



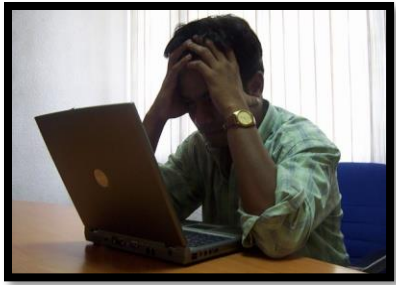
Access to Markets
A critical enabler to
economic development



SUPPLY CHAIN NETWORK

search • interrogate • find

DTI Targets, Industry Charters & the Local Procurement Accord all require Big Business to channel billions of Rands towards the SMME sector - Why? - to promote transformation, macro-economic growth objectives as well as the objective of job creation

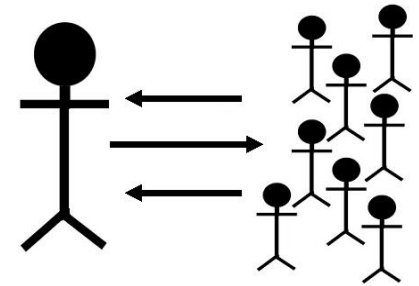


Supplier discovery to meet these targets is incredibly complex – corporate buyers are frustrated

SMMEs are frustrated as they struggle to gain access to corporate approved vendor databases



This will not be solved through the actions of independent organisations.....



.....but rather through the collaborative efforts of many

4 focus areas for business improvement that will impact on suppliers



An innovative approach to the Access to Markets Ecosystem



By addressing the challenges of the corporate buyer a relevant home for the SMME is created

Introducing the Procurement Portal community – Access to Markets initiative

73,000 supplier profiles and growing rapidly with access to rich, current and verified data



Corporate buyers can engage new suppliers to...
register, quickly discover and access validated and verified
supplier information, get in touch with relevant suppliers;
advertise tenders and start doing business together

www.schnet.co.za / www.capeprocure.co.za

80,000 users – 73,000 suppliers and 7,000 Buyers
Building the energy in this ecosystem

Procurement Portal Community

Blackpages
/ Black
Umbrellas

Durban
Chamber

Industry Stakeholder Portals

Vodacom
Trade
Direct

Cape
Procure

Corporate
Vendor
Management
Portals

Distell

Absa

Nestle

AngloGold
Ashanti

PPC

Harmony Gold

Lonmin

Corporate8



BUYERS ONLINE

-  [Introstat \(Pty\) Ltd](#)
-  [South African Social Security Agency](#)

COMPANY PROFILES

73188

TENDERS

TOTAL 324518

ACTIVE 2527

SEARCH

SERVICE / SUPPLIER

What product or service are you looking for eg. Construction etc.

LOCATION

Show results from this location only, eg. Cape Town or Durban etc.

Search By : business keywords company name



Supplier
Benefits

buyer
Benefits



innovation in sourcing

It is no secret that digitization and rapid improvements in technology are revolutionizing the way companies do business. Digital disruption is affecting companies across all industries and within every department.

Procurement is no different!

So in the age of digital disruption, what does one need for an effective procurement strategy that delivers appropriate quality, cost savings and continuity of supply?

1. Quick access to rich data

- Extensive supply market knowledge and understanding of the market dynamics
- Product knowledge and related specifications
- Access to competitive suppliers
- Spend Analytics to prioritise commodity strategies based on their opportunity to unlock savings and deliver to the bottom line of the organisation

Poor data quality can have an adverse impact on the organisation

Automate

- Supplier on boarding and change update costs
- Duplicate vendor issues
- Spend data gaps,
- Periodic cleanup costs
- Collecting/validating payment information
- Reduce risk of fraud
- Identifying supplier failures early
- Expired compliance documents
- Internal cost of hunting for correct vendor contact details
- Time consuming reporting



Organisations are implementing vendor management solutions to automate the achievement of healthy master data

So in the age of digital disruption, what does one need for an effective procurement strategy that delivers appropriate quality, cost savings and continuity of supply?

2. Process optimisation:

- Quote management (RFQ)
- Vendor onboarding
- Vendor master data maintenance
- Reporting from maintained, rich data sets
- Accessing extensive supplier database information through vendor marketplaces
- Integrating requisition and sourcing
- Development of catalogues to reduce unstructured spend

So in the age of digital disruption, what does one need for an effective procurement strategy that delivers appropriate quality, cost savings and continuity of supply?

3. Cost Optimisation

- Strategic Sourcing initiatives / Use of auction technology
- Access to SA's largest online vendor marketplace enables this objective

So in the age of digital disruption, what does one need for an effective procurement strategy that delivers appropriate quality, cost savings and continuity of supply?

3. Management of Risk

- Getting to know your vendors level of compliance
- Vendors don't always understand the need for compliance

4. Enterprise and Supplier Development

- Don't allow vendors to get left behind

According to a recent report released by one of the large consulting firms....

..... on the digital revolution, we “need to rethink the value added by procurement. As the primary owner of the supplier interface, (procurement) can keep — and even increase — its distinctive value proposition within the company by seizing some of these new opportunities. It can create new business models for itself and move from being a cost center to a profit center.”

And whilst doing this to drive the economic development agenda



For more information

National Call Centre: 0861-2-SCNET (0861-2-72638)

www.scnet.co.za

For more information please email us : helpdesk@scnet.co.za

