

Tswelelopele

Kgolo go ya ka ponatshego- Growth through transparency

September 2019

Issue 3 • Volume 6



Fraser Alexandre ED Funding

Smart Procurement

SMME of the month – Ms Mputle

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From the editor's voice:



September is that month where we celebrate heritage. We interact with other cultures whereby we learn their tradition most importantly their food, language etc. I would say September is the month that brings people together, we dance, we eat and we sing indigenously.

I think it is important that we learn other people's culture so that we are comfortable when we communicate with them. Most businesses especially in the tourism sector, they make more money during this month.

To mention just a few we have artists that specialise in hand made products, among others we have one of the entrepreneurs that we support (Tshegofatso Mputle) featured on this edition whose products are mostly made of wood, mosaic and other materials.

This woman is so passionate about her work and wishes to expand it abroad. Read more about her on this issue.

We hope to develop more of the artists in the tourism industry and assist them to be proud of their culture and sell more of their products to the tourists. Most of these products are placed at our curio shop at the Royal Marang Hotel and at the RBED incubation store at Phokeng Mall. Please do visit these shops and support our local SMMEs.

We would like to encourage upcoming entrepreneurs in the tourism industry to visit the RBED centre and get all the support so that their businesses can be developed. Those who offer accommodation, shuttle services, tour packages, crafters and artists can visit the centre and will be assisted with their needs. Please be advised that you need to be the registered member on our database to get all the support.

“Enjoy the heritage month”

Editor: Tebogo Sedumedi



SMME OF THE MONTH – Tshegofatso Mputle



Q: Tell us about yourself.

A: Tshegofatso Mputle is a crafter from Luka village. I am the founder of Tshego M Creations I enjoy travelling and helping other people.

Q: When did you realise that you can start a business?

A: I realised that I can start a business in 2013 but formally launched this year 2019 after making a thorough decision that I want to fulfill my vision and working for someone's company will delay what I intend to achieve in life.

Q: What motivated you to start your own business?

A: Oh I love beautiful decorative arty elements so I always visited our well known home decor chain stores/shops so whenever I pick an element that really caught my eye I would first look at where it is made from and surprisingly most of them were from foreign countries especially Asia so I said to myself that this has to change and decided that I will bring a change by manufacturing products that will eventually be found in our chain stores and even internationally.

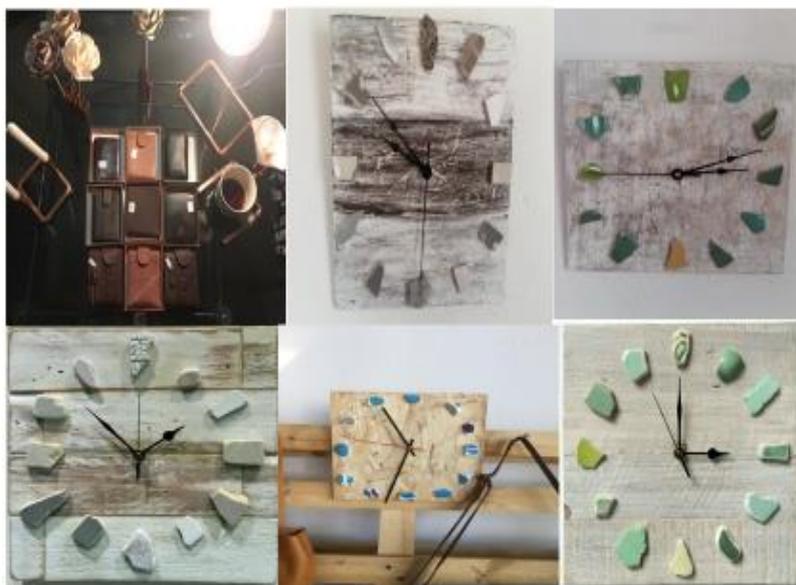
Q: What makes you a successful business person?

A: I would say handcrafting quality and outstanding products, understanding my market and what my respective customers really need and satisfying their needs really makes me a successful business person.

Q: What are some of the challenges you faced when you started your business?

A: Lack of funds was an obstacle, because I didn't have much capital to start my business. It was tough but I managed to pull through as time went.

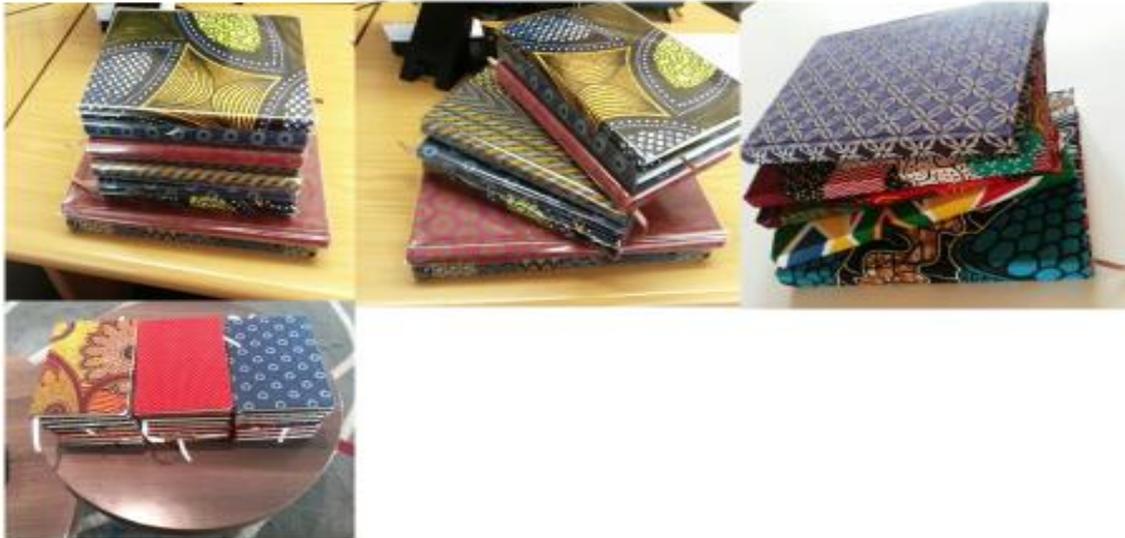
TSHEGO M CREATIONS - PRODUCTS



Q: What contributes to the challenges that can result in failure within a business?

A: Mismanagement of funds and not taking good care of your customers.

TSHEGO M CREATIONS - PRODUCTS



Q: If you have to advise an individual interested in starting a business what would you say?

A: I would advise them to choose the type of business that they really love, they must be passion driven, always remain focused, must be willing to take risks because business people are total risk takers and finally be dedicated to their respective businesses.

TSHEGO M CREATIONS - PRODUCTS



Q: What are your aspirations?

A: To be the best black owned manufacturing company. To tour the world and train other women.

TSHEGO M CREATIONS - PRODUCTS



especially those that are vulnerable and disadvantaged...doing skills transfer.

Q: What are your plans for the future?

A: My future plans are to have more women employed in my company and expanding the range of my products. I plan to have a manufacturing plant.

Company registrations

RBED as part of SMME development has developed a system whereby we assist start-ups to register on CIPC for free. We can only assist if you meet the following requirements:

- 1 The owner is registered with RBED
- 2 Business idea is sound
- 3 Business model developed
- 4 Business plan document

RBED offers a free internet café where you can have access to register your company, see the following:

CIPC

<http://www.cipc.co.za/index.php/register-your-business/companies/>

If your initial name reservation application is not approved, you will need to apply for new names. You may apply for between 1 and 4 names during each application process. Each name reservation application costs R50. A company registration may vary between R125 and R475 (R125 for a private company, R475 for a non-profit company registered without members).

RBED offer support to start-up entrepreneurs who want to register their companies on CIPC

ABSA

<https://www.absa.co.za/business/starting-my-business/setting-up-my-business/registering-my-business/>

South Africa's Companies Act requires that if you are setting up a private company (i.e. (Pty) Ltd) you need to register your company as a legal entity.



The participants

The 20th of September 2019 brought a lot of smiles and confidence to our young entrepreneurs. Fraser Alexander through the Royal Bafokeng Enterprise Development (RBED) donated an amount of R300 000,00 to assist both start-ups and existing local youth owned SMMEs for the sustainability of their businesses. The money was source from the company's Enterprise Development budget.

All the youth owned companies on RBED database were invited to partake on this event and the selection were made. Twenty companies were selected and they then got invited to pitch for their businesses.

RBED is proud to announce that out of those 20 companies, only 6 from both start-up and existing business categories were crowned as finalists. Each company will receive an amount of R 50 000,00 that will be used specifically for their company's development needs.

Below is a list of all the finalists:

Start-ups Category

- Mamotsosi Holdings – Honey beekeepers
- Tshepologang Projects – Cleaning Materials
- All Seasons Distributors – Toilet Paper manufacturers

Existing Business Category

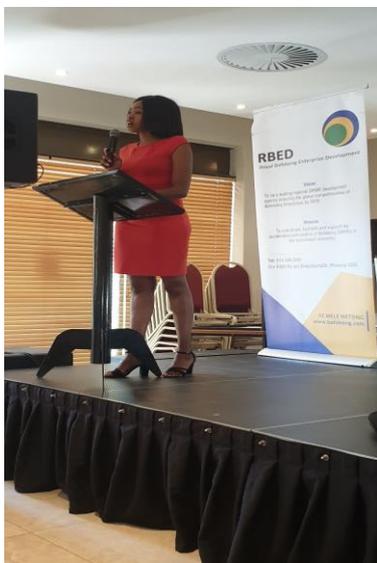
- Mmane Ntsatsi House of Love – African Cuisine Restaurant
- Andvic - Engineering
- Takudzwa – Mining Supplies



As a way of encouraging transparency, the youth-owned businesses were issued with application forms upon which they applied, shortlisting was done and 20 companies (10 Start-ups and 10 Existing) were invited to pitch their businesses to the audience and panel of judges which include representatives from RBED, ABSA and Fraser Alexander.

At the end of the funding day, Mr. Elliot Mulane (Fraser Alexander representative) could not hide his excitement on the success of the project and assured the audience that Fraser Alexander is content with their relationship with RBED and they must expect similar projects in future.

Kabelo Moatshe, Event Coordinator, encouraged the SMMEs to fully utilise the services of RBED and pledged to assist those who didn't participate and those who were not finalists; All they need is to contact him at RBED offices.





Ecsponent Limited is JSE-listed financial services company offering the following

- Investments services such as life insurance and retirement funding through financial advisory channels.
- Equity Holdings;
 - Long term capital growth investments
- **SME Finance**
 - SME Finance
 - **Enterprise Development**
 - **Specialist Procurement Services**

The company has been operating in the Phokeng mining belt since 2018. We offer **Purchase Order Finance** to SMEs operating in the area. We assist the SME with all procurement related activities, including quotations, cash flow management and financial capacitation. **Purchase Order Financing** is a simple finance solution that is able to extend finance to SME's which may not be financially mature or are unable to access bank finance. This may be due to lack of balance sheet or credit flags. Ecsponent is able to assist with working capital finance through a ringfenced finance solution. The structure considers the risk of the corporate issuing the **Purchase Order** instead of burdening the SME's balance sheet. Repay ability is based on the **Purchase Order** instead of the SME.

The Head Office is in Pretoria but we have offices situated at **RB Platinum Enterprise Development Hub** in the Rasimone area for local SMEs to access us easily.

The following people can be reached for inquiries:

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MACHARORA OPEN DAY



On the 29 August 2019 was the annual Macharora Entrepreneurial day, a total of 35 SMMEs who had been attending business management short courses and had attended all the classes with the University of Johannesburg at the hub, sponsored by RBPlats where graduating. In addition to the graduation, the purpose of the day was to give feedback to SMMEs on the progress made since the office opened. Highlights noted:

- 3 youth owned company from Macharora that have been awarded long term contracts being Modi wa Tshepo, Mobic Trading and Siathemba Construction
- 21 Companies that have gone for the underground visit
- 2 women owned companies awarded a long term contract
- The convenience of having RBED, Thekvest, Ecsponent and Innoven to be a one stop

All of the service providers within the hub were exhibiting for SMMEs to familiarise themselves with them.

With RBPLATS initiative to interview 100 companies the last group of companies presented on the on the 9th July 2019 making it a total of 91 companies that has presented to RBPLATS management.



SMART PROCUREMENT



RBED in collaboration with SEDA sponsored 10 SMMEs to take part in Smart Procurement exhibition which was held at Gallagher Convention Centre in Midrand. The event took place from the 17-18 September 2019. Smart Procurement World is the ultimate procurement and inbound supply chain conference in South Africa.

This is a sourcing exhibition where you meet sourcing, procurement, purchasing and buying professionals from both government and the private sector.

The purpose of the show is for smmes to engage with procurement delegates from different entities both private and government to have a diversified client base and not just the mining houses. Some of the corporate companies that attended the show were Old Mutual, Bryte, BP, Denel, Amcor, Sun city etc. The Smart Procurement world also invites certain corporate companies to educate SMMEs on how to manage their procurement and there are supplier match ups where SMMEs can directly engage a potential clients.



RBED has been sponsoring SMMEs for the past 3 years in attending the event and some of the SMMEs got the opportunity to successfully acquire relevant contacts. RBED also had a stand at the expo and have been able to create new partnerships by making them aware of the standard of SMMEs that they have from the Bafokeng area and who has a footprint in other provinces.



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