



Insights from our 2018 applicants

As part of the awards application process, we invited applicants to share a lesson with their colleagues. The following top 15 insights stand out.

- 1. The Enterprise and Supplier Development (ESD) strategy MUST be fully embraced at an executive level in order for it to be effective.**

'As a significant change agent of procurement behaviour, the ESD role should be positioned as a group function outside of procurement, with access to group executives and the board. Procurement does not tug at people's heart strings, so the value of the transformation this function can bring needs to be sold to the group. Close alignment to CSI and sustainability/ environmental agendas helps with this, as they are often regular talking points at an executive level'

- Sun International

- 2. Be in it for the long haul. See programmes as long-term strategic organisational commitments.**

'... sufficient time needs to be allocated on a sustainable basis to ensure success.'

-The Siyazisiza Trust

'We believe that programmes and initiatives should not be seen as short-term, but rather as long-term organisational and environmental sustainability strategies...'

- **Compass Group Southern Africa**

3. Keep programmes targeted, simple and measurable.

'Be the best you can with the best that you have.'

- **Famram Solutions (Pty) Ltd.**

4. Work with an organisational centric approach and analyse your existing procurement initiatives.

'We work from the inside out, targeting specific areas of need within our own business and then sourcing suppliers to that particular need.'

- **Massmart**

5. Identify the impact and link this to key indicators of success that are monitored and evaluated.

'It's important to look beyond the scorecard and focus on making an impact on people's lives, their families and communities. This needs to permeate the thinking and approach to the formulation of supplier development programmes.'

- **Nando's**

6. Start small

'Start small...and ...be patient, return on investment takes time.'

- **Garden Cities NPC RF**

7. Bridge the divide and understand context.

'... cognisance must be taken of language, culture, traditions, education and infrastructure (or lack thereof).'

-The Siyazisiza Trust

- 8. Procurement opportunities for local and/ or SMME's need to be made more simplistic and accessible.**

'The days of a corporate hiding behind governance to exclude the "smaller companies" needs to pass. There are very innovative ways on how to do this without compromising on governance, it just takes a little willingness to bring about the change'

- Cullinan Diamonds (Pty) Ltd

- 9. Understand your shared value**

'Focus more on understanding your product or service.'

- Dikela Zillion Group

'Focus on the client - it is rarely just about the funding. There are other enabling factors such as capacity building, access to markets and business development.'

- Old Mutual

- 10. ESD is a two-way activity that should be thought of as a joint-venture, it's a partnership with your client/ supplier.**

'Relationships are key and establishing the trust of new and existing suppliers is a key enabler.'

- Distell Group**

'... it is important to walk the journey with the client. It is almost guaranteed that things will go wrong, it is then that our support from an ESD perspective becomes most important.'

- Old Mutual

'...in order to constantly improve the way your business and their business works. Never assume that your programme is always working without faults. There is always something

that can be improved. Foster the positive relationships between your head office and your suppliers. This relationship can make or break your supplier development.'

- Avocado Vision (Pty) Ltd

11. Collaboration is critical within your organisation and in the market to leverage competencies and resources. Embrace the sharing economy.

'Collaboration between other large corporate entities is likely to become an increased priority of our programme as we seek additional opportunities for the businesses we have developed. We will also look at co-funding and loan syndication opportunities to increase the impact and number of entities that we can support.'

-Distell Group

'Share your knowledge and data as it goes a long way for empowerment.'

- The SMME Index

'If we can collaborate with other entities we can achieve great impact than working in silos.'

- Transnet

'It is important to have credible collaborative partnerships.'

- Mhani Gingi Social Entrepreneurial Network

'...South Africa needs to start working as a collective and not silos because the vision is shared. We need to start implementing radical transformation in the small business sphere'

- Coega Development Corporation

12. Work with intermediaries.

'Working with established intermediaries in the ESD funding space helps focus activities whilst relying on their expertise for training, credit control and evaluation and other aspects outside of your company's expertise.'

- Distell Group

13. Invest in people.

'... investing in a business requires investment in the entrepreneurs behind that business - not only in professional development but personal development as well.'

- Multichoice South Africa Holdings (Pty) Ltd

'In business your most important asset is the relationships you build along the way. Understanding where your clients are coming from or understanding their pain in dealing with a problem, works wonders for building that relationship. The result of course is the growth of a long-term client. And a happy client tells others. At Property Point, we believe that people do business with people they like hence relationship building has become the core of our day to day business'

- Property Point

14. No one size fits all.

'Our experience has shown that no two businesses are ever truly the same. We have learnt that as each business faces different challenges a bespoke approach to ESD yields the best results.'

- Multichoice South Africa Holdings (Pty) Ltd

'... ensure that business solutions and support offerings for beneficiaries are customised and bespoke.'

- South African Council for Entrepreneurs with Disabilities - SACED

'Good supplier development programmes should:

- *not treat all suppliers as the same*
- *balance training with practice (training on its own is of limited benefit to most businesses)*
- *create a safe environment for learning and experimentation.'*

- The Box Shop

15. Innovation is key in identifying incremental opportunities and creating new businesses.

'Often the intersection between procurement, product development and commercial functions is a fertile opportunity space for ESD.'

- Distell Group

'Be inclusive and innovative at all times'.

- Mhani Gingi Social Entrepreneurial Network

Are you with us in 2019? It's time for big business to make a big impact.

To find out more information visit www.sdawards.co.za

Or contact 086 111 1690 | info@sdawards.co.za