



# TRANSCEND TRAINING

## ENTERPRISE AND SUPPLIER DEVELOPMENT (ESD) COURSE

*"The trainer was incredibly articulate and detailed given the limited time to go through the programme. She was extremely patient and made every effort to ensure that we understood the course content, including those attendees who, by the look of things, were only sent by their organisations for purposes of compliance only. Even though, in my view, the course content was heavily loaded and could generally be extended over more days, she nevertheless ensured that her delivery thereof was impactful."*

~ Lesego Ramatlhape | FleetAfrica



NQF level 5 | Credits 4  
**SETA ACCREDITATION**

# ABOUT THE ESD COURSE

The Revised Codes of Good Practice require companies to commit to Enterprise and Supplier Development (ESD) with Black Owned Small Suppliers, as well as committing to 12 man-days per annum in developing these suppliers...



**SETA ACCREDITATION**

NQF level 5 | Credits 4



**R 3,450.00**

*excl. VAT per delegate*



**1 FULL DAY**

(this course falls into our three-day BEE Champions Course on the second day)

## THIS COURSE IS FOR YOU IF YOU ARE

...responsible for BEE in your organisation and want to understand how the Revised Codes will affect ESD on your scorecard. This training course is tailored to Human Resource Professionals, Preferential Procurement Professionals, Any individual or BEE Champion responsible for the BEE scorecard and MDs, CEOs, CFOs, CIOs, COOs are also welcome.

## AND YOU WANT TO

- ✓ Perform a supply chain analysis for source Black owned suppliers
- ✓ Maximise procurement recognition with existing suppliers
- ✓ Conduct Supplier Analysis
- ✓ Identify Empowering suppliers
- ✓ Calculate TMPS (total measured procurement spend)
- ✓ Formulate and manage Preferential Procurement process and policies
- ✓ Determine impact of BEE levels on your Preferential Procurement score
- ✓ Understand and conduct needs analysis with suppliers
- ✓ Get enterprise and supplier development best-practice
- ✓ Perform supplier needs assessments to align to RCoGP
- ✓ Get an introduction to **PPPFA regulations** and it's alignment to B-BBEE
- ✓ Learn how to **collect correct supporting evidence for verification audit**
- ✓ Build capacity and resources to **effectively deliver supplier development**
- ✓ Understand **calculation exercises on ESD**
- ✓ **Prepare and collect the correct evidence** in order to verify this against an empowering supplier.

### COURSE DATES IN 2020



JANUARY



FEBRUARY



MARCH



APRIL



MAY



JUNE



JULY



AUGUST



SEPTEMBER



OCTOBER



NOVEMBER



WE'VE TRAINED  
**OVER 7,500 +**  
PROFESSIONAL DELEGATES

Enquire with us about  
Cape Town and Durban dates.



OVER A DECADE  
OF EXPERIENCE



SERVED OVER  
56% OF THE JSE  
TOP 50



OVER 500  
CLIENTS ADVISED  
ON BEE



LEADING  
CONSULTANTS

# ABOUT THE TRANSCEND GROUP

## OUR STORY

In 2005 Ownership Solutions was founded. The business grew and evolved with the relatively young BEE industry, and in 2008 it merged with another consultancy to become 'Transcend'. Since then we have grown further to be a leader in the BEE arena – with an experienced and knowledgeable team of professionals driving sustainable transformation across the South African economy.

Through the years Transcend split into two areas of speciality – [Transcend Capital](#), which focuses on ownership advisory and transaction structuring, and [Transcend Corporate Advisors](#), which focuses on advisory across the rest of the BEE scorecard, as well as training. We have a deep-rooted interest in education and have trained many young people from disadvantaged backgrounds in many business fields. We also continue to run the premier transformation training course, through which **we've trained over 7500 professionals** to date.

In more recent years, as an enterprise development venture, a Black-owned talent management business; [Transcend Talent Management](#) has joined the Transcend stable.

With the close co-operation and the resultant synergies of the [Advisory](#), [Capital](#), and [Talent](#) businesses, clients receive a bespoke BEE solution that addresses not only compliance but true transformation.

## OUR MISSION

South Africa faces significant inequality, high levels of unemployment, and challenges to economic growth. With transformation being complex and emotive, our mission is to play a key role in facilitating meaningful and sustainable BEE strategy development and implementation that will have mutual benefit for our client and society as a whole.

## OUR VALUES

- Value creation
- Service excellence
- Integrity
- Fairness
- Nation-building

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# ABOUT THE TRANSCEND GROUP

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## ADVISORY

### BEE ADVISORY, TRAINING, AND STRATEGY DEVELOPMENT

Transcend Corporate Advisors is a leading BEE consulting and strategy advisory firm that offers a suite of transformation services and solutions to South African corporates and multinational companies.

- BEE Training
- Current State Modelling
- BEE Strategy Development
- Human Capital Support
- BEE Monitoring Support
- Value Chain Support in Best Practice Preferential Procurement and Enterprise/Supplier Development
- BEE Capacitation Resources

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## CAPITAL

### STRUCTURING AND IMPLEMENTATION OF BEE TRANSACTIONS

Transcend Capital is a boutique corporate finance business specialising in structuring and implementing value-adding, sustainable BEE transactions for SA corporates and multinational businesses.

- BEE Transaction Implementation
  - Optimal Group Structuring
  - Strategic Partner Selection/Introduction
  - Sale of Assets
  - Employee Ownership Schemes (ESOPs)
  - Broad-Based Ownership Schemes
  - Equity Equivalent Programmes
- Black Industrialist Solutions
- BEE Ownership Advisory
- Valuations

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## TALENT

### EXECUTIVE SEARCH THAT FINDS THE RIGHT PEOPLE FOR THE RIGHT POSITION

Transcend Talent Management is talent and placement agency specialising in top tier transformation talent and leadership coaching support. We partner with our clients in providing niched talent solutions.

- Integrated Talent Management Services
- Talent Acquisition and Related Services:
  - Executive Search
  - Talent Mapping
  - Contingency Recruitment
- Succession Planning and Leadership Development



# YOUR TRUSTED ADVISOR

We are a trusted advisor to leading multinationals and SA corporates. Some of the clients we have helped in the last decade include:



## CLIENTS WHO HAVE BENEFITED FROM OUR TRAINING

- Anglo American
- BHP Billiton
- ABSA
- Jet Demolition
- Department of Agriculture
- Telkom
- Alexander Forbes
- Anglo
- Imperial Group
- Barloworld
- BMW
- Grindrod
- De Beers
- Discovery
- Liberty Life
- Mutual & Federal
- Nedbank
- Old Mutual
- Oracle
- Parmalat
- Standard Bank
- First National Bank
- Group 5
- SASOL
- Murray and Roberts
- IDC
- NEF
- Xstrata
- Mvelaphanda
- Siyanda Coal
- Sun International
- Woolworths



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# CONTACT

Equip yourself with the best industry knowledge to ensure that you are geared to getting transformation right in a way that makes business sense for you. Book now with Brian:



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