



Preferential Procurement

in association with Smart Procurement

For the full details about this workshop and for online bookings go to www.ees.co.za



Preferential Procurement

Introduction

Learn about the New Procurement Implications of the Codes of Good Practice and Build a step-by-step plan for obtaining the 20 points available from your procurement spend.

How should Suppliers be evaluated in the future based on the new codes of good practice? How should your Procurement be evaluated in order to comply? What will happen with the charters versus the Scorecard. Where should you spend your time in getting your procurement spend transformed... quickly?

Course outcomes will include an understanding of:

- ◆ How Small and Medium Enterprises will be scored differently to larger organisations from a procurement perspective
- ◆ How the various parts of the scorecard are calculated in more detail
- ◆ BBBEE Scorecard versus the Industry Charters - know which will prevail
- ◆ When "narrow based" empowerment criteria are to be replaced with "broad based" criteria
- ◆ How procurement should measure itself based on the new scorecard
- ◆ How your procurement area will be verified by a verification agency
- ◆ How to segment your procurement spend to develop strategies for obtaining Preferential Procurement points
- ◆ Quick strategies for getting points on the table. Areas of spend most likely to produce points in the short term
- ◆ How to deal with large/sole suppliers regarding BEE

Quotes from previous Preferential Procurement Workshops

"This was a fantastic seminar. The presenters are extremely well versed in the subject matter and kept it interesting. I can go back to the workplace prepared and with a BBEE strategy in mind. Thank you for having made it an interesting subject." *Goretti Maltez, ELB Engineering Services*

"These courses are all very well researched. The cost of this presentation is a drop in the bucket compared to savings achieved." *Henry Fourie, Assmang Chrome*

"The presenters encouraged participation and the material supplied is useful and valuable." *Lethabo Letswalo, Rotek Engineering*

"Everything was perfect. Thank you!!" *Motlale Lefakane, SASSETA*

"The information received can be applied immediately within Exxaro - much knowledge for the organisation. The workshop was excellent, nothing needs to be taken away, nothing added, it is pitched at the right level." *Kenneth Kgomo, Exxaro Resources*

"The presenters were extremely knowledgeable and promoted interaction between attendees." *Bjorn Kwak, Irvin and Johnson*

"Overall this was an excellent workshop with a highly innovative and practical way to apply and simplify BBBEE codes. It has surely enlightened me." *Mokone Thateng, Gold Fields Shared Services*

"Took away the apparent enormous task to meet the preferential procurement challenge. ABCD – great system to allow us to develop a good Preferential Procurement strategy." *Craig Ullbricht, BHP Billiton*

"BEE strategy development has become clearer to me. This is the area in which I needed insight, and the workshop has helped me not only to understand BEE strategy development, but also shown ways how to develop it. Very informative." *Thobeka Moraka, Shell SA*

"Interesting, relevant, strategic topics, presented by knowledgeable presenters!" *Andre Cloete, Peninsula Beverage Company*

"The presentations were extremely knowledgeable and informative." *Gareth Jacob, Ubizo Consulting Services*

Welcome and expectations

Overview of the BEE Codes of Good Practice

- ◆ Charters versus BEE Codes of Good Practice
- ◆ The Rules of the Game
- ◆ Treatment of different sizes of enterprises according to the Codes
- ◆ Verification of Supplier BEE details – should you do this yourself?

Code 500 Procurement

- ◆ Understanding the Procurement Targets being set by the Codes
- ◆ Implications of the Codes for Procurement Professionals
- ◆ Areas that can be excluded from your procurement spend
- ◆ Value adding supplier

Verification - how it works and the Verification Agencies requirements with regard to Procurement scoring

Preferential Procurement versus World Class Procurement

- ◆ Procurement makes a major difference to your organisation's competitiveness. Is this in conflict with World Class Procurement Principles?
- ◆ Dealing with existing supplier relationships

Segmenting your BEE Procurement Spend for success

- ◆ Analysing your spend with BEE Procurement in mind
- ◆ Strategies and policies for optimising various segments of your Procurement Spend
- ◆ Sources of power for getting powerful suppliers to transform
- ◆ Types of spend where quick transformation can be achieved
- ◆ Sources of BEE Suppliers

Implementation Strategy

- ◆ Step-by-step process to follow for BEE Procurement Transformation

How to get more Preferential Procurement points through Enterprise Development

Evaluation and closure

About your expert presenters

BERNIE VAN NIEKERK has advised and trained many leading organisations in a variety of industries on World Class Procurement Strategy, Supply Chain Strategy, e-Procurement, Strategic Sourcing, BEE Supplier Management and other leading concepts within the supply chain. He is currently a strategic advisor to the University of Fort Hare on their academic programmes (Diploma and Degree) in Public Sector Supply Chain Management. Bernie has trained hundreds of senior procurement professionals on World Class Procurement at South African and International organisations (private and public sector). At Ernst & Young Management Consulting, he successfully created and managed the company's World-class procurement consulting area. He was responsible for creating the South African methodology in this practice.

ANDREW BIZZELL is the Chairman of the National Association of BEE Consultants (NABC), the Chairman of the BEE Institute and the Chairman of the Institute for Enterprise Development (IED). Andrew is also the Founder of BEESA Group, one of South Africa's leading BEE Consulting organisations. He developed 'Sustainable BEE', a trade marked approach to economic growth of the South African economy. Andrew has a BSc (Hons) from Oxford Brooks University.

MURRAY CHABANT is a Chartered Accountant and one of the founder shareholders of BEE-Score. His responsibilities include implementation of BEEScore's BEE accreditation and management control systems, finance for BEE partnership deals and risk assessment for all BEE-Score verification assignments. Murray has performed the BEE verifications of a number of businesses ranging from large listed companies to government organizations, construction, transport, mining, manufacturing and financial organisations.

WE OFFER THE FOLLOWING DISCOUNTS AND SPECIAL OFFERS (BUT NOTE THAT YOU CANNOT COMBINE DISCOUNTS 1, 2 AND 4!)

1. Full payment seven working days from the date of your invoice gets you a 10% discount!
2. Should you be interested in attending a specific workshop that is not presented in your area, and you need to fly and stay over, we offer you a 20% discount on that event.
3. Register three delegates for an event and a fourth delegate may attend free of charge.
4. A 35% discount to NGOs.



Name of workshop/seminar: _____

Date of workshop/seminar: _____

Fees per delegate: _____

DELEGATES' DETAILS

No	First name	Surname	Designation	Cell phone number	Email Address
1.					
2.					
3.					
4.					

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Organisation: _____

Tel: _____

Vat registration: _____

Fax: _____

Postal address: _____

Email: _____

_____ Code: _____

Special dietary requirements: _____

Contact person: _____

Disabilities: _____

I have accepted the conditions printed below (please tick):

FAX THE COMPLETED REGISTRATION FORM TO RYAN AT (011) 726 2400.

ENQUIRIES: Phone Ryan (011) 726 3040 or e-mail him at ryan@ees.co.za

PAYMENT (PLEASE NOTE THAT FEES ARE PAYABLE PRIOR TO THE START OF THE WORKSHOP):

Electronic Transfers:

Bank: FNB **Branch:** Northcliff **Branch Code:** 253 705 **Account No:** 62063883964

Account Holder: Equity Compliance and Solution (Pty) Ltd

Cheques to be made payable to *Equity Compliance and Solution*.

Once payment has been made, please fax through proof of payment. Please do not mail any payments.

TERMS AND CONDITIONS

1. **Cancellations:** Should you be unable to attend, we will accept your written cancellation by no later than 7 working days prior to the start of the workshop, in which event a cancellation fee of 25% will be charged. Thereafter, we regret we are unable to refund any fees, although in such cases we would be happy to welcome a colleague who would substitute your attendance or keep the credit for a following workshop with the same monetary value. Please note that the cancellation fee of 25% will still apply in such event. All cancellations must be confirmed in writing. 'No shows' on the dates of the workshop are still liable for the full payment. This clause also applies where we have received your registration form, invoiced you and awaiting your payment.

2. **EES-SIYAKHA** cannot guarantee that all events will go ahead as advertised, and as a result is not liable for any transportation or accommodation costs incurred related to the prospective attendance of an event that does not go ahead on the advertised date, in the absence of written confirmation from **EES-SIYAKHA** of the course proceeding on the relevant date (which will be furnished upon request in such event).