



SBPM empowering local SMMEs

Aiming to unlock local economic development, Siyanda Bakgatla Platinum Mine (SBPM) hosted a three-day workshop for small, medium and micro enterprises (SMMEs).

The workshop that took place from Monday 24 February to Wednesday 26 February was specially designed to equip SMMEs with the necessary knowledge to enable them to create and build sustainable companies.

The workshop started off with a warm welcome from SBPM Senior Human Resources Manager Benjamin Mokoka. He highlighted SBPM's Social and Labour Plan targets and emphasised the importance of attending the workshop.

Business coach Collen Lemawana from Emerging Strategies covered various critical business issues during his presentation on day one:

- Proper initiation to start a business
- How to sell yourself as an entrepreneur
- Pricing and discount
- Staying in business
- Overcoming business challenges
- Managing a business account and a personal account
- Collaboration amongst SMMEs
- How to compete with bigger companies
- Insuring your company
- Building good relationships with suppliers

On day two attendees learned more about the tricks and tools of the trade. They received valuable tips on how to pitch business proposals, how to get businesses to be considered for tenders and how to compile effective training manuals. A 'business master class' was also held, focusing on disputes, workplace safety, contracts and quality control.



North-West Provincial Government Supply Chain Management representatives from left: Moalusi Phakedi, Lerato Khumalo and Keagile Mokhuane.



SMMEs owners interacting with business development institutions.



From left: Fezile Nompele, Isaac Sikayi and Morena Thale.



Business Coach Collen Lemawana covered various critical business issues



Absa Bank Manager Semanya Natty Mashmaite spoke to business owners about the practicalities of getting financial assistance.



Business owner Babuwi Rangwetsi asked vital questions about improving his business.



SBPM consultant Herman Kirsten explained how BEE and various legal aspects of business works.

After the presentations SMMEs were divided into four groups and tasked to come up with business ideas. The team leader of each group had to present their business idea and attendees had to cast their votes for the best idea. It was a great platform for SMMEs and industry professionals to share knowledge and experiences.

SBPM Acting Buyer Batseba Mabale gave an informative presentation regarding procurement procedures, force majeure, contract law, violation of purchasing governance and procurement challenges.

On day three SMMEs were given the opportunity to engage with various stakeholders such as the Department of Economic Development, Environment, Conservation and Tourism, Industrial Development Cooperation (IDC), Central Supplier Database, ABSA Bank and Moses Kotane Local Municipality.

SBPM consultant Herman Kirsten shared information regarding the Department of Trade and Industry's Codes that relate to the mining industry.

"In order to ensure that your business thrives, you need more than just money. You also need marketing, passion and proper management skills. It is vital that you expand your knowledge by reading and doing research to grow your business beyond the mining sector," said SBPM Social Performance Manager Gontse Sekudu.



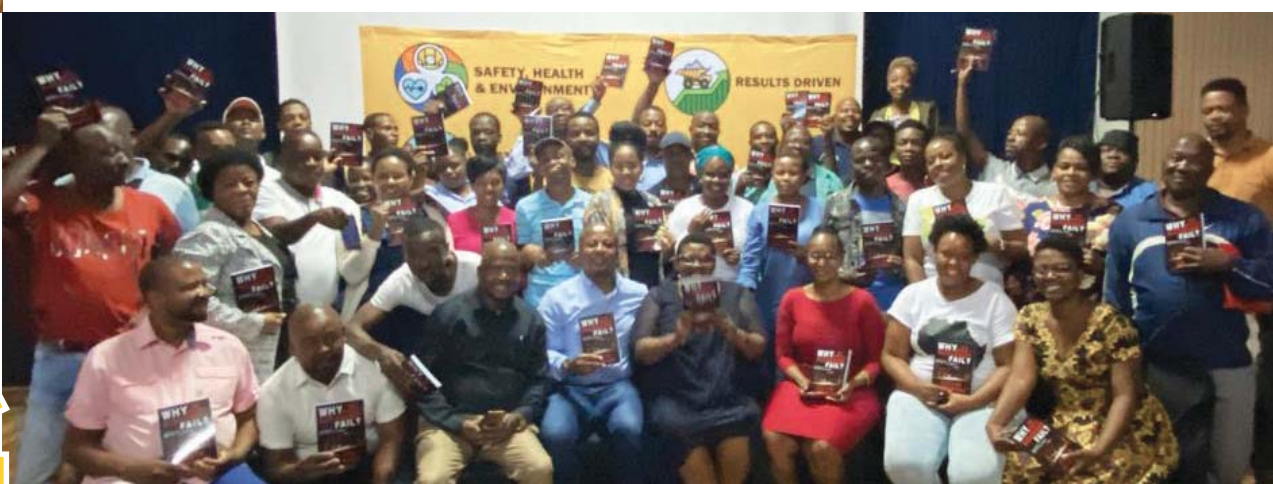
The attendees had to divide into groups and present a business plan.



IDC representatives Sandra Bogatsu (left) and Kgomotso Mokobane interacted with business owners.

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Local SMMEs attended a three-day workshop hosted by SBPM.