

Tswelelopele

Kgolo go ya ka ponatshego- Growth through transparency

December 2013

Issue 4 • Volume 1



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EDITOR'S NOTE



Motlapele Molefi

Welcome to our last issue of 2013, it has been a great pleasure for RBED to use a digital magazine to share with you our developments and achievements of the past year. It was only eleven months ago when we published our first issue, and our e-magazine has grown from strength to strength judging by the number of visits to our site

Looking back, some of RBED achievements featured included our own in-house developed database and the ED strategy. Importantly we acknowledged strengthened relationships with our Investee companies such as Impala, Fraser Alexander and Royal Bafokeng Platinum. Our relationship with government entities, in particular Department of Trade and Industry, and SEDA is going strong. It has also been great to feature role models in the form of 'entrepreneur of the month'. I believe they have inspired you with their experiences as entrepreneurs by sharing their successes and challenges with you.

In this article RBED's Managing Director Dr Elmie Castleman looks back at the highlights of 2013, she also touches briefly on the plans for 2014. I am sure you will find the information very useful and informative.

Special thanks goes to the SMME's who participated by contributing through articles, not forgetting the technical team who packaged all the information and ensured that the issues were published on time at required quality and standard.

Lastly, thank you to all for reading Tswelelopele and we would like to invite you to send us comments and suggestions on how to improve our e-magazine and make it more relevant to your needs.



MD'S NOTE



Dr Elmie Castleman

2013 is rapidly drawing to a close and as I sit here in November, I can hardly believe the holiday season is upon us. 2013 has been an incredibly active year for the RBED and I am sure for your SMME as well. Congratulations to all those entrepreneurs who realised their dream of owning a business during this year. We are delighted that the RBED could be a part of realising your dream!

A second word of thanks for the rest of our key customers, the trading businesses and entrepreneurs actively participating in the market – RBED would like to thank you for making use of our facilities and services during this year. Your success in growing and surviving during such difficult economic times makes us proud.

Below are some statistics on what was achieved during the first three quarters of 2013:

The **SMME database and module** has been implemented and usage of the system has been an exciting feature of this project. The site was visited 5801 times and Tswelelopele read online 540 times. During this quarter the RBED has been engaging SMME and entrepreneurs alike to obtain updated information and documents for inclusion in the system.

The RBED centre had 905 visits during the third quarter of 2013. 575 visits were mainly internet users who use the internet facility to research and identify business opportunities, do tax e filing etc.

SMME Development Workshops: 53 SMME workshops for the year have been scheduled. To date 48 sessions have been held with 21 training workshops offered in the third quarter. The total numbers

of attendees was 254 which represented 71 businesses. Positive feedback was given by all the SMMEs who attended the training workshops.

Open Days

Several **Open Day** sessions with have been held for RBED SMMEs at the Media Centre and the RBN Stadium

- **Impala open day** was held on 4th September 2013 and 100 SMMEs attended.
- **RBPM open day** was held on 26th September 2013 and 80 SMMEs attended.
- **Department of Trade and Industry open day** was held on 3rd October 2013 and 105 SMMEs attended to share the process and procedures to access the DTI Black Business Supplier Development Program

EXPOS

- **Waterfall Mall Expo:** Eight SMMEs exhibit during 28th August to the 01st of September 2013 in the Waterfall Mall.
- **WASME:** International conference on Small Medium Enterprise (ICSME) 18-21 September. Five SMMEs participated

Business linkages have successfully linked Bafokeng SMME to 100 procurement opportunities during the first three quarters and reported procurement spends with Bafokeng SMME to the value of R320 million for the same period. New contracts to the value of R106.6 million have so far been awarded in 2013, which will improve the procurement spend in future.

Our **strategy for 2014** is to continue with those things the RBED did well in 2013 and even further improve upon the services we are providing to our most important stake holders, the Bafokeng SMMEs and entrepreneurs!

To achieve that we will be further developing the SMME database and enterprise development module by implementing a scoring function to allow the RBED to identify needs among the SMME and to be able to identify those SMMEs who are growing, achieving success and are therefore ready to be linked to opportunities shared with the RBED by our stake holders. Please be responsive to our team members requesting updated information. Improving the quality of information on Bafokeng SMMEs is a key to unlock the doors of support and opportunity in the marketplace. Each document and piece of information on your company is used to improve your score in the module thereby unlocking opportunities at each level and identifying the gaps where the RBED can assist in future.

Furthermore the RBED will be broadening its stakeholder relationships in the next year to include provincial and local government, Royal Bafokeng Holdings investee companies and industry in general as development partners. This will result in more opportunities and funding becoming available for the development and support of Bafokeng SMME and unlock empowerment deals as well as mentoring opportunities for our SMME. We look forward to hosting more “Open Day” events where large companies share their vision for SMME support and opportunities in their supply chain with us.

Enterprise development activities will continue, however in a new location as the Bafokeng Plaza is closed for a revamp at the end of 2013. More courses, workshops and direct interventions with SMME will be presented in the New Year. We will be sharing space with the Hospitality school. Come and visit us at the RBI Hospitality School, the former post office.

Lastly the RBED will significantly improve two- way communication with our customers – **the Bafokeng SMME and entrepreneurs** – by implementing more opportunities for discussion at outreach sessions, industry specific discussion group and communication sessions such as the CEO forum.

In closing, may everyone have a peaceful and joyous festive season and tackle the New Year with passion and energy to make 2014 the golden year for your business!



ENTERPRISE DEVELOPMENT HIGHLIGHTS

Business workshops and other interventions achievements for 2013

WORKSHOP	NO OF SMME BENEFITED	MENTORSHIP	NO OF SMME BENEFITED
BUSINESS WORKSHOPS	213	THE GOLDMAN –GIBS 10 000 WOMEN PROJECT	3
INFORMATION SESSIONS	182	IMPALA RAIZCORP PROJECT	8
FEASIBILITY STUDIES	11	IMPALA AURICK PROJECT	9
BUSINESS PLANS	5	VUKA MENTORSHIP	5
MARKETING PLANS	2		
INTERNET FACILITY	513		
ED CENTRE DAILY VISITS	902		
BUSINESS PORTAL	367		



BUSINESS LINKAGES HIGHLIGHTS

INVESTEES COMPANY	TARGET SPEND 2013	ACTUAL SPEND 2013 TO DATE	TARGET SMME 2013	Actual SMME
IMPALA	R250M	R162.7M	65	51
ROYAL BAFOKENG PLATINUM	R140M	R135.7M	35	21
FRASER ALEXANDER	R10M	R1.4M	10	4
XSTRATA	R10M	R0	5	
OTHER MINES	R10M	R59K	5	
RBN & RBI		R20.4M		55
TOTAL ACHIEVED	R420M	R320M	120	131



OUR PROJECTS

RBED continues to facilitate the establishment and growth of projects that are aimed at the creation of sustainable jobs. One such project is Waste ease which was featured in Segoaogoe earlier in the year. The project is going strong, let's look at the highlights of the two projects that RBED have continued to support in their growth stages

Waste Ease

The Project was established in 2010 with the aim of creating employment opportunities and in turn encouraging the efficient collection of recyclable materials. Phokeng Multi- Recycling Buy Back Centre started officially trading in May 2013. The Centre is managed by Waste Ease Cooperative Limited which has five members and created 15 jobs for the community.

The project has received tremendous support from Anglo Plat and the Department of Environmental affairs. We are proud to be supporting projects and businesses that promote green economy.



Waste Ease Cooperative Structure

Furniture Hub

The business provides carpentry and upholstery services. It is currently managed by 5 local youth members with the assistance of 2 elderly women who specialises in upholstery. The business started operating late 2012 and has experienced its fair share of challenges and successes.



Operations at Furniture Hub

The business is progressing well, and through the continuous support from RBED and Furntech they have been able to participate in tendering opportunities at impala. Furniture hub will also be participating in the productivity SA project which is aimed at improving productivity at the work place. Furniture hub has moved to new and bigger premise that is closer and more accessible to the public. They can be found at the Luka main road just after Motuku's supermarket, doors are open for furniture manufacturing, repairs and upholstery according to your individual style.



Waste Ease Cooperative Structure



Operations at Furniture Hub



LETTER OF EXPRESION

To: RBED Entity

Date: 16/11/2013

On behalf of Benex Engineering & Mining Services I would like to express special thanks to Dr Elemie Castleman and her team for their splendid and tireless work in assisting with the approval of our Impala Platinum Mine & Herculite Mine vendor numbers. Your extra time and effort you have put in were certainly worthwhile and greatly appreciated.

We are very proud to have Royal Bafokeng Enterprise Development on board as our service provider.

Our special thanks once again.

Yours Sincerely
Mpho Njikelane (Director)
076 289 9076/ 061 472 3002



Dear RBED

We would like to congratulate RBED Bafokeng for their outstanding performance during year 2013. We had great working relations with you since you had been inviting us for business matters in and around our area.

- The Training courses.
- The Exhibition
- The Meetings
- The Travelling service you trusted us on to provide for you as RBED division and RBA has proven that you have in our Emerging Company.

We are really proud of you putting trust in us and also we will keep on doing our best.

Many thanks to you and KEEP UP THE GOOD WORK.
Hope for more in the 2014 business year.

Nare Tours Team wishes a Happy Festive Season.

Regards



Dear RBED

We at Golden Cat Investment Holdings (PTY) Ltd would like to thank the RBED team for the advice; help and training you have rendered to us. Golden Cat wouldn't be where it is now if it was not because of your dedication and determination.

Thank you and we hope that this relationship will continue even in the coming year. 2013 has been a fruitful year of learning by working with you.

We at Golden Cat Investment Holdings (PTY) Ltd, would like to wish you a Merry Christmas and a Prosperous New Year.

With much appreciation and God's Blessings

Mr. D. Ntuane (CEO)
Golden Cat Investment



The year 2013 has been a challenging year for KEDASE Business Enterprise. Competition within the Earth Moving and Crane Services has been intense as it has always been with the giants of the Industry still occupying the heart of the centre stage. The challenge for emerging enterprises still remain until such time that the decision makers within procurement takes enterprise development seriously and develop programmes of high value add.

The question common to all and including KEDASE has been:-

1. How to expand your business through acquisition of the newest models of machinery that will give you an added urge over your competitors?
2. How do you as an emerging business secure business opportunities from companies that are seldom having sights on emerging enterprises?

With intervention from Royal Bafokeng Enterprise Development (RBED)

Kedase has been able to sustain its contract for a 30 Ton Crane with one of the Mines. The second crane has been set on trial for three months.

KEDASE has also benefitted from meetings arranged and facilitated by RBED with the purpose of attending to challenges experienced by entrepreneurs within the Royal Bafokeng Nation.

The relationship between KEDASE Business Enterprise has improved since meetings were held and sharing of ideas.

Through this facilitation, it became clear that we are all in this together as business people. Sharing of ideas has been a wonderful experience.

KEDASE wishes to Thank RBED for the initiative to intervene in developing emerging enterprises. The courage by personnel to handhold beginners will never go unnoticed.

We wish you all a MERRY Christmas and a prosperous 2014 in which RBED will come with added vigour to link us to sustainable procurement opportunities.

Contact:
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(Managing Director)
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2013 EVENTS HIGHLIGHTS

2013 RBED Events



Bomkhozi Projects at Waterfall Mall



Donkerhoek GH at Waterfall Mall



Nare Tours at Waterfall Mall



Namane Draping Décor & Events at Waterfall



Hi5 Kiddies at Waterfall Mall



Kedase Cranes at Rustenburg Minex



AN Quick Stitch at Rustenburg Minex



Lekoa Mining & Industrial at Rustenburg Minex

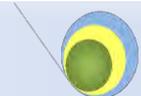


Seitebatso Rakgokong, Thandeka Cwati, Mando Dire, Motlapele Molefi, Mpho Njikelane, Mmamoruti Kokotla, Mmathapelo Pitso, and Lethogonolo Mmope at International Conference for Small and Medium Enterprises (Durban)



2014 Q1 CALENDAR

Workshop Name	Date	Time
Entrepreneurship	24 February 2014	09:00
Planning & Managing Operations	25 February 2014	09:00
Market Research & Planning	26 February 2014	09:00
Planning & Managing Finances	27 February 2014	09:00
Planning & Managing Operations	28 February 2014	09:00
Managing People	03 March 2014	09:00
Tendering	11 March 2014	09:00



BUSINESS QUIZ

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

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

1. When was the WASME Conference held?
2. How many SMME's visited our (RBED) centre during the Third quarter?
3. How many jobs have the Waste Project Created?

To Enter please send your answers to Tshepo.modise@bafokengdevelopment.com / Tebogo.sedumedi@bafokengdevelopment.com or call us on: (014) 566 1600

Congratulations to our previous competition winners:

Gabaiphiwe Mekgoe and Metsiapula Molokoane

Your prizes will be delivered to you!!!!

TSWELELOPELE
Publication of the RBED

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