



**HELPING COMPANIES SUPPORT THE
GOVERNMENT'S TRANSFORMATION AGENDA**

Introducing the



**ENTERPRISE SUPPLIER DEVELOPMENT
AND COMMUNICATIONS PLATFORM**

This is an Enterprise and Supplier Development initiative for business entities in South Africa.

It was developed to help support the South African Government's transformation agenda and to comply with B-BBEE requirements and the eventual implementation of the Procurement Bill 2023.

**ONLINE BUSINESS OPPORTUNITY PORTAL
with a
CONSOLIDATED DATABASE of LOCAL SUPPLIERS**



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What is the **PURPOSE** of ESDHUB?

- 01.** Our aim is to serve as *the Enterprise and Supplier Development and Communication's platform* for corporate stakeholders (GEs, QSEs and EMEs) in each Municipal District throughout South Africa.
- 02.** We achieve this **by providing an online business opportunity portal** with a **consolidated database of local suppliers**. (The first successful deployment and testing was performed in the Saldanha Bay Municipal area - West Coast).
- 03.** We aim to **make it easy** for GEs & QSEs to **identify and select** EMEs for their own ESD programs and procurement opportunities. This **includes the online creation of TRO's** (Tenders, Request for Quotation RFQs, Expression of Interest, Opportunities, etc.) and the automated **sending to EMEs** within a business sector and **geographical area** of choice.
- 04.** Their active participation and support will **help increase the number and value** of **local business opportunities** available to EMEs - via Tender notifications, RFQs, ESD intervention events & courses, and other business-related opportunities.
- 05.** The **ESDHUB does not replace current procurement/supply chain processes**. Participating entities will use **ESDHUB** in addition to their normal required supply chain management and, in this way, support more localised procurement.



WHY did we DEVELOP the ESDHUB?

Enterprise and Supplier Development has taken on a new significance in the revised B-BBEE codes.

Enterprise and Supplier Development is now the most **significant** element on the scorecard. Corporates need to develop EMEs to gain B-BBEE **scorecard points**.



Corporates need an efficient, **standardized** database of **compliant local EMEs** from which to identify beneficiaries and potential suppliers.



GE/QSEs want to facilitate access to **networking** opportunities, **interventions** and ESD training as well as **introducing** ESD beneficiaries to potential clients & suppliers.



Interaction between EMEs and GE/QSE owners is lacking on a **local level and a stakeholder-driven** platform is required for stakeholders to interact with one another **and transfer knowledge and expertise**.



The new stringent requirements around Preferential Procurement force businesses to **broaden and diversify their existing supply chains**.



An objective supplier selection process that is **aligned with procurement** will help to stimulate the development and **growth of small businesses**.



GEs & QSEs need to **streamline their tender process** to local suppliers via consistent, reliable, automated channels.



Companies want to make a more tangible impact on the economy & show their support for the **Government's transformation agenda**.



Who can USE the ESDHUB?



GE's

Generic Enterprises (GE)

Annual turnover R50 million



QSE's

Qualifying Small Enterprise (QSE)

R10 million to R50 million



EME's

Exempt Micro Enterprise (EME)

Annual turnover less than R10 million

Enterprise Development is defined as "the act of investing time and capital in helping people establish, expand or improve businesses." Enterprise development assists people in living; it helps them out of poverty; and it leads to long-term economic growth for themselves, their families and their communities.

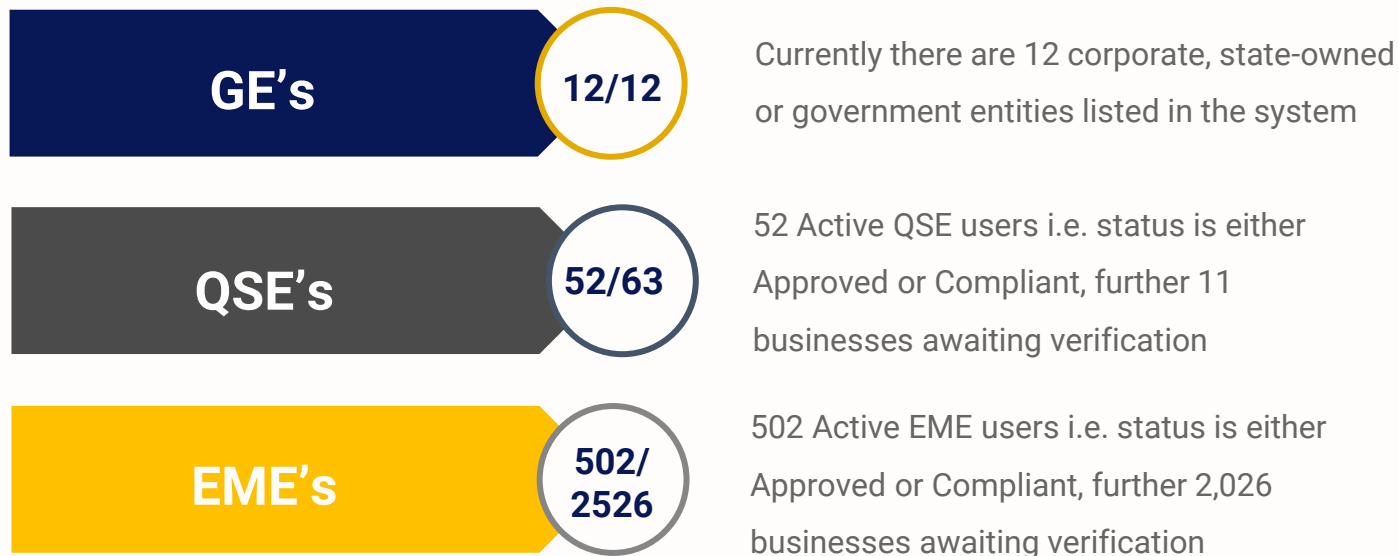
Stellenbosch Business School



Breakdown of Stakeholders

Example: West Coast District

Saldanha Bay Municipal area
First Phase - Database as at August 2020



Advantages of the ESDHUB SaaS*

- 01. Standardization** and access to **Compliance** documentation and Corporate information.
- 02. Stakeholder-driven** functionality and consistency of operation across all future satellite hubs.
- 03.** Modifications and new features **simultaneously available** to all satellite hubs.
- 04.** Streamline security and database maintenance - **easily monitored and controlled**.
- 05.** **No degradation** by other shared applications ... a true dedicated setup for access **only by stakeholders**.



Example of Scalability and Deployment

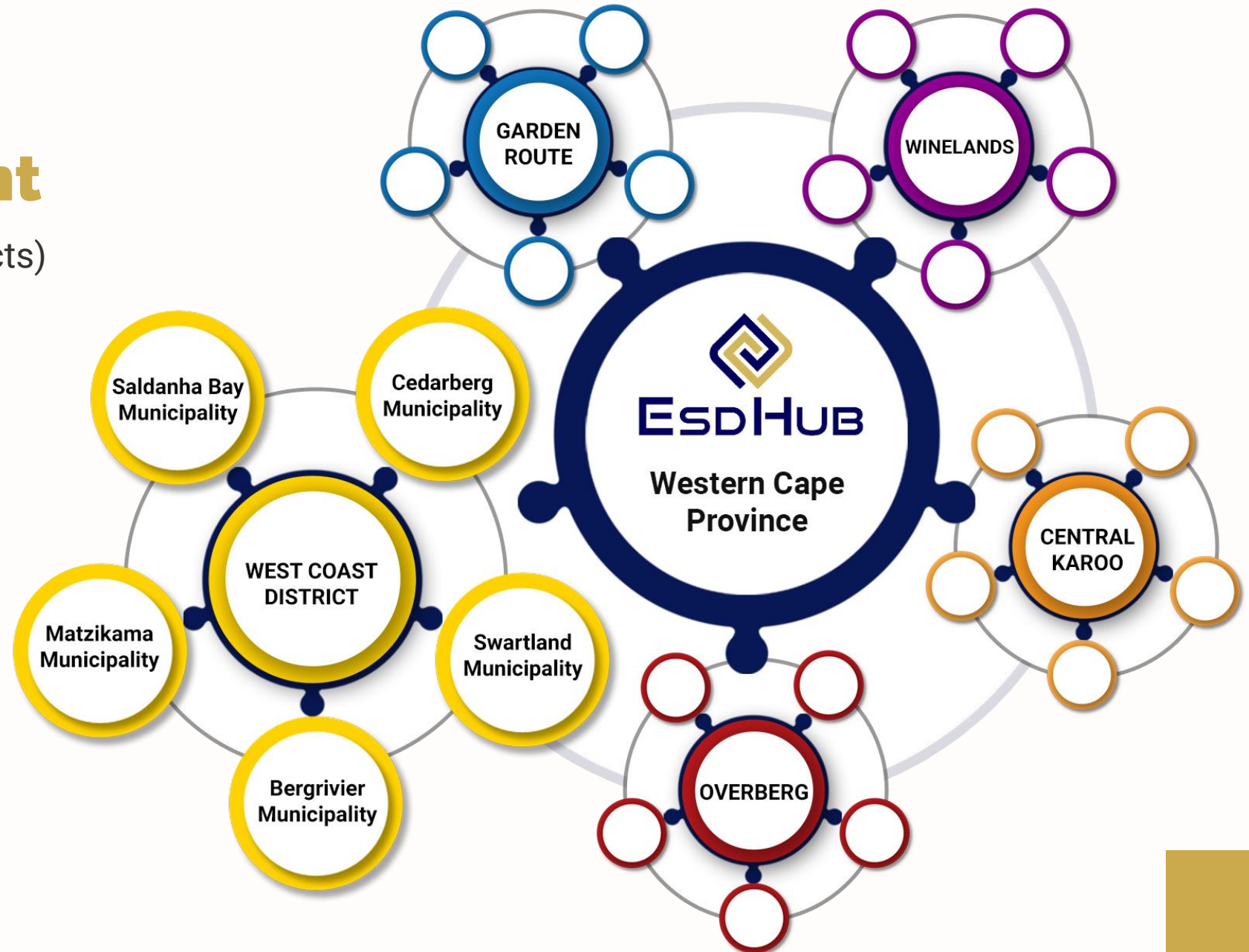
(Western Cape Municipal Districts)

Showing the Western Cape Province with all Western Cape Municipal Districts that will form part of the hub.

Over the next 2-4 years, this infrastructure will be scaled up to incorporate all the Provinces within South Africa.

Choice of monthly subscription to the **ESDHUB** include:

- Local Municipal District, OR
- Provincial, OR
- National.



Benefits for Generics and QSE's

Managing a supplier database can be a **never-ending routine** of mind-numbing data entry, verification follow-ups, and **frustrating inaccuracies** that can lead to unnecessary **risks and oversights**.

Or it can be a **painless, streamlined, automated** process that provides **up-to-date, accurate information** at your fingertips and that **strengthens** your supply chain.

Find the
Right local
Supplier



Access to
Supplier
Compliance
Documents



Reduce
Administrative
Workload

Standardised
Supplier
Information



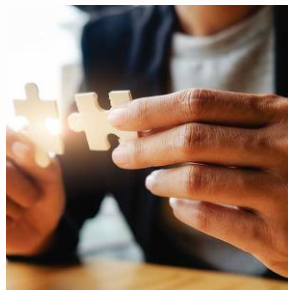
Pre-Qualify
Candidates
For ESD
Development



Full
Transparency
between EMEs
& GE/QSEs



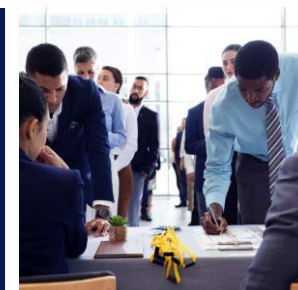
Efficient
Supplier
Onboarding



Improve
Collaboration
& Interaction



Improve
Supplier
Communications





**FREE
Registration
of Business
Profile**



**Compliance
Documents
Storage
& Alerts**

**Prioritised
OPEN
4
Business**



**Exposure
For ESD
Beneficiary
Selection**



**Access
to Expertise
and potential
Funding**



**TRO* & RFQ
Alerts
and Detailed
information**

**B2B*
Quotations
& Ventures**



**Reputational
Benefits
& Business
Confidence**



*B2B = Premium membership benefit

*TRO's: Tenders, Request for Quotation RFQs, Expression of Interest, Opportunities, etc.

Benefits for **EME's**

- ❖ Upload **and maintain all your compliance documents** for quoting and tenders, and set expiry dates for documents to receive **renewal alerts**. These are visible to all GE's and QSE's for decision-making purposes.
- ❖ ESDHUB's unique "**Open 4 Business**" feature means that if your profile includes all the required business information, plus your **compliance documents**, you will be **prioritised** when a buyer searches for suppliers within your industry.
- ❖ You will be **alerted via e-mail** when there is a **tender or other opportunity** relevant to your business. You can view all TRO's directly on the hub.
- ❖ You will be **visible to all buyers** (GE's, QSE's and other EME's). For example, your profile can be seen by all other EMEs who might want to **source your goods and services**.
- ❖ Add your **customer references and testimonials** to your business profile, so that potential buyers can see details of the projects you have completed and **have confidence in your abilities**.
- ❖ Access the ESDHUB system via any internet browser **anywhere, anytime, using any business PC or device**. You can even use **your smartphone** to access your profile and see the TRO's and other information.
- ❖ **Bonus:** A public Business Directory listing, effectively your **one-page business website** for potential customers to find your company via Google.



PREMIUM BUSINESS CLUB Membership

This is a **private area** of the ESDHUB **website** and includes **exclusive content** for Premium members.

EMEs can **opt to pay for this level** of subscription, to leverage the value added benefits.

GEs and QSEs have **automatic membership** to the **ESD Premium Club** as part of their **ESDHUB subscription**.

Facilitators (management level) have automatic membership to the Premium Club

VALUE-ADDED PREMIUM CLUB BENEFITS

B2B QUOTATION SYSTEM

to other EMEs on the ESDHUB

FREE PUBLIC DIRECTORY LISTING

on the ESDHUB Website

ESDHUB ELEARNING AND BUSINESS SKILLS CENTRE

Free / discounted Courses,
Webinars, Business Tools &
Resources

NEWS BLOG

ESD information, business
articles, white papers and
procurement news

JOB BOARD LISTING

Discounted job postings

CORPORATE EVENT CALENDAR

Free posting of business events

ADVERTISING

Discounted and unlimited*
classifieds on Website

ALERTS & NEWSLETTER

Up-to-date ESDHUB info &
related business happenings
from around the web



Onboarding by **appointed** Facilitators

➤ **Option 01**

*Facilitator **Intro Only***

The **Facilitator** does the marketing to potential stakeholders and oversees the Sign up and onboarding of a new Stakeholder only. ESDHUB support staff do the rest.

➤ **Option 02**

*Facilitator **Full Service***

The **Facilitator** does all marketing, onboarding, user support and handholding, training and document or data verification, etc.

Typical KRA's for a Full Service Facilitator

The Facilitator provides the staff to perform various duties such as:

- ❖ Marketing/Onboarding of GEs, QSEs & EMEs
- ❖ Assist with the Compliance process
- ❖ Teach GEs and QSEs to post TRO's
- ❖ User support and liaison
- ❖ Maintenance of Knowledge base for users

EARN RECURRING INCOME !

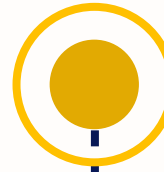
Ideal type of Facilitator:
Chamber of Commerce, Business Forum
or a Development Centre

Roadmap

Future enhancements and development

- Some new features will be added in the form of **modules** which can be **optionally purchased** by GE's & QSE's – For example: Supplier spending analysis for B-BBEE.
- The **ESD Website** is a separate entity to the **ESDHUB SaaS system**. The website serves as the main resource repository for **all common ESD info, news, standard forms, documentation**, etc. as well access to all **Premium Membership** features.

START
VERSION 3.X
1 NOVEMBER 2023



CORE SYSTEM

- ❖ Live online chat and ticket-based support system
- ❖ POPIa compliance and Privacy policies, etc.
- ❖ Upgraded security access, Multiple logins/company

ESD WEBSITE

- ❖ Premium: Forms, Templates, Documents, Guides, Acts
- ❖ Premium: Business Tools, Skills and Knowledge Base: general legal, procurement, How do I xyz?

GENERICs & QSEs

- ❖ Reports & statistics
- ❖ TRO mailing statistics
- ❖ Post-tender closing
- ❖ Supplier feedback process info
- ❖ B-BBEE spend analysis reports



EME's

- ❖ Premium: Implement Business2Business Quote System
- ❖ Premium: Public Directory on the Internet
- ❖ Premium: Corporate Event Calendar

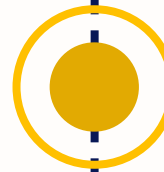


FACILITATORS

- ❖ Live online chat & ticket-based support system with Knowledgebase
- ❖ Facilitator reports & statistics



FINISH
VERSION 3.X
1 AUGUST 2024



Roadmap

Version 3.x

- Stakeholders may **submit requests for features** and improvements via their Facilitators or via the online support system.
- Premium* refers to functionality found only in the Business Club (via optional premium membership).

START
VERSION 4.X
SEPTEMBER
2024

CORE SYSTEM

- ❖ Expansion of demographic and business stats info, stakeholder reporting

ESD WEBSITE

- ❖ Full Job Listing Board
- ❖ eLearning Centre - Free and paid online courses
- ❖ Advertising System with Classifieds

GENERICs & QSEs

- ❖ Additional Modules and Reports to be identified by stakeholders.
(Version 3.0 >>)

EME's

- ❖ Premium*: EME discussion forums
- ❖ Additions to Premium Business Club

FACILITATORS

- ❖ User activity and System audit logs
- ❖ Admin interface improvements

FINISH
VERSION 4.X
>> MARCH 2025



ROADMAP



About the ESDHUB Developers

ESD Digital (Pty) Ltd is a dynamic **experienced team** with a **wide range** of skills – business analysis, accounting, business administration, systems analysis, database administration, programming and development.

We **specialize** in the production of high-end customized **SaaS Business Applications**, **Transport Industry Load & Container software**, and **Membership** and web-based **eLearning Systems**.

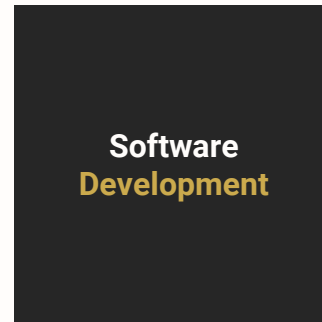
We have been in the **IT industry since 1989** and have years of firsthand experience in a number of **industries and markets**.

Empowering your business, from strategy to success

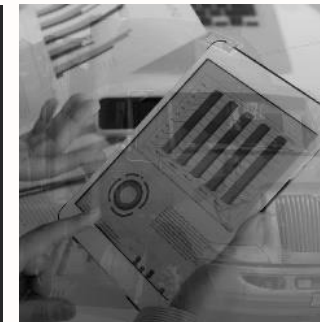
Visit our Website at www.esddigital.co.za



Customized
Business
Applications



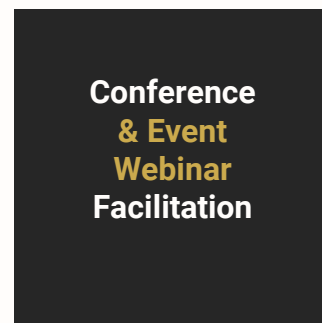
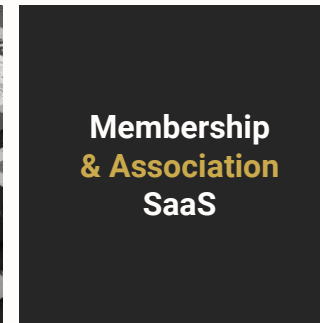
Software
Development



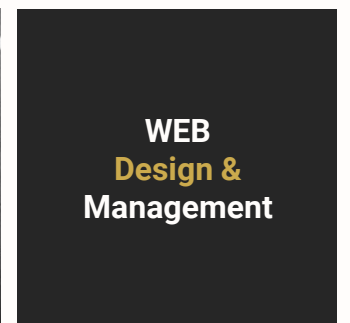
Transport
Industry
Applications



Membership
& Association
SaaS



Conference
& Event
Webinar
Facilitation



WEB
Design &
Management

Further Information

*Contact us for more details and
to arrange a demonstration of
the **ESDHUB SYSTEM.***



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ESDHUB

MORE OPPORTUNITIES. MORE PROFIT.

HELPING COMPANIES SUPPORT THE
GOVERNMENT'S TRANSFORMATION AGENDA

Thank You



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