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# TNPA Port of Durban Procurement Master Class

Procurement in the marine and engineering sector

23 November 2020





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# Enterprise and Supplier Development Programmes



## Godisa Supplier Development Fund

### Project Description

Godisa is an partnership between Transnet and sefa aimed at funding black owned SMMEs who are Transnet suppliers.

### The Fund Size

R 110million

### Mandate

Promoting sustainable enterprise development; business growth and job creation amongst black-owned Transnet suppliers in rail manufacturing , freight logistics and related services, with a specific focus on developing women, the youth and people with disabilities.

### Funding Criteria

- have contracts with the Transnet
- have signed cession of payments with Transnet and Godisa
- are within the required contractual capacity
- operate within South Africa
- have a written proposal or business plan that meets the requirements of Godisa's loan application criteria
- demonstrate the character and ability to repay the loan
- have provided personal and/or credit references (if available)
- have the majority shareholder as the owner manager of the business

### ➤ What makes Godisa different?

- High tolerance for risk in exchange for high developmental impact
- Provision of capital and/or interest moratorium (Payment Holiday) up to 12 months
- Financing SMMEs and Co-operatives including start up businesses that are often perceived as high risk
- Provision of pre and post loan business support
- Provision of funding to entrepreneurs with adverse credit records provided they can demonstrate active remedy of their indebtedness
- Lending not solely based on security backing

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# Enterprise and Supplier Development Programmes



## Transnet Gazelles

### Project Description

Transnet Gazelles is an enterprise development partnership between Transnet and Mtiya Dynamics

### Qualifying Criteria

1. 100% Black owned SMMEs that are currently in/not on the TRANSNET Supplier Database,
2. Exempted Micro Enterprises with a turnover of not less than R 1 000 000,
3. Businesses that have been in operation for at least 2 years; and
4. Priority will be given to businesses in the following sectors that are core to TRANSNET's business:
  - Manufacturing
  - Engineering
  - Rail, Ports and Industrial Infrastructure
  - Blue/Ocean Economy
  - Oil and gas
  - Agro- processing

### PROGRAM KEY INTERVENTIONS

1. Business builder – Skills Development by bridging the skills gap and moving from being self-employed to business owner
2. Value Builder – Business fundamentals by building measurable asset value, accurate current and future status assessment, risk profile improvement and profitability and overall sustainability improvement
3. Growth Accelerator – Enterprise maturity through capability maturity improvement, quality and delivery and resource maturity development and integration and failure and complexity minimisation

### 2021 INTAKE

1. The next intake is anticipated to take place from January 2022
2. The program runs for a 12 months period
3. Will be advertised on the Transnet website





# Enterprise Development Hubs

## Enterprise Development Hubs

Transnet through its department of Enterprise and Supplier Development has created hubs in Empangeni, Saldanha Bay, De Aar and Mdantsane. The fundamental objective of the Transnet hubs is to:

- provide platform for Small, Medium and Micro Enterprises to be mentored and supported thereby addressing the low levels of sustainable entrepreneurship among small businesses in South Africa and;
- capacitate SMMEs that can create and unlock commercial value for Transnet.

The primary beneficiaries of the hubs are black owned SMMEs. Preference will be SMMEs owned by black unemployed youth and former Transnet GITs, Apprentices and learners who could not be absorbed after training. These beneficiaries will be assisted by starting up and growing their businesses primarily in Construction, Engineering, Manufacturing and ICT sector.

The above will be accomplished through business incubation, which would include:

- Provision of subsidized share office facilities
- Training and mentoring programs to beneficiaries and other SMMEs
- Facilitating access to markets
- Provision of CIPC and SARS assistance for SMMEs

## Transnet Empangeni Mega Hub



The establishment of the Transnet Enterprise Development Hub in Empangeni was approved on the 17th of September 2017. Total costs for this amounted to R 9.7 million. This included renovating the building, installing IT infrastructure, Electric works, landscaping, fencing and gates, signage and furniture. The project commenced on the 27th of October 2017 and was completed in August 2018. The Hub was launched on the 15th of March 2019 in the presence of the Minister of Public Enterprises, Mr Pravin Gordhan and His Majesty, King Zwelithini Goodwill kaBhekuzulu.

The Hub has an construction sector incubation programmed ran by the National Construction Incubator.

The Hub also provides office space to SEDA, King Cetshwayo and NYDA who provide services to walk-in SMME clients.

# Standard ED Hub Partners

Agency	Description	Products and Services
<b>CIPC</b>	The Companies and Intellectual Property Commission (CIPC) is an agency of the Department of Trade and Industry, it was established by the Companies Act, 2008 a juristic person to function as an organ of state within the public administration, but as an institution outside the public service.	Registration of Companies, Co-operatives and Annual Returns.
<b>SARS</b>	The South African Revenue Service (SARS) is the revenue service (tax-collecting agency) of the of the government. It was established by legislation to collect revenue and ensure compliance with tax law.	Tax related advisory services
<b>SEFA</b>	The Small Enterprise Finance Agency (SEFA) is an agency of the Department of Small Business Develop that provides financial products and services to qualifying SMMEs and Co-operatives, as defined in the National Small Business Act of and amended in through a hybrid of wholesale and direct lending channels	Financial Support: Start-up loans, Term loans, Bridging loans
<b>NYDA</b>	The National Youth Development Agency (NYDA) is an agency of government established primarily to tackle challenges that the nation's youth are faced with. The NYDA was established by an Act of parliament. It was established to be a single, unitary structure, established to address youth development issues at National, Provincial and Local government level.	Business Grants Administration and Job opportunities for youth





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**THANK YOU**

**Contact details**

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