


# enablED

Enterprise and Supplier Development



In keeping with the National Development Plan vision for 2030, we are committed to enabling sustainable, continuously growing Small, Micro and Medium sized Enterprises (SMMEs) that assist in the economic growth of South Africa and contribute toward the alleviation of unemployment.

[www.enabl-ed.co.za](http://www.enabl-ed.co.za)

## What is Enterprise & Supplier Development?

Enterprise & Supplier Development (ESD) is a mutually beneficial economic development activity that involves enterprises enabling other enterprises to grow and achieve sustainability through the provision of financial and other support aimed at helping small to medium enterprises develop vital key functions within their business structure.

## How important is ESD to your business?

Because ESD is essentially concerned with leveraging procurement spending, it provides an effective means of enabling sponsor companies, or 'enablers', to grow and strengthen the competitiveness of their supply and value chain. In South Africa, it is a scorecard element of Preferential Procurement and Enterprise Development that accounts for 40% (40 of the 105 points) of an enterprise's overall B-BBEE score.

## Facts about Enterprise & Supplier Development

- The required Enterprise Development contribution from measured entities should be 1% of net profit after tax (when developing a business outside of an enterprise's supply chain)
- Supplier Development contributions should be 2% of net profit after tax (when developing a business within one's supply chain)

ENABLED is a managed enterprise and supplier development solutions provider that enables forward thinking businesses to consolidate their brand, BEE rating, supply and value chain by ensuring that the Procurement and Enterprise Supplier Development (ESD) spend of sponsoring, or enabling, enterprises is dispensed in such a way as to ensure that the maximum 40 points related to the three B-BBEE development pillars are awarded.

Through our supply chain enablement programmes that are aimed at assisting SMMEs to develop their marketing, training and skills transfer, we help small to medium enterprises realise increased profitability and improved lead generation.

ENABLED offers a managed supply chain enablement programme that either works with your existing supplier base or identifies new beneficiaries from various related sectors. We ensure that all beneficiaries entering the programme are verified through official verification procedures and requirements of B-BBEE rating agencies to guarantee that our clients receive maximum BEE points.

## Service Focus

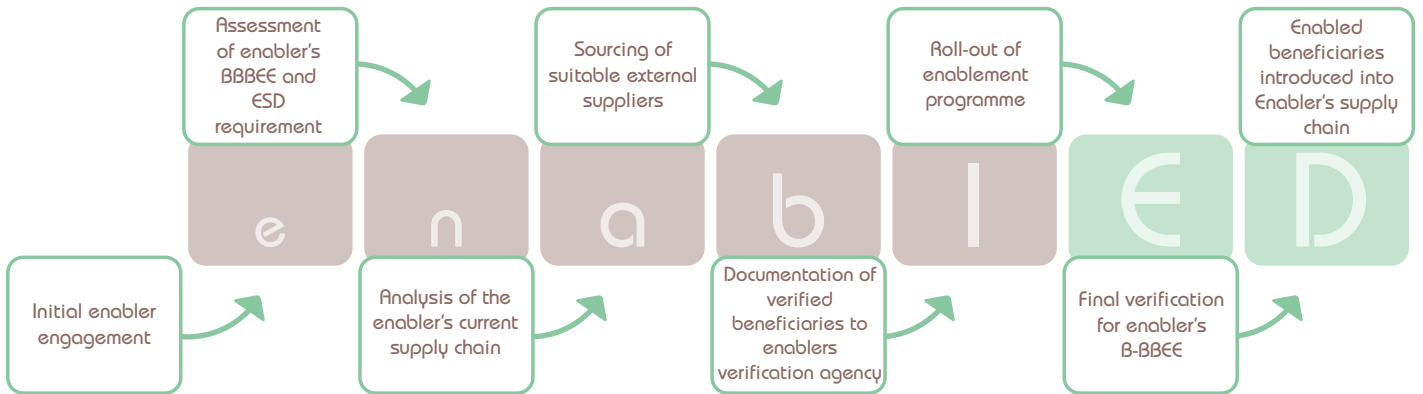
In assisting enterprises to build the best possible supply and value chain and increase their market competitiveness, we focus on the following service areas:

- Enterprise Development
- Supplier Development
- New Venture Creation

### The ENABLED Supply Chain Development Process

Our process always begins with a comprehensive assessment of your enterprise and supply development needs to identify the best solution for maximising or maintaining your enterprise's B-BBEE points on the basis of the pillars of procurement, enterprise development and supply chain development.

#### Priority process milestones:



### How we add value to your business

Through our supply chain enablement programme, we are able to enhance the supply chain competitiveness and diversity of your business, and also to facilitate the creation of compounded brand value through targeted branding and marketing campaigns that position your enterprise as a socially and economically responsible business.

### Helping you acquire bonus points

ENABLED also assists enablers to benefit from bonus B-BBEE points in two major ways:

- New venture creation
- 1 point for graduating enterprises from Enterprise Development (ED) to Supplier Development (SD), (which involves actually utilising the services of an SME as a supplier)
- 1 point for increasing employment by one or more jobs through direct ED or SD development

## Benefits to the enabler

Our service guarantees the following benefits for enablers:

- Maximum full B-BBEE points awarded for procurement, enterprise development and supplier enterprise development
- Maintenance and improvement of B-BBEE level, even under the new codes
- A value-added supply chain
- An increased list of verified vendors

## Benefits to beneficiaries

We offer a unique supply chain enablement programme that provides opportunities for entrepreneurs to grow their businesses by providing:

- Increased brand awareness
- Increased insight into current business and long term vision
- Business mentoring and coaching
- Personal and organisational development
- Unique access to markets
- Product development insight
- Client insight
- Business development insights

### How we assist and compliment the Procurement function

We assist the internal procurement function of businesses through the following services:

- Ensuring that procurement is focused on the required combination of suppliers (as stated in the DTI's B-BBEE codes)
- Sourcing and developing enterprises that match and enhance the supply chain
- Developing and enhancing suppliers' ability to provide the required levels of service and delivery to ensure a positive impact on the supply chain

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