



Enterprise & Supplier Development



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Accelerate Cape Town ESD

Corporate Member Challenges:

- Risk associated with procuring from emerging suppliers who may not be sustainable
- Identifying suitable (risk averse) supply chain opportunities for emerging suppliers
- Finding suitable suppliers that could be developed
- Lack of in-house capacity to provide SME training
- Ability to maximise B-BBEE points through ESD Spend

Accelerate Cape Town ESD

Supplier (SME) Challenges:

- Access to suitable market opportunities
 - Multiple clients to improve sustainability
- Access to finance for upscaling
 - Right finance at the right time
 - Ability to develop business case & meet funding criteria
- Access to technical support required for upscaling
 - Long-term interventions & hand-holding
 - Specific interventions for individual challenges
- Access to mentors
 - Strategic guidance
 - Network Connections

ACT ESD Components

**Collaboration
Co-creation**

**Shared
Services
Hub**

**Corporate
Marketplace**

ESD Portal

**Finance
Hub**

**Supplier
Database**

**ESD
Conference**

ACT ESD Components

**Collaboration
Co-creation**

**Shared
Services
Hub**

Mentorship

- Standardised ESD interventions
- High levels of engagement for High Impact outcomes
- Highest standard of service available
- Professional services firms – ESD points
- Leverage existing expertise from proven successful methodologies
- Include emerging service providers

ACT ESD Components

**Collaboration
Co-creation**

**Finance
Hub**

- No shortage of funding options!
- Direct ESD Spend, Funding Intermediaries, Government, Banks, S12j Funds, Donor funding, etc.
- Connect the right SME, to the right Funding, at the right Time
- Determine funding requirements based on growth plan developed in Shared Services Hub
- Support for funding application process via Shared Services Hub

ACT ESD Components

**Collaboration
Co-creation**

- Currently characterised by limited opportunities for SMEs to engage with & supply corporates
- Corporates are risk averse and hesitant to disrupt own value chain operations
- Innovative approach required to develop new market opportunities
- Market opportunities should be more visible and accessible to emerging SMEs

**Corporate
Marketplace**

ACT ESD Components

**Collaboration
Co-creation**

- Finding suitable, high-growth potential SMEs remains a challenge
- Ability to search for, and engage targeted suppliers directly is required by procurement teams
- Sharing suppliers between corporates improves their sustainability
- Rating suppliers assists corporates in choosing vendors

**Supplier
Database**

ACT ESD Components

- Central platform to connect Corporates and Suppliers
- Searchable regional Supplier Database

**Collaboration
Co-creation**

ESD Portal

- 10 000 suppliers currently registered in Western Cape
- Corporate Marketplace (RFQs, Bidding Auctions)
- Access to Shared Services & Funding Hubs?

ACT ESD Components

**Collaboration
Co-creation**

- Thought Leadership around ESD best-practice - sharing of ideas and experiences
- Practical ESD Implementation for maximum benefit
- Information, Training, & Support for emerging suppliers
- Access to Funding for suppliers (Funding Fair)
- Q2 2018

**ESD
Conference**

ACT ESD Components

Collaboration
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Conference

ACT ESD Components



Collaboration Co-creation

- Facilitated by ACT as a neutral platform to drive collaboration
- Natural competitors collaborating around an aspect viewed as competitive advantage!
- Separate working groups created for each component
- Workshops facilitated with workgroups to develop operational methodologies & rules of engagement
- Sharing of best practice methodologies and leveraging collective experience

Sponsorship/ESD Spend Opportunities

- **Shared Services Hub** – professional services provided pro-bono or at discounted rates
- **Funding Hub** – direct ESD spend to support development of suppliers (as per growth plan developed in SSH)
- **Online Portal** – branding/marketing opportunities to fund ongoing portal operations, development, and maintenance of supplier database
- **ESD Conference** – ideal opportunity to gain exposure as a leading ESD practitioner/supporter. Tiered sponsorship structure.



Q&A

Thank You!