



DURBAN CHAMBER OF
COMMERCE AND INDUSTRY
EST. 1884

The Ultimate Business Network

Where big and small business meet

Enabling Enterprise Development through
Collective Development



IN PARTNERSHIP WITH

Deloitte.

Context

With the new B-BBEE Codes of Good Practice now in full effect, large enterprises are grappling to find optimal ways of complying with the legislative framework. They are faced with complying in a way that protects or enhances their competitiveness, while realising value for their shareholders, customers, value chain partners and the host communities in which they operate.

The Chamber presents an ideal platform for small and large business communities to synergise their needs and collectively address their common challenge, which is how to best facilitate economic activity amongst large and small enterprises.

With the B-BBEE Codes of Good Practice now in effect, most large enterprises are grappling to find optimal ways of complying with the legislative framework while protecting or enhancing their competitiveness and delivering value for their shareholders, customers, value chain partners and their host communities.

To achieve such a multitude of objectives is no easy task. Many discover that it is not easy to readily find B-BBEE suppliers meeting their quality, delivery and competitive costing requirements.

In a situation where qualified B-BBEE suppliers are not available, large enterprises have the challenging task of finding, screening, developing and sustaining these suppliers.

Large Enterprises

- Require meaningful integration of SMME's into their supply chain
- Lack experience and capacity in implementing Enterprise Development and Skills Development
- Needs to collaborate in the identification of Enterprise Development and Skills Development opportunities and the implementation thereof



Many have made large investments into Enterprise Development in the past without promoting qualifying SMME's into qualified B-BBEE suppliers.

In contrast, many deserving small enterprises with the potential to grow into sustainable B-BBEE suppliers continue to languish and fail before they can access the enterprise and supplier development opportunities presented by large enterprises.

Moreover, through its partnership with large industry members who are skilled in supply chain management, analytics, local industry knowledge and its access to a membership of over 3500 small and large businesses; the Chamber is further able to deliver leading enterprise development services.

The Chamber presents an ideal platform for small and large business communities to synergise their needs and collectively address their common challenge, being how to best facilitate economic activity amongst large and small enterprises.

Through its Enterprise Development offering, the Chamber helps large enterprises develop best-fit enterprise development programmes and facilitate the matching of suitable enterprise development candidates to the correct supplier development opportunities.

Through its partnership with large industry members skilled in supply chain management, analytics, local industry knowledge and its access to its members, the chamber is further able to deliver leading enterprise development services.

Small Enterprises

- Seek to gain access to the broader market
- Require skills and capability development
- Seek to be involved in the core supply chain(s) of larger enterprises

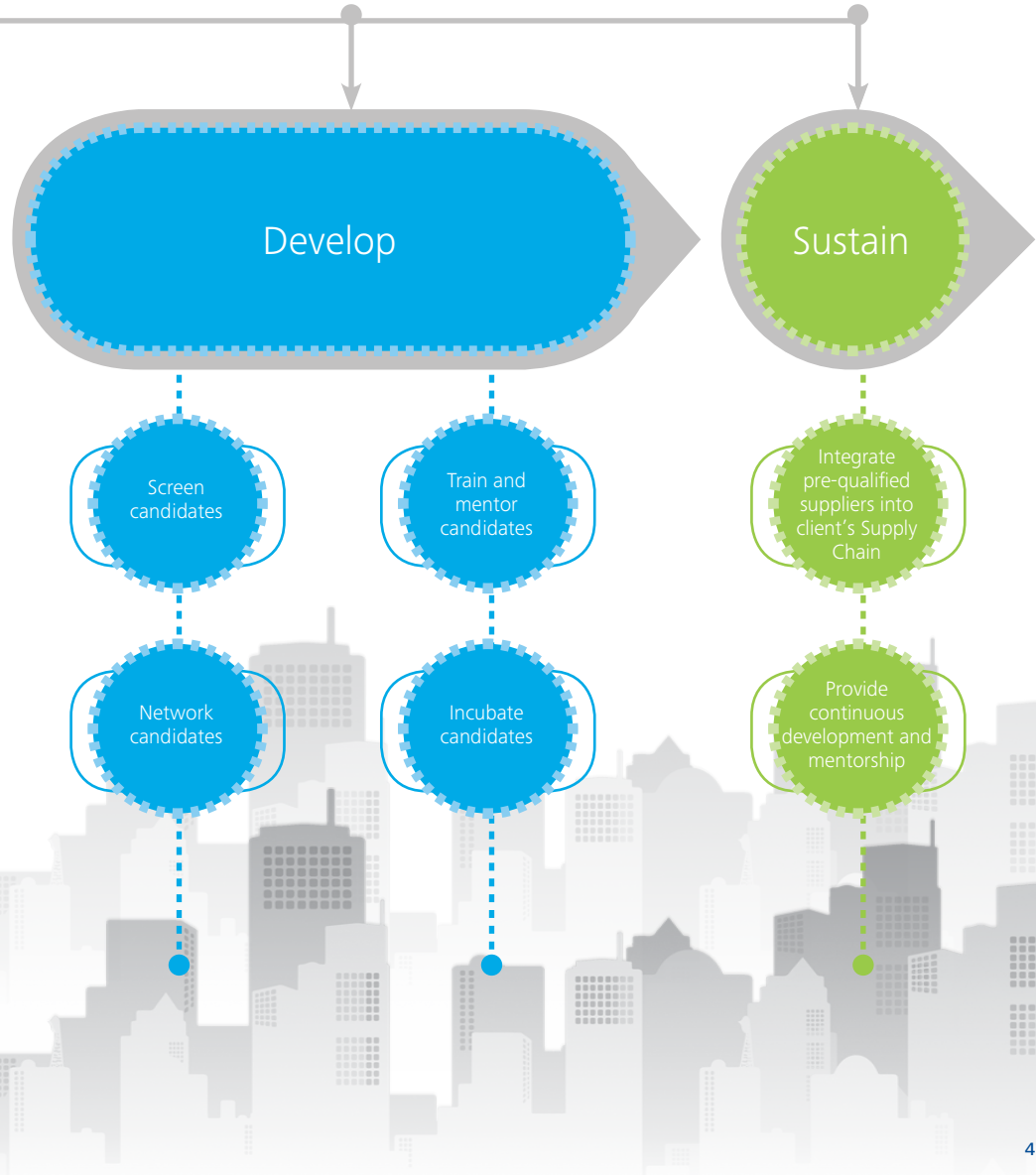


Our support for large enterprises

Few large companies can count enterprise development as one of their internal core competencies.



Sustainable Enterprise Development starts with the identification of optimal preferential procurement opportunities that are ripe for Enterprise Development candidates to be matched to once they have qualified.



Enterprise Development candidates taking part in the Chamber's Enterprise Development programme benefit from an array of interventions, while leveraging the networking opportunities accessed through their membership.

...Yields benefits for both large and small enterprises



Large enterprises

Current state review

- Enterprises can focus on their core businesses, while the Chamber will train and qualify candidates
- This ensures that enterprises only deal with credible candidates

Match candidates

- Screening of qualified candidates
- Provides access to a large pool of Enterprise Development candidates

Enterprise Development Management

- Identify Enterprise Development opportunities
- Peer benchmarking
- Establish a long-term plan for the execution of sustainable Enterprise Development and Skills Development programmes

Sustain

- Assist with integrating qualified candidates into the enterprise's supply chain
- Continues mentorship and training to sustain developed suppliers

and small enterprises



Small enterprises

Training and mentorship

- Training that is applicable to the skills and capabilities required by small enterprises
- Regular group and one-on-one mentorship sessions

Incubate

- Access to an incubation hub: A facility with desks, meeting rooms, telephone and internet services
- Access to back-office services, such as: Payroll, Tax, Accounting and Marketing

Network

- Talks with industry advisors
- Local and international industry tours
- Buyer conferences, forums and seminars

Funding

- Support in developing feasible business plans
- Assist in identifying and obtaining a source of funding

Large enterprises that choose to leverage the chamber's enterprise development programme stand to realise immediate gains, sustained by the critical mass enabled by the Chamber's scale.

The cherries on top...



Claim points

Large enterprises are able to claim points, with regards to B-BBEE Codes of Good Practice, when ceding funding to the Chamber

Claim costs

All planning costs; including costs associated with spend analysis, and the development of Enterprise Development and Skills Development plans which contribute towards Enterprise Supplier Development points

Cost reduction

In the process of spend analysis lies further cost reduction opportunities



Benchmark

Benchmarking performance against peers in terms of Enterprise Development and Skills Development

Chamber membership

- Access to the broader business network, and thus increased sales opportunities
- Access to other Chamber membership benefits

Shared pool of suppliers

In addition to developing suppliers, large enterprises will also have access to the pool of suppliers developed by other members of the Chamber

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The Durban Chamber of Commerce and Industry is a vibrant organisation, which is fortunate enough to function in a rapidly growing region. Durban's position as an established economic hub due to its port, together with the current infrastructure development occurring in the region, makes the business sector all the more significant.

The Durban Chamber of Commerce and Industry has mushroomed, from its small beginnings in 1856 to a substantial association, with a membership of over 3 500 businesses, respected by its sister chambers throughout the country. We continue to add value to our chamber members through our robust interactions and partnerships with both the private and public sector. These initiatives are over and above the many great services offered by the chamber, as well the business information that we distribute to our members, as well as the entire Durban business community.

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