

scan it, instead of having to type in all the information," he said. "Once the licence is scanned all the individual's information pops up on the screen."

It comes with a printer too that will print the ticket up. "Captain Jerro Hurst (also the information technology director for the equipment) said the most important feature of this equipment is officer safety. "I wrote up a ticket the other day in a minute and a half," he said. "It is safer for the officers because they don't have to stand on the side of the road as long as they would if they had to handwrite or type everything." (Agencies)

as a platform for exposure of their business by looking at the positive things that are likely to come out from it, things like guidance on quality control, financial management solutions for effective performance are key.

Tanzanian mid-sized companies should participate in the survey to increased inter-firm cooperation among them - this tendency will contribute to collective efficiency from local and external economies in their joint actions. SMEs should

The winning companies will have the advantage of using the Top 100 survey logo/brand that will add more value to their businesses.

**What are the challenges that you think the Tanzanian SMEs face?**

Most firms in the region are not educated enough on enterprise management especially when making transitions from one stage of growth to another. Transition from one stage to another is very tricky and it needs preparedness in coping up with the changes and the chal-

there is too much to do in the company - like dealing with the heavy workloads if the firms do not have a or business strategy.

**Other big challenge for SMEs comes when companies invest in training staff that later leave and go for other jobs - a challenge that becomes very critical at a time when SMEs are making a transition.**

This challenge is most common with family owned companies, which need to get out of owner managed trend by employing other

# Business leaders speak of poor business climate

**SURVEY.** Unreliable power, poor roads, corruption and a lack of enough water are the major factors that make doing business more expensive in Tanzania

By Veneranda Sumila  
Business Week Reporter

Dar es Salaam. Tanzania's business environment is still not attractive and the country should continue to take measures to improve the situation if it wants to improve Tanzanians businesses, a new survey has revealed.

Entitled 'Business leader perceptions of the investment climate in Tanzania-2011' the survey revealed that unreliable power, poor roads, corruption and lack of enough water are the major factors that make it difficult for businesses to get on with running and growing. The survey claims that investment in the country will play a critical role in the economic recovery if these big four

hindrances are dealt with.

"Power is consistently the biggest problem with roads regularly second. Corruption, which had fallen in 2010, is back to being a major issue. Water, which was not cited as a particular problem until 2010 is now seemingly worse," revealed the survey. The survey indicates that since 2008 to 2011 power has remained to be the biggest problem followed by roads which in 2008 was the second biggest problem but dropped in 2009 and went up again in 2010 and 2011. "These should be the priority areas for action by the government if it wants to make a difference not only to the enabling environment but also to the way that it is perceived by business," revealed the survey. The survey's objective was to seek perceptions of whether the government is making efforts to address each of the issues, was commissioned



**Unreliable power and water supplies and poor infrastructure in general have contributed much to double digit inflation. The government should improve infrastructure to attract more investments in the rural areas.**  
DR PROSPER NGOMI, MZUMBE UNIVERSITY LECTURER



**We should put our efforts into ensuring that we generate enough power for our industries and put good infrastructure which will enable farmers and industries to transport their products in a smooth way.**  
PROF. HAIMPHREY MUSHI, UNIVERSITY OF DAR ES SALAAM LECTURER

by Best-AC whose role is to support private sector organizations (PSOs) to engage in private public dialogue and to advocate change in public policy with the objective to improve the business environment in Tanzania. On the other hand experts and businessmen have pronounced a positive ver-

dict based on the survey citing the four issues as major hindrances to business growth in the country. They told Business Week in interviews that if the government wants to extricate its people from extreme poverty it must invest highly in improving infrastructure within the country. The

ipate. Sage Pastel is looking on how it can organize more workshops to train the mid-sized companies that will take part in the survey.

**How does Sage Pastel fair in Tanzania?**

Sage Pastel has been operating in Tanzania for about ten years and it has over 400 customers who use Sage's accounting solutions and other business management software solutions. We have offices in Dar es Salaam, Arusha and Mwanza.

Bakhtesa chief executive officer Salim Aziz said that poor infrastructures have been the main problem facing businesses in the country and that they try hard to use alternative means to make their business sustainable.

"Due to regular power problems we are forced to use additional income to offset power rationing which in turn has huge impact on our returns," said Mr Aziz. Recently, Confederation of Tanzania Industries, Director of Policy and Advocacy Hussein Kamote said power and infrastructure are the heart of the production industries. "In order to rescue industries there is a need for the government to allocate enough funding for improving power generation and infrastructure as these sectors are very important for economic development," said Kamote. Mr Kamote noted that currently industry owners and other economic stakeholders are forced to use extra costs to transport their products by roads, which leads to high inflation as they sometimes pass these extra costs onto the final consumer.