

# Tswelelopele

*Kgolo go ya ka ponatshego- Growth through transparency*

September 2013

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## EDITOR'S NOTE



We just bid farewell to the women's month August, every year in this month South Africans celebrate achievements of women and acknowledge their contribution to socio-economic issues. RBED took the opportunity to celebrate few women who have shown determination to contribute to the local economy by being food producers and job creators.

In this issue, get introduced to two dynamic ladies who have been awarded a scholarship to be participants in the Goldman-Sachs-GIBS *10 000 women* programme. The Goldman-Sachs-GIBS *10,000 Women* programme is a five-year investment by Goldman Sachs to provide *10,000* underserved women around the world with a business and management education. In South Africa, *10,000 Women* is managed and delivered by the Gordon Institute of Business Science (GIBS). They will share with us their experiences to be finally part of this exciting programme.

We are also proud to present to you our own Bafokeng female farmers who made us proud at the annual female farmer awards by making it to the top, Mrs Kenalemang Kgoroyadira of Thojane organic was crowned South Africa's best subsistence producer by the minister of agriculture and fisheries Tina Joemat-Pettersson.

Our SMME of the month is Audrey Tshose of Chaneng. To bid good farewell to women's month Monontsha treated ladies to a memorable women's day celebration.

Get updated on tenders and upcoming events. Business tips are always never enough when running a business, learn a few on *page 10*. Prizes and more prizes to be won with our business quiz.



## GOLDMAN SACHS-GIBS 10 000 WOMEN SCHOLARSHIP

### **RBED women entrepreneurs participate in Goldman- GIBS Scholarship workshop.**

The **Goldman Sachs-GIBS *10,000 Women Certificate Programme for Women Entrepreneurs*** provides targeted support to growing small businesses through business and management training delivered by leading faculty and industry specialists, mentoring, business advisory services and access to networking opportunities.

This is definitely not the programme for the faint hearted, the applicants underwent a very stringent selection process which comprise of the first hurdle being putting up a motivation to the selection panel followed by series of interviews. I spoke to two dynamic women who were awarded the scholarship, Lillian Setshedi of Moret Mining and Keitumetse Ramoroa of Faranang Business and Training Solutions Pty Ltd, and this is what they shared about their experiences:

**Q: What do you think of the Goldman Sachs-GIBS scholarship, do you think it is making a difference in touching lives of women and encouraging them in business?**



A: The GIBS experience was phenomenal. I was overwhelmed, if not blown away.

It does encourage women and also teaches them to be good business people. Women who were in the programme have touched lives, directly and indirectly. So, if you educate or empower women you know you are educating the whole village to eradicate poverty and create employment.

**Q: How long was the programme, and what did you learn from it?**

A: I am still learning, the programme runs for a year. I have finished attending classes which ran for 5 months and we are now in coaching cycles with our mentors. The programme will run till end October, and graduation is in November. Mentors are from different spheres of business and have so much knowledge to offer. They volunteer their time to help us to become better business people, and indeed it has been an overwhelming experience. I have learned how to create value in my business, personal management, marketing, finance, and the list is endless. Most importantly work on the business and not in the business.

**Q: What is the experience you taking away from the programme?**

A: Wow, it's amazing. I would not trade it for anything. A business journey is a very lonely journey. Meeting these women who are on the same journey as me, have made me realize that yes I can do it! Sharing our success stories and challenges is something I'm taking away with me as well as being resilient. Apart from the women in cohort 3, I had the opportunity to meet ladies in other cohorts. We are like a family and always refer business and leads to one another. I had so many "aha" moments.

**Q: Did you meet anyone who inspired you?**

A: I met quite a few, but two particular ladies stand out: Phuti Legodi, business woman from humble beginnings who is doing it in the male dominated industry of painting. Dipuo Mosana, who like me, is in mining. She is a living proof that yes women can do it in male dominated industries.

**Q: What is your line of business and what are your aspirations?**

A: I am in the manufacturing of conveyor spares, which are mainly used in the mining industry. I aspire to be in mining, to be counted amongst the few black women who own mines. I have set myself targets of how to and by when I will achieve this and I know exactly what I need to do to achieve my goal. I have learned that great leaders learn every day, and reading books is one of the best ways to learn

**Q: What would be your advice to women who are in business or who want to start?**

A: Believe that nothing is impossible as long as you put your mind to it. Hard work pays and be courageous and have the "I can" attitude, because life begins at the end of your comfort zone. Secondly: be passionate, and not just about money, love what you do so that when money is not coming your way you have the passion to push.

**Keitumetse Ramoroa has just started the programme, the interviews and all are still fresh in her mind:**

**Q: How do you feel to finally be part of the programme?**

A: I am excited and feel honoured to have been selected as part of the Goldman Sachs-GIBS 10,000 Women Certificate Programme for Women Entrepreneurs. I see this as a great opportunity for growth, exposure, networking and development. All knowledge gained through this program will be shared amongst fellow business partners, in particular women, and applied to grow my business to greater heights.

***Q: What did you experience when you were going through the selection process; did you believe you would make it?***

A: The interview was tough and challenging. I had to prove the kind of entrepreneurial skills I possess in order to qualify for the programme. This required me to open up and embrace my strengths and challenges as part of the discovery and journey to success. I never expected to be selected, but it felt so good just to be a part of the first leg. I did my best and I want to stay in business against all odds and will make the best of it.

***Q: Do you think the programme is accessible to all women?***

A: The programme was accessible to all capable women across different sectors within a certain kilometre range. Meaning that, should you be selected you were expected to travel to GIBS in Johannesburg to attend workshops on a regular basis. In addition to this you were expected to pay a refundable commitment fee.

***Q: What are you hoping to achieve at the end of the program?***

A: The benefits are phenomenal. Being part of the programme has offered me an opportunity to network with other women entrepreneurs who have great business acumen across different sectors. When I was accepted to the programme my main focus was to concentrate on growing my business, not realizing the impact that this programme would have on my personal growth and also on my approach to business. The facilitators are well experienced, informative and knowledgeable. Again the programme is very practical and requires one to do an analysis of one's own abilities and capabilities, a change of attitude is equally important after completion of the programme.

***Q: How did you know about the programme?***

A: Royal Bafokeng Economic Development informed me of the programme and was ready to offer support.

***Q: What and who inspires you?***

A: I am inspired by many of the women I have met who are determined to make it despite the challenges they face. Women who embrace adversity with strength and are not willing to give up always see possibilities where no one else can. I am motivated by their resilience, positive drive and willingness to succeed

***Q: What is your line of business? What are your future plans?***

A: My organization; Faranang Business and Training Solutions (PTY) Ltd started in 2001 as a Close corporation and converted to (Pty) Ltd in 2006. We specialise in delivering training workshops for Education and training practitioners, development of training material across different sectors, project management consulting, learner ship programmes management, assessment and moderation of accredited programmes. Our main clientele is government institutions.

My growth plan involves further studying to equip myself with more management skills, more training and development for my staff members, employing more full time staff members, investment and product diversification to secure Faranang against changing economic trends, penetrating corporate market and parastatal, working with charity organizations, serving on different boards so that I can encourage organizations' top management to take the development of their employees very seriously. I am passionate about education and training and believe that it is the only way to turn our country's social status around.

***Q: What advice would you give to women who are in business or who want to get started?***

A: A successful business depends on a holistic approach to your business model, self-discipline, continuous evaluation, analysis of economic trends, good business strategies and a lot of resilience. Ensure that your purpose is aligned to your business model. Manage your finances by closely and constantly monitoring your biggest expenses in order to protect your profit margin. Employ efficient, quality, qualified staff so that you spend less time in the business doing administrative tasks and rather concentrate on bringing in new business. Value your time, cost it accordingly and do not compromise. Learn from the best.





## SMME OF THE MONTH: TORO YA BAKWENA

Toro Ya Bakwena is a company owned and managed by Audrey Tshose. The project was started by Impala as an ED initiative to assist Audrey, a local entrepreneur to gain sufficient benefit to equip her and take advantage of future opportunities.

An analysis was conducted to assess her entrepreneurial potential and identify development opportunities. Impala implemented development interventions to address development needs that were identified. During this process Audrey got an opportunity to fully take over the Impala Hospital Canteen. Audrey was assisted with a Feasibility Study and business plan which was done while the business was in operation.



Audrey provided all funding for equipment and working capital while ED guided her to set up the business and implement the business plan. Active monitoring, coaching and mentoring were done for further 6 months. Impala ED also funded an Accounting company to assist with accounting and statutory compliance. At this stage Toro Ya Bakwena is a profitable, sustainable business that provides quality food at Impala Hospital Canteen.



## FEMALE FARMERS AWARDS



Three of our own female farmers were honoured as best female entrepreneurs for their outstanding role in agriculture's economic sector and the promotion of household food security. Winners were honoured at the provincial ceremony held in Mahikeng Convention centre on the 17 of August. The National event was held on the 23<sup>rd</sup> of August in Gauteng.

Kenalemang kgoroyadira of Thojane Organic produce made us proud by scooping farmer of the year in the subsistence producer category at both provincial and national levels. The overall winner at the provincial level was Mrs Sedikwe representing Chaneng association of the blinds who also won the best female farmer in the small holder category. Ms Molly Motlhagodi representing Dirang ka Natla was a runner up in the small holder category.

### Price money

R 125 cash price and R750 for infrastructure -Small holder category

R 75 000 cash price and R500 000 for infrastructure – Subsistence category (provincial)

R 150 000 cash price –subsistence category (national)

R 32 000 cash price –runner-up





# CELEBRATING WITH MONONTSHA

## Celebrating Women's Month with Monontsha





## SCNET: SUPPLY CHAIN NETWORK

Supply Chain Network (SCNET) in association with Absa Bank, provides a web based Procurement Portal with a powerful technology to connect small business and big business with one another. This allows the procurement professional an opportunity to find and contact SMME easily to the benefit of the SMME as they obtain access to opportunities that would otherwise have been missed.

Royal Bafokeng Enterprise Development have come to an agreement with the team from Supply Chain Network to list 50 deserving Bafokeng SMME on SCNET as Premium members. Basic membership is free, but the additional value from Premium membership will support SMME in the marketing of their services and products to interested buyers. For example, premium members are listed first when any search is done!

Interested SMME owners can phone **0861 272638** or email at [info@scnet.co.za](mailto:info@scnet.co.za) to start the process. As is always the case some conditions and criteria apply, but qualifying SMME will receive a sponsored one year premium listing on the SCNET supplier database and will be exposed to more than 1700 buyers countrywide!



## BUSINESS LINKAGE CORNER

### UPDATE ON 2013 PROCUREMENT OPPORTUNITIES

#### 1. IMPALA MINES

<i>Procurement Opportunities</i>	<i>SMME submitted to the Mine</i>	<i>Progress to Date</i>
Steel Engineering Construction	7	Awaiting tender results
Wrench Hold down bolt & Hopper guard	4	Technical assessment conducted on SMME premises. Results to be presented to the adjudication team
Removal and delivery of woodchip	11	Awaiting tender results
Structural Steel and building work	6	Awaiting tender results
Transport of mourners	3	Put on Hold
Cylinders repairs	9	Awaiting tender results
Legal Services	2	Awaiting tender results
Civil Works	23	Awaiting tender results
Building of storeroom and modification of lamp room	10	Awaiting tender results
Refurbishment of bus seats	1	Adjudication stage
Audio & Visuals		Adjudication stage to be finalized next week

#### 1.1 IMPALA AWARDED PROCUREMENT OPPORTUNITIES

<i>Procurement Opportunities</i>	<i>No of SMME Awarded</i>	<i>Estimated Value of work/contracts in Quarter 2</i>	<i>Value of Contracts/Work Awarded to date</i>
Hostel & Housing Maintenance	5		
Supply of Milk	1		
		<b>R24.9m</b>	<b>R40.9m</b>

**1.2 IMPALA PROCUREMENT SPEND TO END OF MAY 2013**

<i>SMME</i>	<i>No of SMME Awarded</i>	<i>Estimated Value of work/contracts</i>
Bafokeng Owned Companies	35	R70m
Bafokeng Empowered	22	R61m
RBH Empowered	2	49m
<b>Total</b>	<b>59</b>	<b>R179m</b>

**2. ROYAL BAFOKENG PLATINUM PROCUREMENT OPPORTUNITIES**

<i>Procurement Opportunities</i>	<i>SMME submitted</i>	<i>Progress to Date</i>
Supply & Install Sandblast room & spray booth	16	Awaiting tender results
Surface Fire Risk control	5	Awaiting tender results
Mafenya Pedestrian Walk	20	Awaiting tender results
Construction of Pathology lab	15	Awaiting tender results

**2.1 RBP CONTRACTS/WORK AWARDED TO DATE**

<i>Procurement Opportunities</i>	<i>No of SMME Awarded</i>	<i>Estimated Value of work/contracts in Quarter 2</i>	<i>Value of Contracts Awarded to date</i>
Cleaning of Cloudy Dams	1		
Cleaning of clear water	1		
Storm Water Cleaning	1		
<b>Total</b>		<b>R5.7m</b>	<b>R12.7m</b>

**2.2 ROYAL BAFOKENG PLATINUM PROCUREMENT SPEND TO END OF MAY 2013**

<i>SMME</i>	<i>No of SMME Awarded</i>	<i>Estimated Value of work/contracts</i>
Bafokeng Owned Companies	13	R25m
Bafokeng Empowered	3	R47m
RBH Empowered	2	R6m
<b>Total</b>	<b>18</b>	<b>R78m</b>

**3. HERNIC MINE**

<i>Procurement Opportunities</i>	<i>SMME submitted</i>	<i>Progress to Date</i>
Ventilation Supplies	9	Not on tender yet
Water Treatment	2	Not on tender yet
Transport (trucks) including sub-contracting	4	Not on tender yet

**4. ROYAL BAFOKENG ADMINISTRATION**

<i>Procurement Opportunities</i>	<i>SMME submitted</i>	<i>Progress to Date</i>
Roads	27	No Feedback
Lebone II	53	No Feedback
Electrical Maintenance	4	No Feedback
Reservoir Renovations		No Feedback
Cleaning	12	No Feedback

**5. ROYAL BAFOKENG INSTITUTE**

<i>Procurement Opportunities</i>	<i>SMME submitted</i>	<i>Progress to Date</i>
Cleaning Materials	3	Awaiting feedback



## UPCOMING EVENTS

### Upcoming Trainings, Workshops & Information Sessions

04/09/13	Impala Open day	RBED
05/09/13	Costing and Pricing	RBED
09/09/13	Planning Your Business	RBED
10/09/13	Market Research and Planning	RBED
11/09/13	Planning and Managing Finances	RBED
12/09/13	Planning and Managing operations	RBED
13/09/13	HR Planning	RBED
17/09/13	Risk Management	RBED
09/10/13	Entrepreneurship	RBED
10/10/13	Entrepreneurship	RBED
14/10/13	Planning Your Business	RBED
15/10/13	Market Research and Planning	RBED
16/10/13	Planning and Managing Finances	RBED
17/10/13	Planning and Managing Operations	RBED
18/10/13	HR Planning	RBED
24/10/13	Mining Expo	Olympia Park Stadium
29/10/13	SMME Forum	RBED
06/11/13	Strategic Management	RBED
07/11/13	Managing Growth	RBED



## BUSINESS TIPS

### 1. Match Business Potential to your Business Passion & Aptitude

- The greatest business idea on earth will fail if you have no passion or aptitude for the business. Marry your passion, talent and skills to a business opportunity and you will improve your chances of success exponentially.

### 2. Find a Gap & Fill The Need

- What is missing in your town, city or neighbourhood? What is the thing that everyone complains about? When you provide a solution to real and pressing needs, you have a better chance of succeeding.

### 3. Track Trends & Find Opportunities

- New technologies, fashion and changing circumstances create new need and business opportunities. By following the news and chat forums, you could predict a need before it becomes apparent to your future customers. Yes it's risky and many trends fizzle out before achieving critical mass, but if you're thorough and have good instincts, the rewards can be enormous for entrepreneurs who get in on the ground floor.

**4. Money Matters**

- Yes it does! How much, if any, start-up capital do you have? How comfortable are you with borrowing money and how much? These are questions you must know the answers to before pursuing a business opportunity.

**5. What is the Plan**

- Before starting a business, know how you want it to end. Do you want to build an enterprise that you can sell for a profit in the middle to long term? Do you want a family business to pass on to your heirs? Are you content with a business that depends on you and has little resale value without your personal involvement?

**Take Part In Our Quiz And Win Awesome Prices!! Two Winners Will Be Randomly Selected.**

1. Name two ladies who inspired Lillian Setshedi.
2. Name one business tip that focuses on managing finances.
3. Give us a name of a company that hosted Women's day event.

**To Enter Please Send Your Answers To**

[tshepo.modise@bafokengdevelopment.com](mailto:tshepo.modise@bafokengdevelopment.com) / [Tebogo.sedumedi@bafokengdevelopment.com](mailto:Tebogo.sedumedi@bafokengdevelopment.com)

Or call us on: (014) 566 1600

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