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Berhanena Selam Printing Enterprise

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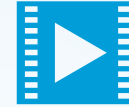
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1. History



Established by the late his highness emperor Haile Selassie on September 11, 1921.

1921



Transferred to Government Ownership

1973



Paid up capital increased to birr1,528,700,000

2016



✓ Organized under the newly established Ethiopian Investment Holdings mandated to manage all Government Development Organizations

2014



1965

- ✓ Built and moved to a Seven Story building in the current HQ Premises
- ✓ Started Security Printing Service



1992

Re-established as a Government Development organization with a paid-up capital of birr 8,390,000



2017

- ✓ Additional 6 Story building built at HQ Premises
- ✓ Started Printing Technology College
- ✓ Started Publishing Business

3. HQ, Branches and Sales Offices

4

Berhanena Selam Printing Enterprise

Total Area 29,015 square meters



**Addis
Ababa**

**Awassa Sales
Office**

**HQ
Arat Kilo
15,404 sqm**

**Merhatibeb
Piassa
2,141 sqm**

**Aware Store
Aware
8,470 sqm**

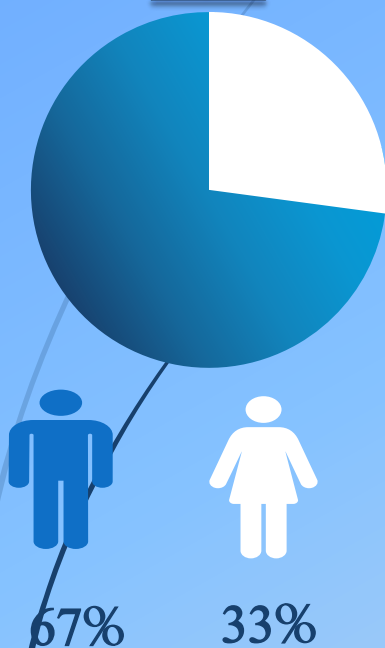
**Akaki holding
Akaki
3,000 sqm**

**Lideta Sales
Office
Lideta**

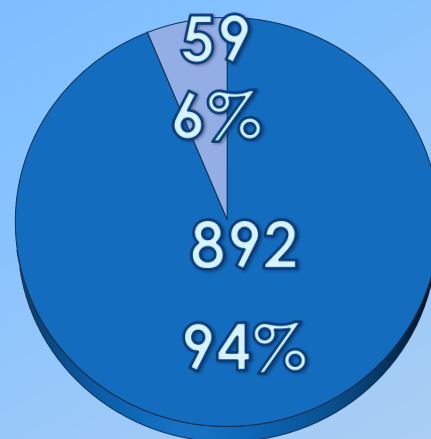
Organization and Manapower...

4.2. Manpower Total 951 Employees

Sex

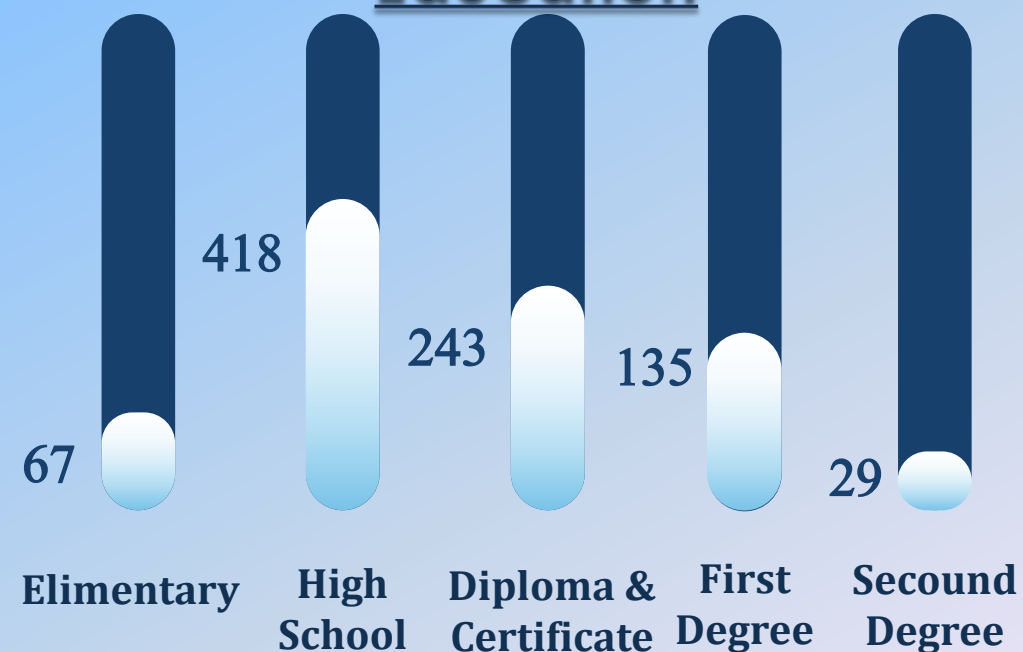


Employement



■ Permanent ■ Contract

Education



5. Services

5.1. Commercial Prints



5. Services...



5.2. Security Prints



6. Other Services

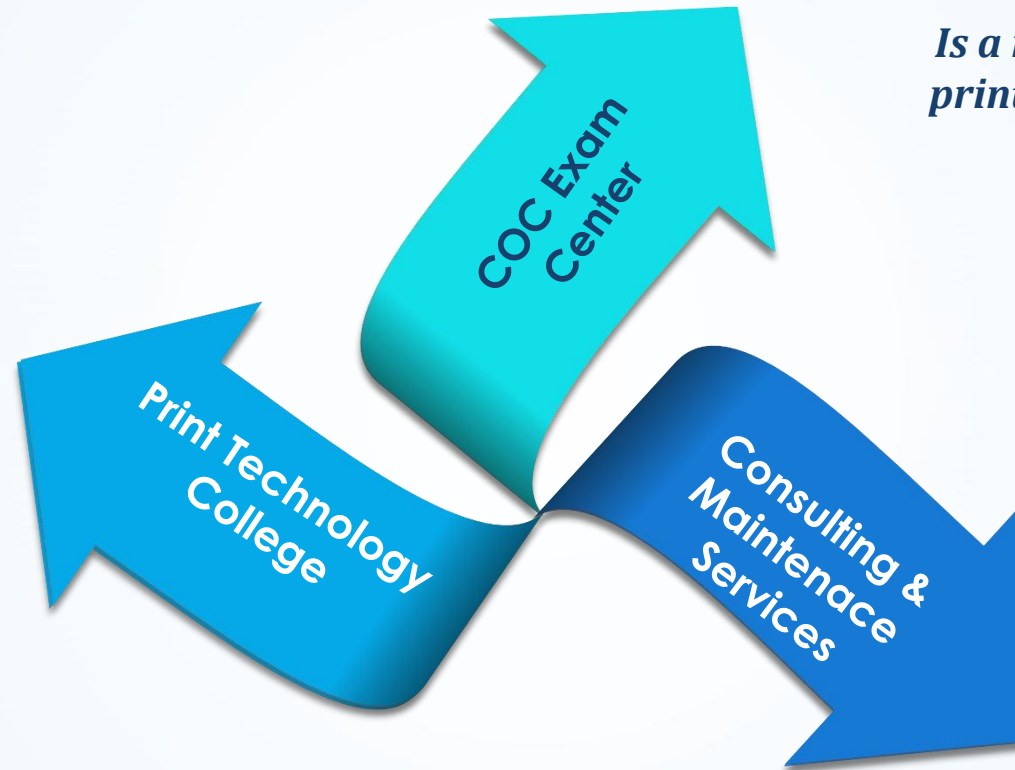
5.3. Print Technology Academy

Print Technology College

- *Level I Up to Level III in Printing and Graphic Arts Trainings*
- *3-4 months short trainings in various Print related Courses*
- *Tailor Made Trainings based on customer requirements*

COC Exam Center

Is a national exam center for print related technical exams



Consulting and Maintenance services

Provided to Universities, Colleges and other institutions: -

- *Consulting and Maintenance Services related to print*
- *Studying, proposing designing, procuring, implementing and testing print related projects*



Other Services...



5.4. Publishing

Publishing

Publishing

Various Education Reference, Kids, Fiction and other books publishing and distribution services via: -

- *3 of our sales offices,*
- *More than 10 Book distributors and sellers with Consignment sales partnership deals.*

5.5. Sales Services

Sales Services

Sales Services

Various Judicial and Reference Books

- *Government Law*
- *Family Law*
- *Trade Law*
- *Constitutional Law*
- *Criminal Law*
- *Education Reference Books*

Negarit Gazzeta and other Prints

- *Negarit Gazzata*
- *Proclamations, Procedures, etc. in single and bound format*
- *Employment Forms*
- *Stationary Materials like Bloke Notes*

7. Major Customers



**National Educational
Assessment and
Examination Agency**



**National
Lottery
Administration**



**Federal Education
Ministry and Regional
Education Bureaus**



**All Government
and Private
Banks**



**Ethiopian
Press Agency**



**Private News
Papers**



**Bus, Train and other
Transport Service
Providers**



**Federal Ministry
Offices**



**Various Regional
Administration
Bureaus**



**Various Government
and Private
Organizations, NGO,
Professional and Social
Associations, etc.**

10. Major Inputs and Consumables

Various Finishing Consumables

Glues, Tella, Ribbons, Sewing Threads and Wires, Foils, Plastic for packaging, Lamination Films, etc.

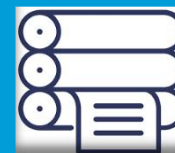
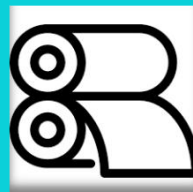


Various Types of Inks

As per Machine Type various amounts, features, technology and other specification inks are used

Various Kinds of Paper

Web, Sheets, Various Gramm ages, Security Features, Specifications, etc.



Various Types of Plates

As per Machine Type various amounts, features, technology and other specification inks are used

Various Chemicals

Chemicals used for machineries and processes in pre-press, press and post-press



11. Security

- ✓ **A Secured and fully automated Production Follow-up and job status Monitoring system,**
- ✓ **The security printing division uses:-**
 - Various types of paper stock with different built-in security feature,
 - Security Inks with various security features and functionalities,
 - Various off-the-shelf and In-house built security software,
 - Security Printing facility is guarded by Federal security guards in addition to security camera system
- ✓ **A sufficient and up-to-date Security Camera System operating 24/7 with full coverage of the HQ Premises, warehouse and production area,**
- ✓ **Additional guards employed by BSPE,**
- ✓ **In more than 100 years of service spotless track record in regards to security breaches and sensitive data leaks.**

12. Management and Workflow



- ✓ **ISO :- ISO 9001:2008 - ISO 9001:2015 Audited and accredit,**
- ✓ **BSC Performance Management Process Implemented**
- ✓ **Kiazen Continuous Improvement Process Implemented**
- ✓ **A complete ERP (enterprise resource planning) system with 11 Modules Implemented.**

13. ERP (Enterprise Resource Planning)

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- ☐ Job Estimation System
- ☐ Planning, Production and Sales Information System
- ☐ Inventory Management System
- ☐ Procurement Management System
- ☐ Finance Management System
- ☐ Document Management System
- ☐ Human Resources Management System
- ☐ Attendance Management System
- ☐ Clinic Management System
- ☐ Bulk SMS Management System
- ☐ Secured QR-Code and Bar-code Creation and Verification System

15. Social Responsibilities



➤ **BSPE has been actively participating in various social activities such as:-**

1. For the surrounding Community

- Permanent monthly financial support to elderly and disabled community members who live in poverty;
- Home renovations projects implemented for the underprivileged community members ,
- Permanent monthly financial support to children in the community who have lost their parents to HIV-AIDS in addition to providing complete educational materials annually.

2. Regularly provides appropriate support for social service support requested at the national level.

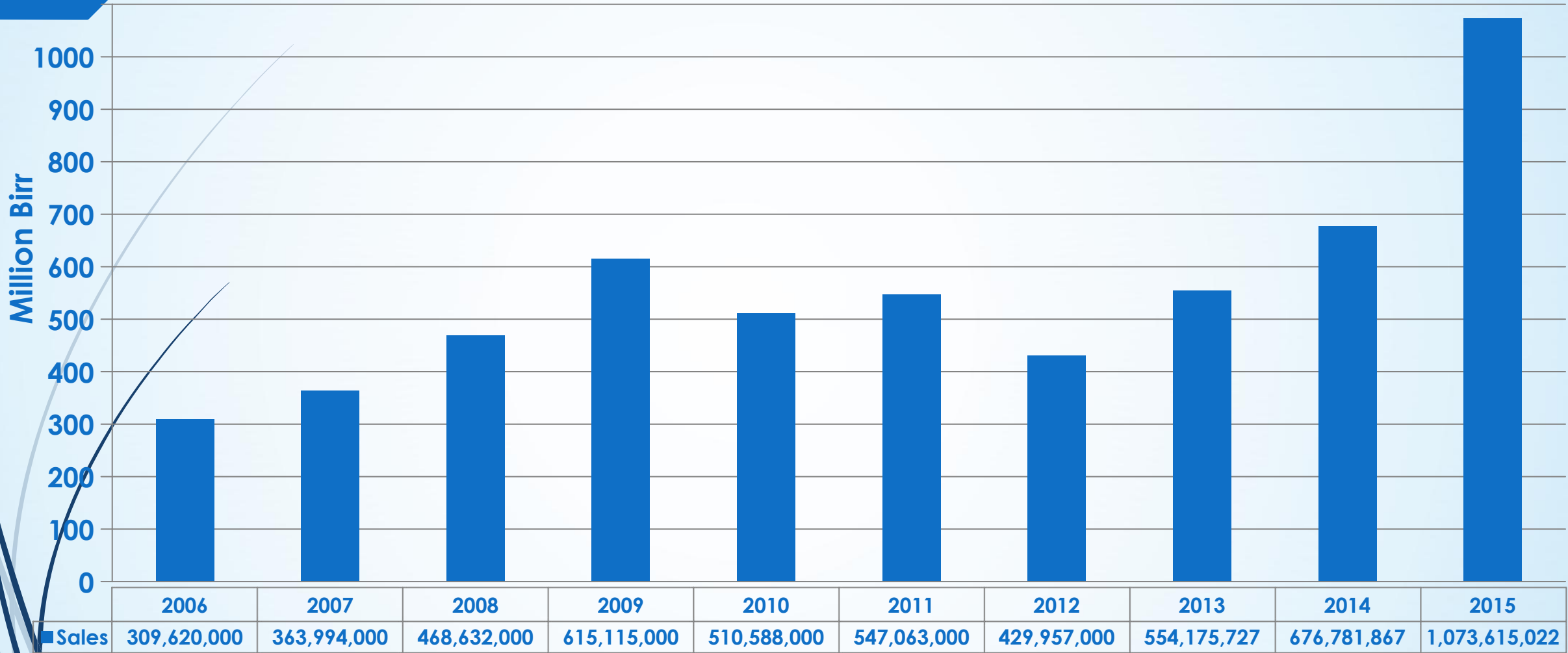
3. Environmental protection

Since 2003, BSPE has permanently adopted a space in the area known as "Dre Dam" and :-

- Afforestation of the area through planting of saplings,
- To ensure its continuity, workers have been permanently hired to take care of planted saplings,
- Additionally BSPE is actively participating in the nationwide green footprint initiative.

15. Finances

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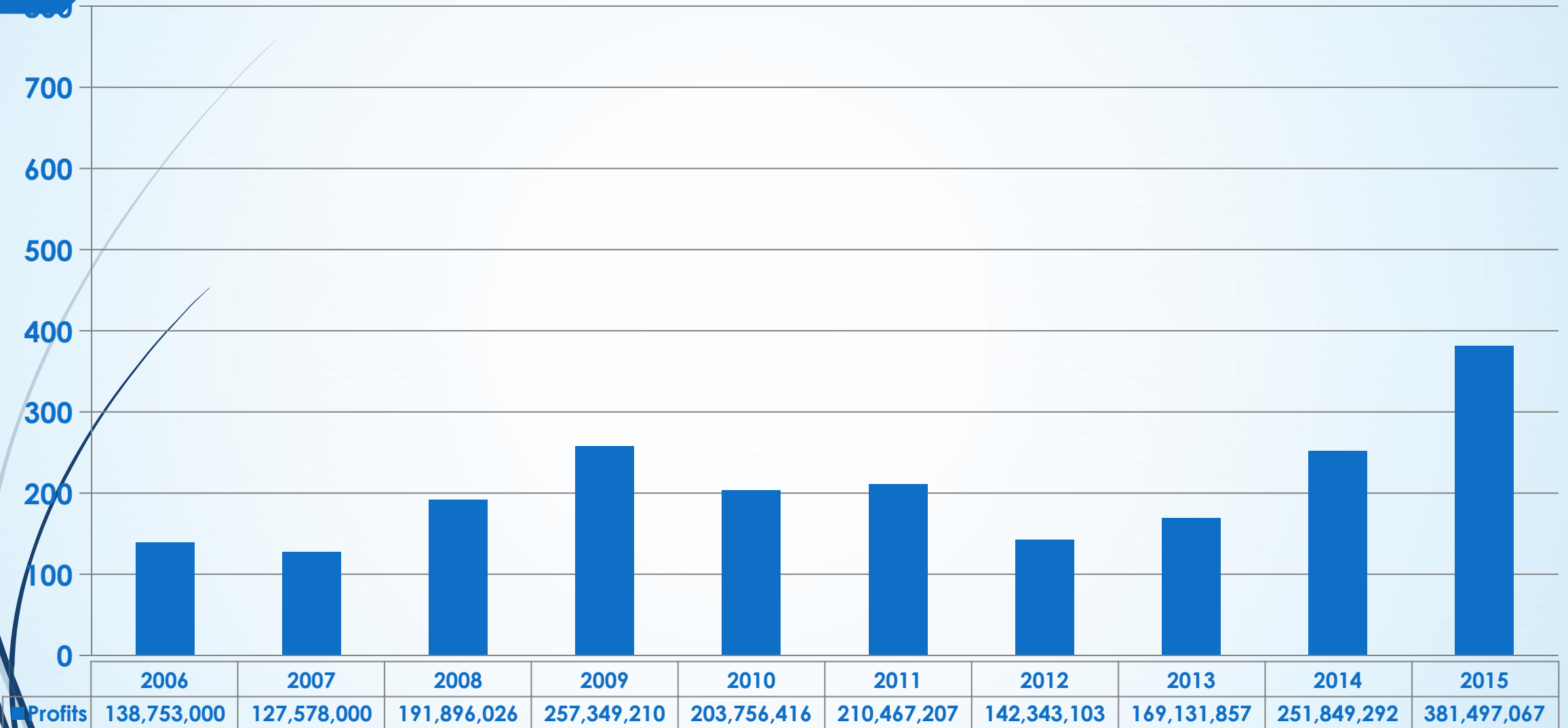


■ Sales	309,620,000	363,994,000	468,632,000	615,115,000	510,588,000	547,063,000	429,957,000	554,175,727	676,781,867	1,073,615,022
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Finances...

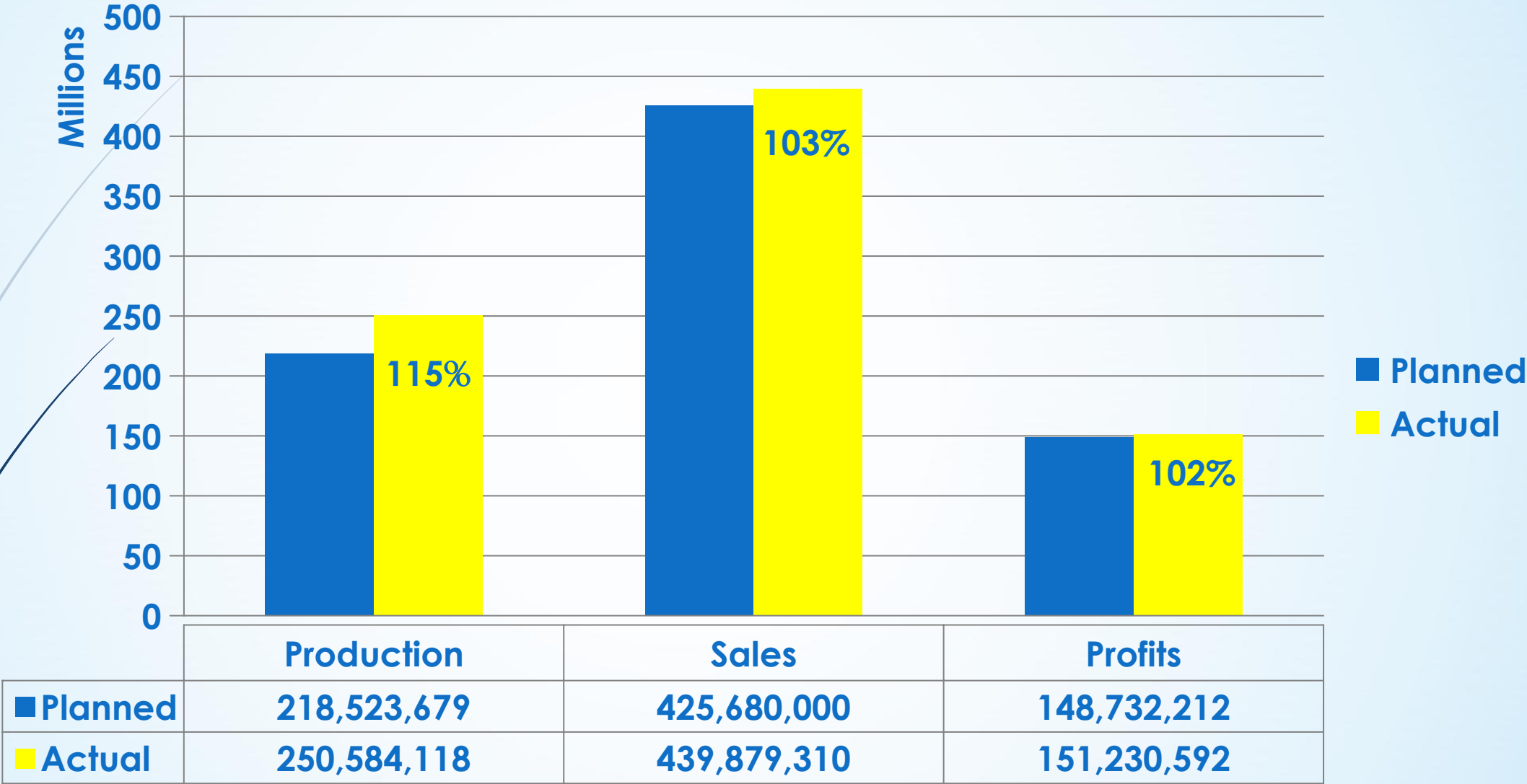
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Million Birr



Finances...

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Finances...

- ✓ **BSPE is the first government development organization to successfully implement and use IFRS since 2017,**
- ✓ **All financials are reported and audited using this system until now where audit results have been clean since 2017,**
- ✓ **Internal and external financial audits are performed annually where appropriate and timely corrections are performed based on feedbacks from auditors,**

17. Strategic Focus Areas

1. Strategic issues

- Increasing the capacity of the organization through technology,
- Increasing the efficiency of human resources,
- Improving service delivery efficiency by via digitization of data and automation of processes,
- Create mutually beneficial strategic partnerships with global companies;

2. Strategic focus areas

- Equipping the BSPE with modern and digital printing technologies and enable it ensure growth and sustainability as well as enhance its contribution to import substitution,

Strategic Alliances

1. Purpose

- **A transformative partnership delivering secure, scalable, and future-ready examination ecosystems through global best practices and advanced technologies,**

2. Key Commitments

- **Infrastructure Excellence: Secure printing, logistics, and tailored support systems.**
- **Knowledge Transfer: Training, re-optimization, and capacity building.**
- **Operational Support: End-to-end rollout and post-deployment assistance.**
- **Security & Compliance: Confidentiality, secure data handling, regulatory integrity.**

Strategic Alliances...

3. Core Offerings

- **Advanced Print Software & Ecosystem**
- **Secure Packaging & Logistics Solutions**
- **End-to-End ICT & Printing Integration**
- **Comprehensive OMR Solutions**
- **Next-Gen Secure Document Tech (certificates, lifecycle mgmt.)**
- **Blockchain-Based Credentialing**
- **Operational Autonomy (e-marking, biometrics, CCTV, online exams)**
- **AI-Enhanced ICT Systems**

2. Impact

Redefining Examination Services

A secure, intelligent, and resilient ecosystem—setting a new African standard in examination lifecycle management.

18. Projects

BSPE has planned various project based on profitable local market demands, its long term strategies and short term plans to state major ones:-

- **The print diversification projects:-** a project meant to boost and diversify BSPE's security and commercial print capacity through the procurement of 14 state of the art machineries
- **The Exam Management Project:-** this project is planned in partnership with the Ministry of Education to completely automate and digitize the Ethiopian National Examination through the procurement of an end-to-end solution to manage the examination processes as well as create a fully integrated secure digital production process.

Projects...

- **The Tax Stamps Project:-** this project is planned in partnership with the Ministry of Finance to establish an automated Tax stamp management process in Ethiopia through the procurement of an end-to-end solution to manage a Digital tax administration process with a fully integrated secure digital tax stamps production process.
- **The Personalized Project:-** planned with the National Bank of Ethiopia and Bankers Association to introduce personalized cheques in the local banking system through the procurement of an end-to-end solution to manage the secure order production and delivery of personalized cheques.

Thank You

Berhanena Selam Printing Enterprise



<https://www.ethbspe.org/>



bspe@ethbspe.org



+251-111-55-32-33/ +251-111-56-02-16



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