0,59% 1
Not Important	1,78% 3
<b>I alt</b>	<b>169</b>

### Q7 Is it likely that you would have been able to establish a partnership with a lower grant element?

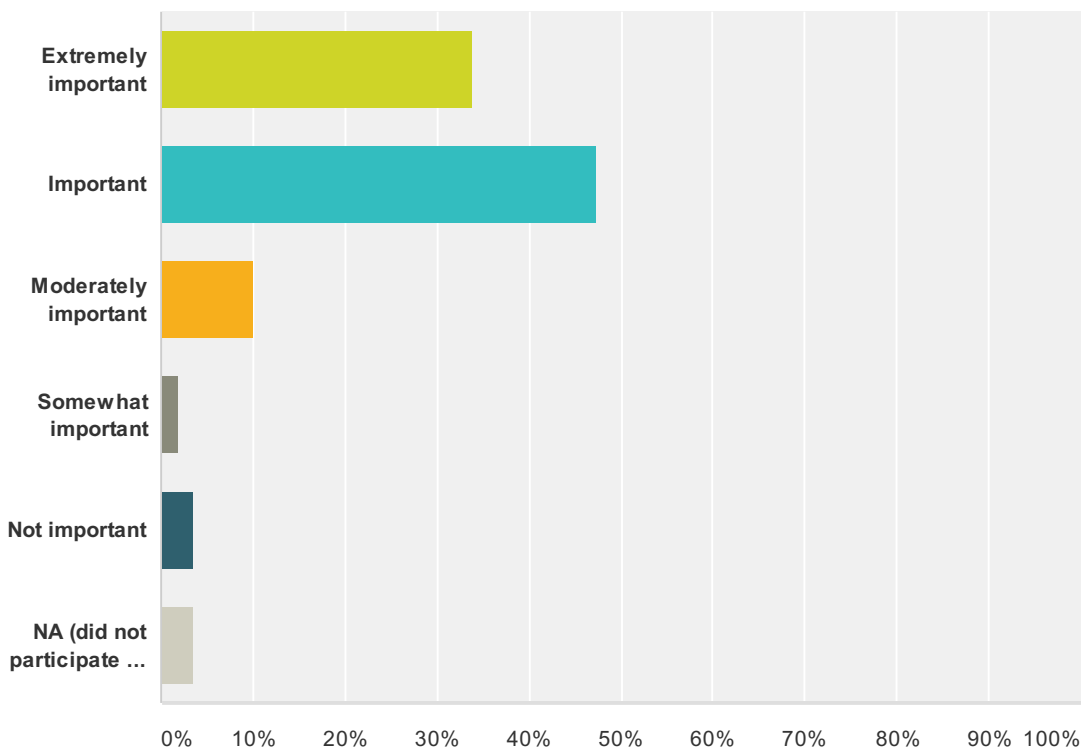
Besvaret: 169 Sprunget over: 5



Svarvalg	Besvarelser
Highly likely	3,55% 6
Likely	18,93% 32
Neutral – not sure	21,30% 36
Unlikely	40,24% 68
Highly unlikely	15,98% 27
<b>I alt</b>	<b>169</b>

### Q8 How important was participation in the contact phase for the formulation of the pilot phase application?

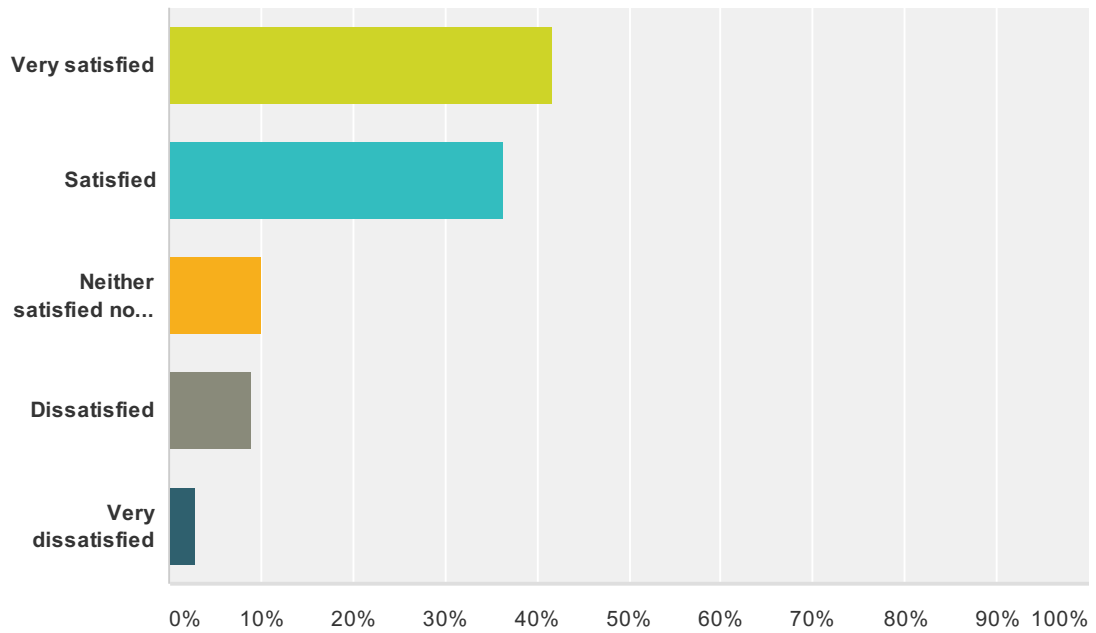
Besvaret: 169 Sprunget over: 5



Svarvalg	Besvarelser
Extremely important	33,73% 57
Important	47,34% 80
Moderately important	10,06% 17
Somewhat important	1,78% 3
Not important	3,55% 6
NA (did not participate in contact phase)	3,55% 6
<b>I alt</b>	<b>169</b>

### Q9 How satisfied were you with the level of advisory support you received from the Danish Embassy?

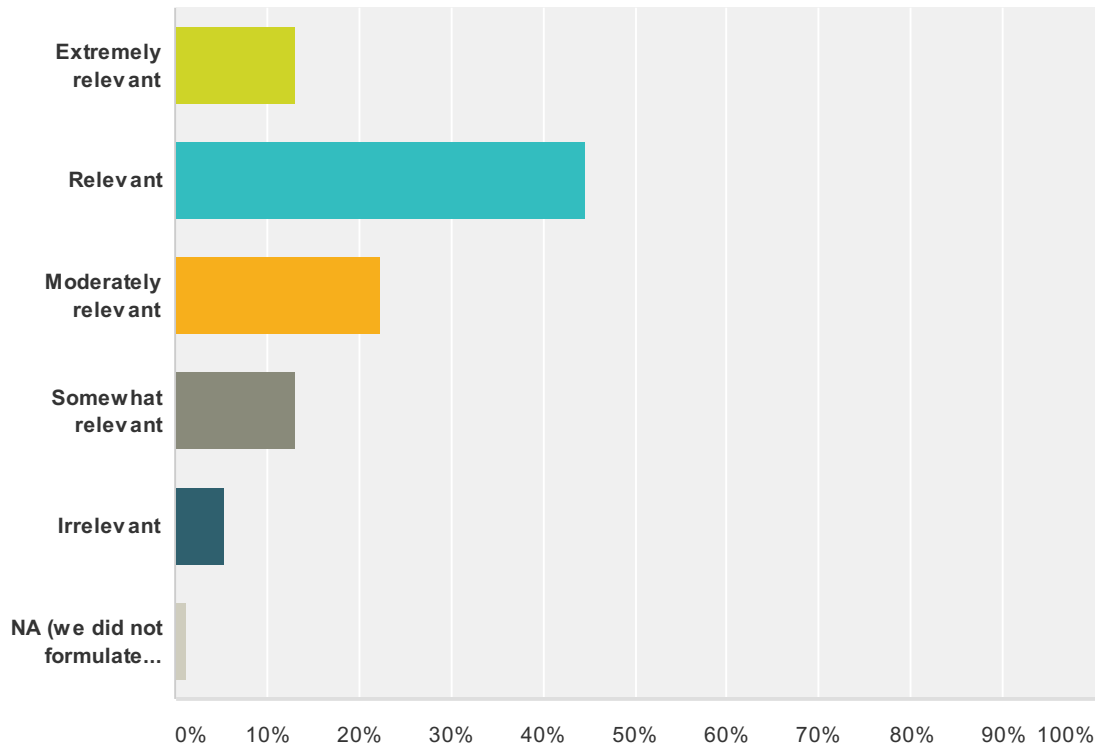
Besvaret: 168 Sprunget over: 6



Svarvalg	Besvarelser
Very satisfied	41,67% 70
Satisfied	36,31% 61
Neither satisfied nor dissatisfied	10,12% 17
Dissatisfied	8,93% 15
Very dissatisfied	2,98% 5
<b>I alt</b>	<b>168</b>

### Q10 How helpful were the B2B project and programme indicators for monitoring the project's progress?

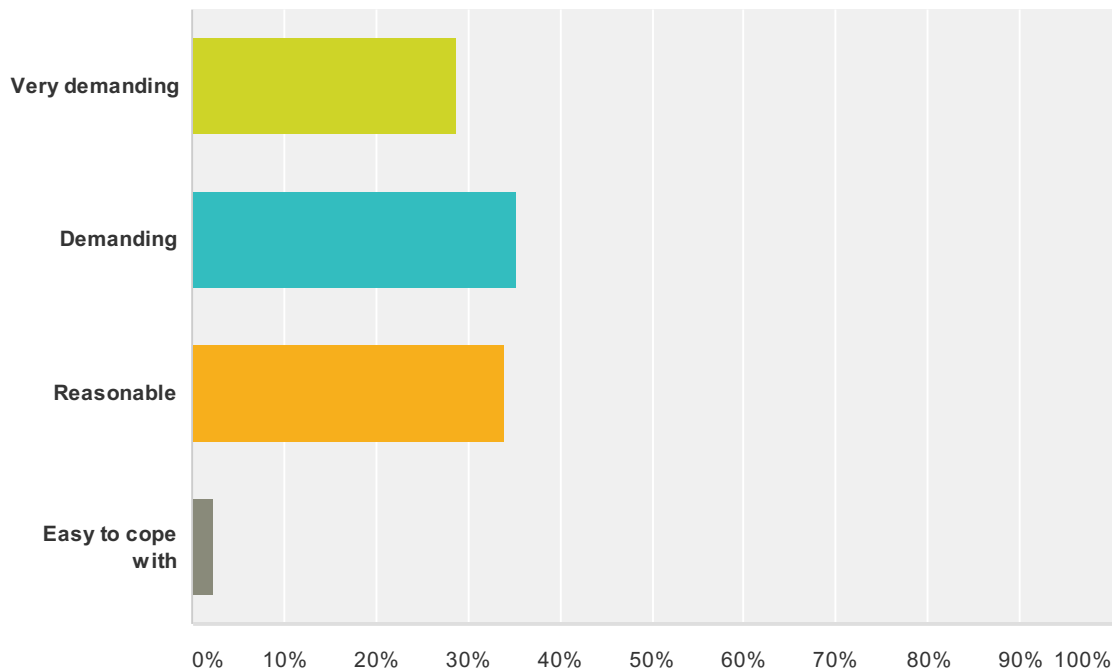
Besvaret: 166 Sprunget over: 8



Svarvalg	Besvarelser	
Extremely relevant	13,25%	22
Relevant	44,58%	74
Moderately relevant	22,29%	37
Somewhat relevant	13,25%	22
Irrelevant	5,42%	9
NA (we did not formulate indicators)	1,20%	2
<b>I alt</b>		<b>166</b>

### Q11 How demanding did you find the preparation and reporting requirements and the administrative procedures in the B2B programme?

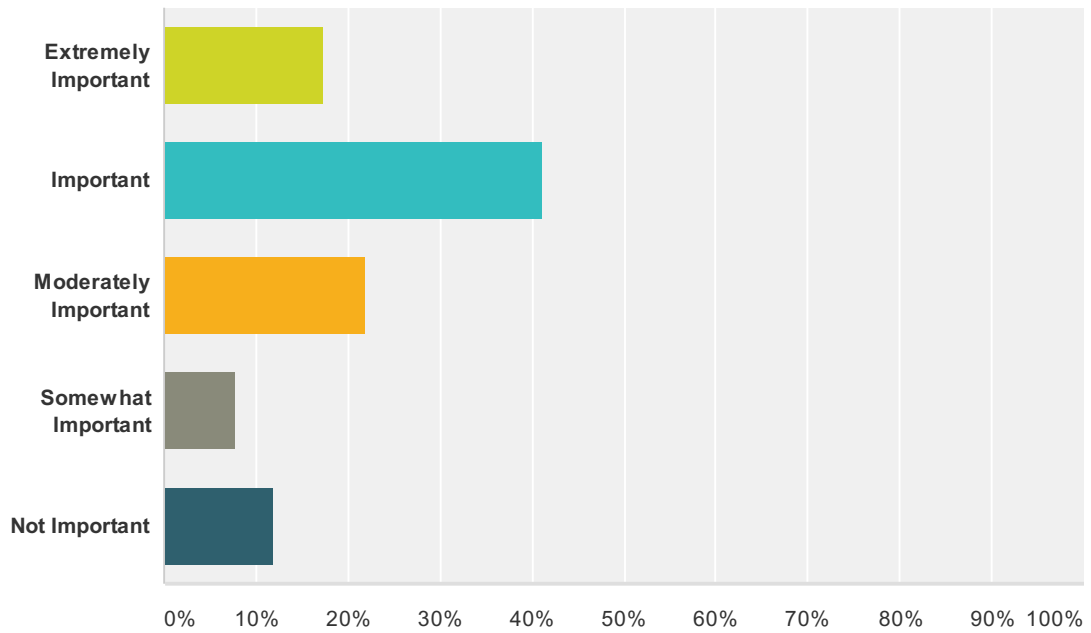
Besvaret: 167 Sprunget over: 7



Svarvalg	Besvarelser	
Very demanding	28,74%	48
Demanding	35,33%	59
Reasonable	34,13%	57
Easy to cope with	2,40%	4
<b>Respondenter i alt: 167</b>		

### Q12 How important did you find the integration of CSR elements into your partnership, for partnership performance?

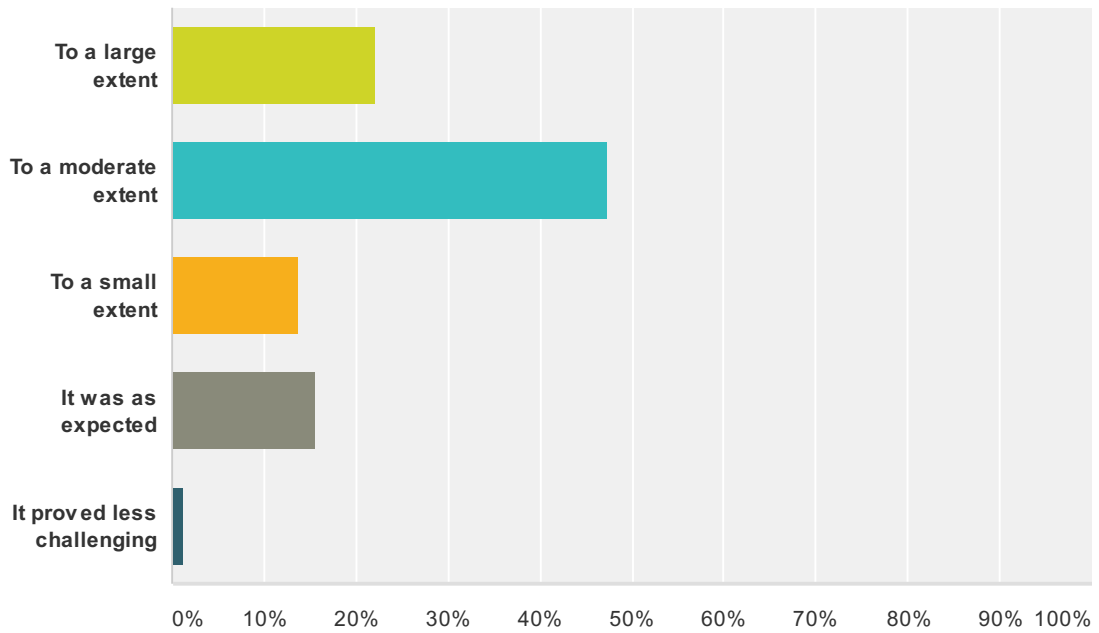
Besvaret: 168 Sprunget over: 6



Svarvalg	Besvarelser
Extremely Important	17,26% 29
Important	41,07% 69
Moderately Important	22,02% 37
Somewhat Important	7,74% 13
Not Important	11,90% 20
<b>I alt</b>	<b>168</b>

### Q13 Was it more challenging than expected to enter into this type of partnership?

Besvaret: 167 Sprunget over: 7

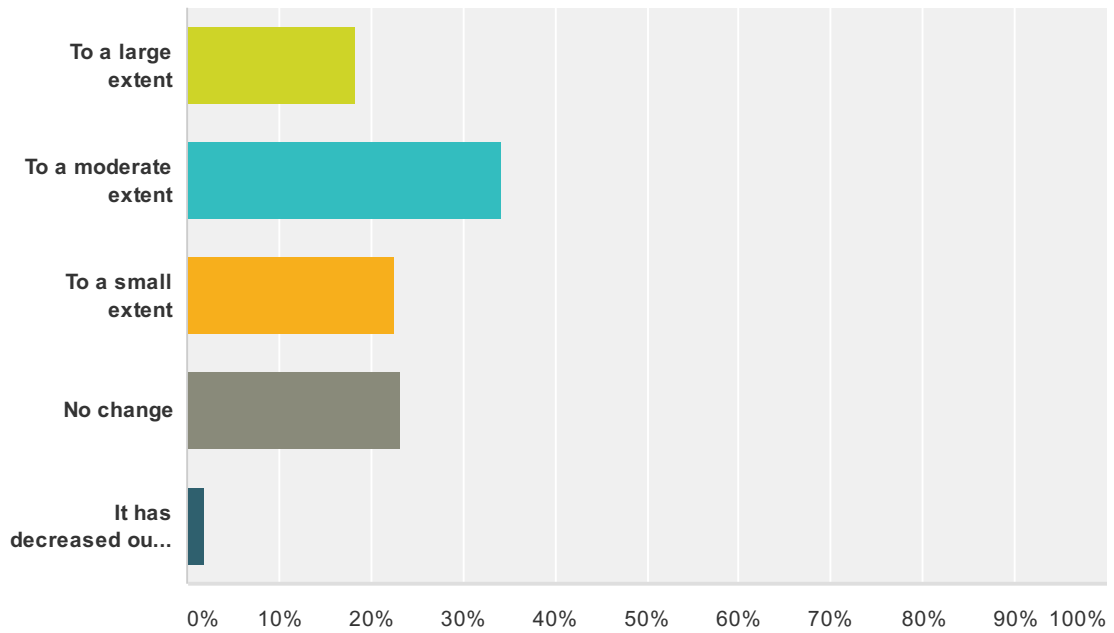


Svarvalg	Besvarelser
To a large extent	22,16% 37
To a moderate extent	47,31% 79
To a small extent	13,77% 23
It was as expected	15,57% 26
It proved less challenging	1,20% 2
<b>I alt</b>	<b>167</b>



### Q14 Has the collaboration prompted increase in market access for your company?

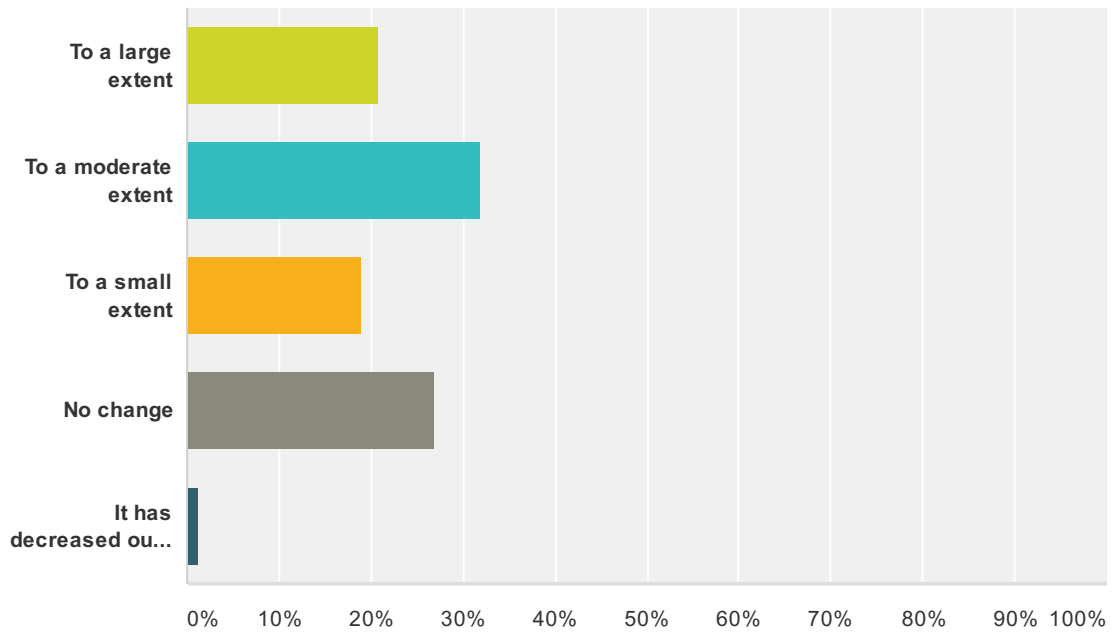
Besvaret: 164 Sprunget over: 10



Svarvalg	Besvarelser
To a large extent	18,29% 30
To a moderate extent	34,15% 56
To a small extent	22,56% 37
No change	23,17% 38
It has decreased our market access	1,83% 3
<b>I alt</b>	<b>164</b>

### Q15 Has the collaboration prompted increase in your company's competitiveness?

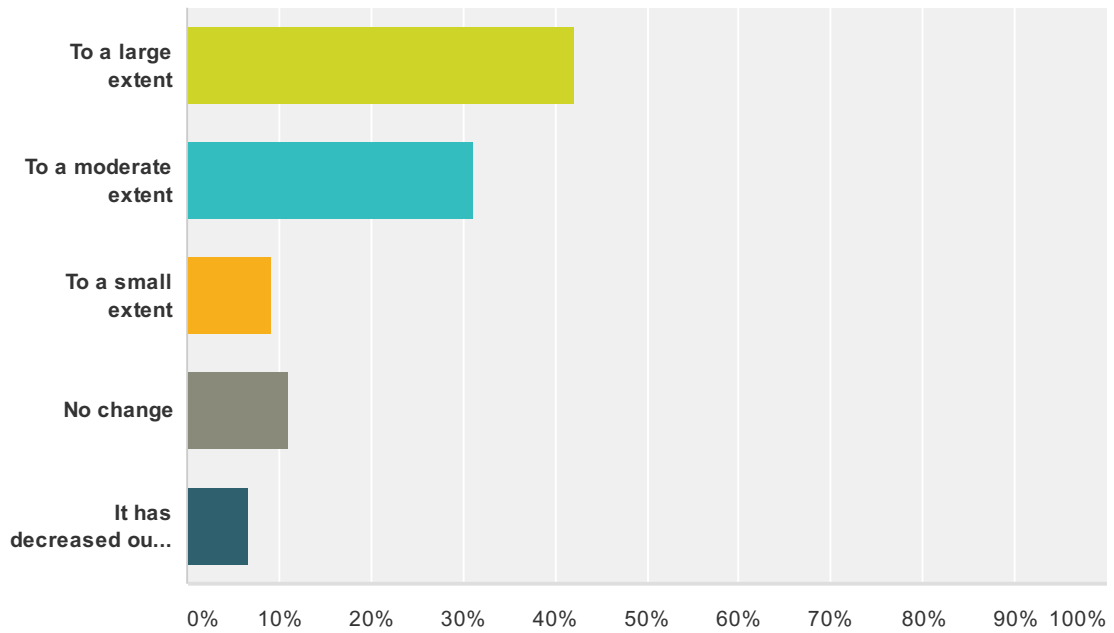
Besvaret: 163 Sprunget over: 11



Svarvalg	Besvarelser
To a large extent	20,86% 34
To a moderate extent	31,90% 52
To a small extent	19,02% 31
No change	26,99% 44
It has decreased our competitiveness	1,23% 2
<b>I alt</b>	<b>163</b>

### Q16 Has the participation in the B2B programme increased your interest in entering into international partnerships?

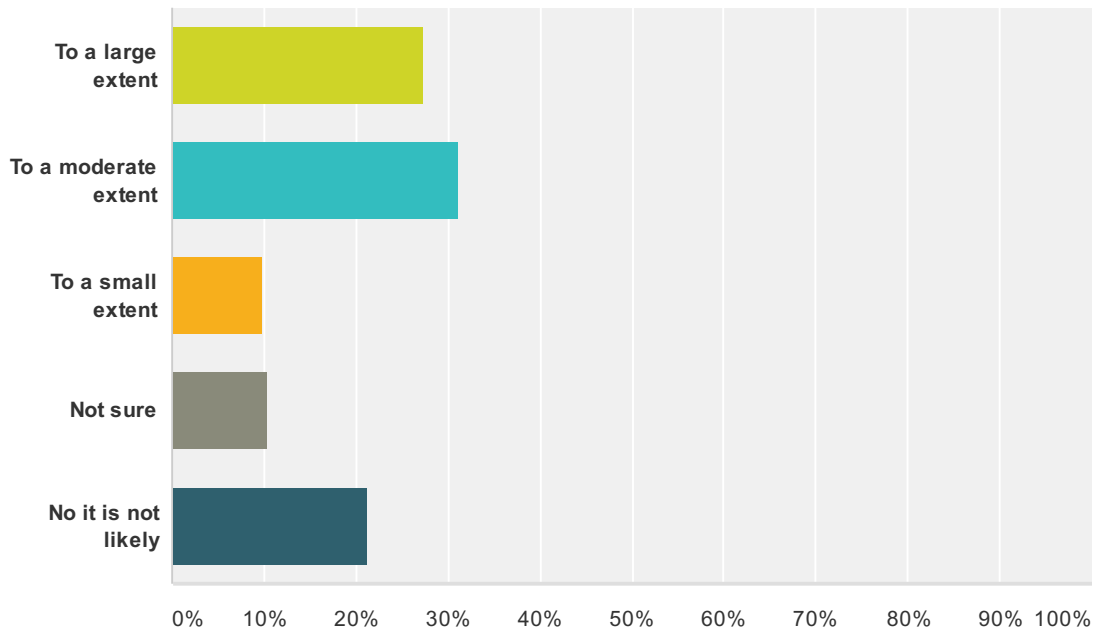
Besvaret: 164 Sprunget over: 10



Svarvalg	Besvarelser
To a large extent	42,07% 69
To a moderate extent	31,10% 51
To a small extent	9,15% 15
No change	10,98% 18
It has decreased our interest	6,71% 11
<b>I alt</b>	<b>164</b>

### Q17 Did you achieve or do you think you will achieve the expected results of the partnership?

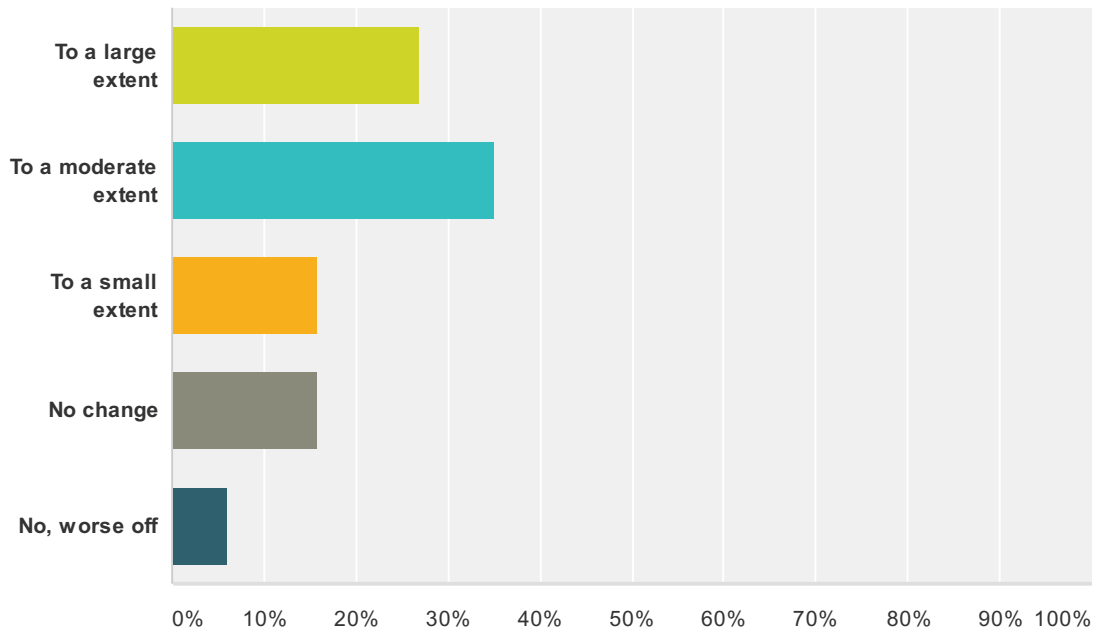
Besvaret: 164 Sprunget over: 10



Svarvalg	Besvarelser
To a large extent	27,44% 45
To a moderate extent	31,10% 51
To a small extent	9,76% 16
Not sure	10,37% 17
No it is not likely	21,34% 35
<b>I alt</b>	<b>164</b>

### Q18 In your opinion, is your company in a better position as a result of the collaboration?

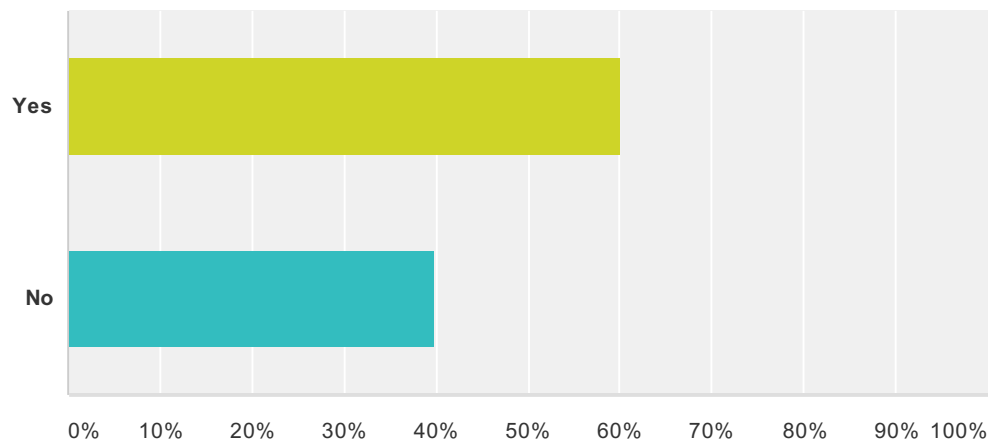
Besvaret: 163 Sprunget over: 11



Svarvalg	Besvarelser
To a large extent	26,99% 44
To a moderate extent	34,97% 57
To a small extent	15,95% 26
No change	15,95% 26
No, worse off	6,13% 10
<b>I alt</b>	<b>163</b>

### Q19 Has your partnership continued after the support from Danida has ended?

Besvaret: 158 Sprunget over: 16



Svarvalg	Besvarelser	
Yes	60,13%	95
No	39,87%	63
<b>I alt</b>		<b>158</b>

**Q20 Please describe below what is the type of effects (positive or negative) you have experienced from participating in the B2B programme?**

Besvaret: 122 Sprunget over: 52