



Sistema Económico
Latinoamericano y del Caribe

Latin American and Caribbean
Economic System

Sistema Econômico
Latino-Americano e do Caribe

Système Economique
Latinoaméricain et Caribéen

Presentation: Local SMEs innovation experiences (best practices and examples)

Mr. Raymil Manichand
General manager Agrofix N.V.

Intra-Regional Relations

*Seminar on mechanisms to support innovation for SMEs in Suriname
Paramaribo, Suriname
11 and 12 April, 2013
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AGROFIX nv-ALPHA CONTROL

Pesticides , equipment & pestcontrol service



ALPHA CONTROL

Member of:



Agrofix n.v.

Landbouwbenodigdheden en Pestcontrol service



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AGROFIX nv-ALPHA CONTROL

Pesticides , equipment & pestcontrol service

Our speaker: Raymil Benjamin Manichand

Business Information Agrofex nv

Established in 1975

Agricultural pesticides & Equipment

Verl.Hogestraat #22, Paramaribo

Alpha Control

Established in 2002

Pest Control Services

Kalkbrandersstraat #13, Paramaribo

Growing pains : challenges of a small enterprise

Overview

• Personal and Company information	1
• Mission and Vision	1
• Organization structure	1
• Growth phases	
• The beginning phase	1
• The transition phase	1
• The consolidation phase	1
• Client portfolio	2
Total # of slides	8

Mission

Alpha Control provides quality by means of continuous improvement and innovation, in an environmentally sound manner and at the best price, the best service to its customers

Vision

Within 3 years Alpha Control will become the leading Pest Control company in Suriname

Organization Structure





The Beginning phase (2002-2007)

1. Busy making money
2. No organizational structure in place
3. Lack of management knowledge/skills



Consequence

- ⦿ Administrative chaos
- ⦿ Cash flow problems
- ⦿ Tax



The Transition phase (2008-2012)

1. Focus on ISO-certification
2. Membership of networking organization
3. HRM development
4. Investment in equipment
5. External experienced advisor (PUM)



The Consolidation phase (2013-2016)

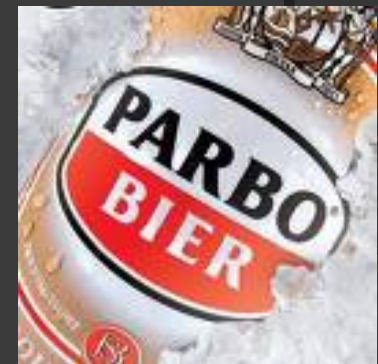
- ◎ Consolidate current client portfolio (optimization)
- ◎ Improving the management and structure of the organization
- ◎ Professionalize the business according to international standards
- ◎ Frequently train staff
- ◎ Create good working environment
- ◎ Develop a strategic business plan





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ALPHA CONTROLWE DON'T MISS! THANK YOU

