Small to Medium Enterprise (SME) Incubators and Support Programmes

- May 2015
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Absa Centres of Entrepreneurship

Footprint: National

Absa’s Centre of Entrepreneurship in Newtown, Johannesburg has helped over 1500 budding entrepreneurs since its launch in 2013, the company announced on the 30th of October 2014.

Thanks to the Centre’s free access to basic communications technology, business support services – including consultations, business facilities and infrastructural support – it has effectively assisted entrepreneurs who cannot afford the massive initial overheads associated with starting a business.

Absa now operates eight Centres of Entrepreneurship across South Africa. The Newtown centre is the flagship and sets a new standard that will inform the way in which the other Entrepreneurship centres will be remodelled.

The bank also provides a Procurement Portal, hosted by Supply Chain Network (www.scnet.co.za). It is a virtual marketplace that connects SME suppliers with Blue Chip companies and government bodies. This Portal has allowed the growth of the more than 23 000 SMEs and 3450 Corporate buyers registered.

Cost

Services provided at the Centres for Entrepreneurship are at no cost to the entrepreneur.

Contact Details

General Enquiries Tel: 08600 08600
Email: absa@absa.co.za
Website: www.absa.co.za

Anglo Zimele Small Business Hubs

Footprint: National

Anglo American enterprise initiative – Zimele – has been operating for 25 years. A network of 22 small business hubs across the country are based both within the communities Anglo operates in and labour-sending areas around the country. It provides affordable funding, training, mentorship and skills development for entrepreneurs and business owners.

A list of the hubs can be downloaded here, but it is not known how up to date the list is. No further information can be found on the hubs.

Website: southafrica.angloamerican.com
Aurik
Footprint: Gauteng, Western Cape, Northern Cape, Mpumalanga

Aurik business accelerator was born in 2002 from a genesis of starting, investing in and building small businesses into medium-sized businesses and then selling them. Through this experience, Aurik has the knowledge and expertise to build the entrepreneur’s business into an Asset of Value.

Aurik also builds and implements supplier development programmes for corporate clients. The company has sourced over 28 000 small-medium businesses through supplier development campaigns, selected 8% of the sourced entrepreneurs for development support, achieved an average annual growth rate of 78% of the suppliers in the development programme and operated programmes on a multi-national basis.

In 2014, Aurik was nominated and shortlisted as a finalist in 3 categories of the Procurement Leader Awards.

Entry Criteria

Aurik assists early stage growth businesses, not start-ups or turn-arounds.

Cost

Fees are dependent upon the nature and duration of the support provided, which is always customised and one-on-one.

Contact Details

Tel: 011 447 5575
Email: operations@aurik.co.za
Website: www.aurik.co.za

Awethu Project
Footprint: Greater Johannesburg

The Awethu Project describes itself as the most progressive, young, Black and innovative entrepreneurship development company in South Africa. This micro business incubator uses its unique style of hands-on entrepreneurship to combine people, ideas and capital to build the SMEs South Africa needs.

Founded in 2009 by Yusuf Randera-Rees, a South African graduate of Harvard and Oxford, the Awethu Project has incubated over 500 entrepreneurs and developed some of the world’s most
innovative models for investing in SMMEs. It raised significant funding from Government partners, including National Treasury’s Jobs Fund and the IDC’s Small Enterprise Finance Agency (sefa), and corporate partners, including Discovery, Accenture and General Electric.

Awethu’s work is globally recognised, most recently by the Clinton Global Initiative, which made Awethu a member.

How the programme works

The Awethu Project uses a ground-breaking model to identify high potential individuals that either want to start up businesses, or are currently running businesses, and want to see them grow. It caters to individuals who want to be successful entrepreneurs, but realise the importance of upskilling themselves before venturing out into the unfamiliar – and often costly – territory of entrepreneurship.

Should an entrepreneur be selected for the programme, if they do not already own a business, they are required to start a micro business in order to remain in the programme.

In his team, the entrepreneur will work with an Awethu Business Associate who will mentor him during the 24 week Incubation Programme. This programme includes a business course comprised of at least 20 practical business modules that will provide the entrepreneur with the tools, skills and experience needed to ensure he is building a business that becomes an asset.

During the 24 week programme the entrepreneur also has access to the following:

- Business Tools needed to run a successful, formalised micro enterprise.
- Access to Funding – each incubate has access to a maximum of R5 000 start-up capital to help start/grow his micro business.

Selection Criteria

- Basic computer skills and access to the internet.
- Ability to communicate in English.
- Must be able to meet with his Business Associate weekly during office hours.
- Attendance at weekly training sessions, which last 3 hours, over a 24 week period.

Cost

- R100 application fee for entry to the Awethu Launch Pad (here the entrepreneurs learns how to assess the viability of their business ideas, create a business plan and be assessed in order to determine whether they meet the minimum entry requirements).
- If they are accepted into the Incubator, the cost is R500 for the first 12 weeks.
- Based on their performance during the first 12 weeks, they will progress to the remaining 12 weeks, which will cost a further R500.

The programme is worth over R45 000, which is covered using funding received from the Jobs Fund.
Contact Details

Tel: +27 (0) 11 024 1606
Fax: +27 (0) 86 599 4799
Email: info@awethuproject.co.za
Website: www.awethuproject.co.za

BizSpark

Footprint: National

Microsoft BizSpark gives software development startups access to Microsoft software development tools and training, connects them with key industry players, including potential customers and investors, and provides marketing visibility to help entrepreneurs with their early stage tech business... for mahala.

Beyond this, the recently launched BizSpark Accelerator programme, in collaboration with the South African government’s Jobs Fund, works very closely with qualifying startups to give them everything they need to reach the next level of success... faster. External experts guide these businesses through the development process by offering support and mentorship in areas including technology best practice as well as human resources, financial management and growth charting.

By joining the BizSpark network of startup tech entrepreneurs and partners, the entrepreneur and his business can enjoy the benefits of their wisdom and Microsoft’s development tools – all for mahala.

The entrepreneur will gain access to:

**Mentoring and Support:** BizSpark has partnered with powerful software businesses, some of them ex-startups themselves, to create a platform for mentorship and sharing of valuable business insights, to help the entrepreneur on his way to success.

**Markets & Exposure:** The entrepreneur will get free one-year Windows Store and Windows Phone developer accounts where he can promote and distribute his apps, and Microsoft’s partners will help him gain visibility in the market.

**Selection Criteria**

The programme is based on the hope that by providing the crucial technology and business support and tools needed at this early stage, it will help prepare the next generation of start-ups in South Africa to become the leaders in exporting technology IP, and also in helping to drive South Africa’s growth.
In order to qualify for the programme:

- The business needs to be less than 5 years old.
- The entrepreneur/s must be developing a software product or App.
- The business must be privately held.
- The business must generate less than R5m in annual revenue.

Cost

Any assistance received during the 3-year programme is at no cost to the entrepreneur.

Contact Details

Email: bizsparksa@microsoft.com
Website: www.bizsparksa.co.za

Branson Centre of Entrepreneurship

Footprint: Greater Johannesburg

The Branson Centre of Entrepreneurship is an initiative of Virgin Unite, the non-profit foundation of the Virgin Group. The Centre focuses on providing aspiring entrepreneurs who have started a business with the skills, opportunities and inspiration they need to succeed.

Programmes are designed to help businesses develop and grow and, in turn, stimulate the economy. The centre does not provide funding, but assists entrepreneurs with:

- **Access To Knowledge:** A Vital Hub For Entrepreneurs To Access Training And Mentorship
- **Access To Networks:** A channel to access local and international business communities, peer and industry networks, and the economic cluster of governments
- **Access To Markets:** A platform to showcase entrepreneurs both locally and internationally, and to access procurement opportunities
- **Access To Resources:** A link for entrepreneurs to access finance and professional services

Selection Criteria

The programme is aimed at innovative and creative people with an entrepreneurial track record, as well as outstanding leadership and interpersonal skills, who are ambitious to drive their business to success. The Centre offers a fun space for like-minded entrepreneurs to come together and share their energy, ideas and challenges, and it actively seeks out individuals who can contribute positively to this network.
The entrepreneur must have a business that is operational. Small and growing businesses that plan to establish strong financial or social and environmental credentials are the best fit for the Centre.

**Cost**

The programme is provided at no cost to successful applicants.

**Contact Details**

**Tel:** 011 403 0622  
**Email:** Enquiry form online  
**Website:** [www.bransoncentre.org/SouthAfrica](http://www.bransoncentre.org/SouthAfrica)

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**Business Partners Limited**  
**Footprint: National**

Business Partners Limited (BUSINESS/PARTNERS) is a specialist risk finance company for formal small and medium enterprises (SMEs) in South Africa and selected African countries. The company structures unique, individualised financing solutions and a range of financing models have been developed to offer entrepreneurs maximum flexibility to suit their needs.

**Mentorship and Consulting Services**

BUSINESS/PARTNERS Consulting and Mentorship Services harnesses the business expertise, skills and wisdom of senior business and professional people, making their services available to entrepreneurs in small and medium enterprises in South Africa.

**Services offered**

This added value service is available in all provinces and is supported by BUSINESS/PARTNERS’ national infrastructure and database.

**Counselling:** The mentor fulfils the role of a business counsellor to the entrepreneur, covering the full spectrum of management functions, depending on the nature and size of the business.

**Specialised assistance:** Consultants may be required to provide specialised assistance in areas such as budgets, administration, credit control, cash flow, information systems, marketing, human resources, production, and other business activities such as expansion, installing a new plant or an accounting system.

BUSINESS/PARTNERS Consultant and Mentor Services will as far as possible, try to match the mentor with the appropriate expertise and skills to the needs of the particular business.
Sectonal assistance: Consultants or Mentors with specific knowledge of businesses may be required for example, to assist a specific type of business such as a restaurant, hotel, bakery, butchery, supermarket, garage, or businesses in security, manufacturing, trading or services.

Turnarounds: Consultants or Mentors may be required to get involved in businesses in financial trouble, to assist in turning these businesses around to profitability. This would obviously be short to medium term intensive involvements which would require out of the ordinary arrangements with all parties concerned.

Cost

Consultants or Mentors charge a pre-arranged hourly or daily rate for their services. For more information or to apply for mentorship, call the national helpline on 0861 763 346 or use the online application form.

Entrepreneurs Growth Centre

While entrepreneurs need money to start their businesses, BUSINESS/PARTNERS has long since realised that they also need information, tools and support to keep those businesses running and turning profits.

By launching the Entrepreneurs Growth Centre, a national entrepreneur advisory helpline, BUSINESS/PARTNERS wants to bridge this gap, by bringing the information needed to run a successful business to the entrepreneur.

Contact Details

Tel: 0861 763 346
Email: enquiries@businesspartners.co.za
Website: www.businesspartners.co.za

Business Place

Footprint: Gauteng, Western Cape

The Business Place Network has been designed to enable maximum impact, growth and leverage of SMMEs through its holistic eco-system approach.

TBPN provides SMEs with the products, services and skills that they require. Partnering with key players in the enterprise and supplier development space, it is able to “connect” entrepreneurs with these specialists – helping them plot a sustainable course for the start-up or growth of their businesses and realise their business dreams.
TBPN offers entrepreneurs the convenience of one-stop shop walk-in centres strategically located across the country. Upon entering one of the centres, entrepreneurs are immediately directed to reception where an experienced member of staff ascertains their needs. They are then referred to an appropriate co-location partner at that specific network where they receive targeted assistance.

Core services offered to entrepreneurs include:

- Co-ordinated business support, such as financial management assistance, secretarial services, business consultancy and more
- Incubation
- Mentorship
- Market linkages
- Financing interventions

**Building strong links**

The Business Place Network’s model is brought to life through the combination of supporting partnerships with government and corporates, and co-locating partnerships with players in the enterprise and supplier development space.

Co-locating partners are located at each site and are on hand to advise, support and enable entrepreneurs.

TBPN also partners with corporates and public sector players to:

- Develop and implement tailored enterprise and supplier development (ESD) programmes
- Provide independent monitoring and evaluation services for existing programmes
- Facilitate funding
- Unlock market linkages

The Business Place Network currently manages 7 SMME hubs in Gauteng and the Western Cape.

**Cost**

Small start-ups pay a monthly rental fee for office space and are then provided with training and mentorship at no cost to them. Any business services such as financial book-keeping, tax advice and secretarial services are provided at highly subsidised rates.

**Contact Details**

Tel: 011 833 0340  
Email: info@thebusinessplace.co.za  
Website: www.thebusinessplace.co.za
Cape Innovation and Technology Initiative (CiTi)

Footprint: Cape Town

The CiTi, formerly known as the Cape IT Initiative, was founded as a non-profit organisation in 1998 by a broad group of industry stakeholders and inspired citizens. Their vision was to develop Cape Town and the region as a global technology cluster and a vibrant hub for innovation that is a significant contributor to economic growth.

VeloCiTi-Y

This programme is for would-be entrepreneurs who have an awesome business idea, but aren’t sure about how to get it out of the starting blocks.

VeloCiTi-Y can help assess the practical and financial viability of the business idea, and help the entrepreneur make any tweaks to ensure his success. The entrepreneur will also be taken through the steps needed to register and establish his business.

The entrepreneur must commit to 12 four-hour sessions held over the course of six months. Each session will walk him through the key steps needed to create a solid and attractive business concept, a strong startup organisation, lasting customer relations, and, last but not least, a profit.

VeloCiTi

This programme is for entrepreneurs who have started their business and want to lay a solid foundation for the business. VeloCiTi will help the business owner to implement the right systems and processes to ensure his business is run profitably and sustainably.

Business experts will start by analysing the business to identify its strengths and areas that need attention. Then, they will help the entrepreneur develop a specific action plan, tailored to his startup’s requirements. These could include looking at finances, operations, marketing, sales and HR.

Ongoing mentoring and regular business analysis will help track his progress, hold him accountable and keep the programme relevant.

The entrepreneur must commit to up to 12 four-hour sessions over the year. He is only required to attend the sessions that apply to his business’s specific requirements as identified during the business analysis. Ongoing mentoring and regular business analysis will help track the entrepreneur’s progress, hold him accountable and keep the programme relevant.
**VeloCiTi Women**

VeloCiTi Women is for female entrepreneurs who are looking for a supportive place to share startup war stories, compare notes, and exchange tips and advice. It is for women who have been running their business for at least a year.

VeloCiTi Women will provide the business owner with strategic support to help address the business’s key challenges and help her rethink her business plan if necessary. The programme will empower her to tackle her unique challenges as well as develop her leadership ability.

The entrepreneur must commit to 10 five-hour, face-to-face sessions held over the course of a year. The sessions are facilitated by an experienced moderator and there is an emphasis on networking and peer support. The entrepreneur will also have access to the online VeloCiTi Leadership programme, which dives into some of the areas covered in more detail.

**Leading Transitions**

This initiative is for the entrepreneur who has been running his business for two to five years, but feel it’s time for a refresh to take his business to the next level, especially if he has hit a plateau, or is doing twice the work to achieve the same outcome.

This programme will give the business owner a better understanding of his role as the leader in his business. It will help him improve his ability to manage and grow the business and put him in touch with a supportive peer network.

Lead Transitions is a four-hour face-to-face workshop which sets the scene for this primarily online programme. There are six online modules in total, looking at the entrepreneur, as the primary asset and leader of his business. Part of the process is an analysis of the current status of the business and the impact of the entrepreneur’s thinking and behaviour on the company’s success.

**Cost**

All the programmes are sponsored and entrepreneurs therefore do not pay for any services received. They may however be asked to pay a nominal administration fee.

**Contact Details**

The Barn @ Woodstock - Tel: 021 409 7000  
The Barn @ Bellville - Tel: 021 409 7000  
The Barn @ Khayelitsha - Tel: 021 361 0145  
**Velociti Email:** alan@bwb.org.za  
**Website:** http://www.citi.org.za/
ECITI is a non-profit company, established by the Eastern Cape Development Corporation (ECDC) in 2004. It facilitates sustainable development for small, micro and medium enterprises (SMMEs) in the information communication and technology (ICT) and film sectors in the Eastern Cape.

ECITI’s incubation programme is at the centre of its development strategy. The two-prong programme, focusing on infrastructure and business support services, assists early stage development of ICT and film entrepreneurs from previously or historically disadvantaged backgrounds including women, youth and the disabled.

Small businesses that meet the criteria for the incubation programme benefit from a range of services that position them for growth.

- Training and development
- Access to finance
- Mentorship and coaching
- Networks
- Industry information
- Office space and shared services

Stages of incubation

Film and ICT enterprises may enter the programme at any of the three stages of the incubation, subject to meeting the selection and entry criteria for each phase. The phases are:

- **Launch Pad**: Idea phase and survivalists
- **Seed**: Emerging, establishing business and revenue models
- **eGrowth**: Growth oriented, sustainable revenue, growth or expansion

**Cost**

There is no cost attached to services received during the three phases of incubation, but incubatees must rent office space at a fee per square meter.

**Contact Details**

Tel: 087 373 0970  
Email: info@eciti.co.za  
Website: www.eciti.co.za
Endeavor

Footprint: Global

Endeavor is a global non-profit organisation dedicated to supporting entrepreneurs in growth markets to become global leaders through providing access to talent, investors, partners and markets. This support is delivered through a global network of dedicated business luminaries and leading corporate partners who volunteer their time, knowledge and expertise to high impact entrepreneurs. The impact of this support ensures sustained economic development and change through role model leadership and the impact of exponential job creation.

Endeavor South Africa was officially incorporated in June 2004. Over the last 10 years, it has identified and supported more than 60 high-growth entrepreneurs. It has additionally developed a unique Excelerator programme, which works with black-owned businesses. The programme applies Endeavor’s global best practices to earlier-stage businesses that have the potential to become high-growth companies within a defined timeframe.

Once selected, Endeavor Entrepreneurs are provided with customised support from a volunteer network of 2 700+ global and local business leaders who serve as mentors, advisors, connectors, investors and role models. In 2013 they donated 50 000+ hours to mentor and help Endeavor’s growing portfolio navigate their most pressing business challenges.

Endeavor provides its’ Entrepreneurs with access to funding, markets, talent and a support system with the purpose of helping them to think bigger, make better decision and multiply their influences.

Selection Criteria for the Endeavor programme

- Business must have a minimum annual turnover of R10 million.
- Business must be founder led.
- Must have a proven track record.
- It must be a unique business. The entrepreneur owns the Intellectual Property for the products, model or service of the business. It cannot easily be replicated. It is not a “me-too business”, such as a consultancy or agency.
- It has successfully raised the capital it needed to get to this point.
- It is scalable, in other words the business has the potential to grow and become a market leader.
- It has a business model that is repeatable in any country/region.

Selection criteria for the Excelerator programme

Endeavor seeks entrepreneurs at varying stages in their business life-cycle. The intention is that they should be at a “tipping point”, where Endeavor can help the entrepreneur reach new levels.

Cost

Once selected for a programme, Endeavor entrepreneurs do not pay for the assistance they receive.
Entrepreneur Academy and Incubator
Footprint: Cape Town

The Entrepreneur Incubator and Academy is focused on developing entrepreneurs and businesses by providing top quality services and tools to enable sustainable growth in business communities. Interventions are based on the phase of the business and are broken down as follows:

Start-up School

For those with an idea or a new start-up, this 10 lesson programme, with half day workshops run every 2 weeks, allows the entrepreneur to fast track his business directly into the market place. The lessons cover all aspects of what is required to develop a sustainable business from the ground up.

Sessions cover topics such as “Developing a Perfect Personal Picture”, “Completing a Business Strategy Framework” and more. Each session builds on the previous lessons, so attendance is critical and all homework assignments are mandatory.

The cost for Start-up School is R6400: R1500 deposit followed by four monthly payments of R1225.

Club 500

Club 500 is designed for those businesses turning over at least R500k in the last financial year. This is the first graduation from the survivalist category and the entry into the bigger leagues of business sustainability. Club 500 will assist the entrepreneur to grow both himself and his business.

Each monthly workshop focuses on a specific area of the business and is geared for expansion and growth. Sessions will also allow time for networking and general issues and business discussions.

Members of Club 500 also gain access to a set of tools and support structures that will assist with legal compliancy and growth strategies.

Club 500 registration fees are R2000 followed by a monthly membership fee of R1500.
Bar 1-Plus

Membership of the Bar 1-Plus club is exclusively designed for those businesses turning over R1m and above in the last financial year. This is a high profile programme with a level of focus and accountability that will set the business on course for expansion and growth reflected in his 5 year plans.

Quarterly full day workshops are geared to strategy, networking and market impact. Both personal leadership and business development are on the agenda of each session allowing for a balanced plan of action.

Members of Bar 1-Plus gain access to a wide variety to tools and partner programmes aimed at business development and support enabling the entrepreneur to spend more time working on his business and less time in the trenches.

The additional offer of a regular Boardroom Bash gives each member time to bring their business report to a Board for review and reflection, giving different perspectives and opinions of your current state and future plans.

Bar 1-Plus registration fees are R3000 followed by a monthly membership fee of R2000.

Personal Coaching

Personal or Business Coaching allows for a private session at a convenient location and time. Coaching sessions are purpose driven with an agenda set by the entrepreneur. Issues are tackled head on with a determined outcome and conclusion. A number of tools, techniques and teachings may be used during the session with homework assignments and a firm level of accountability.

Contact Details

Tel: 021 839 2281
Email: admin@ei.co.za
Website: www.ei.co.za
Fetola

Footprint: National

Fetola are enterprise and supplier development specialists with 30 years’ experience. Fetola supports the growth of small and medium sized enterprises and assist them to become independent, thriving businesses and qualified suppliers.

Fetola was started in 2006 by Catherine Wijnberg, a successful entrepreneur with experience in starting, growing and operating enterprises in five different sectors across three African countries. Fetola has grown rapidly from a small company into a reputable SME specialist with a national reach.

Legends Programme

Fetola’s flagship incubator-type intervention for SMEs is the Legends Programme. Started in June 2007, the Programme is a national business development initiative that supports accelerated growth in small businesses & NGOs nationwide. Open to entrepreneurs, SMEs, non-profits and community-based organisations across a range of sectors, the programme was conceived and developed by Fetola. Legends is active in all 9 Provinces across South Africa.

Legends initially focused on the craft and design sectors, but has since expanded to include tourism, hospitality, services, agriculture and other sectors. The programme was funded by the Old Mutual Foundation from 2007 - 2013, and is currently seeking a new headline sponsor.

Interventions include a range of practical, needs-based business skills workshops, regular e-learning, business systems development, one-on-one and remote mentoring, market access, media support and peer-to-peer contact platforms.

Selection Criteria

The criteria for accepting participants into the programme include the following:

- They must be Black-owned businesses or community benefit projects, including social enterprises and non-profit organisations
- Must be an enterprise with proven business viability
- Must show viability and potential for growth
- Leaders must show willingness to learn and to engage in change
- Regular access to communications (email and cellphone)
- Preference to enterprises benefiting women, rural communities, poor and needy communities, high poverty nodes, high impact in terms of job creation

The Legends programme’s performance has been remarkable, with overall beneficiary turnover increasing 290% (2007 – 2010) and job creation up 76%. Participant business numbers increased in 2012 from 67 to 85, and the goal is to considerably increase this number in the years ahead.
The programme focuses on matters that directly relate to the success of the business or social enterprise. Time out of the business is kept to a minimum as training and support is available to the entrepreneur in his place of work, whilst the shared peer resource allows for networking with dozens of organisations and ensures that beneficiaries feel like part of a group of likeminded individuals.

Notable programme innovations include:

- A full range of Basic Business Building Blocks© which include templates designed specifically for SMMEs in South Africa.
- Simple, user-friendly business systems that include production management, simple CRM, sales reporting, time management, financial management and retail/stock management support that are ideal for SMMEs.
- The Volunteer Mentor Programme – teaming rural businesses with urban mentors. This new programme ensures shared value between businesses at all levels. It helps to build a sense of community throughout the country and upholds the ethos of nation-building.
- The Mentor Hotline© provides expertise to businesses throughout the country via email and cellphone on a 24/7 basis. This exciting innovation reduces the cost of enterprise development and makes expert assistance available to all participants around the country, even where access to computers is difficult.
- Peer to peer share network – a simple to use shared resource that puts participants in direct contact with each other, encourages communication and builds a sense of community. This network is also used to distribute e-learning skills training materials

Legends is designed as a two-year intervention, however participant businesses are assessed annually in terms of performance and commitment and a decision is made as to their continued participation by the management team of the programme.

Cost

There is no charge for joining Legends, but all participants are expected to commit fully to the programme requirements and complete all tasks as agreed upon at the outset. Some of the national workshops and certain activities over and above programme parameters are carried out on a cost share basis.

Contact Details

Tel: 0861 111 690
Email: enquiries@fetola.co.za
Website: www.golegends.co.za
Free State Development Corporation

**Footprint: Free State**

The Free State Development Corporation (FSDC) has the mandate to promote economic development, investment and trade in the Free State region. There is not much information on their services aimed directly at SMEs other than:

**Property Portfolio Management:** FDC offers enterprises suitable premises at affordable rates through its diverse property portfolio.

**SMME Development Services:** FDC aims to develop sustainable businesses that create jobs, promote black economic empowerment and increase economic participation of previously disadvantaged individuals.

There are nine branches situated across the Free State; contact details on the website.

**Contact Details**

Tel: 051 4000 800  
Email: info@fdc.co.za  
Website: www.fsdc.co.za

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Gauteng Enterprise Propeller

**Footprint: Gauteng**

The Gauteng Enterprise Propeller (GEP) is a provincial government agency established in 2005 under the auspices of the Department of Economic Development to provide non-financial support; financial support; and co-ordinate stakeholders for the benefit of Small Medium and Micro Entrepreneurs (SMME's) in Gauteng.

The objectives of GEP are to:

- Promote, foster and develop small enterprises in Gauteng
- Design and implement small enterprise development support programmes within Gauteng
- Establish and promote a support network in order to increase the contribution of small enterprises to the Gauteng economy
- Promote economic growth, job creation and equity
- Integrate all government-funded small enterprise support agencies in Gauteng
- Strengthen the capacity of service providers to assist small enterprises to compete successfully domestically and internationally
The primary mechanisms, by which GEP may achieve its objectives, are:

- Provide financial and non-financial support to SMME
- Provide a one-stop service to entrepreneurs
- Facilitate SMMEs from the second economy participating in mainstream economy
- Increase the sustainability and profitability of SMME's
- Enhance SMME contribution to GDP, equity and employment in the Province

Financial Support Programme

The integrated execution and relationship team at GEP will work closely with the entrepreneur to customise the right financing solutions to accommodate his particular needs and goals.

Benefits to Entrepreneurs:

- Access to finance
- A flexible approach to doing business
- Competitive lending rates
- Fair conditions of contract
- Fair and equitable rates, terms and conditions
- Personalised service, information, advice and guidance on business issues
- Access to support skills and capabilities normally only available to big business
- Better performance with limited own resources
- Aftercare service through relationship managers and mentors who will visit the business to offer advice or act as a sounding board

Non-financial support programme

Entrepreneurs will be assisted by GEP-accredited and experienced service providers to implement customised solutions to business problems. A Business Relationship Manager will first meet with the entrepreneur to diagnose the problem, recommend a solution and will maintain regular contact to check progress.

Cost

The initial assessment is done at no cost to the entrepreneur. Once it is established what kind of intervention/services the entrepreneur needs (e.g. marketing materials or Human Resource expertise), these are provided at a subsidised rate.

Contact Details

Tel: 011 085 2001
Email: enquiry form on website
Website: www.gep.co.za
Global Cleantech Innovation Programme

Footprint: Global

The GEF (Global Environment Facility), UNIDO (the United Nations Industrial Development Organization) and TIA (the Technology Innovation Agency) in South Africa are implementing the GCIP (Global Cleantech Innovation Programme) for SMEs, to promote clean technology innovation and supporting SMEs and start-ups working on solutions related to energy efficiency, renewable energy, waste beneficiation and water efficiency.

The programme combines a competition and a business accelerator to offer participants progressing through the programme extensive mentoring, training, access to investors and opportunities to showcase their innovations to the media and the public. Participants stand a chance to win a cash award and national business support awards, in addition to a trip to Silicon Valley, CA, to participate in the Cleantech Open Global Forum.

Each accelerator identifies the most promising entrepreneurs in the participating country and unites a diverse range of local partners with the sole objective of accelerating and supporting the best cleantech ventures in each category. How?

Each national cleantech accelerator supports start-ups in four technology categories in 2015: energy efficiency, renewable energy, waste beneficiation and water efficiency.

A national competition selects the most promising entrepreneurs. Qualifying entrepreneurs also participate in the accelerator programme, which builds the local entrepreneurial ecosystem; supports, promotes and “de-risks” the participating companies; and connects them to potential investors, customers and partners.

Criteria for Entry

All entries must:

1. Fit the definition of one of the Competition’s four clean technology and innovation categories and respective classification criteria.

Please contact us if you wish to discuss, or use your best guess. If the judges feel your product would be better placed in another category, this will be discussed with you during the eligible Participant interview process.

2. Be a start-up company, typically less than 3 years in existence but not yet profitable OR an established SMME as defined by the Small Business Act (No. 102, 1996).

4. Be a two person team, minimum

- At least one team member must be a South African resident, citizen, or legal alien
- The entrepreneur may form a brand new team in order to apply to the Programme, and does not need to have a registered company in order to apply. However, a South African legal entity must be created prior to receiving any prizes and any such legal entity must have an ownership structure typical of an independent start-up/SMME.
- The entrepreneur must have a physical address in South Africa, and the team or company must have activities, such as sales, marketing, research and development, or administration, based in South Africa.

**Mentoring Programme**

Mentorship is a key component of the GCIP Programme. The mission of the mentor programme is to maximize every participant’s chances of being a prize winner, but most important, of raising investment capital and of achieving sustainable commercial success.

After a team is selected to participate in the Programme, the mentor matching process begins. The assignment is based on mutual areas of interest and proper matching of team needs and mentor strengths. A team may have access to more than one specialist mentor to assist in various aspects of the business plan, fine tuning the investor pitch and building out the team.

Applications for the 2015 competition closed on the 15th of May 2015.

**Contact Details**

Tel: 012 472 2700 (TIA Office) | 012 472 2904 (Given Madhlophe)
Email: cleantech@tia.org.za
Website: southafrica.cleantechopen.org/

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**Grindstone Accelerator**

**Footprint: National** *(workshops take place in Cape Town)*

Grindstone is Knife Capital’s year-long entrepreneurial development programme to assist post-revenue scalable innovation-driven businesses in accelerating strategy execution. The programme has been developed as a result of interactions with thousands of South African companies where it is evident that most are not sufficiently prepared and positioned to:

- Cope with accelerated growth
- Pass an investor due diligence
- Raise adequate growth funding
- Take full advantage of M&A opportunities
• Secure international partnerships

A general lack of awareness of the gaps in their business value chain lead some potentially high-growth SMEs to never address the issues that are holding them back in a systematic and measurable manner.

Grindstone supplies 10 companies annually with knowledge, networks and funding readiness through growth measurement, gap analysis and deep interventions designed to build a foundation for growth, transfer skills, create relevant business networks and enable these companies to take advantage of market access opportunities. Business support resources and services will include elements of training, corporate advisory, coaching, mentorship and funding.

Through Grindstone, Knife Capital forms long-term partnerships with scale-up entrepreneurs for a shared upside. The business model is a combination of a capital growth incentive from investing in some participating companies cultivated through the programme (on arm’s-length funding terms), and market-related transaction fees if third party investment is secured. Programme partners contribute in services, time and sponsorship.

Between June 2013 and June 2014, the ten Grindstone companies:

- Created 43 new direct jobs;
- Added R43 million in revenue across the ten companies;
- Grew by 61% year-on-year in revenue;
- Increased their number of key customers by 120%;
- Doubled their company valuations on average;
- Increased their mastering of business fundamentals index by 20% - from 65% to 78%.

Grindstone 2015/2016

10 Companies will be selected to participate in the year-long Grindstone acceleration programme for 2015/16 but additional spaces can be made available on request.

Selection Criteria

- Existing South African SMEs
- Post-revenue with positive customer testimonials and traction
- Innovation-driven
- High growth potential in search of achieving scalability
- Profile and passion of the management team
- Vision for the future
- Market attractiveness
- SA Job creation ability and 'success story' potential

A 2-Day networking and growth workshop will be held every quarter where all the Grindstone companies will participate in strategic review of key business functions. Partnerships with leading independent subject experts will ensure that the programme delivers thought-provoking business
insights. Key gaps will then be closed to mitigate risks and facilitate growth in one-on-one sessions with each company.

Baseline growth indicators will be developed at the beginning of the programme and progress across these metrics will be constantly measured. Company specific interactions are developed and implemented to achieve measurable growth and put the companies onto a sustainable growth platform for their individual strategic growth paths. Companies will graduate with a Closing Data Room that includes all documentation that was developed throughout the programme. Grindstone will continue to provide access to networks and ad-hoc advisory services to all programme graduates to enhance market access.

**Cost**

Participants pay R30 000 to be on the programme, which is only 10% of the total value received.

**Contact Details**

- **Email:** grindstone@knifecap.com
- **Website:** www.knifecap.com

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**Hope Factory**

**Footprint: Greater Johannesburg, Port Elizabeth**

Founded in 2001, The Hope Factory is an established Enterprise Development Non Profit Company effectively governed by the South African Institute of Chartered Accountants (SAICA). Driven to develop black business owners, The Hope Factory offers a strategic mentorship programme to help entrepreneurs achieve their goals, vision and purpose to grow their business, and to ultimately give back to their community.

**The Hope Factory model**

The Hope Factory assists individuals from previously disadvantaged backgrounds. Through an Interview and Selection Process, existing entrepreneurs are selected to join its Enterprise Development Programme and capitalize on the array of services on offer to assist them in enterprise development. Those who are potential entrepreneurs are selected to join the equipping phase.

**Equipping phase**

The Equipping phase for potential entrepreneurs consists of 20 weeks of business, technical and life skills training. This phase is accompanied by extensive mentorship and guidance throughout. After the 20 week 'Equipping' phase, the learners graduate.
Through the Assessment and Review process, the graduates either continue to the next phase or exit into the formal sector.

**Entrepreneurial development phase**

The remaining graduates are assisted in registering their business, and join the entrepreneurs in the Entrepreneurial Development Phase. This phase consists of a bouquet of services underpinned by ongoing mentoring and business development, which include; network opportunities, workshops, seed CAPEX investments, access to markets support and further business training.

**Programme offering**

- **Mentorship (Growth)** - they teach, coach and direct entrepreneurs through the process of mentorship in order to empower them for personal and business success, without creating co-dependence.
- **Access to Markets (Sales)** - Qualifying entrepreneurs have the opportunity to qualify as suppliers to The Hope Factory Investor Network, as well as participate in expos and trade shows specific to their company or industry, for increased business exposure.
- **Business Development Workshops (Skills)** – Practical workshops, facilitated by industry experts, are focused on providing practical skills and innovative tools to equip the entrepreneurs for personal and business growth.
- **Specialist Training (Competency)** – Specialised training focused on addressing specific skills requirements in the entrepreneur’s business, as identified through the initial business analysis, ongoing mentoring, and quarterly business performance reviews.
- **Industry Expertise & Professional Services (Experience)** – Access a network of industry and professional services experts with many years’ experience to consult on industry and professional specific aspects of the business.
- **Operational Investment (Capacity)** – Operational investments into the business, based on projected business growth indicators and quarterly reviews.
- **Business Analysis & Review (Performance)** – An in depth business analysis is conducted to benchmark current business status, identify areas of growth, and develop intervention strategies for business growth and development. The impact and success of these intervention strategies are reviewed quarterly and reported on every six months.
- **Financial Mentoring & Services (Management)** – Financial management excellence is promoted through practical financial workshops, expert financial mentoring and coaching, and partnerships with third party financiers.
- **Networking (Exposure)** – Through various networking activities and events, formal and informal opportunities are provided in order to connect you with other entrepreneurs, clients and suppliers (existing and potential), in order to build business relationships and generate new business opportunities.

**Selection Criteria**

- The entrepreneur must own a registered business that is a current going concern
- The entrepreneur must be employed full-time in the business
- The business offices and primary operations must be in Gauteng or Port Elizabeth
- The business must be > 50% black South African owned (as per the B-BBEE Codes)
- The business must be fully operational for at least one year
- The business must have an annual turnover between R250,000 and R10 million
- All business owners must be active participants in the programme
- The company annual returns must be up to date

Cost

The entrepreneur must pay a R500 commitment fee upon acceptance onto the programme.

Contact Details

JHB: Buhle Moyo - Tel: 011 479 0610
buhlem@thehopefactory.co.za

PE: Jolandi Snyders - Tel: 041 484 7400
jolandis@thehopefactory.co.za

If you are an entrepreneur and would like to be part of The Hope Factory's Enterprise and Supplier Development Programme please contact:

JHB: Chenai Kadungure
Tel: 011 479 0608
Email: chenaik@thehopefactory.co.za

PE: Bernadette Koert
Tel: 041 484 7400
Email: bernadettek@thehopefactory.co.za

Website: www.thehopefactory.co.za

Innovation Hub

Footprint: Gauteng

Established in 2001, The Innovation Hub is a science and technology park whose main aim is to increase the wealth of its community, by promoting the culture of innovation and the competitiveness of its associated businesses and knowledge-based institutions.

For more than 10 years, The Innovation Hub has supported the growth of innovative companies across the Biosciences, smart industries and green and sustainable energy sectors.

The Innovation Hub has several sub-brands:
• Enterprise development: Maxum Business Incubator; mLab, The Climate Innovation Centre, the BioPark
• Skills Development: Coachlab; ThoughtLeaders; FutureLeaders, FabLab
• CSI project: Jumping Kids Recreation Centre (see www.jumpingkids.co.za)
• Other: GAP competitions; OpenIX

Our environment provides value-adding business services to support the growth of technology-rich business enterprises over the long-term to increase the wealth of the local knowledge intensive community, promote a culture of innovation, and stimulate the competitiveness of companies and knowledge-based institutions.

Maxum Business Incubator

The Maxum incubation programmes provide an enabling environment where start-ups from the knowledge-intensive sectors.

Aligned to The Innovation Hub's international accreditation and Maxum’s full membership of the National Business Incubation Association in the UK, incubation processes and outputs are benchmarked on a continual basis against international good practice.

There are two programs within the Incubator Program; Innovation Factory and Maxum Core. The Innovation Factory Programme is for pre-commercial companies who are still in the initial development stage of their business. The Maxum Core Programme is aimed at commercial companies that have secured an investment or made a sale from a willing customer. There are four categories in which entrepreneurs fall under; Mobile, Smart Industries, Bio Economy, and Green Economy.

The application process is 2-phased. The application goes through an evaluation which determines whether it has been accepted or declined. If it is accepted, the entrepreneur is then invited to a pitching session in which he has 30 minutes to present your business and/or idea to a live panel of judges. You get 10 minutes to present and 20 minutes Q&A. The panel consists of mentors who are business experts and/or consultants, as well as TIH staff members from the other programmes aligned to the aforementioned categories. Important to note is the pitches are scored by the panel which effectively determines the entrepreneur’s success or failure into the programme.

Maxum currently offers:

• **Business Development** guidance, training and tools including idea workshops, growth wheel assessments, financial and project management training and tools
• **Mentorship**: 3hrs per month for 3 months initially
• **Value-added services**: Legal support, IP strategies, marketing/branding support/ 3D printing services
• **Hi-tech office space and boardroom facilities**: formal office space for Maxum Core entrepreneurs and Maxum/T-Systems ‘hot desk’ space for Innovation Factory entrepreneurs
• **Start-up Support Program**: seed funding - has its own internal application process for funding up to R1.5 million.
• **Access to network of public and private sector partners**: external funding, potential customers, potential investors; and peer collaboration

• **Information on new opportunities** including in-house and external innovation competitions

• **Softlanding support** via incubation and science park partners locally (e.g. Bandwidth Barn) and internationally (e.g. FONGIT Geneva)

• **Access to technology partners** such as the CSIR and Universities which also offer contract research services and licensing of technologies coming out of their R&D process

**Cost**

There is no cost for the programme, but office space must be rented for one year (with a month to month termination agreement) at a nominal cost to the entrepreneur.

**Contact Details**

Conny Phaswana: cphaswana@theinnovationfactory.com  
Tel: 012 844 0032  
Vuyelwa Mthembu: vmthembu@theinnovationhub.com  
Tel: 012 844 0016  
Website: [www.maxumconnect.com](http://www.maxumconnect.com)

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**Limpopo Economic Development Agency (LEDA)**

**Footprint: Limpopo**

LEDA is a new economic development agency, following a merger of parastatals under the Department of Economic Development, Environment and Tourism. The merged entities include former Trade and Investment Limpopo, Limpopo Business Support Agency, into the Limpopo Economic Development Enterprise.

LEDA has its head office in Lebowakgomo, in Polokwane, and twenty four satellite offices across Limpopo municipalities.

Entrepreneurs are assisted with writing business plans and/or profiles, and other business advisory services. Funding of between R20 000 and R10 million is also provided to small businesses in all sectors excluding primary agriculture.

**Cost**

Advisory services are provided at no cost to the entrepreneur
MEDO

Footprint: National

The Micro Enterprise Development Organisation (Pty) Ltd, MEDO for short, is an independent company, which assists larger organisations in obtaining their BBBEE goals with specific aim at Code 400: Enterprise and Supplier Development and Code 500: Socio-Economic Development.

Grassroots-focused and with specific attention to the elements of Enterprise Development, Preferential Procurement and Socio-Economic Development under the Department of Industry and Trade’s Broad-Based Black Economic Empowerment (BEEE) Act, MEDO partners with clients to provide sustainable and measurable results to support their BBBEE investment priorities and broader investment priorities.

Supplier Development Programmes

The five day Supplier Development boot camp brings together supply chain expertise, business development specialists and sessions on personal leadership. The programmes are customised to suit the client and their industry. These include:

- Tourism and Hospitality
- Construction
- Facilities Management
- Information and Communication Technology
- Engineering Consulting
- Energy (oil, gas and renewable)
- Agriculture, agri-processing and food industry
- Manufacturing
- Automotive retail and services
- Logistics, importing and exporting
- Generic and ongoing Supplier Development programmes

The topics included in these practical skills workshops aim to teach entrepreneurs how to:

- Turn ideas into a business
- Develop business management skills
- Become effective leaders

Contact Details

Tel: 015 633 4700
Email: info@lieda.co.za
website: www.lieda.co.za
• Build strong & effective teams
• Developing a strong customer base
• Build strong networks & profitable relationships

**MEDO Club**

Appointing a whole staff to take care of legal, financial, HR and marketing matters is a costly burden often too big to bear for developing businesses. The problem is, however, that no matter how small a business may be, someone needs to take care of these issues regardless of financial abilities.

With MEDO Club, subscribers get access to business, accounting, leads and purchasing power advice. The whole service becomes your own personal assistant simply by dialling a telephone, without the disadvantage of having to rent a space or pay monthly salaries.

The system works on a user-friendly basis of a call centre where entrepreneurs log requests via a call agent who will then further the query for ultimate assistance within 24 hours or less. There is also an easy to use website, medo.club that offers assistance such as tailor-made legal documents like employment contracts or loan agreements, access to how-to guides on finance, tax, IT, legal matters and promotion of products via voucher systems to large databases.

Users are also awarded with a list of discounts on travel, office equipment and various restaurants to ensure businesses can be run as cost-friendly as possible. MEDO Club also offers a large range of opportunities such as discounts of purchases, IT troubleshooting, training and skills development and an on-call risk manager.

With MEDO Club entrepreneurs are given the opportunity to focus on running their business without sweating over the admin side of things or spending thousands on advisors who require pay by the hour.

**Cost**

The supplier development programmes are completely sponsored and delivered at no cost to the entrepreneur.

**Contact Details**

Tel: 010 500 5000  
Email: contact@medo.co.za  
Website: www.medo.co.za
The National Youth Development Agency (NYDA), established in 2008, is a South African-based agency established primarily to tackle challenges faced by the nation’s youth. The institution was established to be a single, unitary structure, established to address youth development issues at National, Provincial and Local government level.

The NYDA plays a leading role in ensuring that all major stakeholder’s, i.e government, the private sector and civil society, prioritise youth development and contribute towards identifying and implementing lasting solutions which address youth development challenges.

**Grant Programme**

The National Youth Development Agency has shifted its core business primarily away from Enterprise Finance towards Education and Skills Development. The fundamental change in this area of development is the change from loan provision to grant provision for young entrepreneurs. The NYDA no longer offers loan finance to young entrepreneurs, but instead grant finance in the form of micro-finance grants for survivalist youth entrepreneurship and co-operative grants for greater participation of youth in the co-operatives sector.

The objective of the Grant Programme is to provide young entrepreneurs an opportunity to access both the financial and non-financial business development support to establish their survivalist businesses. The programme focuses on youth entrepreneurs who are just coming into existence and beginning to display signs of future potential, but are not yet fully developed.

The grant finance starts from R1 000 to a maximum of R100 000 for any individual or youth co-operative. Funds must be used for working capital, asset finance or stock purchases.

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<tr>
<th>Threshold 1</th>
<th>Survivalist business</th>
<th>R1,000 - R10,000</th>
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<tr>
<td>Threshold 2</td>
<td>Start Up</td>
<td>R10,001 - R50,000</td>
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<tr>
<td>Threshold 3</td>
<td>Growth</td>
<td>R50,001 - R100,000</td>
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**Selection Criteria**

- Youth (18-35 yrs) with necessary skills, experience or with the potential skills appropriate for the enterprise that they conduct or intend to conduct
- South African citizens residing within the borders of South Africa
- Requires the grant for business start-up or growth
- Business must be operating within the borders of South Africa
- The entrepreneur/s must be involved in the day-to-day operation and management of the business and/or be willing to join the business on a full-time basis
- Operate either informally or formally; generally recognised as micro enterprises (e.g. street traders, vendors, emerging enterprises)
• Have a profit motive and are commercially viable and sustainable
• Groups must have or be willing to form a group of minimum 5 persons

Non-financial support services

• Mentorship
• The Voucher Programme
• Market Linkages
• Entrepreneurship Development Programme
• Youth Cooperative Development Programme
• And other business support services.

Young people interested in accessing the grant programme will have to commit to participate in the NYDA mentorship and voucher programme for a minimum of 2 years.

Cost

NYDA programmes are offered at no cost to the entrepreneur.

Contact Details

Call Centre: 0800 52 52 52
Email: info@nyda.gov.za
Website: www.nyda.gov.za

Raizcorp

Footprint: National

Established in 2000, Raizcorp describes itself as a well-established yet innovative business Prosperator that offers everything the entrepreneur needs to grow his business, from infrastructure and administrative services through to business management expertise and ongoing generation of sales leads.

Most small businesses that partner with Raizcorp do so in order to overcome the growth challenges that they are experiencing. They know that their businesses can do much better, but just don’t know how exactly.

Virtually every company that has become financially successful within the Raizcorp process has chosen to remain partners. The ongoing value add that they receive throughout their growth journey ensures ever increasing profits and wealth creation.

However, no company is legally bound to stay within the process. A shareholder’s agreement governs the relationship and the entrepreneur’s ability to move on.
Because Raizcorp has a stake in the business, it is incredibly involved and interested in the business’s success. A team of highly skilled professionals assists the entrepreneur every step of the way.

Over a period of 1 to 2 years, Raizcorp has managed to increase the turnover and profitability of over 95% of the partner companies.

**Raizcorp’s service offering**

- **Access to Markets**: Raizcorp has created 7 different channels to markets, ranging from access to over 500 businesses on its current programmes, to over 1500 alumni businesses, to direct access to large corporate supply chains, and more.

- **Business Guidance**: Each partner receives a team of entrepreneurial Guides who will be “mentors” on strategy, finance, marketing, sales, and personal development. Our Guides are regarded as the crème de la crème of business “mentors”. They are highly trained, highly selected, and full time, ensuring that the entrepreneur receives a high quality experience and interaction that will help move his business to the next level.

- **Our Guarantee**: Each business is provided with a tailored guarantee that explicitly outlines the growth hurdle rate over a 24-month period that the business needs to achieve in order for Raizcorp to retain its equity. In the unlikely event that this hurdle rate is not achieved, the entrepreneur will automatically claw back the Raizcorp equity at no cost.

- **Access to Specialists**: Every growing entrepreneurial business reaches a stage when they will require specialist services such as tax, human resources, legal etc. Raizcorp has put together a panel of various specialists who provide services to businesses on their programmes at special rates.

- **Entrepreneurial Learning**: Raizcorp provides an approved learning curriculum for both the entrepreneur and his staff. The curriculum includes subjects such as entrepreneurship, marketing, sales, finance, and personal development.

- **Access to Infrastructure**: As part of the programme, entrepreneurs have access to rooms, boardrooms, IT and front-desk infrastructure, or can use the hot-desking facilities. They can also rent offices on a month-to-month basis.

- **Back Office Support**: As part of the programme, the entrepreneur has access to professional staff, such as a receptionist, bookkeeper and hospitality hostesses, etc.

- **The Raizcorp community**: As part of the Raizcorp community, the entrepreneur is able to interact with other entrepreneurs; draw strength and inspiration from them, and vice versa.

**Cost**

**Contact Details**

**Contact person**: Janine Smith  
**Tel**: +27 11 566 2000  
**Email**: janines@raizcorp.com  
**Website**: www.raizcorp.co.za
Riversands Incubation Hub

Footprint: Diepsloot, Johannesburg

The Riversands Incubation Hub is located in the heart of the new Riversands Commercial Park in Fourways, Johannesburg and is a partnership between Century Property Developments and The Jobs Fund.

The Hub’s incubation programme nurtures small and micro enterprises – principally, but not exclusively from Diepsloot – by mentoring and supporting them to become fully-fledged, formal businesses. Emphasis is on SMEs which fulfil a real corporate or business market demand. A number of B-BBEE benefits will accrue to corporates participating in the Hub.

The Incubation Programme will take existing and newly-created SMEs from small struggling businesses and incubate them through various programmes into large-scale businesses. In addition to potential off-take agreements provided by the businesses located in the commercial precinct, an off-take agreement may be provided by Century, which currently has over R18-billion worth of residential and commercial developments that require numerous products that the incubation programme may be contracted to provide.

Offering to SMEs

The Riversands Incubation Hub has a range of offerings to meet the needs of entrepreneurs and small businesses at all stages of development. Existing and aspiring entrepreneurs can apply to the offering that best suits their needs.

- Premises & facilities
- Training & workshops
- Individual and group business coaching
- Industry mentors
- Networking events
- Market access- PR/events/partner relationships
- Distributed manufacturing platform & technical support
- Business support services
- Access to on-site funders

Facilities

The backbone of the Riversands Incubation Hub is the extensive learning centre integrated within the production and SME business environment.

Facilities include a library, two 200-seat lecture halls, one 500-seat auditorium, fully equipped skill-specific training workshops, meeting rooms, fully connected and enabled hot desks, back-up marketing and printing facilities, Internal IT component to service all SMEs in the Hub and a 450-seat restaurant.
In addition to the study centre, artisan training facilities and business support services, there are 150 mini-factories, retail spaces, office spaces, a horticultural and landscaping training space and a 10 000 seat amphitheatre.

Parts of the Hub will be accessible to the public with a user-friendly atmosphere linking the end-user of retail products to the producers based at the Hub. These spaces provide an integrated manufacturing, training, commercial and retail environment in which SMEs have ample opportunity to learn and trade, therefore functioning as an on-site, practical business university.

Cost

SMEs pay a subsidised rental for their premises and are then able to access all the related facilities. As far as possible, assistance provided is either sponsored or provided at a highly subsidised fee to the small business owner.

Contact Details

Email: info@riversandsihub.co.za
Website: www.riversandsihub.co.za

RLabs Innovation Incubator

Footprint: Cape Town

The RLabs Innovation Incubator provides community members with a shared space to develop their ideas and ventures with support from the experienced RLabs developer and entrepreneurship network. It also offers a programme of related activities to deepen the understanding of entrepreneurship and innovation.

The main criteria for ventures to be hosted in the incubator are that it should have a social impact, be sustainable and show potential for growth. The Innovation Incubator will have the following components to it:

1) Creative Shared Space – is an open environment where entrepreneurs and innovators can use the infrastructure and resources at RLabs to grow their ventures. These include connectivity, access to specialised skills (development, finance, etc.), meeting rooms and the opportunity to connect with other great individuals.

2) Innovation Programme – the ventures are part of an innovation programme that assists social entrepreneurs and innovators in developing their ideas and providing mentorship.
3) **(Social) Entrepreneurship Programme** – members of the innovation incubator can join the RLabs entrepreneurship programme that will provide them with the guidelines in developing their social ventures and businesses.

4) **Impact Investment** – through a variety of partnerships RLabs currently provides an investment of up to $20,000 for every social enterprise incubated through our programme.

**Cost**

Once the entrepreneur completes one of the training programmes provided by R-Labs, he can make use of the incubator and its services at no cost.

**Contact Details**

Tel: 021-699-1453  
Email: info@rlabs.org  
Website: http://www.rlabs.org/

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**SAB KickStart**

SAB KickStart was launched in 1995 as a poverty alleviation programme but it has subsequently become a platform to stimulate sustainable enterprise development. 2015 marks an exciting year that SAB launches a revised Integrated Enterprise Development strategy under the flagship brand of KickStart.

**SAB KickStart Ignite**

SAB KickStart Ignite a new programme where SAB will partner with FET colleges to introduce a competition aimed at promoting industrial innovation within the youth. The competition is about supporting an enabling environment for makers to prototype and commercialise their ideas, creating sustainable enterprises that shift the paradigm from consumers to makers of innovative products, services and industries. It will offer training, mentorship and seed grant funding.

**SAB KickStart Boost**

The SAB KickStart Boost competition is aimed at instilling a culture of entrepreneurship and support youth-owned businesses with the intention of growing them into sustainable high impact suppliers. It will now provide non-collateral seed loan capital with grant funding available for competition winners. The competition targets black youth between the ages 18-35 in specified industries, and provides intensive business skills training, mentorship and combination of loan and grant funding over a period of 18 months.
SAB KickStart Elevate

SAB KickStart Elevate is a new programme intended to increase the operational capacity of high growth and expansionary youth businesses, affording them the opportunity to achieve the scale required to deliver within large supply chains. The programme will offer mentorship and loan funding.

**Competition Criteria**

The entrepreneur’s business must be:

- In operation for a minimum of 18 months but not more than 5 years
- Post revenue (sales made, concept proven) stage
- Generating less than R5 million in revenue per annum
- Employing a maximum of 15 employees (temporary, full-time, or a combination thereof)
- At least 50% black owned and managed
- High growth potential that is scalable, with a sustainable competitive advantage
- Aligned with core industries or sectors specified

**Cost**

SAB Kickstart programmes are provided at no cost to the entrepreneur.

**Contact Details**

Tel: 011 881 8492  
Email: Lebogang.Mohapi@za.sabmiller.com  
Website: www.sabkickstart.net

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**SAICA Enterprisation Hub**

**Footprint: Greater Johannesburg**

SAICA has formed an enterprise development and SME support hub called ‘Enterprisation’ which, together with a graduate training programme run in partnership with Guarantee Trust Corporate Support Services and Sefa (the Small Enterprise Finance Agency), helps address challenges faced by young graduates and small business owners through various initiatives:

- Unemployed African and Coloured accounting graduates are provided with training to enhance their practical accounting skills and workplace readiness with a view to placing them in employment on completion of the training programme.
• The skills of these graduates will be used to provide back-office support to black entrepreneurs and small businesses with a turnover of up to R10 million per annum. It is anticipated that a number of the graduates who start out in Enterprisation will subsequently be absorbed into these entrepreneurs’ businesses.

The intention of Enterprisation is to ultimately create a self-sustaining entity which will continue to provide employment opportunities for graduates and provide a full suite of business services to the SME market. This will allow SMEs to access services and advice that they would otherwise be unable to afford and ensure the sustainability and enhanced performance of these businesses.

Business value can be added in various ways:

• By alleviating the pressure that business owners may experience by not having access to accurate and well-maintained monthly financial records for their businesses
• By contributing to the overall going-concern value of businesses through ensuring accountability and good business forecasting and budgeting
• By ensuring that business owners are always in possession of accurate and complete financial records when applying to credit providers for additional funding
• By accepting ultimate accountability for the day-to-day operations of the business
• By ensuring that business owners understand the importance and potential benefits of up-to-date and timely tax submissions

Business service training for Enterprisation graduates will include training in bank funding models and business plans to enable them to advise prospective clients on drawing up business plans and applying for funding.

Cost

Enterprisation is an enterprise development and social entrepreneurial initiative and is not intended to create shareholder wealth. Therefore the pricing structure is based on a model of creating a self-sustaining business that is able to cover its own operational costs.

The fees charged are calculated at an hourly rate. Depending on the annual turnover of the business, fees range from R100 to R250 per hour for monthly bookkeeping and financials. These fees are based on the anticipation that Enterprisation will provide monthly back-office accounting support to the SMEs.

Any assistance offered in the development of business plans for submission to credit providers will be costed separately at a fixed rate of R250 per hour, capped at R5 000.

Through this initiative SAICA hopes to create a domino effect enabling black entrepreneurs and small businesses to provide employment to individuals in the many differing markets in which they operate. This can only happen if businesses in the SME sector receive the back-office support that they need and are educated about the accounting principles and financial reporting standards that all business enterprises are expected to adhere to.
Small Enterprise Development Agency

Footprint: National

The Small Enterprise Development Agency (Seda) was established in 2004 and is an agency of the Department of Small Business Development. It is mandated to implement government’s small business strategy; design and implement a standard and common national delivery network for small enterprise development.

Seda provides business development and support services for small enterprises through its national network in partnership with other role players in the small enterprise support arena. Seda also implements programmes targeted to business development in areas prioritised by the Government.

As at end December 2012, Seda had an established network of 43 branches, 18 mobile units, 48 electronic information kiosks, 3 enterprise information centres, 12 enterprise development centres, 42 incubation centres and 47 access points where Seda co-locates in.

Seda’s sector-specific incubators are based all over the country and cover a broad range of industries. A list of incubation centres can be found online or below.

Contact Details

Tel: +27 12 441 1000
National Information Centre: 0860 103 703
Email: info@seda.org.za
Website: www.seda.org.za

Incubation Centres

<table>
<thead>
<tr>
<th>CENTRE</th>
<th>SECTOR</th>
<th>PROVINCE</th>
<th>CONTACT NUMBER</th>
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<tr>
<td>1 Chemin, Port Elizabeth</td>
<td>Chemicals Industry</td>
<td>PE, Eastern Cape</td>
<td>041 503 6700</td>
</tr>
<tr>
<td>2 Chemin, East London</td>
<td>Chemical Industry</td>
<td>E London, Eastern Cape</td>
<td>087 373 1150</td>
</tr>
<tr>
<td>3 Chemin, DBN</td>
<td>Chemical Industry</td>
<td>Durban, KwaZulu Natal</td>
<td>0415036700</td>
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<td>4 Chemin, Mogale City</td>
<td>Chemin Industry</td>
<td>Mogale City</td>
<td></td>
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<tr>
<td>5 Downstream Aluminium Centre for Technology</td>
<td>Aluminium fabrication &amp; casting</td>
<td>Richard’s Bay, KwaZulu Natal</td>
<td>035 797 1500</td>
</tr>
<tr>
<td>6 EgoliBio</td>
<td>Biotech</td>
<td>Pretoria, Gauteng</td>
<td>012 841 4571</td>
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<td>No.</td>
<td>Company Name</td>
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<td>7</td>
<td>Furntech Durban</td>
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<td>8</td>
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<td>Western Cape</td>
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<td>Furntech Cape Town</td>
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<td>Furntech Johannesburg</td>
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<td>Gauteng</td>
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<td>Furntech Mthatha</td>
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<td>Furntech Umzimkhulu</td>
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<td>Furntech White River</td>
<td>Furniture manufacturing</td>
<td>Mpumalanga</td>
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<td>14</td>
<td>Lepharo</td>
<td>Copper, Zinc and Base Metals</td>
<td>Springs, Gauteng</td>
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<td>15</td>
<td>INVOTECH</td>
<td>Mixed high-tech</td>
<td>Durban, KwaZulu Natal</td>
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<td>16</td>
<td>Mapfura Makhura Incubator (MMI)</td>
<td>Bio-fuels plant production &amp; processing</td>
<td>Marble Hall, Limpopo</td>
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<td>17</td>
<td>Mpumalanga Agri-skills Development &amp; Training</td>
<td>Agricultural Capacity Building</td>
<td>Nelspruit, Mpumalanga</td>
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<td>18</td>
<td>Mpumalanga Stainless Steel Initiative (MSI)</td>
<td>Stainless Steel Processing</td>
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<td>19</td>
<td>Seda Agricultural &amp; Mining Tooling Incubator (SAMTI)</td>
<td>Mining &amp; Agricultural tooling</td>
<td>Bloemfontein, Free State</td>
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<td>20</td>
<td>Seda Automotive Technology Centre (SATEC)</td>
<td>Automotive Industry</td>
<td>Roslyn, Gauteng</td>
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<td>21</td>
<td>Seda Construction Incubator (SCI), Durban</td>
<td>Construction</td>
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<td>Seda Construction Incubator (SCI), Mthatha</td>
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<td>Seda Construction Incubator (SCI) Dundee</td>
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<td>Seda Construction Incubator (SCI) Kwa-Mashu</td>
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<td>SCI, Ekurhuleni</td>
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<td>SCI, Tshwane</td>
<td>Construction</td>
<td>Pretoria West, Gauteng</td>
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<td>29</td>
<td>SCI E.L</td>
<td>Construction</td>
<td>East London, E.C</td>
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<td>30</td>
<td>Seda Essential Oils Business Incubator (SEOBI)</td>
<td>Essential Oils-plant cultivation &amp; oil distillation</td>
<td>Pretoria, Gauteng</td>
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<td>31</td>
<td>Seda Essential Oils Business Incubator (SEOBI)</td>
<td>Essential Oils-plant cultivation &amp; oil distillation</td>
<td>Nkandla, KwaZulu Natal</td>
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<td>Jewellery manufacturing</td>
<td>Polokwane, Limpopo</td>
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<td>33</td>
<td>Seda Nelson Mandela Bay ICT Incubator (SNII)</td>
<td>ICT</td>
<td>Port Elizabeth, Eastern Cape</td>
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<td>34</td>
<td>Seda Platinum Incubator</td>
<td>Platinum Jewellery</td>
<td>Rustenburg, North West</td>
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<tr>
<td>35</td>
<td>Soshanguve Manufacturing Technology Demonstration Centre (SMTDC)</td>
<td>Small-scale manufacturing</td>
<td>Soshanguve, Gauteng</td>
</tr>
</tbody>
</table>
Seed Engine

Footprint: Gauteng

Seed Engine is a start-up accelerator, launched in 2012, aiming to coach and mentor entrepreneurs into becoming world class leaders and efficiently and successfully operate their ventures. The experienced team of venture capitalists, coaches and psychologists run 2×12 week accelerator programmes per year, each consisting of a maximum of 10 start-ups. These start-ups generally haven’t launched yet... They’re ideas in alpha or beta stages of development.

Entrepreneurs choose Seed Engine because of the strength of the mentorship and coaching programme, access to networks, access to capital as well as R100 000 seed capital in return for 20% equity.

Seed Engine targets start-ups that display the strongest teams (including at least one techie) that can execute and implement their highly innovative, disruptive and scalable businesses and seek to develop them into becoming high growth companies.

Each programme ends in a Demo day, where each entrepreneur gets to pitch to all the angel investors, venture capitalists, corporates, government and other institutional investors.
Cost

Start-ups accepted onto the Seed Engine Accelerator programme do not pay for the assistance they receive.

Desk Engine

Desk Engine is a hot desking office space in Sandton that allows people to rent space in an entrepreneurial co-work environment at an affordable price. Desk Engine offers furnished meeting rooms, conference facilities (on request), training rooms and board meeting rooms. For around R1500 per month, this space is perfectly suited for entrepreneurs, start-ups, freelancers and consultants. It is also ideal to use as a workshop venue with ample space and amenities.

Contact Details

Tel: +27 11 262 6858
Email: accelerate@seedengine.co.za
Applications: applications@seedengine.co.za
Investors: invest@seedengine.co.za
Website: www.seedengine.co.za

SEIFSA Small Business Hub

Footprint: Greater Johannesburg

The SEIFSA Small Business Hub (SBH) is a department of the Steel and Engineering Industries Federation of Southern Africa (SEIFSA), created specifically to address the needs of small and micro-enterprises (SMEs) in Southern Africa to contribute to the growth of the economy and the creation of jobs.

SEIFSA is a National Federation representing 27 independent employer Associations in the metals and engineering industries, with a combined membership of over 2 000 companies employing over 210 000 employees. The Federation was formed in 1943 and companies in Associations federated to it range from giant steel-making corporations to micro-enterprises employing less than 50 people.

The business hub’s products and services are available to all small businesses, including those that are not members of Seifsa and those outside the metals and engineering sector.

Products & Services for start-up businesses

- Accounting and advisory services
- Statutory compliance
• Information technology (IT) for SMEs
• Procurement of Funding and Related Services
• B-BBEE Services
• Industrial Relations services
• Safety, Health, Environment and Quality services
• Legal services
• Human Capital and Skills Development services

Solutions for existing businesses

• Toolkits and templates for small businesses
• Tender zone
• Cyber security
• Regulatory Compliance

Cost

Products and services are provided at a fraction of the cost to SMEs using the SBH.

Contact Details

Mashirane Comfort Matheba: Commercial Manager
Tel: 011 298 9446
Email: mashirane@seifsa.co.za
Website: www.seifsasmallbusiness.com

Shanduka Black Umbrellas

Footprint: National

Shanduka Black Umbrellas (SBU) works with partners in the private sector, government and civil society to address the low levels of entrepreneurship and high failure rate of 100% black-owned emerging businesses in South Africa. The initiative strives to develop 100% black owned businesses to a level where they can gain meaningful access to markets, finance and networks and facilitate access to these opportunities and in so doing promote entrepreneurship as a desirable career choice by building the profile of existing entrepreneurs as role models through our media, networking and public relations activities.

Shanduka Black Umbrellas nurtures qualifying 100% black-owned businesses in the critical first three years of their existence by providing incubators that have office infrastructure, professional services and a structured mentorship programme at a highly subsidised rate. Shanduka Black Umbrellas has incubators in Cape Town, Johannesburg, Pretoria, Durban, Lephalale, Port Elizabeth, Richards Bay and Mooi容ooi in the North West.
Based on its experience in the incubation sphere, the SBU offering includes a pre-incubation programme that assists applicants to assess the viability of their business opportunity and existing businesses to formulate a strategic development plan before committing to full incubation. It has also intensified its reporting requirements in all phases of the programme to ensure its deliverables are closely monitored. Businesses are actively developed in the first three months of full incubation to help them become finance, procurement and network ready.

The organisation also promotes procurement opportunities for 100% black-owned businesses through the Shanduka Blackpages enterprise and supplier development portal. This innovative online platform links procurement managers to 100% black owned companies and is a fast, cost effective and reliable solution for companies that want to bring black businesses into their supply chains. It also provides opportunities for small businesses to develop themselves through online training and access to various support services.

**How it works**

The Shanduka Black Umbrellas incubation model is aimed at supporting emerging black businesses through the incubation programme so that they are able to emerge as independent, viable businesses.

Fundamental to the success of the model is a tiered intervention, where applicants/clients transition and bolster their business through successive levels of activation.

The programme activation begins with a pre-incubation phase (3 months), followed by full incubation (3 years) through to graduation.

The SBU model uses its national reach to enable clients to benefit from guided mentorship, through which clients receive the transfer of business skills, knowledge and network linkages.

The businesses are assessed for their credit risk and an advisory committee offers their technical experience to assess the weaknesses and strengths of the businesses.

Ongoing support through the incubation centres and the office infrastructure linked to these include:

- Bookkeeping services at standard rates;
- Access to networking & marketing events;
- Ongoing mentoring;
- Assistance with finance access;
- Workshops aimed at business & personal development.

**Cost**

For a nominal (subsidised) monthly fee, which varies according to the stage of the business incubation programme, emerging businesses will have access to critical services to bolster their opportunities in the market.
Start90
Footprint: Cape Town

Startup 90 business accelerator prepares high-growth businesses to accelerate and scale their businesses. Mentorship from seasoned entrepreneurs and industry specialists form a core component of the business accelerator programme.

The programme seeks out exceptional businesses that are using technological innovations to solve challenges in their communities and countries. Focus areas are the education, finance, healthcare and agriculture sectors.

Core services include the following:

- Entrepreneurship development
- Mentorship
- Business infrastructure
- Business support services
- Startup Pack for pre-revenue businesses

Cost

Contact Details

Email: Online form
Website: www.startup90.com

Tholoana Enterprise Programme
Footprint: Limpopo, Mpumalanga, Free State and Kwa-Zulu Natal

Since inception, SAB Foundation through the Tholoana Enterprise Fund has invested almost R25.5 million in 196 businesses. Up until now this has consisted mostly of grant funding to small businesses, to assist them during the early stages where cash flow is a constraint and access to finance is near impossible.
However, a recent survey conducted with 126 entrepreneurs who have received funding, has demonstrated that the Foundation needs to do more to ensure that businesses don’t just exist, but rather thrive and create jobs. Many of those interviewed said that they felt that they needed additional skills, and a significant percentage of entrepreneurs do not understand their turnover and profitability, which are vital to achieving growth.

The survey results, confirmed by multiple other research studies, suggest that it is a combination of three factors that will increase the likelihood of success - namely access to finance, access to skills and access to markets.

For this reason, SAB Foundation has renamed the Tholoana Enterprise Fund, the Tholoana Enterprise Programme. It has invested significant funding to ensure that successful applicants will now be able to access a comprehensive and holistic 18 month programme of business support, training and mentorship to accompany any grant funding they qualify for.

The intention is also to make an impact in those areas and regions that are often under-resourced with limited opportunities, especially those in rural areas. The Foundation has therefore taken a decision that during 2015, it will be proactively targeting entrepreneurs in Limpopo, Mpumalanga, Free State and KwaZulu Natal. It is looking for the best candidates from these provinces, and will consider any organisations with a proven business concept and high potential for growth.

Criteria

- Require grant funding of no more than R250 000
- The business is black-owned* and managed, and operational.
- Your business operates within the South African borders and are located in the appropriate province (refer to “Application Windows and Provinces” in the Tholoana Enterprise Programme Brochure)
- The business should be commercially sustainable and viable.
- You are involved in the business’s daily operations and management on a full time basis.
- You have the skills and experience necessary for the type of business you’re engaged in.
- Your business is in the initial stages of operations (± 6 months and less than 5 years);

Cost

Once accepted onto the programme, any assistance received is at no cost to the entrepreneur.

Contact Details

SAB Head Office Tel: +27 11 881 8111
Email: Tholoanaprogramme@za.sabmiller.com
Website: www.sab.co.za
Tourism Enterprise Partnership

Footprint: National

With roots stretching as far back as 2000, the Tourism Enterprise Partnership (TEP) is one of the longest standing and most successful public private partnerships in South Africa. TEP facilitates the growth, development and sustainability of small tourism businesses. This is achieved through a number of products and services that provide hands-on, step-by-step support and guidance, ultimately leading to improved product quality, operational efficiency and market reach.

Access to information

TEP is ideally positioned to take the lead in addressing the challenge of access to information for Small Tourism Businesses. The service comprises:

- **Information Portal**: Enabling access to new information and exposure to cost effective new services and products, as well as a network of like-minded entrepreneurs.
- **Tourism Awareness Workshops**: Provided free of charge with the aim to clarify the tourism sector, evoke passion for the industry and share information on relevant topics.

Business support

Registration & Business Sophistication Assessment

One of the most important services TEP offer is to provide business-consulting services to small tourism businesses using the nine provincial teams of TEP Service Providers and Business Development Consultants (BDCs).

Funding support

Access to business services such as professional and operational assistance, marketing, training and quality assurance is indispensable for the growth and sustainability of any business, especially for small tourism businesses. However, many small tourism businesses do not have the resources to buy these services. Although TEP is not a funding agency, it has a Business Development Fund (BDF), which can be used on a cost-sharing to contribute towards the cost of business services.
**Business Leadership Programme**: The overall aim of this programme is to facilitate the sustainability of high potential small tourism businesses, increase their competitiveness and profitability. This is achieved by one on one coaching and mentoring by industry specialists.

**Mentorship**: TEP's generic deliverables for its mentorship programme are to provide an assessment of mentee's business, develop a growth plan in partnership with the mentee, implement the goals as discussed in the growth plans and monitor the achievement of these goals. Due to the high costs involved in mentorship, only a small number of TEP clients across the county will be invited to be part of this programme.

**Learning Networks**: These comprise of subsector specific workshops that address unique challenges faced by participants within the same subsector of tourism. The overall objectives of the networks are to facilitate skills development impact and to address common challenges within the tourism industry.

**Business Skills**: TEP’s Business Skills Training is specifically focused on more sophisticated small tourism businesses. In other words, organisations that are three to five years old, have a minimum of five employees and an annual turnover of R250,000.

**One Day Skills Workshops**: To address the need for practical and correct information, TEP has developed a number of one-day workshops for businesses in various phases of development. Together, they provide small tourism businesses with the information and tools required to operate effectively within the tourism industry.

**Market access**

TEP has a dedicated programme that undertakes a range of activities to improve market access for selected Small Tourism Business with marketable products and services. The programme aims to bring a buyer closer to a seller and facilitates the creation of businesses linkages and procurement opportunities.

**Cost**

There are costs attached to the various programmes as [listed on their website](https://www.tep.co.za).

**Contact Details**

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**E-mail**: info@tep.co.za  
**Website**: [www.tep.co.za](http://www.tep.co.za)
Compiled on behalf of Business Partners Limited and the SME Toolkit South Africa. Last updated May 2015.

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