

SUPPORT FOR SUPPLIERS



CITY OF CAPE TOWN
ISIXEKO SASEKAPA
STAD KAAPSTAD

SUPPLY CHAIN MANAGEMENT – SUPPLIER MANAGEMENT

SCM - 641 | Approved by: Branch Manager

Version: 10

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1. INTRODUCTION

As the City of Cape Town strives to be an Opportunity City it has adopted the Economic Growth Strategy. The Economic Growth Strategy speaks to the City's role as an “enabler” and “connector” to contribute to an enabling economic environment.

Through this site Supply Chain Management in partnership with Economic Development are providing useful links to supplier/ enterprise development, opportunities, resources and financing. Through suppliers accessing this site our intention is that it will contribute to

- improving suppliers business skills;
- introducing suppliers to other opportunities and resources; and
- linking suppliers with contract/ bridging finance providers.

It is important to note that some support, opportunities, resources and financing are free or at minimal cost but this differs per organisation and programme. Suppliers are therefore urged to confirm requirements/costs before committing to programmes/ accessing opportunities.

2. SUPPLIER DEVELOPMENT PROGRAMMES/ TRAINING

- 1) The Meta-Economic Development Organisation (MEDO)
- 2) South African Supplier Diversity Council (SASDC)
- 3) The Business Place(TBP) Philippi and Khayelitsha
- 4) Turner and Townshend
- 5) Mark Cloete Consultants (MCC)

3. QUOTATION AND TENDER OPPORTUNITIES

- 1) City of Cape Town - For more information visit <http://web1.capetown.gov.za/web1/tenderportal/>
- 2) Supply Chain network – The business to business network powered by Absa Bank - More than 6 000 registered buyers and 44 000+ vendors, growing daily. Tender Bulletin Research Service - receive daily emailed notifications of all regional and

national tender and quote opportunities that match your company profile (typically 2 500 tender leads active on any day). Also network with 1 000s of businesses on the procurement portal and proactively chase new business development. Visit www.scnet.co.za, call a consultant on 086 127 2638 or email info@scnet.co.za today for details.

- 3) SAP Ariba's TradeWorld Leads and Tenders service provides opportunities from 700 websites and 200 publications in South and Southern Africa. These opportunities are matched to your business profile and delivered in one comprehensive email on a daily basis. You also receive access to www.tradeworld.net to search all tenders, view the weekly How2Tender tips and much more. For more information see www.tradeworld.net or contact 021 680-4600 or email sa-twtenders@sap.com.

4. ENTERPRISE DEVELOPMENT RESOURCES AND PROGRAMMES

- 1) City Small Business Services Support office can be contacted on 021 417 4043. For more information see http://www.capetown.gov.za/en/visitcapetown/Documents/Econ_Dev_City_Small_Business_A5_leaflet_Sept.pdf.

5. CONTRACT/ BRIDGING FINANCE/ INSURANCE AND PUBLIC LIABILITY PROVIDERS

- 1) Small Enterprise Finance Agency (SEFA) – provide finance from R50 000 to R5m for the development of sustainable survivalist, micro, small and medium enterprises. For more information visit www.sefa.org.za or contact the Western Cape Branch on 021 425 6774.
- 2) The Masisizane Fund ('Masisizane') is an Old Mutual SMME Development Financing Initiative that was established in 2007 with the mandate to contribute to job creation, reduce inequality, promote economic growth and support, develop and promote entrepreneurship, while attracting investment to SMMEs. The Masisizane Fund offers a range of financing and support including contract financing of up to 36 months between R150 000 and R10m. For further information contact 021 509 1925 or <http://www.oldmutual.co.za/about-us/transformation/masisizane.aspx>.
- 3) BIBBY APEX Finance provides tender finance from R100 000, 00 upwards along with offering Invoice Discounting. For further information please contact John Van de Rheede on 021 761 2912 or 082 222 4449; email johnv@bibbyapex.co.za or Website: www.bibbyapex.co.za.

- 4) COVERALL INSURANCE provides advice and assistance to Building, Civil, Mechanical and Electrical Contractors in the provision of Contractors Insurance such as, but not limited to the procurement of quotations for tender and awarded Contracts as well as all related Insurance requirements in terms of the Conditions of Contract. For further information please contact Andre Pretorius on: 021 974 6172 or 082 901 6124; email andre@coverall.co.za or Website: www.coverall.co.za.
- 5) Y2K10 Finance provides finance up to R100 000.00 for confirmed government orders. For further information please contact 021 534 0906 or email info@y2k10finance.co.za.
- 6) Medca Finance facilitates funding for SMME tenders and short term needs for business funding between R20 000 and R3m. Medca do not finance Performance Based or Construction contracts. For further information please visit www.medca.co.za or contact MEDCA at Tel. no. 021 202 7073 or derick@medca.co.za.

6. MEDO - THE META-ECONOMIC DEVELOPMENT ORGANISATION

6.1 Services:

MEDO specialises in Enterprise and Supplier Development (ESD) to satisfy the requirements of South African companies' compliance with the DTI B-BBEE codes of best practice. All ESD programmes are customised for the industry and sponsoring client. Programmes offered nationally range from a mobile entrepreneurship centre that tours rural areas, incubators, enterprise and supplier development programmes to international trade programmes for small enterprises.

6.2 Overview of Supplier Development services:

Implementing a Supplier Readiness Programme to ensure a pool of accredited suppliers to large businesses in Cape Town. If you are an Entrepreneur with a small business this programme will assist you get up to speed with the requirements and what it takes to sell to large organisations. The programme consists of various modules/ contact sessions over several months and applicants are required to apply for admission.

6.3 Contact details:

To apply for the next programme in Cape Town email MEDO on SRP@medo.co.za or contact 021 300 0500 for more information.

Website: www.medo.co.za

6.4 Turner and Townsend

Services:

Turner & Townsend focuses on the development of qualifying emergent enterprises on behalf of companies that operate in the Oil & Gas, Infrastructure or Construction Sectors. This is done through supplier development programmes that are delivered throughout South Africa and customized to the individual requirements of both the sponsor company and the enterprises that will eventually become their suppliers.

Overview of Enterprise and Supplier Development services:

Emergent enterprises that operate in the Oil & Gas, Infrastructure or Construction Sectors, and would be interested to apply for participation in future sponsor company supplier development programmes, are welcome to forward their company profile to T&TInTouch@turntown.com."

Also, companies wishing to assess the skills of and implement training for emergent suppliers as part of formal supplier development programme, please email T&TInTouch@turntown.com with your request.

7. THE BUSINESS ASSOCIATE REPRESENTS THE SOUTH AFRICAN SUPPLIER DIVERSITY COUNCIL (SASDC) IN CAPE TOWN

7.1 Services:

The SASDC is a corporate led movement for sustainable, mutually-beneficial linkages between large corporations and competitive black enterprises. The goal of the SASDC is to facilitate business to business linkages between its corporate members and bona-fide Black Owned Business Enterprises geared towards becoming long-term, qualified entities capable of competing in the national and international economic mainstream. The SASDC is for business owners who are serious about

growing a sustainable business and increasing their supply to corporates in South Africa. The Business Associate connects corporations with black businesses & SMME's to expand the supply chain and build healthy business relationships. We achieve this by assisting organisations with the implementation of corporate supplier development & diversity plans.

7.2 Overview of Supplier Development services:

The SASDC implements a rigorous black supplier certification process and maintains a database that is approved by the Council's members as a collectively endorsed methodology and standard for assessing and certifying black suppliers with whom they would be prepared to transact. Applicant businesses that are successfully certified are loaded onto the SASDC Black Supplier Information System database. Certified businesses either are accessed by member corporates when there is a demand for goods & services or to access procurement opportunities from member corporates or by cross-selling to other certified businesses.

7.3 Contact details:

For more information contact **The Business Associate** on 021 911 5133 / 083 294 1293 or email them on info@thebusinessassociate.co.za.

Websites: www.sasdc.org.za or www.thebusinessassociate.co.za

8. THE BUSINESS PLACE PHILIPPI AND KHAYELITSHA

8.1 Services:

Consultation and referral walk-in centres which provide a range of enterprise support services i.e. client and business navigation guidance, company registration, access to the internet, use of meeting rooms and networking opportunities.

8.2 Overview of Supplier Development services:

Offer Supplier Development workshops which include:

- Process & Procedures of Supply Chain Management with the City of Cape Town

- Basic Costing & Pricing for Small Businesses
- Marketing for Small Business Owners
- Income Tax & VAT Registration for SMME's;
- BBBEE certification; and
- Tendering for Beginners.

8.3 Contact details:

For more information on the monthly workshop calendar see www.tbp-philippi.org.za or contact the centres as follows:

- TBP Philippi – 021 371 3350 or info@tbp-philippi.org.za
- TBP Khayelitsha – 079 208 1636 or info@tbp-philippi.org.za

Website: www.tbp-philippi.org.za

9. MARK CLOETE CONSULTANTS (MCC)

9.1 Services:

Mark Cloete Consultants Pty Ltd (MCC) specialises in implementing customized Enterprise and Supplier Development (ESD) programmes within the manufacturing industry to assist clients to maximise their BBBEE scorecard. The target market for MCC's service is small and medium enterprises with turnovers between R5 000 000 and R25 000 000.

9.2 Overview of Supplier Development services:

As part of MCC's process of implementing these customized Enterprise and Supplier Development (ESD) programmes, we identify potential ESD suppliers to introduce to larger enterprises supply chains. Potential suppliers in the manufacturing industry including the agro processing field can email their information to info@markcloete.co.za.

For small and medium manufacturing enterprises wanting to implement customized Enterprise and Supplier Development (ESD) programmes please visit our website

www.markcloete.co.za for information on our 3 stage process, telephone 021 824 4057 or email info@markcloete.co.za .

10. CHANGE LIST

Revision No	Changes	Pages	Date
0.1	Create Draft Document	All	25/10/2007
1.0	Approved Document	All	26/03/2008
2.0	Additional details of financiers Bibby Apex & Masisizane Fund	All	19/03/2015
3.0	Inclusion of Turner and Townshend	All	16/07/2015
4.0	The Business Place's information updated	All	
5.0	Information slipped off and reinserted for Turner and Townshend	All	
6.0	Inclusion of "SAP Ariba's TradeWorld Leads and Tenders service provides opportunities from 700 websites and 200 publications in South and Southern Africa . These opportunities are matched to your business profile and delivered in one comprehensive email on a daily basis. You also receive access to www.tradeworld.net to search all tenders, view the weekly How2Tender tips and much more. For more information see www.tradeworld.net or contact 021 680-4600 or email sa-twtenders@sap.com ."	Page 1	17/03/2016
7.0	Inclusion of "Y2K10 Finance provides finance up to R100 000.00 for confirmed government orders. For further information please contact 021 534 0906 or email info@y2k10finance.co.za "	Page 2	04/04/2016
8.0	Details removed of Anglo American's Zimele Enterprise Development Sebeza Fund – outdated.	Page 2	13/05/2016
9.0	Inclusion of various information as follow: 'The business to business network powered by Absa Bank - More than 6 000 registered buyers and 44 000+ vendors, growing daily. Tender Bulletin Research Service - receive daily emailed notifications of all regional and national tender and quote opportunities that match your company profile (typically 2 500 tender leads active on any day). Also network with 1 000s of businesses on the procurement portal and proactively chase new business development. Visit www.scnet.co.za , call a consultant on 086 127 2638 or email info@scnet.co.za today for details.'" under section 3. Under section 5 "Medca Finance facilitates funding for SMME tenders and short term needs for business funding. Medca do not finance Performance Based or Construction contracts. For further information please visit www.medca.co.za or contact MEDCA at Tel. no. 021 202 7073 or info@medca.co.za .'" Inclusion of "Mark Cloete Consultants (MCC)" under section add in 5) and at the end of the document No. 9 additional information supplied for Mark Cloete Consultants.	All	18/07/2016
10.0	Updated the link at point 4 to read as follow: http://www.capetown.gov.za/en/visitcapetown/Documents/Econ_Dev_City_Small_Business_A5_leaflet_Sept.pdf .	Page 2	22/09/2016