

Empowerment FACTSHEET



CEEC Updates Preferential Procurement Certificate Fees to Align with New MSME Policy

The Citizens Economic Empowerment Commission (CEEC) has revised its Preferential Procurement Endorsement Certificate fee structure, effective April 2025. This adjustment aligns with the updated National MSME Development Policy categorization while reflecting the certificate's growing value in securing public sector opportunities.

Since 2022, CEEC has issued over 4,500 procurement certificates, facilitating 351 contracts worth approximately K2.915 billion for Zambian businesses. This achievement demonstrates the Commission's effectiveness in empowering previously marginalized local enterprises to compete for government tenders.

"Our revised fee structure ensures the sustainability of this vital program while maintaining accessibility for genuinely deserving businesses," said CEEC Director Business Development, Albert Ngimu. "The certificates continue to serve as a powerful tool for leveling the playing field in public procurement, in line with our mandate under the CEE Act No. 9 of 2006."

New Pricing Structure and Categorisation

In line with the revised MSME policy framework, the certificate fees have been restructured based on the enterprise's size, determined by annual turnover and employment levels.

Categorisation	Annual Turnover and Employment	Old Price	New Price	Certificate Validity
Micro	≤ K1,000,000 turnover, up to 10 employees	K70	K500	1 year
Small	K1,000,001 – K10,000,000 turnover, 11–50 employees	K70	K1,000	1 year
Medium	K10,000,001 – K50,000,000 turnover, 51–100 employees	K70	K2,000	1 year
Large	Above K50,000,000 turnover, 100+ employees	K70	K5,000	1 year

The revised pricing reflects the certificate's role in unlocking significant economic opportunities, positioning local enterprises for greater inclusion in government procurement processes.

CEEC-Absa Training Program Transforms Marketeer Cooperatives' Business Approach



Figure 1 Shoprite Zambia Managing Director Charles Botha during capacity building for marketeer cooperatives.

The recently concluded capacity-building program jointly delivered by CEEC and Absa Bank Zambia Plc has sparked a significant mindset shift among Lusaka-based marketeer cooperatives, with participants reporting profound impacts on their business operations.

“We’ve completely transformed our cooperative’s business model,” said Juliana Mwila, Secretary of Long Acres Market Cooperative. “The skills acquired have enabled us to focus on generating our revenue rather than depending on external support.” Mwila

particularly valued the market linkages and networks established during the nine training sessions.

Lusaka Union of Marketeers Chairperson, Robson Msoni, called for nationwide expansion of the initiative. “This valuable training should be replicated across all provinces to benefit marketeers throughout Zambia,” he said, while urging CEEC and Absa to provide continued monitoring and implementation support.

Speaking at the closing ceremony, CEEC Director Corporate Services, Lucy Mbao Mataka, encouraged participants to share their newly acquired knowledge with fellow cooperative members. “The success of this initiative depends on how effectively you apply and disseminate these skills within your organizations,” she noted.

Mataka concluded by emphasising CEEC’s guiding “Three Rs” principle: “Receive, Repay and Revolve – this sustainable approach ensures resources continue circulating to benefit more Zambians.”

The CEEC-Absa partnership aims to enhance the operational capacity of marketeer cooperatives, with qualified participants now positioned to access funding opportunities under the partnership program.



Figure 2 Some members of market cooperatives in attendance at the CEECAbsa capacity building exercise.

CEEC Partners with Build Zambia 2064 to Empower Chinsali Entrepreneurs



Figure 3 Some members of the business community in Chinsali at the CEEC-BuildZambia 2064 engagement.

The Citizens Economic Empowerment Commission (CEEC) recently collaborated with Build Zambia 2064 to deliver comprehensive business development training to Small and Medium Enterprises (SMEs) in Chinsali District. The well-attended conference at K. Lombe School was themed, “Embracing Resilience and Health in Entrepreneurship.”

Local entrepreneurs received valuable insights into personal empowerment, self-assessment techniques for identifying strengths and capabilities, and methods for analysing the local environment to leverage accessible resources.

During the conference, CEEC representatives provided detailed information about the Commission’s mandate, available products, and services designed to support emerging businesses in the region. Daniel Kasongo, CEEC Muchinga Province Debt Recovery Officer, delivered a compelling presentation emphasising the critical importance of loan repayment discipline.

“Adherence to repayment schedules is not just a contractual obligation but a vital component in ensuring the sustainability of our empowerment fund,” Mr. Kasongo explained. “When beneficiaries honour their commitments, we can extend support to more entrepreneurs across the province.”

The training benefited from additional expertise provided by Build Zambia 2064, whose facilitators shared practical knowledge on resource mobilisation and effective business planning. Participants gained insights into essential entrepreneurial skills, including:

- Strategic market identification
- Developing effective sales strategies
- Understanding buyer behaviour and preferences
- Cultivating passion-driven entrepreneurship
- Principles of responsible borrowing and financial management

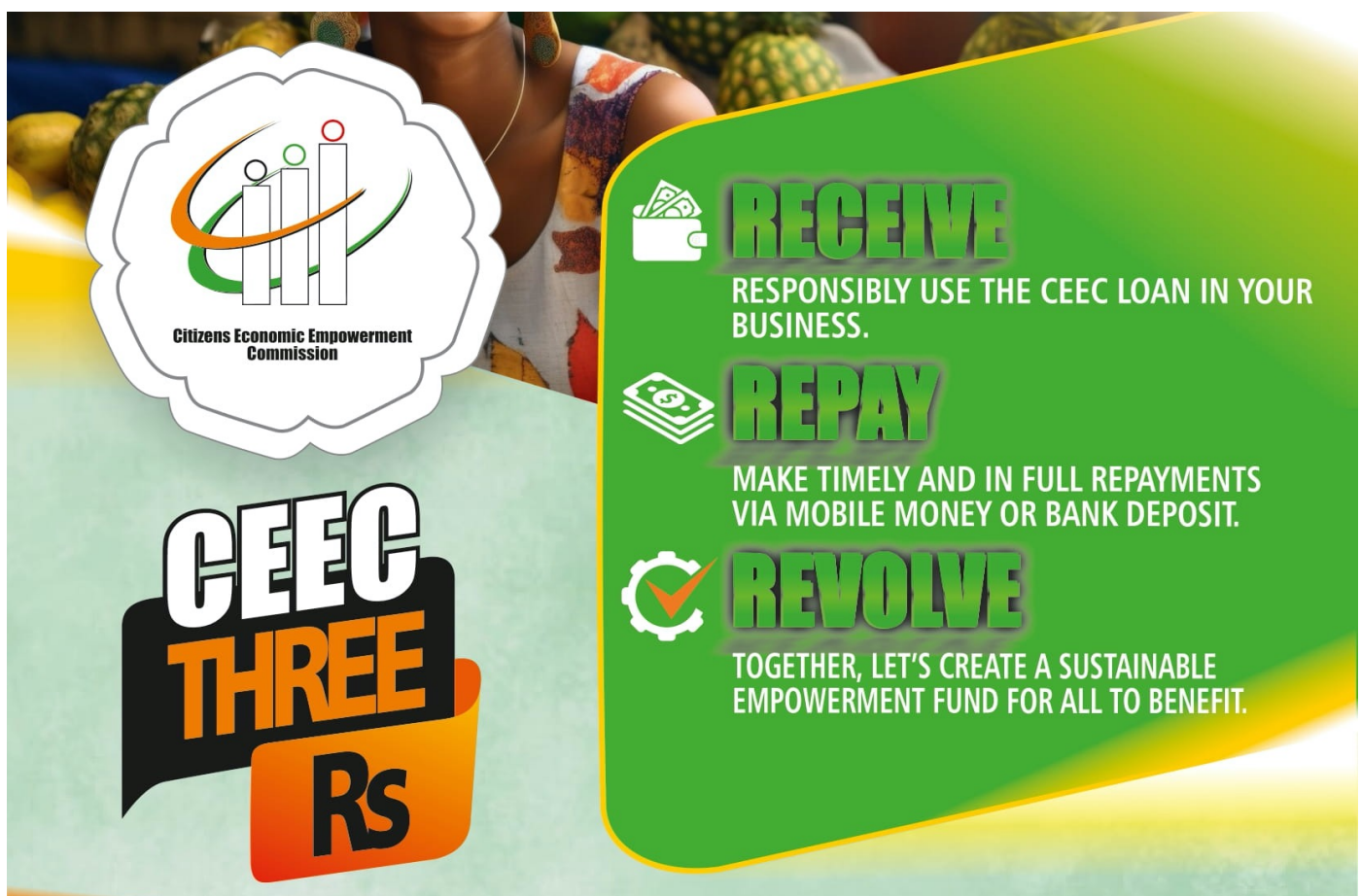
His Royal Highness Chief Nkula, who graced the event, expressed profound appreciation to CEEC and Build Zambia 2064 for providing valuable knowledge to the district.

“These skills are exactly what our people need to transform their business ideas into sustainable enterprises,” Chief Nkula remarked. “I strongly encourage all participants to implement what they have learned and contribute meaningfully to our district’s economic development.”

The Chinsali business conference represents CEEC’s ongoing commitment to extending economic empowerment opportunities beyond urban centres to all parts of Zambia, in line with the government’s decentralisation policy and inclusive development agenda.

For more information about upcoming CEEC training programs and funding opportunities in your area, contact your nearest CEEC office or visit www.ceec.org.zm.

CEEC remains committed to implementing action points from the forum, ensuring that Zambian SMEs can capitalise on these new international opportunities.



The infographic features a background image of a woman in traditional Zambian attire. On the left, there is a white cloud-shaped logo for the Citizens Economic Empowerment Commission (CEEC) and a large 'CEEC THREE Rs' logo. The right side is a green rounded rectangle containing three sections: 'RECEIVE' with a wallet icon, 'REPAY' with a stack of money icon, and 'REVOLVE' with a gear and checkmark icon. Each section includes a brief instruction.

Citizens Economic Empowerment Commission

CEEC THREE Rs

- RECEIVE**
RESPONSIBLY USE THE CEEC LOAN IN YOUR BUSINESS.
- REPAY**
MAKE TIMELY AND IN FULL REPAYMENTS VIA MOBILE MONEY OR BANK DEPOSIT.
- REVOLVE**
TOGETHER, LET'S CREATE A SUSTAINABLE EMPOWERMENT FUND FOR ALL TO BENEFIT.

Credits

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