



**BSC**  
For  
Empowerment

# A DOMESTIC REVOLUTION IN NEPAL



BSC Project is co-funded by European Union

European Union



# Introducing Business Service Center (BSC)



**BSC** gives a chance to Nepali women to move their family out of poverty by assisting them to set up a business or improve the management of their existing enterprises. Our aim is to assist in bringing forth their entrepreneurship talent and creativity. Enhancing women's self esteem through encouragement and motivation and giving them a chance to make conscious choices is also our goal.

To do so, we provide comprehensive entrepreneurship development support in line with their needs. And because we believe that the market is the key factor for any enterprise development, we also provide a real market exposure and the opportunities to improve their skills to match the market demands.

We do not provide loans but what we do provide are skills, new techniques exposure and product development and design (PD&D) which are also key factors for sustainability of any business.

By doing all this, we believe that more Nepali women will move from the informal to the formal sector, become financially independent from the family and able to be fully in charge of the welfare of their own children.



# Focusing on Women's Business



Women who run a business and therefore are financially independent can make a strong contribution to the wellbeing of their family and their communities. It makes them self-confident thus giving them a voice in various aspects of family and community life. They can make household and family decisions and use their income influence for more equitable treatment of their sons and daughters.

Women economic empowerment also gives them the opportunities to gain more respect from society; therefore it addresses the constraints that women face in society and plays an important role also in the development and growth of society as a whole.



# The BSC Approach

*BSC has also established networking with other local organizations that provide different services, such as legal aid, reproductive health care, gender based violence (GBV) counselling to which we refer women entrepreneurs when they need assistance in fields where BSC has no expertise.*



**BSC** aims to empower Nepali women economically by giving them the needed tools for setting up a new business or for upgrading the existing ones. With this aim, BSC assists the supported women entrepreneurs in different ways by:

- Reinforcing their self-esteem and confidence by arranging meetings with other Nepali women who, with hard work and commitment, are now successful business women.
- Providing training sessions on fundamental elements of Micro and Small Enterprises (MSE) management.
- Improving their skills through apprenticeships or skill training sessions.
- Introducing their products into local and international markets via local markets and fairs, BSC showroom and local and international press.
- Providing technical assistance for the innovation and diversification of their products with the help of local and international designers.
- Facilitating their access to credit through financial local institutions that work mainly with women.
- Building their capacity in marketing their products, e.g. brand and packaging development.
- Providing technical assistance for the introduction of their products into niche markets like organic and Fairtrade.
- Counselling in any aspects of the management of the business through mentors.

# Our Women

Our women come from 7 villages in Kathmandu, Lalitpur, Bhaktapur and Nuwakot Districts. Following are the words of some of them.



Sabita Maharjan,  
Kirtipur Hosiery, Kirtipur

I am a single mother with a small son. Besides my main business, Kirtipur Hosiery, I am also the chairperson of a cooperative and I run literacy classes besides imparting knitting skills training to my workers. BSC selected me for their management training course. At that time I was running a small business. Today, I employ around 40 women. With BSC support, I have established my own brand called Kirtipur Knitting. BSC is also assisting me to set up my company website through which I am planning to sell my products abroad.

“Establishing  
a brand”



Madhu Maharjan  
Pragati Embroidery, Kirtipur

“Pragati Embroidery” is my business and I presently employ eight women. I have been in this business for the last four years. Before, I used to embroider saris from my room but after receiving BSC support, I set my workshop in a shopping mall in the centre of Kirtipur. Besides advanced training in embroidery as well as in accounting and marketing, BSC has also linked me to a buyer in Kathmandu with whom I have been working for some time now.

“Embroidery  
Success Story”



Mira and Kalpana Thapa,  
Sirutar, Bhaktapur

We are very happy to have been selected by BSC for bead jewellery making training. It has turned us into more confident women and enabled us to gain social prestige in our village. We are also now more respected in our families because we contribute to family expenses. Our business is doing well and we are now planning to put in more investment in order to increase capacity because our sales have increased and we are sure they will grow further. BSC's help has made all this possible. Thank you BSC

“From Sirutar  
with Love”



Sumitra Bista,  
Sumitra Tailors, Saibu, Lalitpur

A year and a half ago, I was just one of the tailors in a tailoring shop in Sainbu. Today, I am the owner of that very same shop. I live nearby with my son, which is very convenient for me. BSC came into my life at a very appropriate time. At their meeting in Sainbu, I was one of the 18 selected women to participate in their training. I knew quite a lot about sewing but not much about cutting. BSC taught me that skill and now I am a tailor master rather than just a tailor.

“For employee  
to owner”



Sushila Tamang,  
Okharpauwa, Nuwakot

My husband has been running a floriculture business for some time now. Previously I used to help only with simple chores like weeding, watering, cutting flowering strips and packaging. Then BSC has given me the opportunity to attend a 10 days training on floriculture during which I learnt about new techniques to grow and nurture roses and preventing disease occurrences. Now, I can confidently run the business even during my husband's absence. This has been a big help because it has left my husband free to start a new farm knowing that the business is in good hands - mine!

“Making Life  
Rosy”

# Their Products

Nepal is renowned for the handicraft skills of its people, and women are no less skilled than men. Women entrepreneurs supported by BSC produce various kinds of products including handmade garments, handicrafts and food items. Besides markets abroad, such products are also targeted towards niche local markets especially to those customers interested in fair working conditions of the producers and those who are conscious about the environment and about their health.



## Soft Toys

These are made of pure cotton with flax seed fillings. They are perfect for small children to play and bite! Durga (a woman entrepreneur) now uses different fabrics and threads to make the toys more appealing. She designs her own toys which have already reached the Swedish market. Well done Durga!



## Felt Products

Felt is made from dyed wool, which is processed with soapy hot water. Then, it is worked by hand and rinsed, pressed and dried. When dry, the wool turns into colourful and cosy felt fabric. "Mumis Felt" produces felt products like brooches, bags and incense cases for local and overseas market.





## Organic Vegetables

BSC is concerned about environment degradation and has encouraged the supported women farmers to convert their conventional vegetable farms into organic ones. The women now are happy: their products are not yet organic certified (it will take another two years) but they can already be sold as "organic-to-be" products at premium prices.



## Mushrooms

Having identified a growing demand for oyster and shiitake mushrooms, especially by restaurants and hotels, BSC has supported a number of women in different villages to start growing them. Mushroom farming is a suitable enterprise for landless women as they can be grown near or under their house, allowing them to still be engaged in daily chores.

## Flowers

The garlands of marigolds (malla) and bouquet of roses or gerbera decorate markets and streets in Kathmandu. In Newakot district there is the right environment to produce flowers and the women entrepreneurs as soon as they finished their training started selling them. They are already thinking to diversify their production with another variety of flowers.





## Clothing

Prabal Gurung is a global celebrity, but our entrepreneurs also had their moment of excitement when they saw their dresses in Nepali and Spanish fashion magazines. Some of them now stitch dresses in their own workshops. Their confidence has risen since BSC arranged stitching classes for them in renowned design colleges in Kathmandu. And, now they know who is Prabal Gurung!



## Natural Dye

In Nepal, natural dyes have been replaced by mineral ones. But, the Tamangs of Kakani still retain knowledge of the old traditions. Presently, five women make natural dyes and dye fabrics and threads with them. Through assistance by BSC, they have learnt how to collect such plants in the best way, extract dyes from them and fix the colour without using chemicals. And, now they are the only ones doing so in Nepal!

## Knitted Items

Knitted woollen items have been produced in Nepal for long time. "Kirtipur Hosiery" has been in this field for many years. Now the women who do the knitting have established a new brand "Kirtipur knitting" and do not work for a middleman anymore but sell their self-designed items locally and through their website directly to customers abroad.





### Silver and Fashion Jewellery

Silver jewellery, metal bangles and glass bead (pote) necklaces are worn by all women in Nepal. BSC has supported a number of women in different villages to master their skills in making these ornaments. With the BSC designer's assistance, they have set up their own business in groups or singly to target the high-end of the local market.



### Candles and Incense

Who hasn't seen pictures of Nepal with a mandir (Hindu temple) or a stupa (Buddhist shrine) lighted with candles, and deities worshipped with incense sticks? This is what happens twice daily in Kathmandu. The market for candles and incense here and abroad is huge. BSC has supported many women to start candle-making business with new designs and essential oils and assists the incense making enterprises in marketing with exclusive packages targeted towards Buddhist visitors.

“Without our technical  
knowledge we are nothing,”

Nirmaya Tamang,  
Poultry farmer, Kakani

“Now I know how to manage  
our flowers farm,”

Sushila Tamang,  
Florist, Okherpauwa

“I am much more confident now,”

Renuka Pokherel  
Incense maker, Sirutar

“I can see my future much  
brighter now,”

Chan Deve Mali  
Jeweller, Thecho

“My dreams came true,”

Suvha Laxmi Tamang,  
Dressmaker, Kakani



“I am now an entrepreneur,”  
Shayama Thapa Magar,  
Hairdresser and beautician  
Sainbu

“I am much more confident in  
designing the dresses for my  
clients,”  
Kanchan Prajapati,  
Dressmaker, Kirtipur

“BSC has changed my life  
completely. I could not pay  
back the loan that I took for  
my tailoring shop. Now I am  
trained, skilled and earned  
money. I am grateful with BSC,”  
Sumitra Bista,  
Dressmaker, Sainbu





The BSC has been created by the Nepali NGO FBPWN ( Federation of Business and Professional Women of Nepal) with co-financing by the European Union and the technical support by the Italian NGO AIDOS (Italian Association for Women in Development).

This publication has been produced with the assistance of the European Union. The contents of this publication are the sole responsibility of AIDOS and the FBPWN and can in no way be taken to reflect the views of the European Union.

The European Union is made up of 27 Member States who have decided to gradually link together with their know-how, resources and destinies. Together during a period of enlargement of 50 years, they have built a zone of stability, democracy and sustainable development whilst maintaining cultural diversity, tolerance and individual freedoms. The European Union is committed to sharing its achievements and its values with countries and peoples beyond its borders.

Business Service Centre (BSC)  
Buddha Nagar 10  
House 77 Bhrigu Marg  
Kathmandu, Nepal  
+977 (0) 1 4784378  
info@bsc.org.np  
www.bsc.org.np

Designed and processed by:  
PowerComm, 5552987

