



# small BUSINESS

OCTOBER 2022

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**WE PROVIDE  
ASSISTANCE  
TO SMMES**

*-Saki Zamxaka*

**UNPAID INVOICES  
ARE KILLING  
SMALL BUSINESSES**

*-PSC*



**Know Your  
Provincial MEC**



**SKILL-SET OF THE  
ENTREPRENEUR  
IS A HUGE  
FACTOR**

*- Jeremy Lang*



*Believe*  
**IN YOURSELF**

*- Mrs Universe Africa 2022,  
Mpho Mogotsi*

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“Formalising businesses will boost growth and sustainability”

**-DSBD MINISTER**



*Risk comes from not knowing what you're doing.*

**-Warren Buffett**

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*Welcome to the spring issue of My Small Bizness. It's packed with goodies and motivating business news as usual.*

*In our main feature story, Gauteng Enterprise Propeller (GEP) Chief Executive, Saki Zamxaka, gives us a brief about the multi million rand deal with Industrial Development Corporation (IDC) to assist Gauteng SMMEs, especially those in townships. Big up to IDC and GEP.*

*Business Partners 'Jeremy Lang gives tips on Franchising and financing. Mrs Universe Africa 2022, Mpho Mogotsi, gives inspiring and motivating words, to any individual, be it you are struggling in your business or life in general. She's a true testimony that in life, Never Give up, Know your purpose.*

*Department of Small Business Development Minister, Stella Ndabeni Abrahams, encourages small businesses, more so the Spaza retail sector, to formalise their businesses.*

*Do you know who your MEC for Economic Development / Small Business in your province is?*

***Don't worry, we have brought them together to you and will profile them and their work in the coming months.***

*And lastly, your usual motoring, franchising and tender news. For any suggestions, comments or enquiries, please don't hesitate to contact us.*

*Till next issue. Remember; Start Small, Grow Big and go Globally*



Gauteng Enterprise Propeller CEO, Saki Zamxaka Photo: Supplied

# WE PROVIDE assistance to businesses in all sectors of THE ECONOMY : Zamxaka

Gauteng SMMEs were overjoyed when businessman, Saki Zamxaka, was appointed as the new chief executive officer (CEO) of the Gauteng Enterprise Propeller.

Zamxaka's appointment was announced last year in April by former Gauteng Economic Development, Agriculture and Rural Development MEC, Parks Tau.

Zamxaka is a corporate and public management professional with over 15 years senior level executive management experience.

Tau said the government is repurposing and repositioning the Gauteng Enterprise Propeller to provide funding and business development support for the growth and sustainability of SMMEs and co-operatives

*"Globally and locally, SMMEs and cooperatives are the engines of growth. The focus on the inclusive economy and radical economic transformation intends to accelerate shared growth and bring previously marginalised into the mainstream economy,"* said Tau in **insidepolitics.co.za**.

Zamxaka is the former CEO of Gauteng Growth and Development Agency (GGDA), the agency tasked with promoting trade and investment into the province, as well as contributing to economic growth.

He holds a Bachelor of Economics Honours degree from the University of the Western Cape.

My Small Bizness sat down with this lifelong photographer, passionate champion of arts and the owner of a covetable art collection, at the GEP head offices in Johannesburg CBD.

**My Small Bizness:** What is the mandate of GEP to Gauteng SMMEs?

**Saki Zamxaka:** GEP is an agency of the Gauteng Department of Economic Development tasked with supporting the province's SMMEs with financial and business development support. The entity has a responsibility to promote entrepreneurship, mobilise resources and facilitate an integrated approach to entrepreneurial development and support within the province.

GEP provides financial and business development support for the growth and sustainability of small enterprises and cooperatives. Financial support includes start-up finance for businesses that are only just starting up, growth finance for those who seek to grow their businesses, and contract financing for SMMEs that have contracts and require funds to deliver on their contracted projects. The business development support offering includes assistance with business planning, start-up equipment, quality assurance, financial systems, product testing and skills development.

**MSB:** Which Sectors of the economy assisted by GEP?

**S.Z.:** GEP provides assistance to businesses in all sectors of the economy.

**MSB:** Please tell us about the IDC / GEP - R400 Million partnership to assist township SMMEs, What is this Township Economy Partnership Fund for?

**S.Z.:** The Gauteng Government recognises that township enterprises continue to be disproportionately affected by exceptionally difficult economic conditions. SMMEs have had to deal with the debilitating effects of the Covid-19 pandemic and the unrest of July 2021 on the economy and their businesses.

This has led to the closure of many businesses and the loss of thousands of jobs and livelihoods. All these extraordinary events took place when the country was already grappling with a contracting economy that had experienced multiple recessions.

Through the TEPF, the aim is to support the sustainability and growth of SMMEs, particularly SMMEs based in and linked to the townships within the Gauteng Province. It is part of the 5th administration's plan to transform, modernise and reindustrialise the economy of the Gauteng City Region.


The Township Economy Partnership Fund (TEPF) is a partnership between the Gauteng Department of Economic Development (GDED), the Gauteng Enterprise Propeller (GEP) and the Industrial Development Corporation (IDC). Through this fund the partnership seeks to support SMMEs in the township economy of Gauteng in all sectors.

The TEPF is envisaged to also support sectors that have not been previously recognised formally, such as the Taxi Economy, which includes those SMMEs that support the Taxi and commuter industry, including retail, upholstery, mechanical services. Another area of interest relates to the Backyard Real Estate sector which includes amongst others backyard letting and student accommodation. These sectors have been a mainstay for many livelihoods in townships and it is the TEPFs mission to help entrepreneurs in these sectors to grow into sustainable SMMEs.












The TEPF also seeks to support vulnerable township small businesses that are unable to access funding from private funding institutions, government, and other business support programmes, but at the same time seek to support those initiatives that can bring wide economic impact to the township economy. The IDC is responsible for managing and administering the TEPF.

**MSB:** Number of SMMEs assisted so far by GEP in the last Financial Year.

**S.Z.:** Over 800 businesses were assisted by GEP in the past financial year.



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# Provinces owe Small Businesses R4.8bn IN UNPAID INVOICES

Eastern Cape biggest defaulter on payments

By: Staff Reporter

The Public Service Commission (PSC) says provincial government departments across the country continue defaulting on payments to small businesses, owing them nearly R5bn.

It said these departments were sitting with unpaid invoices worth a staggering R4.8bn for the first quarter of the 2022/2023 financial year.

This translates to roughly 24,242 outstanding invoices. The biggest defaulter and repeat offender was identified as the Eastern Cape, which owes businesses R2.5bn, followed by Gauteng with R1.3bn and in third place is the North West with R392m in unpaid invoices.

PSC deputy director-general for monitoring and evaluation, Irene Mathenjwa, said while the figures had gone down compared to the same period in the previous financial year, the outstanding invoices were unacceptably high.

***“The majority of these invoices are sitting in the health sector, education followed by human settlements”.***

The first challenge is a systems issue. We still struggle with IT and how we track invoices and sometimes have systems issues such as logins for payment of suppliers. Unrecorded, unresolved and incomplete invoices,” she said.

Mathenjwa said unpaid invoices had a profound impact on a small business which often meant salaries don't get paid on time, raw materials can't be acquired, existing projects suffer, and new ones can't be taken on.

***“Late and nonpayment of suppliers is a huge deterrent for entrepreneurs who aspire to establish their own businesses in future, thus perpetually discouraging business to flourish and job creation. Often, SMMEs have no recourse as they do not have financial muscle to litigate against the government while others are mindful that they may not be considered in future if they fight for their payment,”*** she said.

Mathenjwa said although provinces submitted their reports for the period under review, some like Limpopo did not submit their reports on time.

***'It's absolutely criminal':***

Eastern Cape owes small businesses R2.3bn For national departments, the number of unpaid invoices was 959 for the value of R4,108,388 as of June 30 2022.

Mathenjwa said the department of water & sanitation as well as the department of tourism were the biggest contributors to the number of unpaid invoices.



Photo: Being Optimist

DA MP Leon Schreiber said the problem seemed to be getting worse, adding the amounts mentioned were “absolutely devastating”.

“This is happening in a context of an already struggling economy and 10-hour electricity cuts that small businesses and many businesses are trying to confront. It's kicking businesses while they are down. You can't explain. South African small businesses are folding by the dozen and if we don't get to a point of appointing officials on merit, then this picture will not improve,” he said.

IFP MP Russel Cebekhulu said officials did not care what happened to businesses or how they were affected by late payments.

***“If one looks at how departments perform in provinces, these people are very relaxed because they know at the end of the month, they'll be getting salaries. They don't care about the lives of those employed by these SMMEs.”*** The EFF's Rosina Nkomane said public officials were a law unto themselves, and were “untouchables.”

“They know nothing will be done and to say the least, the AG has pointed out these challenges and nothing happens to the departments to correct these challenges.

***“This impacts on the economy of the country, the capacity of small and medium enterprises because they'll be unable to grow and pay the people working for them. That's why poverty in the country is so high,”*** Nkomane said.

Eastern Cape provincial treasury spokesperson Pumelele Godongwana at the end of August said the rand value in outstanding invoices was R2.1bn and of that, R1.7bn was owed by health followed by the departments of education and transport.

Godongwana said medico-legal claims consumed the bulk of provincial health's equitable share.

“These are not budgeted for, and because we have to comply to court orders, we are then forced to use the budget that was intended for other items. Working with the office of the premier and health, provincial treasury is currently implementing an intervention to improve efficiencies across the system.

***“These measures, in a nutshell, seek to address the department's cost of employment, their infrastructure and their supply chain processes. They also seek to decrease clinical risks, deal with fraud and corruption, digitalization of systems and widen their revenue sources.”***

Additional Information By: Sowetan



**FAST, EASY BUSINESS  
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# How You start *Your life* IS NOT THE DEFINING MOMENT FOR YOU

By Mpho Mogotsi

*I*'m a Wife, Mom, Life Coach, Energy Healer, Author, Entrepreneur, Philanthropist and GBV Activist. I am also Mrs. Universe Africa 2022. Like many children in South Africa, I was born in an underprivileged community – to be precise, I was born in a cramped one room house in a small town and spent some years living in a two room shack with my parents and sibling. At first glance it seemed as though my life was doomed from the very beginning. Hardship was my reality for many years and there were days when I thought I could never escape it...ever... But throughout the hardships, I kept believing that **“There's more to life than this.”**

**I would use my imagination to escape the unpleasant reality that I was living and create what was ideal for me. Today, I am Living My Best Life having broken away from the poverty-stricken mould that I came from...**

Often times when we are confronted by these tough realities, we don't realise that we are equipped with GREATNESS and when we tap into the POWER that is WITHIN, we can indeed change the narrative and change the course of our lives. Unfortunately, this is not something that society teaches, in fact we are told that we can't escape reality...that “it is what it is” and if we are born into squatter camps, we are likely to live the same life that our parents lived. It is easier to “give into these beliefs” especially when you consider the fact that your parents have not necessarily lived a far better life than their parents. But here's the thing, there in lies the “Power to Change”.

It starts with CHOICE; you have to choose to be DIFFERENT in order to be different... You need to want MORE for YOURSELF before More is Given to You! The choice to be different MUST be done on a daily basis because that is how you change the course of your life...daily choices that move you in the direction of where you want to be. You need to shut out the “outside noise”, cut out the



“nay-sayers” and anything that is taking the focus away from where you want to go. This will assist you to create good habits and good habits lead to good beliefs system that enables you to create and manifest the life that you want to live.

We have a crisis that is high youth unemployment rate in our country hence the narrative of “Go to school, get an education and find a job” does not hold anymore. We have to change this narrative to “Find Your Purpose in Life and Make a Difference in the World” that way we will get to know what our God given Gifts are and how to use them effectively to create a source of INCOME while Serving Humanity!



*Mpho Mogotsi (in the middle) together with her Princesses, after being crowned Mrs Universe Africa 2022, at Gold Reef City, in August this year. Mogotsi will represent Africa at the Mrs Universe Global in South Korea, in December.*

Every single Human Being on this planet is gifted, and our gifts are unique. When you tap into your uniqueness, you tap into your true currency which lies within you. And to find that uniqueness, you have got to stop following what the masses are doing. Albert Einstein said: "The one who follows the crowd will usually go no further than the crowd. The one who walks alone is likely to find himself in places no one has ever been before." Walking alone in this case means carve your own path... While others are looking for jobs, be different; ask yourself what gifts/talents have I got that will help me to earn an income and help me to be an entrepreneur. Look at unique goods/services that are needed but not currently being offered in your community and provide these to your community; the more people you get to serve the more you increase your earning potential.

It is possible to break away from the poverty stricken mould that you were born into; I am a living proof of that. If I can do it, so can you... Trust in the process of life, believe in yourself because Abundance is Your Birth Right! Know that you are equipped to handle any obstacle that is before you!

You are who you have been waiting for!!!

The answers are within...

**My book, Awakening To Truth talks about the challenges that I faced in life and what I have done to overcome the domestic violence, sexual harassment in the work place as well as body shaming that I experienced when I was young. I teach you how to Turn Your Pain into Power!**

**Get a copy of Awakening to Truth - Award Nominee memoir today <https://www.mphomogotsi.com/awakening-to-truth/>  
To book me as a Speaker, Training Facilitator or Life Coaching please contact me on below number.**

**Mpho Mogotsi**

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The advertisement features a collage of images. On the left, there is a logo for 'Truth Organic SKIN CARE' with the tagline 'Inner Healing Radiance'. The logo is framed by two golden laurel wreaths. To the right of the logo, a yellow text box contains the following text: 'We offer skin care range made out of organic products that promotes a natural glow. Our soaps are hand-made and infused with Healing Energy to radiate healing from the inside out.' Below this text, there are several images of handmade soaps in various shapes and colors (white, yellow, orange, and blue). On the right side of the advertisement, there is a large yellow text box with the following contact information: 'Call / whatsapp: 083 513 2425', 'Email: [info@mphomogotsi.com](mailto:info@mphomogotsi.com)', and '[www.mphomogotsi.co](http://www.mphomogotsi.co)'.

# TIPS

## FOR ENTREPRENEURS EXPLORING FRANCHISING AND FINANCING FOR FRANCHISE SECTOR

According to the latest pre-COVID-19 statistics recorded in late 2019, the South African franchising industry contributes 13.9% to the national GDP with an estimated turnover of R734 billion and is one of the most resilient sectors already showing signs of recovery.

Jeremy Lang, General Manager at Business Partners Limited, encourages entrepreneurs to explore the opportunities available in this exciting sector. He notes, however, that due to the many types of businesses operating within the sector, coupled with the challenging business landscape, ensuring that personalities and skill-set are well-matched to the type of business partnering with, will be vital for a franchise to thrive.

"Don't buy a restaurant franchise if you like to go to sleep early," says Lang. He says that although this may seem obvious, he is often surprised by how many first-time franchisees make the mistake of buying a franchise that simply does not fit their lifestyle.

"In the world of start-up franchising, it can easily be a fatal mistake to make because there is so little room for error and the repercussions of the pandemic have not made it easier. Very few people who buy their first franchise have the resources for a second chance after finding out that the franchise they had set their heart on is not the right fit."

He says that lifestyle preference is only one of three pillars which prospective franchisees must consider to ensure that the franchise they choose is the right fit for them. The other two are skills and personality.

"The skill-set of the entrepreneur is a huge factor. Firstly, there is the technical know-how related to the specific industry, such as a beauty salon or a service station.



*Photo: Supplied*

### **Jeremy Lang, General Manager at Business Partners Limited**

Entrepreneurs should choose a franchise for which they either have a natural fit, or one in which they have had previous experience in."

Lang says that irrespective of the industry, a franchisee will always have to be a jack-of-all-trades to a certain extent, and must be willing to innovate in response to market needs. "It is important to possess a good general hybrid of skills, because often the franchisee is expected to fill the human resources role, the sales role, the office-manager role amongst others."

He says that franchisees should possess the following skill-set in order to run a successful business:

- Good management ability, which is the core of what the franchisee is signing up for;
- Sales skills – due to the enterprise revolving around the franchisee's ability to secure business;

### **About Business Partners Ltd.**

Business Partners Limited (Business Partners Ltd) is a specialist risk finance company for formal small and medium owner-managed businesses in South Africa and selected African countries. The company actively supports entrepreneurial growth by providing financing from R500, 000 to R50 million, specialist sectoral knowledge, business premises and added-value services for viable small and medium businesses. Since establishment in 1981,

Business Partners Ltd has provided business finance worth over R21,5 billion in over 72 000 transactions facilitating over 671 000 jobs. Business Partners Ltd was named the 2019 Gold winner in the SME Bank of the Year – Africa category at the Global SME Finance Awards\*.

Visit [www.businesspartners.co.za](http://www.businesspartners.co.za) for more information.

\*Business Partners Ltd has had remarkable results within the SME segment

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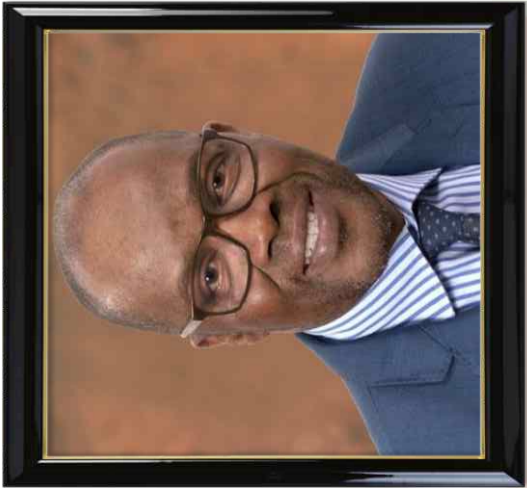
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YEARS OF  
FINANCING  
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# KNOW YOUR PROVINCIAL MEC

## EASTERN CAPE



**Mlungisi Mvoko**

MEC: Finance, Economic Development, Environment Affairs and Tourism In Eastern Cape

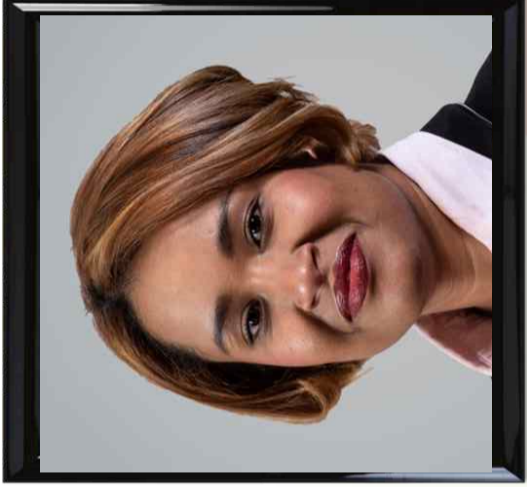
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**Makalo Mohale**

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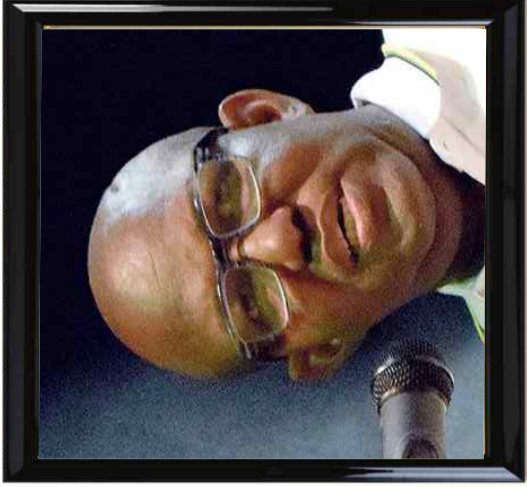
## GAUTENG



**Tasneem Motara**

MEC: Economic Development, Agriculture, Environment and Rural Development in Gauteng

## LIMPOPO



**Rodgers Monama**

MEC: Limpopo Economic Development, Environment and Tourism in Limpopo

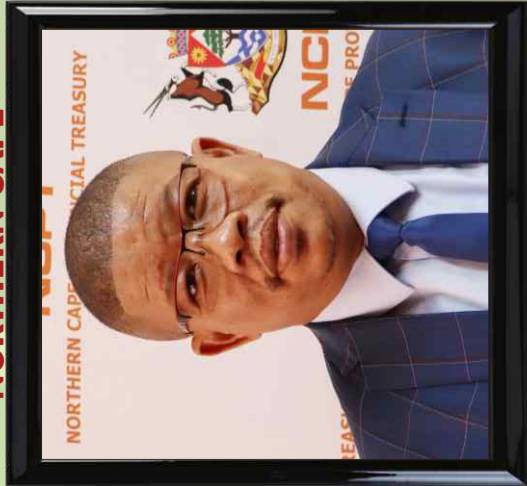
## MPUMALANGA



**Nompumelelo Evidence Hlope**

MEC: Economic Development and Tourism in Mpumalanga

## NORTHERN CAPE



**Abraham Vosloo**

MEC: Finance, Economic Development and Tourism in Northern Cape

## NORTH WEST



**Kenetswe Mosenogi**

MEC: Department of Economic Development, Environment, Conservation and Tourism in North West

## KWAZULU-NATAL



**Siboniso Armstrong Duma**

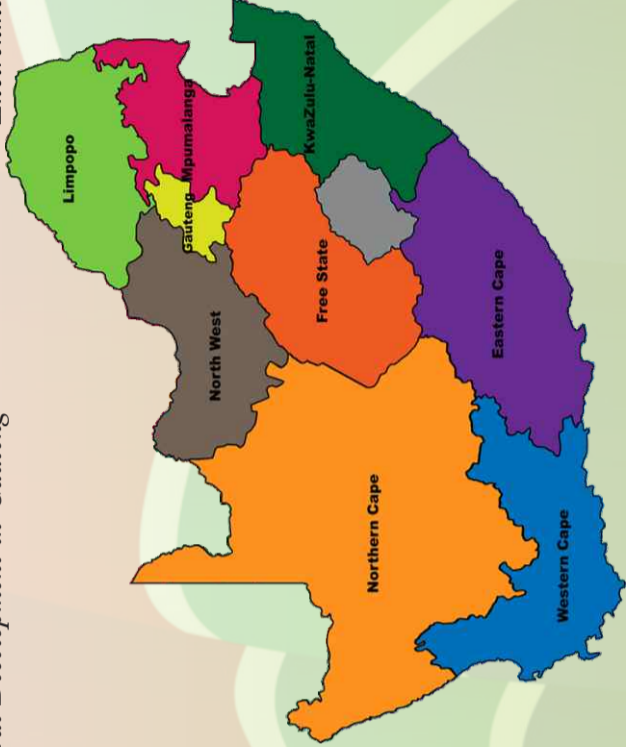
MEC: Economic Development, Tourism and Environmental Affairs in KwaZulu-Natal

## WESTERN CAPE



**Mireille Wenger**

Minister: Finance and Economic Opportunities in Western Cape



# TRANSITIONING SPAZA SHOPS TO FORMAL BUSINESSES WILL BOOST GROWTH, SUSTAINABILITY

Stella Ndabeni-Abrahams

*The government has major plans to overhaul the "spaza shop sector".*

*The Department of Small Business Development wants to develop norms, standards, and a common business licensing framework for spaza shop owners.*

*Small Business Development Minister Stella Ndabeni-Abrahams says a transition from informal to formal business will allow spaza shop owners to gain access to opportunities for growth.*

**By Staff Writer**

Plans are afoot to amend legislation to provide norms, standards, and a common business licensing framework for spaza shop owners.

In a bid to overhaul spaza shops, the Department of Small Business Development is assisting informal spaza shops with company registration and compliance with tax and labour legislation.

This emerged in Small Business Development Minister Stella Ndabeni-Abrahams' reply to a written parliamentary question, recently EFF MP Babalwa Mathulelwa asked Ndabeni-Abrahams about the government's support of small township businesses.

According to Ndabeni-Abrahams, the Spaza Shop Support Programme was aimed at value chain development within the retail space of spaza shops that South Africans owned.

The Small Enterprise Development Agency (Seda) and Small Enterprise Finance Agency (Sefa) are partners in implementing the programme.

She said:

*This includes the concurrent linking up of beneficiaries with wholesalers, bulk buying arrangements done through South African Spaza Support Associations, access to SMME products at wholesalers by South African-owned spaza shops through localisation efforts of the department and its entities as well as the formalisation and strengthening of these South African-owned spaza shops by working with municipalities and the banking sector.*

Ndabeni-Abrahams added the department had facilitated the participation of relevant public sector and private sector role players in the development and strengthening of spaza shops.

"The department is reviewing the Businesses Act No.71 of 1991 with the intention of amending the legislation to provide for norms and standards, a common business licensing framework and better protection for South African informal traders, including spaza shops.



"In addition, the department is assisting with the transitioning of informal spaza shops to formality by providing assistance with regulatory requirements and instruments such as company registration and compliance with tax and labour legislation through Seda.

"This transition allows South African spaza shops to gain access to opportunities for growth and sustainability within the mainstream economy as described under the first point above," she said. Furthermore, by 31 March 2022, non-financial support was provided to 10 574 spaza shops, and R36.9 million was disbursed in funding to 5 907 spaza shops facilitating 6 633 jobs.

"Through all these efforts, the department can capture and record South African spaza shops into a single database that allows the state to monitor and regulate the trends within the retail space that is occupied by spaza shops while at the same time providing support to South African spaza shops," Ndabeni-Abrahams said.

Source: News24.com





## Township and Rural Entrepreneurship Programme

# TREP

The Scheme supports all small enterprises operating in townships and rural areas that meet the qualifying criteria including but not limited to the following sectors:

- Clothing & Textile
- Bakeries & Confectionaries
- Tshisanyama and Cooked Food
- Retail (including restaurants, car washes, general dealers etc.
- Automotive
- Personal Care
- Artisans



small business  
development

Department:  
Small Business Development  
REPUBLIC OF SOUTH AFRICA



# USED-CAR PRICES **ARE COMING DOWN,** says prominent trader.

By: Motoring Staff Writer



The Covid-19 pandemic has not only disrupted the new vehicle market, but it has also turned the used car market on its head.

With new cars being in short supply due to a number of disruptions, including the global chip shortage, used-car prices increased as more buyers were forced into the second-hand market.

## Why and what you can expect in the used car market

However, according to [GetWorth](#), used-car prices are finally ticking downwards again as the new car supply improves and consumer confidence takes a knock due to higher fuel prices and interest rates.

Getworth has released a graph showing how used-car prices in various price ranges up to R800 000 have fared over the past three years and while prices are still relatively high compared to the pre-Covid-era, there is a definite downwards trend in most sectors of the market.

Interestingly, the R100 000 and R700-800K price bands are showing the sharpest declines while the R200 000 category is the only segment still growing in price, albeit marginally.

**"Price-levels remain high compared to two years ago, so car sellers can still get a decent deal – just not what they would have received at the peak," said Getworth chief financial officer, Colin Morgan.**

**"But it is good news for used-car buyers.**

**Buying a pre-owned car remains a sound financial decision as the vehicles are much more affordable than the equivalent new cars. High interest rates also make that a big factor."**

Getworth, which is an online buyer and seller of used cars, says its price tools are based on artificial intelligence and live market data; and the algorithms are able to separate the effects of mileage and time to expose the real underlying price trends.

## The company's takeaway?

**"With the market turning, sellers are no longer in the driver's seat, but for car buyers there are good deals available," Getworth said**

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**THE URBAN CROSS-OVER**

TERMS & CONDITIONS APPLY.

# Franchising

can be the business format  
to turn the economy around



By: Business Writer

South Africa has the biggest vehicle market by sales and exports global contribution of just below 1% of new vehicles. The automotive aftermarket sector has recovered to pre-pandemic level in 2021 thanks to the franchising business format, whilst workshop revenue was still below that of 2019. The industry continues to face a number of challenges such as semi-conductors and global logistic bottlenecks, the electricity crisis and fuel prices hikes. The global shift to electric vehicles has fast tracked the local production to service the growing global demand as we export more than 60% of our vehicles to the EU market.

The vehicle servicing, repairs and parts supply channels form one of the largest portions of the entire automotive aftermarket sector industry in respect of employment and contribution to the economy. One of the objectives from the Master Plan 2035 is to achieve industry transformation across the value chain and lower the barriers to entry for SME's to have an opportunity to operate and service vehicles that are covered by the warranty.

The Automotive Aftermarket sector in South Africa is expected to grow as the Auto parc is growing and this will assist with parts and distribution planning for dealerships, component manufacture and retailers across South Africa.

According to TransUnion, the segmentation of South African car parc is at 12.7 million vehicles by end 2020 quarter 2, with over 80% of vehicles that are over 5 years old on the road. This is an opportunity for the consumer to be able to keep their vehicles at required service levels as the majority will be out of their normal service plans; therefore, extra finance will be required to keep on maintaining the vehicle especially around the times where they are under financial pressure during the entire lifecycle of a vehicle.

## What does this mean for franchising?

Industry challenges forced businesses to think outside the box and to become smarter at delivering their products and services. Many retail businesses fast-tracked their eCommerce strategies with online sales platforms where customers can view, order, securely pay and get their goods delivered to their door on time. Retailers have also had to become even more aggressive with their loyalty programmes to ensure customer retention that drives value for money.

Due to the rising unemployment rate and increases in new vehicle prices, the average age of the car park in South Africa is ageing, meaning that motorists keep their vehicles longer and therefore have an increased need for maintenance. This can have a positive influence on franchises in the aftermarket sector. The implementation of right-to-repair from July 2020 can also generate opportunities for service centre franchises to grow and take business away from the big original equipment manufacturer (OEM) service centres.

The majority of SMME's businesses formalize their business and improve on their service offering by also seeking financial assistance to accommodate the cost of their new machinery and working capital requirements. The current dealerships will continue to reap the benefit as they have the relationship and goodwill with their current customers; however further education will need to be shared with the customers who will be buying the parts and service plans.

Access to finance is one of the barriers to SMME's that are starting out with less experience in the industry as the cost of machinery and renting of place to service is high. We have noted that franchisors that are operating in the sector have packaged business concepts that will cater for this previously excluded market.

The business in a box concept backed by a well operated franchisors, has given business opportunities, assistance and training for aspiring franchisees with business acumen and experience to participate and financial institutions can work together with them to offer financial assistance.

The private sector and public sector have been engaging to find solutions for new entrants and formalizing some of the businesses for them to gain access to much needed funding and access to markets.

South Africa has over 45 000 franchise businesses, creating employment for more than five hundred thousand people. Franchising is still a safer way of getting into business and become financially independent. The support of a franchisor and value of brand recognition still outweighs the risk of starting a business on your own.

Source: [fasa.co.za](http://fasa.co.za)



# TENDER: THE CITY OF CAPE TOWN'S FIRST GRID-CONNECTED SOLAR PLANT

***The City of Cape Town has announced its plans to build its first grid-connected solar plant in 2023 – with the possibility of similar plants constructed across the metro in the future.***

The municipality has issued a tender for engineering, procurement, and construction of the 7MW solar photovoltaic (PV) plant in Atlantis.

The facility will be connected directly to the City's electrical network.

According to Cape Town Mayor, Geordin Hill-Lewis, the power plant will start generating electricity in 2024 and be in operation for 20 years, with a foreseen annual output of 14,7GWh.

*“The City currently purchases most of its electricity from Eskom. High Eskom price escalations expected in future may not be financially sustainable for the City and its residents.*

*It is expected that the Atlantis solar plant will enhance the City's financial sustainability as the cost of generating the electricity would be lower than the bulk procurement from Eskom.*

*Reducing the dependency on Eskom also means the City can develop and explore more climate-friendly power sources than Eskom's coal-fired power stations,” he says.*

*“The investment in construction of the Atlantis plant is expected to result in a R47.2 million GDP increase,”* comments the City's Mayoral Committee Member for Energy, Councillor Beverley van Reenen.

## **How to tender:**

Tender documents may be collected during working hours between 08:30 to 15:00 from the 16th of September 2022.

The physical address for collection of tender documents is: Tender Distribution Office, 2nd Floor (Concourse Level), Civic Centre, 12 Hertzog Boulevard, Cape Town.

The closing time for receipt of tenders is 10:00am on the 25th of October 2022.

Source: [propertywheel.co.za](https://propertywheel.co.za)



## LEASING OF A VEHICLE WORKSHOP FOR UTHUKELA DISTRICT MUNICIPALITY FOR A PERIOD OF 3 YEARS

### TENDER NO. 34/2022-PRL

The uThukela District Municipality seeks service provider for leasing of a vehicle workshop.

Tender documents will be available from the offices of the cashier from Friday 23 September 2022 at the uThukela District Municipality, 36 Lyell Street, Ladysmith at a non-refundable cost of R400.00. Any queries in respect of the documentation can be directed to Mr Lindelani Mthonti via email [LMthonti@uthukela.gov.za](mailto:LMthonti@uthukela.gov.za)

A Compulsory Briefing will be held on Tuesday 04 October 2022 at 11h00, at the uThukela District Municipality Offices, 36 Lyell Street, Ladysmith. Failure to purchase the tender document and/or non-attendance at the Compulsory Briefing Session will render any submission invalid.

Tenders submitted on the official tender document that you have purchased are to be submitted in a sealed envelope, clearly marked

**“TENDER NO.34/2022-PRL: LEASING OF A VEHICLE WORKSHOP FOR UTHUKELA DISTRICT MUNICIPALITY** must be deposited in the tender box situated on the ground floor of the uThukela District Municipality, 36 Lyell Street, Ladysmith, on or before the closing time of **12h00 on Tuesday, 25 October 2022**, where the tenders will be opened in public. **Late quotations or Tenders received by way Facsimile or E-Mail will under no circumstances be considered.**

All service providers intending to submit a tender are required to register for inclusion on the District’s Service Provider Database. Forms are obtainable from the District’s Supply Chain Management Office.

Tenderers shall take note of the following Tender Conditions:

- uThukela District Municipality procurement policy will apply,
- uThukela District Municipality does not bind itself to accept the lowest tender or any other tender and reserves the right to accept the whole or part of the tender,
- Tenders submitted are to be valid for a period of 90 days from the closing date for submissions of tenders.
- The Single Envelope System shall apply.
- The 80/20 point system shall apply.
- A bidder must score a minimum of 80 points in respect of pre-qualification to be considered for evaluation/ functionality.

**MB MNGUNI**  
**ACTING MUNICIPAL MANAGER**

# Tenders / Notices / Auctions

## THE MSUNDUZI MUNICIPALITY

### SUPPLIES AND SERVICES CONTRACT No. 5 OF 2022: SECTION 4

#### SUPPLY AND DELIVERY OF LUBRICANTS OILS AND GREASE FOR MSUNDUZI MUNICIPALITY

#### TENDER NOTICE

Tenders are hereby invited from suitably qualified and experienced service providers to Supply and Delivery of Lubricants Oils and Grease for the Msunduzi Municipality for a period of three (3) years.

Tender documents will be made available to tenderers from 14h00 on **Thursday, 6 October 2022**. Tender documents can be downloaded and printed at the tenderer's cost from the National Treasury eTender Publication Portal on [www.etenders.gov.za](http://www.etenders.gov.za)

Printed copies of the tender documents shall also be available from the Supply Chain Management Unit Offices, 5<sup>th</sup> Floor, A S Chetty Centre, 333 Church Street, Pietermaritzburg, as from the abovementioned date and time, at a non-refundable tender deposit fee of **R672.16 (including VAT)** for each document drawn. Only cash or EFT payments will be accepted.

For any technical related enquiries, please contact Sibusiso Mkhize (Supply Chain Management Unit – General Stores) on direct Telephone No. 033 – 392 2217 or Cellular No. 082 833 4856 or e-mail address [sibusiso.mkhize@msunduzi.gov.za](mailto:sibusiso.mkhize@msunduzi.gov.za).

For any procurement related enquiries, please contact Vuyani Msimang (Supply Chain Management Unit) on direct Telephone No. 033 – 392 2807 or e-mail address [vuyani.msimang@msunduzi.gov.za](mailto:vuyani.msimang@msunduzi.gov.za).

**Tenders must be submitted both in hard copy and on CD/USB Flash Drive contained in sealed envelopes and marked with “Supply and Services No. SS 5 OF 2022 – Section 4” and the Contract Description must be placed in the Tender Box located in the Foyer, Ground Floor, City Hall, 169 Chief Albert Luthuli Street (formerly Commercial Road), Pietermaritzburg, 3201, not later than 12h00 on Monday, 7 November 2022, when they will be publicly opened. Only tenders placed in the Tender Box shall be accepted.**

**Tender Validity Period:** Four (4) months commencing from the closing date of tender.

**Tender Adjudication/Evaluation Criteria:** Tenderers shall be evaluated on a Two Stage Evaluation System – Stage One: Functionality and Stage Two: 80/20 Preference Point System in accordance with the Preferential Procurement Regulations 2017, issued in terms of section 5 of the Preferential Procurement Policy Framework Act, Act No. 5 of 2000. The Functionality for Stage One shall be evaluated on the following criteria:

No.	Evaluation Criteria	Maximum Points
1.	Experience of company in supply and delivery of Lubricants oils and Grease	40
2.	Vehicles owned/leased to be allocated for this contract	30
<b>Total Functionality Points</b>		<b>70</b>
<b>Minimum Threshold to Qualify for Stage Two</b>		<b>70% (49 Points)</b>

The Msunduzi Municipality does not bind itself to accept the lowest or any tender and reserves the right to accept the whole or any part of a tender. Each tenderer will be informed of the tender result.

The Msunduzi Municipality expects businesses within the Pietermaritzburg and Midlands Region to support its contract and BEE/SMME initiatives.

**MR LH MAPHOLOBA (CITY MANAGER)**

# Tenders / Notices / Auctions

## THE MSUNDUZI MUNICIPALITY

### TENDER NOTICE

#### SUPPLY AND SERVICES CONTRACT NO. 48 OF 2022

#### TOWING AND RECOVERY SERVICES FOR MSUNDUZI MUNICIPALITY VEHICLES AND PLANTS

Tenders are hereby invited from suitable Service Providers for the towing and recovery services for Msunduzi Municipality vehicles and plants

Interested Service Providers are to submit a **Bidder Registration Form** of which is available on the Msunduzi Municipality's website [www.msunduzi.gov.za](http://www.msunduzi.gov.za) in the Tenders Folder/Database Forms. The registration will begin from **06 October 2022** and end at **23H59 on 12 October 2022**.

The Bidder Registration Form must be completed and e-mailed to [mellissa.nero@msunduzi.gov.za](mailto:mellissa.nero@msunduzi.gov.za)

***Service Providers who fail to register within the above registration period will not be eligible to receive and submit a tender document.***

Tender documents will only be e-mailed to potential Service Providers that have submitted their Bidder Registration Forms timeously. ***The Tender document will indicate the details of the non - compulsory Tender Briefing Meeting.*** Service Providers who do not receive any confirmation of their Bidder Registration Forms within **48 hours at the end of the above registration period** must request such via email to [mellissa.nero@msunduzi.gov.za](mailto:mellissa.nero@msunduzi.gov.za).

Printed copies of the tender documents shall also be available from the Supply Chain Management Unit Offices, 5<sup>th</sup> Floor, A S Chetty Centre, 333 Church Street, Pietermaritzburg, at a non-refundable tender deposit fee of **R672.16 (including VAT)** for each document drawn. Only cash or EFT payments will be accepted. A copy of the Tender Deposit Receipt must be attached to the tender document (if purchased at the Municipality).

The Municipality will continue to advertise its Tender Notices on the National Treasury e-Tender Portal and the Municipal website.

For any technical related enquiries, please contact **Mr. S Mlothwa/ Mr C Anderson** on Telephone No. 033 3925308 or e-mail address : [clinton.bruce@msunduzi.gov.za](mailto:clinton.bruce@msunduzi.gov.za) /[smangele.mlotha@msunduzi.gov.za](mailto:smangele.mlotha@msunduzi.gov.za)

For any procurement related enquiries, please contact **Mrs Mellissa Nero** (Supply Chain Management Unit) on direct Telephone No. 033 – 392 3018 or e-mail address: [mellissa.nero@msunduzi.gov.za](mailto:mellissa.nero@msunduzi.gov.za).

Tenders must be submitted both in **hard copy and on a USB/Flash Drive** contained in sealed envelopes and marked with "**Contract No. SS 48 of 2022**" and the **Contract Description** must be placed in the Tender Box located in the Foyer, Ground Floor, City Hall, 169 Chief Albert Luthuli Street (Commercial Road), Pietermaritzburg, not later than **12h00, on Thursday, 10<sup>th</sup> November 2022**, when they will be publicly opened. Only tenders placed in the Tender Box shall be accepted.

**Tender Validity Period:** Four (4) months commencing from the closing date of tender.

**Tender Adjudication/Evaluation Criteria:** The tender shall be evaluated on a 80/20 Preference Point System in accordance with the Preferential Procurement Regulations 2017, issued in terms of section 5 of the Preferential Procurement Policy Framework Act, Act No. 5 of 2000.

**The Functionality for Stage one shall be evaluated on the following criteria:—**

The Msunduzi Municipality does not bind itself to accept the lowest or any tender and reserves the right to accept the whole or any part of a tender.

Each tenderer will be informed of the tender result. The Msunduzi Municipality expects businesses within the Pietermaritzburg and Midlands Region to support its contract and BEE/SMME initiatives.

**MR.L MAPHOLOBA (CITY MANAGER)**



## APPOINTMENT OF A SERVICE PROVIDER FOR PRINTING AND DISTRIBUTION OF WATER STATEMENTS FOR UTHUKELA DISTRICT MUNICIPALITY FOR A PERIOD OF 3 YEARS

### TENDER NO. 24/2022-ITS

The uThukela District Municipality seeks service provider for printing and distribution of water statements.

Tender documents will be available from the offices of the cashier from Friday 23 September 2022 at the uThukela District Municipality, 36 Lyell Street, Ladysmith at a non-refundable cost of R200.00. Any queries in respect of the documentation can be directed to Mr Siphamandla Dlamini via email [SDlamini@uthukela.gov.za](mailto:SDlamini@uthukela.gov.za)

A Compulsory Briefing will be held on Thursday 06 October 2022 at 11h00, at the uThukela District Municipality Offices, 36 Lyell Street, Ladysmith. Failure to purchase the tender document and/ or non-attendance at the Compulsory Briefing Session will render any submission invalid.

Tenders submitted on the official tender document that you have purchased are to be submitted in a sealed envelope, clearly marked

**"TENDER NO.24/2022-ITS: APPOINTMENT OF A SERVICE PROVIDER FOR PRINTING AND DISTRIBUTION OF WATER STATEMENTS FOR UTHUKELA DISTRICT MUNICIPALITY** must be deposited in the tender box situated on the ground floor of the uThukela District Municipality, 36 Lyell Street, Ladysmith, on or before the closing time of **12h00 on Wednesday, 26 October 2022**, where the tenders will be opened in public. **Late quotations or Tenders received by way Facsimile or E-Mail will under no circumstances be considered.**

All service providers intending to submit a tender are required to register for inclusion on the District's Service Provider Database. Forms are obtainable from the District's Supply Chain Management Office.

Tenderers shall take note of the following Tender Conditions:

- uThukela District Municipality procurement policy will apply,
- uThukela District Municipality does not bind itself to accept the lowest tender or any other tender and reserves the right to accept the whole or part of the tender,
- Tenders submitted are to be valid for a period of 90 days from the closing date for submissions of tenders.
- The Single Envelope System shall apply.
- The 80/20 point system shall apply.
- A bidder must score a minimum of 70 points in respect of pre-qualification to be considered for evaluation/ functionality.

**MB MNGUNI**  
**ACTING MUNICIPAL MANAGER**



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**Call or Whatsapp :** 078 178 0147

**Facebook Page:** My Small Bizness

**Website:** [www.mysmallbiz.co.za](http://www.mysmallbiz.co.za)