

# My small BIZNESS

May / June 2021

There is  
**SUPPORT** for  
rural & township  
**SMMES**  
- Minister  
Khumbudzo Ntshavheni

To be  
**SUCCESSFUL**  
do only what  
**MATTERS**

The right type  
of *funding* for  
your startup



As workers bank, we  
empower our communities  
- Ubank CEO  
Luthando Vutula

This Bill will  
help Gauteng  
SMMES grow  
- Premier  
David Makhura



**Spazas on  
backfoot**  
- Rose Nkosi



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“It’s better late than never to formalise township economy”  
-Sandile Zungu

## From the Editor’s Desk

Welcome to our launch issue of My Small Business magazine. Each and every issue will be available in most platforms like; online/digital, facebook page, SMMEs whatsapp groups, as well as on hard copy. We welcome any input and suggestions from you, our dear readers.

As we all know the effects caused by Covid 19 pandemic to SMMEs, as well as big businesses (Corporates), the whole world is on a recovery mode now.

With this publication, we hope to tackle all issues affecting SMMEs (Small, Micro and Medium Enterprises). We will give you expect advice (sourced from respected and successful individuals in the World of Business) in order to run a successful operation, in every sector of the economy.

We will also profile those that have done /doing well in their entities, in order to seek motivation for those who are still struggling, or still have to find their footing in this journey of entrepreneurship. One thing my fellow colleagues in business must understand is that, entrepreneurship is not a once off event. It’s your life. Every day you must eat breath and sleep business. The late Great statesman, Dr Nelson Mandela, once said “It is in your hands to make a difference”. To start or run your own business doesn’t only change your life for the better, but for your family, your community and the world in general. Long term vision is necessary in this regard.

In this issue, we have mostly catered for startup businesses, like; Tips on starting and running a successful business – pg 5, Right type of funding for your startup –pg 6, Franchising & tendering tips on pages 20 & 24. Founder and CEO of Small Business Chamber, Mike Anderson, gives us tips on sales success on pg 19.

Round of applause for our Government, through Department of Small Business Development, for their intervention in township and rural SMMEs. Minister Khumbudzo Ntshavheni really shows that she has interest of SMMEs in her heart, pg 12. Big up also to Ubank / BBC (Black Business Council) partnership. Hopefully other big businesses will follow suit.

For piece of inspiration, we have profiled two amazing entrepreneurs, Siya Ntuthela and Mdu Thabethe, for their great concept to assist the Spaza market pg 16 & 17.

Hopefully, you will go with us as we travel this entrepreneurship journey, through this publication.

Till next issue.Remember; Start Small, Grow Big and be Global!!!!

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# Tips on Starting and *Running* a SUCCESSFUL BUSINESS

By: Staff Reporter

## 8 essential things you need to know about running a successful business.

### 1. Offer what people want to buy, not just what you want to sell

Often, people jump into a business, built around a product or service that they think will be successful, rather than one that is already proven to have a market.

### 2. Make cash flow a priority

One thing is for certain, cash flow is the lifeblood of a business, and it is absolutely essential to consistently feed bottom-line profits. The key to any successful business is finding ways of getting cash flowing immediately.

### 3. Continually look for ways to keep costs low

All the cash flow in the world is worthless if it's not positive cash flow, which means you have to bring in more cash than you pay out.

### 4. When planning, always overestimate expenses and underestimate revenues

Business owners and entrepreneurs all agree that they have gen-

erally underestimated start up and running costs and overestimated profits in those key first years of business.

### 5. Make sales and marketing a focus

In business, nothing happens until a sale is made. From the get go, you'll need to find a good way to get leads, convert leads into sales, and make sure you keep getting repeat sales from your customers. Marketing and sales is key to this process.

### 6. Find ways to increase profits

Most agree that there are five basic drivers that will lead to increased profits and it's as simple as getting more leads, converting more leads into customers, increasing the number of times those customers buy from you, increasing the average price point of your sales and increasing your profit margins.

### 7. Test and measure everything

If you are not measuring, then you don't know what's working.

### 8. Embrace the fact that learning more equals earning more

If you really want to succeed, you'll need to be committed to learning as much as you can about sales, marketing and operations.

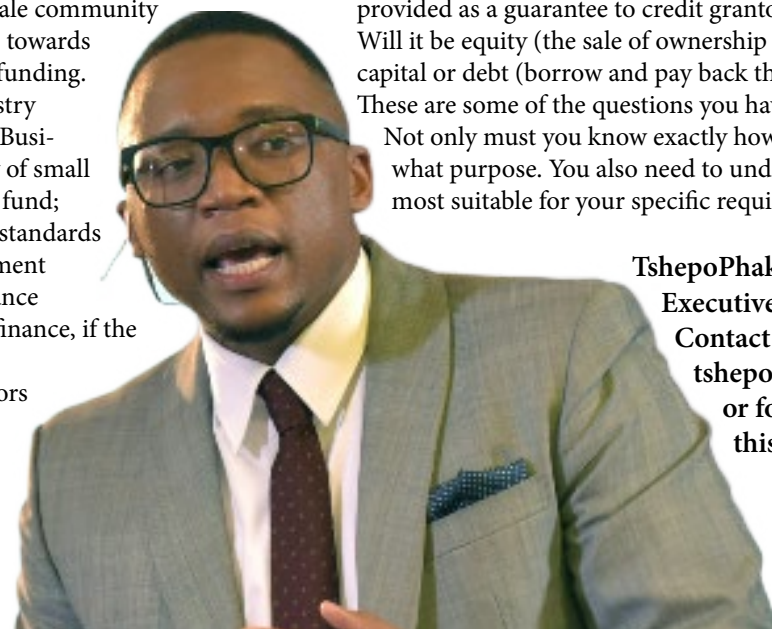


# Right Type of Funding for your Startup

By: Tshepo Phakathi

**F**unding for a business can, broadly speaking, be divided into three categories; Grants, Capital and Debt. If you need to raise funding, it will most likely be in of the forms mentioned above or a combination of them.

Many people struggle to raise capital for their businesses, precisely because they don't this simple distinction. For example, it may seem obvious to most that a "just graduated" student who has no business experience, no capital and no collateral, is probably not the ideal customer for a bank loan. But most people would be horrified by the number of funding applications that are turned down by banks for this reason, from people who do not realize they are not good candidates for a loan. Startup enterprises that are small scale community based operations, should look more towards grant contributions for their initial funding. The Department of Trade and Industry together with Department of Small Business Development provide a variety of small business grants which are geared to fund; business plans, marketing materials, standards accreditation and the like. Development agencies such Small Enterprise Finance Agency do provide assistance with finance, if the business plan proves to be viable. Family, friends and briefcase investors are quick and easy source of startup finance. This is what you should be thinking as a startup business. Forget big banks loans and "angel investors". You are more likely to succeed if you focus your efforts



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Photo by:  
[tshepophakathi.com](http://tshepophakathi.com)

on bootstrapping your business. By this we mean financing your company and its growth with your own finances or with assistance from others, which means less money has to be borrowed and as a result, interest costs are reduced.

Raising money for business, at any stage of development, is an incredible complex undertaking. There are many factors to consider when deciding on the right type of funding. Do you require working capital (the money needed to fund the normal day-to-day operations of the business) or asset finance (assistance in buying new equipment and / machinery).


Do you need a short term, unsecured facility or will you require long term collateralized funding (Collateral is a form of security provided as a guarantee to credit grantor for a loan given to you. Will it be equity (the sale of ownership interest in exchange for capital or debt (borrow and pay back the funds with interest)? These are some of the questions you have to be mindful of.

Not only must you know exactly how much you need and for what purpose. You also need to understand the type of funding most suitable for your specific requirements.



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 **BUSINESS/PARTNERS**

# Local *Spaza Businesses* on the back foot- Nkosi

Rose Nkosi is unhappy about state of affairs in townships & rural small businesses. - By: Staff Reporter.

President of the South African Spaza and Tuckshop Association (SASTA), Mrs. Rose Nkosi, reckons that black townships may have lost around 60 percent of the Spaza business since 2005, thanks to growing number of big malls and the resurgence of African and Asian immigrants, operating in the township space. The Spazas are community shops,” she said, pointing out that they sell in small amounts, such as half loaves of bread, to meet the needs of the poorest customers. But the sudden penetration of big retailers, through new shopping centres and the immigrants coming to our townships, has made life difficult for our members” “To add salt to the wound is African and Asian immigrants. Few of them are properly documented, most of them are illegal inhabitants in the country and that’s the duty of government to properly check them and close borders”, she quipped Before 2019 xenophobic attacks on foreign owned businesses, Nkosi had warned the government about the ticking time bomb within township small business communities. She said the townships informal traders were fuming because of the government’s failure to enforce laws. “We are definitely on thin ice because the government is lax. We have been pleading with them to do the right thing. “If there were to be xenophobic attacks tomorrow, government would be to blame,” she warned, adding that the government was fast to enforce by-laws against locals but seemed not to bother with foreigners. “The government has allowed foreigners to take over informal trading. What is disheartening is the speed at which the government acts when big business is threatened by foreign competition or businesses. “For example, when Rainbow Chickens

was threatened by foreign competition, the government raised tariffs [tax on foreign goods] to increase the price of cheap chickens imported from Brazil. “But for us the by-laws punish local traders only. When locals trade in the street, they get chased away and stock is taken away but when foreigners trade at the same place nothing is done. “They don’t bank, they don’t pay taxes and get preferential treatment from metro police and even health inspectors,” she said. Some members of her organisation had been chased away from trading near malls in Soweto, only for foreigners to be allowed to trade at the same spot, she said. Sasta started off with more than 10 000 members and now has only 3 500. She blamed the decline in membership on the dying businesses in the townships. “Our organisation is shrinking because a lot of people are going out of business and that is what we are fighting against,” said an angry Nkosi. She further told City Press that, although locally owned businesses faced foreign-owned competitors and major retail malls, it was the foreigners who gave Sasta’s members sleepless nights. “The malls have killed our general dealers and the foreigners have killed the Spaza shops. “The malls are coming into our spaces because the government officials get shares and get land easily. “It is shareholding,” she said, adding that the malls also did not let out shops to local businesses and did not contribute to local communities even though they, unlike the foreigner-owned businesses, paid taxes. Nkosi said besides not complying with the country’s law, the foreign-owned businesses had a meticulous value chain system and supplier syndicate that guaranteed them regular stock from non-traditional warehouses and at very low prices, enabling them to out price local competitors.



SASTA President Mrs Rose Nkosi

“They don’t employ anyone because they are employees in their syndicates which are run from warehouses.” Nkosi, who has a background of working with late struggle veteran Winnie Madikizela-Mandela in the ANC before democracy, said almost all the foreigners who were running businesses in the townships did not have business permits but arrived as asylum seekers. “If they were meant to run businesses, they were supposed to come with R5 million to invest in the country, get permits and the right visa but all of them came as asylum seekers. They were supposed to invest and empower local people,” she said.. Asked what solutions the organisation offered, Nkosi said there were very few options. “We cannot say they must not leave. Let them leave if they can leave. As long as there is space for our businesses. If they comply, they can stay and we can work with them. Nkosi said her organisation continues to knock on doors at various levels of government, including the municipalities and the Department of Small Business Development in order to assist in tackling the problems her constituency faced.

Over the years, Nkosi has even tried to team up with a number of consultants like Songi Pama, to bring Spaza shop owners together to buy direct from suppliers such as South Africa’s Tiger Brands and the local units of Unilever and Nestle. But that’s still work in progress.

## ECONOMIES OF SCALE

At a certain corner in Soweto, the biggest building used to be the Catholic Church. Now it’s been overshadowed by a big shopping centre, housing big well known retailers

These retailers are able to use economies of scale to undercut Spazas, which usually buy in small volumes and from wholesalers, driving up costs. Grace (surname held) has been running the Spaza shop with her husband since 1993, the year before South Africa’s first all-race elections. They used to earn around R1, 500 a day, but are down to a third of that now.

Like many proprietors of Spaza shops (and the informal stores that dot township corners), Grace barely manages to keep afloat as more of her neighbours head to the mall. “Once people get paid, they buy their groceries at the malls,” she said, sitting among dusty shelves of tea-bags, small packets of biscuits, loose cigarettes and butter. “They used to buy their groceries from us. Now they only come for few items,” she said. During apartheid, blacks were crammed together in squalid townships miles away from cities. Some residents began to sell staples such as maize meal and cooking oil out of their own homes. The informal stores became known as tuck shops or “Spazas,” a slang word that connotes “just getting by”. Along with shebeens, or corner taverns, Spazas are one of the most visible parts of township life, and a major component of South Africa’s vast informal economy. While recent data on the informal economy is not readily available now, a 2002 study by the University of South Africa’s Bureau of Market Research (BMR) estimated that Spaza shops brought in around R10 billion a year, employing up to over 300,000 people. Those numbers will have come under pressure over the last decade as real estate developers and big grocers such as Shoprite and Pick N Pay push into black areas, targeting rising consumer spending.

## GETTING THE CAKE

South Africa’s emerging black middle class grew at annual 6.5 percent between 2001 and 2007, according to the BMR, which estimated the growing socio-economic group at 9.3 million in 2007, out of a total population of around 55 million. “The emerging consumer market has been very, very good for construction of retail outlets in non-traditional locations,” said Mike Upton, chief executive of South African building company Group Five. “It’s kind of like first mover gets the cake.” Grocers have been big beneficiaries of this broadening wealth. Shares of Shoprite, Africa’s top retailer, have more than trebled over the last five years, lifted by a push into sub-Saharan Africa and previously underserved South African markets. The Cape Town-based company’s no-frills Usave discount outlets pose a major threat to Spaza shops. The warehouse-like stores appear tailor-made for low-income customers: most of the laundry soap is for hand washing, not machines. Some dispense with large parking areas as customers come on foot. The only milk available is full cream - no skim, organic or soy - while bags of frozen “walkie talkies” - chicken heads and feet - are plentiful and cost just few rand.

In Soweto, a flashpoint of the anti-apartheid struggle, where stone-throwing black youths battled heavily armed soldiers and police with their snarling dogs, the 65,000-sq-meter Maponya Mall is one of several shopping centers that have sprung up in recent years. Just down the road from Regina Mundi church where former President Nelson Mandela is depicted in stained glass, the mall boasts a Pick N Pay hypermarket, more than a dozen restaurants and a Virgin Active gym. Although still poor, Soweto is unmistakably on the rise, evidenced by the growing number of tidy brick bungalows and shiny Toyotas, and even the odd BMWs. The survival of Spazas is critical to the fabric of the townships because so many of the owners are women, Pama said. “The little that they get out of these outlets they use to feed their children and take their children to school.” Too few owners are real busi-

nesspeople, said Noel Ndhlovu, who publishes industry newsletter Spaza News. Most are just looking to make enough get by, he said. “Unfortunately, the bulk of Spaza shops, about 60 or 70 percent, are survivalists. And because they are survivalists, they don’t have skills - no business skills, no financial literacy, nothing.” In one workshop he ran, Ndhlovu said it took him several sessions to get some of the owners to understand how to work out their gross and net profit. Not far from Grace, middle-aged Vincent Jonyane leans out the window of his tin-roof shop and laughs. Business is good, he says. While elderly rivals are stuck in the past, he is thinking of expanding his wooden shack. “I’m still young, I know where to buy things cheap,” Jonyane said, pointing to stacks of eggs in cardboard cartons on a shelf. Even the malls don’t worry him. “You can’t buy one egg at the mall. I sell one egg. Additional reporting by:Fin 24





# Bill limits foreigners from doing business in Gauteng townships.

By: Staff Reporter



Gauteng Premier David Makhura

Photo by: Gauteng Provincial Government

*“This new law will nullify all bylaws that make it difficult for township businesses to operate”*

Foreign nationals living in Gauteng will now be barred by law from doing business in the province’s townships unless they obtain permanent residency status. SA’s economic hub has moved to pass a law that makes it illegal for foreign nationals to run certain formal and informal businesses in the townships.

This comes after the provincial government published the Gauteng Township Economic Development Draft Bill which seeks to ban foreigners from operating certain businesses in the townships in September this year.

The new law, drafted by the Gauteng Economic Development Department and Premier David Makhura’s policy unit, reserves certain economic activities in townships for South African citizens and people with permanent residency status. In February, during the state of the province address (Sopa), Makhura said the provincial government would introduce the bill in June this year.

“This new law will nullify all bylaws that make it difficult for township businesses to operate. It will nullify all bylaws that frustrate and suppress the growth and operations of SMMEs and the informal sector,” he said.

“It will also nullify the tendency for the law enforcement agencies to harass small businesses in our communities, including in the CBDs, especially those that need support to be able to observe the law.”

However, the law will only assist township-based enterprises in agriculture, construction, manufacturing, transport, communications, tourism and services if they are owned by South African citizens or holders of permanent residency status.

Permanent residency is obtained by foreign nationals who have been residing in the country on the basis of their work permits for a minimum of five years, their spouses and the dependants of South African citizens/permanent residence permit holders. It can also be obtained by foreign nationals who intend to establish a business in the country and are financially independent, among other criteria. Gauteng is currently home to the highest number of foreigners in the country.

According to the draft bill, there is a percentage of provincial government procurement set aside for township-based enterprises. The law also establishes specific procurement rules and programmatic support to allow the government and its main contractors to buy from a large group or groups of township-based enterprises.

The government’s contractors will now be compelled to spend a certain percentage of their procurement budgets on township-based enterprises, entrepreneurs and co-operatives.



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ECONOMIC RECOVERY

As we resume full economic activity, we must continue to adhere to social distancing, wash our hands with soap and wear a mask when in public.



Wear a mask

# Relief schemes for township and rural **SMMEs**.

*The Department of Small Business Development has unveiled the second-wave of financial relief schemes that are expected to come to the rescue of township and rural / village businesses adversely affected by the COVID-19 pandemic*

By: Staff Writer

**S**mall Business Development Minister Khumbudzo Ntshavheni announced the interventions in a statement released recently. The schemes

will benefit informal, micro and small enterprises including cooperatives based in townships and rural villages. The intervention

is in addition to the Spaza Support Scheme unveiled in March.

“The dedicated support programmes for township and village-based enterprises are in line with the Department’s Township and Rural Entrepreneurship Programme (TREP) that was approved by Cabinet in February 2020.

“With the re-opening of the economy, the township and village economies require special focus if government is to achieve the aspirations of the new economy post-COVID-19 which were clearly articulated by President Cyril Ramaphosa,” Ntshavheni said.

Qualifying entrepreneurs can apply to the Small-scale bakeries and confectioneries support scheme; informal and small-scale clothing and textile support scheme; and the Automotive Aftermarkets Support. Who qualifies to apply? • An entity must be registered with CIPC as a legal entity including cooperatives;

>>>The business must 100% be owned by South African nationals;

>>>Employees must be 70% South Africans,

and in the case of non-South African employees – they must hold valid work permits as determined by the Department of Home Affairs;

>>>The business must be operating in a township or rural village;

>>>The business must be registered or must apply for registration with SARS and UIF; and

>>>The business must have a valid business bank account or willing to open a business account.

Additional information about these schemes is available online on; [www.dsbd.gov.za](http://www.dsbd.gov.za), [www.sefa.org.za](http://www.sefa.org.za), [www.mybindu.org.za](http://www.mybindu.org.za) and <https://smmesa.gov.za>,

## Government formalises over 2,000 Spaza shops

Meanwhile, Small Business Development

Minister Khumbudzo Ntshavheni says her department has formalised over 2,000 Spaza shops during the Covid-19 pandemic. Responding to oral questions in the National Assembly on few months back, Ntshavheni said this would assist the newly formalised businesses to build a credit profile, which would make them viable to access financing with banking institutions.

“We were able to formalise 2,242 Spaza shops and [we] are processing applications from 4,406 Spaza shops. We are already processing applications from 31 small-scale and informal bakeries, some of which are run by cooperatives. We have 33 applications from motor mechanics

and panel beaters, and also from 15 enterprises that are making clothing and garments for our people,” she said. The Minister’s response comes after it emerged that when government rolled out relief measures to individuals and small businesses during the early stages of the Coronavirus pandemic, many

small businesses were operating informally. Ntshavheni had been asked to indicate what additional measures her department would initiate and implement to sustain formalised small businesses going forward. She said the dedicated informal and micro-business support schemes, which are targeted at Spaza shops and general dealers, mechanics, panel beaters and fitment centres, micro agri-businesses and chesa nyamas, are not once-off interventions.

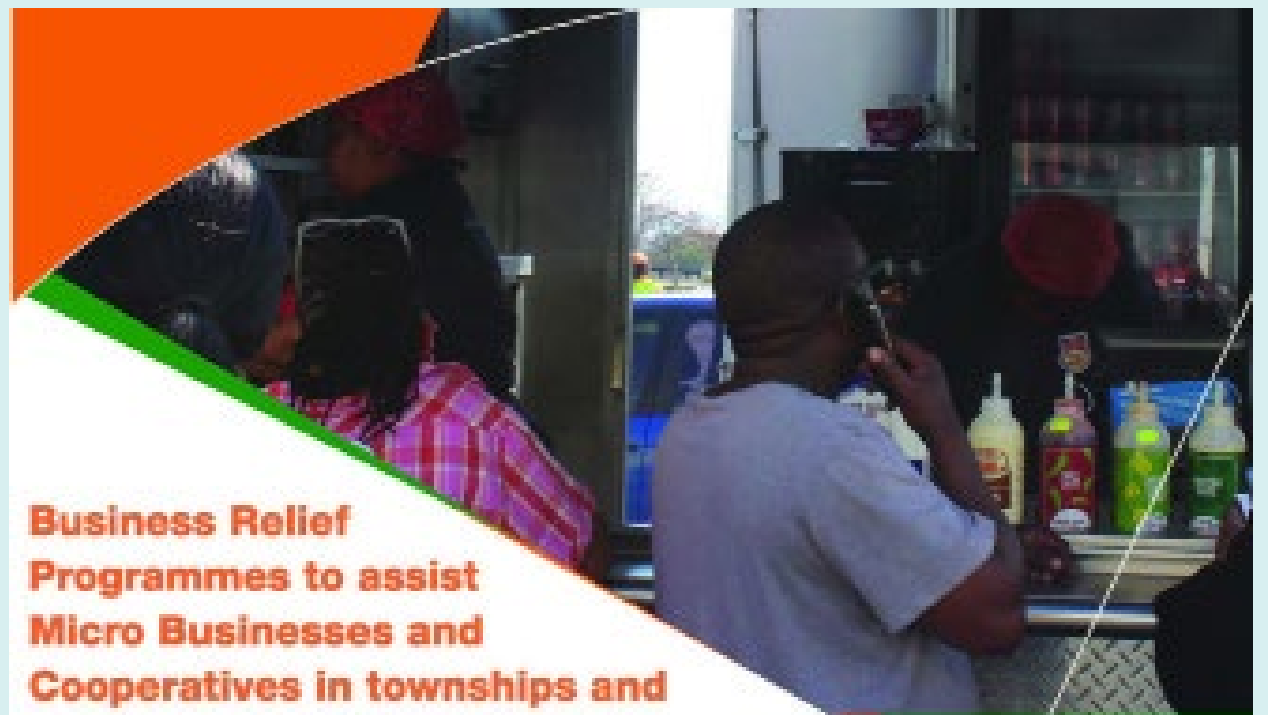
She said these small-scale businesses will be supported for the next 12 to 24 months through a support programme that will help them to get business support, business management, financial management and access to the market. “The importance of formalisation is that during this difficult period, you are able to assist these businesses to build a credit profile, and then they can be able to access credit from financial banks without being dependent on government. “We are supporting these small enterprises to formalise and we will stay with them for the next 24 months because we want them to build a credit profile and run profitable businesses. We have also partnered with the banks to make sure they can create products that are suitable and less costly to the small and informal businesses.”

*Additional Information by: Bizcommunity.com*



Minister Khumbudzo Mtshavheni

Photo by: gov.za



## Business Relief Programmes to assist Micro Businesses and Cooperatives in townships and rural areas.

The Department of Small Business Development with its agencies **Small Enterprise Finance Agency (sefa)** and **Small Enterprise Development Agency (Seda)** have developed programmes to revive small businesses in townships and rural areas. **sefa** will assist by providing finance whilst **Seda** provides non-financial support such as training and registration of businesses.

Do you own any of the following businesses?

Do you know of the benefits you can get from these programmes?

- Spaza and General Dealers
- Bakeries & Confectionaries
- Small Scale and Micro Clothing and Textile
- Small Enterprise Manufacturing Programme
- Automotive Autobody

To access the Business Relief Programmes, please send your enquiries to [helpline@sefa.org.za](mailto:helpline@sefa.org.za) OR call 012 748 9600

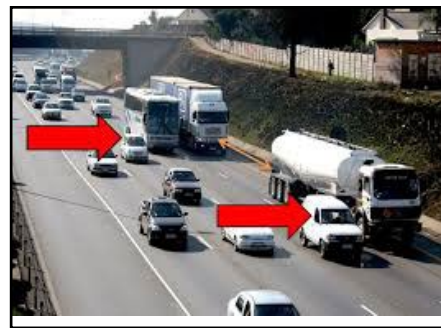


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# FOUR *in* Five *in* Mzansi lack *Road* Knowledge

By: Staff Reporter



Are you  
aware that  
unskilled  
road users  
are a threat?

**W**ell, with just 18% of Mzansi people possessing driving licences, you must be more careful!! The Automobile Association (AA) which compared the population information for 2011 to the number of driving licences in circulation for the same year, warned drivers to be careful. According to the 2011 census, South Africa's total population was 51 770 560, said the AA in statement.

In the same year, according to the Road Traffic Management Corporation, 9 350 889 driving licences were in circulation. That means only 18% of South Africans have driving licence.

Between 35% and 40% of yearly deadly accidents on Mzansi's roads involved pedestrians and the low percentage of licenced drivers in Mzansi could be one of the contributing factors to this ongoing problem.

The AA found that properly licenced drivers have demonstrated in a test, that they have grasped the basics of traffic law and safe road use.

The understanding of the dangers posed by vehicles is more likely to be lacking in unlicensed road users- such as pedestrians crossing roads without checking because they have never been taught why they need to do so.

Pedestrians without road safety training are less likely to understand the risks of drinking alcohol before road use, and previous information about Mzansi has shown the drinking rate for pedestrians is up to seven times higher than for drivers.

The AA encouraged drivers to change their drinking habits, to take notice of and observe pedestrians sooner and drive in a lane that keeps them away from the pavement and pedestrians while also reducing the speed at or when travelling through pedestrian-busy and high-risk areas.

"As drivers we are a skilled minority of 18%. The majority of SA of road users are unskilled.

"We have to treat pedestrians as vulnerable road users when we drive." The AA said.

*Additional info by Daily Sun*

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# Two brilliant entrepreneurs

## *solving* your Spaza problems

Two seasoned financial professionals have come up with a plan, designed to solve one of the biggest finance headaches for spaza shops. By: Lebohang Bam.

Two seasoned financial professionals have come up with a plan, designed to solve one of the biggest finance headaches for spaza shops. It involves their establishing a “feetless” logistics company. SiyaNtutela, a private banker born in the Eastern Cape and raised in Mpumalanga, and MduThabethe, a Mpumalanga-born and bred, credit expert specialising in small and medium-sized enterprises, initiated Zande Africa back in 2015. An innovative financial technology logistics company, its objective is to help the spaza shop market flourish. It offers spaza shops with credit lines to stock up on various supplies. It also delivers the supplies and has created a seamless ordering and payment system that is convenient and reliable. Speaking to My Small Bizness, at the company’s Head Offices in Sandton, the two entrepreneurs explain that their business has to be compliant with National Credit Act. Says Thabethe: “As part of our licence with the National Credit Regulator, we have to respect the National Credit Act (NCA). The bottom end of the market – our market – fits NCA requirements in that they do less than R1 million in turnover, are sole proprietors for the most part and do not borrow more than R250 000. “So, we have a system that gives us trading patterns and activities because, in most cases, the spaza shop owners do not have documented financial records. “This means that before we extend credit, we first trade with them on a cash basis for three to six months, and the system is able to tell us about stock levels and profitability,” Thabethe says, adding that the cash trading period also helps each spaza shop build a profile. Thabethe, who is the Chief Operations Officer, says most owners also operate from their own unbonded homes and a snapshot of their profile would satisfy the NCA requirement as a solvent entity. With the unbanked spaza shop market valued at an estimated R40 billion a year, and at least 90% of the transactions conducted in cash, Thabethe says there is a lot of potential to be unlocked through offering credit lines for the shops to stock up. Through the company’s mobile phone platform, spaza shop owners are able to apply for credit, check outstanding balances and make payments using their phones. The platform also facilitates cashless transactions between suppliers and retailers, in the process eliminating the cash-in-transit risk for suppliers. Ntutela says that through research and development, Zande Africa discovered that one of the things that locals struggle with when competing against foreign-owned spaza shops is the lack of supply. “One of the things you will find is that, a South African-owned spaza runs out of stock often. That is the primary reason we say

that if there is no cash, we will deliver the stock, and our credit lines go up to 14 days,” says Ntutela. Turning to the model’s pricing element, he says it is extremely important – because Zande negotiates competitive prices with suppliers and stocks up its warehouse before distributing via a delivery network that uses a driver-owner model. The company has two warehouses: in Ermelo and Nelspruit, both in Mpumalanga. These serve as regional distribution points that operate on a 24-hour basis for drivers to collect and distribute in their allocated areas. The company employs 70 people. Ntutela says more warehouses are in the pipeline and will be established soon, in targeted provinces. Ntutela points out that foreign-owned spazas have also embraced the service, but do not need the credit element as most have their own cash. “The foreign owners want just the supply; they do not want the credit,” he says. Thabethe says the company also stocks a wide range of supplier brands and has had some good-quality black-owned suppliers coming on board to take advantage of the opportunity to have their products on spaza shelves. “We support local manufacturers, and there are already brands you have never heard of in our warehouses.” Although the company started out with 20 vehicles, Thabethe says the fleet is being sold to the drivers so that soon, Zande Africa will be totally “feetless”.

“ ITS OBJECTIVE IS TO HELP THE SPAZA SHOP MARKET FLOURISH. IT OFFERS SPAZA SHOPS WITH CREDIT LINES TO STOCK UP ON VARIOUS SUPPLIES. IT ALSO DELIVERS THE SUPPLIES AND HAS CREATED A SEAMLESS ORDERING AND PAYMENT SYSTEM THAT IS CONVENIENT AND RELIABLE ”

Thabethe says the company has had to tweak its distribution model slightly for the owner-driver to make more money, for clients to receive their stock on time and to avoid peak-hour traffic jams. “In this business, it is about volumes – low margin and high volume. For that to happen, we had to burn a lot of cash that did not come back as profit.” Thabethe says the company has also managed to do without an overdraft facility, and only recently have investors come forward. The business has already scooped some awards like:Merrill Lynch and Alpha Code award in 2016 as well as third place in the SAB Foundation Social Innovation Award in 2018.

Additional information by : City Press



Siya Ntutela

FOUNDER & CEO

Siya Ntutela has 10 years of experience in the financial services sector.He is also the founder of Bonsal Capital, an enterprise developement company



Mdu Thabethe

FOUNDER & COO

Mdu has over 20 years experience in the Banking sector.Hehas an MBA.From Milkpark Business School and a range of other banking qualifications. He is also the founder and Chairman of The Business Counsel(TBC).

# To Be *Successful*, Do Only What Matters

Everyone is obsessed with the habits of the wealthy these days.

By: Lebohang Bam

Everyone is obsessed with the habits of the wealthy these days. The great irony is, if successful people concerned themselves with that sort of nonsense they never would have made it big in the first place. Truth is, none of that stuff matters. It's all just a waste of time and focus. If you want to be successful, you have to learn what really makes a difference. What really matters. You need to do that and keep the distractions – everything that doesn't matter – to a minimum. Now I'll tell you what matters but I've got to warn you: it's really simple. But then, all great lessons in life are simple. What matters is what you do. How do you figure out what to do? Strangely enough, you figure out what to do by :

- >> Getting out into the world, getting a job, experiencing and learning.
- >> Figuring out how business works.
- >> Learning what you like to do and what you're good at – your strengths to leverage and weaknesses to overcome.
- >> Gaining confidence from your successes and wisdom from your failures.
- >> Meeting smart people, asking good questions and listening to what they have to say.
- >> Figuring out what it takes to be a good employee and how to motivate and manage others.
- >> Learning what works and what doesn't work in the real world.
- >> Putting yourself out there so you're aware of opportunities and maybe

even create your own luck. >> Understanding that it's all completely and entirely up to you – nobody else can do it for you and nobody is holding you back, either. >> Having your priorities straight, the work ethic to always get the job done, and the discipline to focus on what matters and not on what doesn't. It always comes down to the same thing. Doing what matters. That's exactly how world-class companies breed hundreds, if not thousands, of entrepreneurs who found tomorrow's startups and CEOs that turn good companies into great ones: on-the-job experience. Now I'll tell you what doesn't matter. What doesn't matter is what everyone else says and does. That's right; none of it matters. Not a word. Of course, the exception is the people you come across in your real-world experience. If you get out in the world and do things, you will inevitably meet and learn from thousands of people. That's 99 percent of the wisdom you'll need. No kidding. Here's another way to look at it. Let's talk about spheres of influence. The popular wisdom of the day is that everyone should have these enormous spheres of communication and social networks, the bigger the better. Popular wisdom is wrong and I'll tell you why. Social networking – tweeting, posting, linking, blogging, too – is what I call “one-to-many” communication. The level of interaction and quality of communication is lousy because a billion people are

all doing the same thing so nobody has the bandwidth to read but a tiny fraction of what shows up in their stream. That's why the vast majority of online interaction is a complete waste of time. Everything you post just bounces around the Web and nothing ever really comes of it. Nothing that matters, anyway. It's like throwing a bucket of water into the ocean. Sure, there's more water in the ocean now, but so what? Also, whatever you learn online is visible to everyone so it provides no competitive advantage whatsoever. The way to be successful is to keep your sphere of influence small and focused. How small and focused? That depends. Mark Zuckerberg and Bill Gates wrote code. Richard Branson sold records. Their spheres were relatively small and extremely focused in the early days of their careers while they were building their businesses. Then they grew in time. That's usually how it works. It basically comes down to this: You do want to broaden your sphere but you want to broaden it by doing what matters, not by wasting your time on what doesn't matter. Not only does reading about rich people's habits not matter, the same is true of the vast majority of what you do online. And if they wasted their time with all that stuff, wealthy people would never have become wealthy to begin with. The only thing successful people do that matters is focus on doing what matters. Simple as that.

Additional info: [entrepreneur.com](http://entrepreneur.com)



NSBC founder & CEO Mike Anderson

## Key factors that will help maximize your sales success

- >> Not being afraid to prospect for new accounts and new business. Have enough confidence to view rejection as simply a step closer to success.
- >> Understanding the value of planning and actually documenting the key actions necessary to meet specific objectives at specific accounts.
- >> Become professional with your planned presentations whether it is to an individual buyer or a group of customer decision makers. Perfect your 25 word elevator speech that clearly outlines your value proposition. Get it down pat for those opportunistic moments that may occur.
- >> Goals are a matter of course and they include more than just revenue and margin growth. Milestones are established for target accounts to highlight progress toward their major goals.
- >> No one likes record keeping and paperwork but the really successful business owner or sales professional understands the necessity and the value received in return for being methodical with their record keeping.
- >> Time management should be forever on your mind and you need to continuously practice efficient time control.
- >> You've got to be Hunnnngggrrrry! Hungry for knowledge to improve your skills and demonstrate enough curiosity that you don't wait for company sponsored education and training. Read, listen to tapes and finance your own self- improvement in addition to company programs.
- >> Don't chase orders, chase customers. Be willing to lose an order but fight aggressively to never lose a customer.
- >> Your objective on every sales call is to identify the customer's real needs, not to just take an order. Take pride in being a solution provider and demand creator instead of a demand fulfiller.
- >> Understand that often a key to your success lies in your ability to educate the customer. This may range in the form of business acumen to helping the customer understand real value. Become an expert at demonstrating the difference between price and cost.



# Pros & Cons of *Franchising*

By: Lebohang Bam

If you're thinking about getting in on the franchise game, you may believe that your biggest question would be whether to open a doughnut shop or a car wash. But according to Joel Libava, franchise expert and advisor, the real question is whether you should buy a franchise at all.

While franchises are growing in popularity, with over 100 franchise systems being opened each year, the sad reality is that many people enter into franchise agreements, thinking it's a foolproof plan for success. But the fact is that franchises still fail at about the same rate as independent businesses. 'Twenty years from their start, less than 20 percent of the franchisers will still be around,' says Professor Scott Shane of Case Western Reserve University. 'In fact, of the more than 200 new franchise systems established in the United States each year, 25 percent don't even make it to their first anniversary.'

A lack of proper screening by the franchisor combined with a general unawareness of the franchisee's part are contributing to this problem.

Franchising isn't something that should be rushed into. Unlike small independent businesses, which can often be started with minimal capital and then scaled organically as the company grows, franchising generally requires a significant upfront investment. Then there's the fact that many franchises don't show a profit for the first year or more, and preparing financially for this situation is something that many franchisees tend to overlook.

If you're considering franchising, it's important to seek out information from independent, unbiased sources, and make sure you look into the risks and benefits objectively. Taking the time to conduct thorough research and becoming well-informed can help to mitigate a number of problems right from the start. Here are a few questions you should ask yourself before you embark on this journey.

Do you know what you're in for? First and foremost, make sure you have realistic expectations. Franchises are a business in a box, and you're buying into an already successful business model, but that doesn't mean that it's going to be all

smooth sailing, and it certainly doesn't imply that it will be easy. In order for your franchise to be a success, you're going to have to put just as much work into the venture as you would when starting an independent business. Make sure you're willing to put in the time and effort before you start.

Are you willing to follow the system?

Franchises are systems-based businesses, and in order to find success as a franchisee, you have to be prepared to stick with the system. 'If franchises didn't have rules, they wouldn't be franchises; they'd be independent small businesses,' says Joel Libava. The very essence of a franchise is consistency. If you're not happy to follow someone else's blueprint, you may be better suited to a different type of venture.

Are you a people person?

Do you work well with others? Franchising means spending a significant amount of time interacting with your franchisor, fellow franchisees, customers, employees and vendors, and great interpersonal skills are a requirement. If you find dealing with others to be drudgery and don't have a track record of great relationships, you'll want to pass on being a franchise owner. Can you afford it?

Buying a franchise because you need a job is one of the worst reasons to start a franchise. Franchises are expensive, and require a significant amount of funding up front before you can get started. You'll have to cover the start-up costs, and have enough capital to fall back on until the franchise begins to make a profit. In many cases, this is at least a year. You'll want to make sure you have enough reserves to cover operating costs, and living expenses during this time.

Will you enjoy it?

Finally, the all-important question: are you sure that owning a franchise is something that you'll genuinely enjoy? While being a franchisee can be a great opportunity for some people, for others it's a terrible idea. Most franchise contracts run five to ten years; that's a long time to be locked into a job that you hate. If you don't relish the thought of following someone else's system, and immersing yourself full time

into running a business, franchising isn't for you.

Still think you have what it takes to be a franchisee? Great! Before you dive in though, you'll want to make sure you've learned everything you can about franchising, and thoroughly understand what you're getting into. Here are a few resources you'll want to check out.

The Franchise King

The Franchise King, Joel Libava, offers great advice to would-be franchisers and is a must-stop site if you're trying to decide if franchising is right for you. Libava runs a blog, and he's the author of the helpful book *Become a Franchise Owner!* He also offers franchise consultations in case you'd like further guidance.

International Franchise Organization

The International Franchise Organization (IFO) is another great resource for those who are interested in owning a franchise. Their 'About' section contains a number of informative articles covering everything from the advantages and disadvantages of owning a franchise, to advice on investigating your options.

Franchise Euphoria

Franchise Euphoria is an excellent podcast, covering a range of topics of interest. Join Josh Brown, franchise lawyer and entrepreneur as he helps entrepreneurs and business owners start, grow and build profitable businesses.

Franchising can be an amazing opportunity, but it certainly isn't for everyone. Before taking the leap make sure you've thoroughly researched every nuance of this business model, and aren't operating under the persuasion of an over-eager seller, or buying into any hype. At its core, franchising can be a great way to capitalize on a need in the market, and is ideal for those who want to enjoy running their own business, without spending the time and pain of trying to grow a company on their own. Just make sure you're realistic in your expectations, and confident that franchising is the best option for you.

This article was originally posted on

[Entrepreneurmag.co.za](http://Entrepreneurmag.co.za)





# Black Business Council and Ubank, partner to establish R1 Billion Township and *Rural Economy* Fund

By: Staff Reporter



Ubank C.E.O Luthando Vutula

Photo by: ubank.co.za

The Black Business Council (BBC) and Ubank Limited signed a historic partnership agreement on the 13th May 2020 to establish a R1 billion fund for Township and Rural Economy Revitalization.

The fund will be made available to BBC members and other SMME's to the value of R250 million per annum over the period of five (5) years, targeted at supporting township and rural black business ventures, entrepreneurship, and start-up companies.

The fund will focus mainly on the following sectors: Information Technology and Digitalization, Manufacturing, Agriculture and Agri-processing, Retail, Infrastructure, and Tourism.

The main objective of the partnership between BBC and Ubank will be to develop township and rural market solutions and black companies, support the development of Black Industrialists, enable economic transformation, and be a catalyst for change and inclusive growth.

The fund will be managed through a joint Ubank/BBC steering committee that will ensure that the fund achieves its intended purpose, which is to support township and rural economies in line with the mandate of the Government's Township and Rural Entrepreneurship Programme (TREP) and Fund.

Tilson Manyoni; Head of Policy of BBC states: "This partnership is a major milestone for BBC as it repositions BBC as a Policy Advocacy organisation, and an implementing partner. It will ensure that our country is transformed, develop the township and Rural Economy as well as build a new cohorts of Black Industrialists, and black businesses. We are now bringing Policy Advocacy to implementation".

Ubank, CEO, Luthando Vutula (pictured) says: "I fully agree with my colleague Tilson; this is indeed a major milestone, and one that resonates well with the bank. As the worker's bank of choice, driven by our commitment to serve and empower our communities, I believe this partnership could not have come at a better time. The R1 Billion Township and Rural Economy Fund will offer immense opportunities to small businesses, especially black businesses, which contribute positively towards townships. It will furthermore enable the township businesses to become active participants in our overall economy, and have some resources to give them the prospect of success."

The partnership puts BBC and Ubank at the centre of our country's economic re-industrialization and also as a strategic partner for Township and Rural Economy revitalization. This is in line with Government's mandate to ensure total economic inclusivity, as we usher in a new decade

*Additional information sourced from ubank.co.za*

# It's better **LATE** than **NEVER** to formalise township economy

By: Staff Reporter.



BBC President Sandile Zungu

Photo by: Black Business Africa

In September, after years of promising action, the Gauteng government – through its economic development department – published a bill to drive the province's township economic development strategy. This is a few years late, but at least a commendable first step in the right direction. The bill is not perfect, but has a lot of good elements on which to build.

For a start, it provides a roadmap towards formalising the township economy and how to deal with the bugbear of having a peaceful co-existence with foreign nationals trying to eke out a living as well. Unlike other provinces, the Gauteng economy – the industrial, commercial and financial heartland of our country – has a small rural component.

Its economy is largely made up of developed and sophisticated cities and towns and under-developed townships which were built for black Africans to provide labour to the urban centres during apartheid.

Instead of being explicit in its language

against foreign nationals invading townships, the Gauteng government uses a much more nuanced language: it seeks to identify the "economic activities reserved for [South African] citizens or persons with permanent residency status [in SA]", and it outlines areas to be considered townships for the purposes of the law.

Put differently, only two sets of persons can be licensed to operate businesses in our townships – namely, SA citizens or foreign nationals who have permanent residence status. Of course, the latter will also have to be compliant with other laws to benefit from the vast incentives programme contemplated in the bill.

This has to be applauded. While it's likely to be denounced as xenophobic, government should not flinch. This is not unusual. Other countries, like neighbouring Botswana for example, have moved faster than us.

Foreign nationals have a role to play in our country's economic development. We need them to help us create jobs, reduce income inequality and end poverty. How-

ever, this has to be done within the ambit of the laws of the country. Selling our people counterfeit goods and expired food-stuffs – as is the case in so many of our townships and, lately, towns – shouldn't be allowed, and government needs to clamp down heavily on this malfeasance.

To its credit, the Gauteng government has proposed a range of incentives to support the township economy. These include financial and non-financial support.

As a first step, this law is welcome. The challenge, of course, is ensuring that the fund is set up speedily, and that township entrepreneurs are encouraged – through imaginative instruments such as tax holidays for the first few years of registering – to formalise.

*Additional info by: Sowetan.*

**Sandile Zungu is the president of Black Business Council, Chairman of ZUNGU INVESTMENTS COMPANY (ZICO) and Owner of Amazulu FC.**



# Six Basic Tips for Successful *Tendering*

By: Lebohang Bam

## 1. Get / obtain the actual tender document as quickly as possible

Once you have identified a tender that you would like to try and win, obtain the tender documents (these are usually downloadable from the relevant website) as quickly as possible and ascertain if \ and when there is a compulsory briefing meeting. Some tenders have a compulsory briefing meeting, if you miss this meeting you can be disqualified from competing for the tender.

## 2. Read the terms and conditions of the tender carefully

Read the entire tender document carefully. If there is a compulsory meeting, make sure you attend the meeting and sign the meeting register, and make sure that you have read the Terms of Reference for the tender before attending the meeting. This is your opportunity to raise any issues with the relevant people.

If the meeting is not compulsory, we suggest you attend the meeting nevertheless, as you will gain insight into what is expected of the successful bidder and you can then make an informed decision as to whether to apply for the tender and what

to highlight in your application in order to increase your chances of success. Identify the process of responding; be it by hard copy to be delivered at a tender box or an electronic submission. Most tenders require a hard copy to be physically delivered to a tender box before a specified closing date and time.

Read the tender document from beginning to end, then, complete the tender documents carefully and attach all required supporting documents.

If your tender documents are not filled in properly, or if any of the accompanying documents such as your BEE certificate or Tax Clearance Certificate are not supplied, you will be disqualified from the adjudication process.

## 3. Submit before closing date

Failure to submit a tender on time is grounds for disqualification. Tender officials will not even open your tender if it is not received on time. Make sure you allow sufficient time for your tender to be delivered to the relevant tender box; this may be in a different city to where you live. If you intend to use a courier service to deliver your tender allow a minimum of 48 hours for them to deliver.

## 4. Price Competitively - Demonstrate your competency

Generally speaking, price is the number one consideration in the awarding of tenders. There are of course other factors that need to be focused on to increase the chances of success these are; demonstrating innovativeness, capacity to deliver by submitting a picture gallery of your previous work, or testimonials of satisfied customers.

Make sure that you show proof of your ability to deliver on the work you have tendered for.

## 5. Confirm that your tender documents have been received

There have been numerous instances where tender boxes have been tampered with. Our recommendation is to call and ensure that the person, for whom the tender was intended, has in fact received it, and then follow your call up with a confirmatory email.

## 6. Keep a copy of your submitted tender document with all its attachments

This is necessary for your own records and knowledge base for future tenders. It is also a vital back-up should the documents you submitted go missing.

Source: [sa-tenders.co.za](http://sa-tenders.co.za)

# TENDERS/NOTICES/AUCTIONS



## NOTICE TO BIDDERS

The JRA's mandate in terms of the Service Delivery Agreement (SDA) with the City of Johannesburg is the responsibility for the construction, maintenance, and management of the infrastructure networks associated with the roads, road services, storm water, footways, railway sidings and traffic mobility management. The JRA encourages creation of employment through the use of SMME, black economic empowerment and enterprise development. In that regard bidders are hereby invited for the following: The JRA's mandate in terms of the Service Delivery Agreement (SDA) with the City of Johannesburg has the responsibility for the construction, maintenance, and management of the infrastructure networks associated with the roads, road services, storm water, footways, railway sidings and traffic mobility management. The JRA encourages creation of employment through the use of SMME, black economic empowerment and enterprise development. In that regard bidders are hereby invited for the following:



Bid No.	Bid Description	Functional Evaluation Criteria			Bid closing date and time	Bid Amount Supply	Compulsory briefing session
		Category	Evaluation:	Points			
JRA 21 /28	APPOINTMENT OF A REPUTABLE SERVICE PROVIDER FOR THE DEVELOPMENT, DEPLOYMENT, SUPPORT AND MAINTENANCE OF A MOBILE APPLICATION THAT WILL IMPROVE MOBILITY FOR ROAD USERS.	<b>Company Experience:</b> This sub criterion covers the experience of the company in the provision of ICT services (Mobile Application Development). Company must have a minimum of five (5) years' experience in the ICT industry.	More than 5 years	10	75 Helen Joseph street, Johannesburg CBD, Ground Floor. 11 May 2021 at 11h00am.	Bid document will be available on JRA website only as from the 08th of April 2021	N/A
			5 years	7			
			Less than 5 years	0			
		<b>Completed Projects:</b> This sub criterion covers the experience of the company in the ICT industry. The company must have a record of past performance with a minimum of two (2) contracts/projects where similar services were rendered. Proof of such must be attached as required of projects completed by the company to the value of R2 000 000.00 or more over the past 5 years.	More than 2 similar projects successfully completed	10			
			2 similar projects successfully completed.	7			
			Less than 2 similar projects successfully completed.	0			
		<b>Qualifications Of Project Manager:</b> This sub criterion covers the Qualifications of proposed Project Manager (Minimum 3 Year IT Qualification is required and a Project Management Certificate or Higher.	3 Year IT Qualifications plus Project Management Certificate or Higher.	10			
			3 Year IT Qualification.	7			
			No IT Qualification.	0			
		<b>EXPERIENCE OF PROJECT MANAGER:</b> This sub criterion covers the experience of the proposed Project Manager minimum work experience of 2 years in application development projects.	More than 2 years	10			
			2 years	7			
			Less than 2 years	0			
		<b>QUALIFICATION OF APPLICATION DEVELOPER 1:</b> This sub criterion covers the qualification of the proposed Application Developer.	3 Year IT Qualification and Application Development Certification	5			
			3 Year IT Qualification only.	4			
			Application Development Certification Only	2			
		<b>EXPERIENCE OF APPLICATION DEVELOPER 1:</b> This sub criterion covers the experience of the proposed Application Developer minimum work experience of 3 years.	More than 3 years	10			
			3 years	7			
			Less than 3 years	0			
		<b>QUALIFICATION OF APPLICATION DEVELOPER 2:</b> This sub criterion covers the qualification of the proposed Application Developer.	3 Year IT Qualification and Application Development Certification.	5			
			3 Year IT Qualification only.	4			
			Application Development Certification Only	2			
		<b>EXPERIENCE OF APPLICATION DEVELOPER 2:</b> This sub criterion covers the experience of the proposed Application Developer minimum work experience of 3 years.	More than 3 years	10			
			3 years	7			
			Less than 3 years	0			
		<b>QUALIFICATION OF BUSINESS ANALYST:</b> This sub criterion covers the qualification of the proposed Business Analyst.	3 Year IT Qualification and Business Application Certification	5			
			3 Year IT Qualification only	4			
			Business Application Certification only	2			
		<b>EXPERIENCE OF BUSINESS ANALYST:</b> This sub criterion covers the experience of the proposed Business Analyst minimum work experience of 3 years.	More than 3 years	10			
			3 years	7			
			Less than 3 years	0			
		<b>QUALIFICATION OF SYSTEMS ANALYST:</b> This sub criterion covers the qualification of the proposed System Analyst.	3 Year IT Qualification and system Analysis Certification	5			
			3 Year IT Qualification	4			
			System Analysis Certification Only	2			
		<b>EXPERIENCE OF SYSTEMS ANALYST:</b> This sub criterion covers the experience of the proposed System Analyst minimum work experience of 3 years.	More than 3 years	10			
			3 years	7			
			Less than 3 years	0			

The Bid documents will be available for download from the JRA website ([www.jra.org.za/procurement/tenders](http://www.jra.org.za/procurement/tenders)) starting from the 08th April 2021.

Tender box: 75 Helen Joseph Street, Cnr Harrison Street, Johannesburg CBD, Ground Floor.

The bids will be evaluated as per provisions of the following: MFMA Municipal Finance Management Act 56 of 2003, Municipal Supply Chain Management Regulations, PPPFA (Preferential Procurement Policy Framework Act, 2000).

Preferential procurement regulations 2017 as amended, and the JRA SCM policy.

Request clarification of the tender documents, if necessary, by notifying the employer at least seven (07) calendar days before with regard to all the bids as advertised. Questions or queries must be submitted to the JRA representative at least seven (07) calendar days before the stipulated closing date and time of the tender in writing to [tenderenquiries@jra.org.za](mailto:tenderenquiries@jra.org.za). However, JRA shall not be liable nor assume liability for failure to respond to any questions and / or queries raised by the Tenderer.

The attention of bidders is specifically drawn to the provisions of the Conditions of Contract, which are included in the Documents. All bids as advertised will remain valid for 120 days from bid closing date.

\*Service provider that scored the minimum of 70% and more on functionality will be further evaluated on the 80/20 preference point principle. If no service provider scores 70% then JRA reserves the right to lower the required score to 60%. If no service provider scores 60% or more, then JRA reserves the right to cancel the bid and re-advertise.

Approved  
08/04/2021  
Leon Monyonyo

# TENDERS/NOTICES/AUCTIONS

 **NGWATHE LOCAL MUNICIPALITY**

**TENDER NOTICE AND INVITATION TO TENDER**

Suitable service providers are hereby invited to submit proposal on the following:

BID NUMBER	BID DESCRIPTION	COMPULSORY INFORMATION SESSION DATE & VENUE	EVALUATION CRITERIA	CONTACT PERSON	CLOSING DATE & TIME
NLM-TEC 90-2018	APPOINTMENT OF A PANEL OF CONTRACTORS / SERVICE PROVIDERS TO SUPPLY, DELIVERY OF WATER METERS, AS AND WHEN REQUIRED FOR A PERIOD OF THREE (36 MONTHS) YEARS	None	8020 The document will cost R 1000.00 (Non-Refundable) Functionality included in the bid document	Mr. S Mlangeni Technical enquiries ☎ 056 817 7011 ✉ smlangeni200@gmail.com Mr. T.R. Malunga Technical enquiries ☎ 056 817 7011 ✉ malunga@ngwathe.co.za For SCM Enquiries Mr. T. Mabaso (056 816 2700) ✉ tmabaso@ngwathe.co.za	29 <sup>th</sup> APRIL 2021 (FRIDAY) @ 12H00 PM

NLM-TEC 90-2017	APPOINTMENT OF PANEL CONTRACTORS / SERVICE PROVIDERS FOR INSTALLATION OF WATER METERS, AS AND WHEN REQUIRED FOR A PERIOD OF THREE (36 MONTHS) YEARS CIBS Grading 2 C.E or 1 C.E P.E	None	8020 The document will cost R 1000.00 (Non-Refundable) Functionality included in the bid document	Mr. S Mlangeni Technical enquiries ☎ 056 817 7011 ✉ smlangeni200@gmail.com Mr. T.R. Malunga Technical enquiries ☎ 056 817 7011 ✉ malunga@ngwathe.co.za For SCM Enquiries Mr. T. Mabaso (056 816 2700) ✉ tmabaso@ngwathe.co.za	29 <sup>th</sup> APRIL 2021 (FRIDAY) @ 12H00 PM
NLM-TEC 90-1618	APPOINTMENT OF A PANEL OF CONSULTANTS FOR THE PROVISION OF PROFESSIONAL SERVICES ON MUNICIPAL INFRASTRUCTURE PROJECTS FOR A PERIOD OF 3 YEARS (ROADS AND STORM-WATER)	None	8020 The document will cost R 1000.00 (Non-Refundable) Functionality included in the bid document	Mr. S Mlangeni Technical enquiries ☎ 056 817 7011 ✉ smlangeni200@gmail.com Mr. T.R. Malunga Technical enquiries ☎ 056 817 7011 ✉ malunga@ngwathe.co.za For SCM Enquiries Mr. T. Mabaso (056 816 2700) ✉ tmabaso@ngwathe.co.za	29 <sup>th</sup> APRIL 2021 (FRIDAY) @ 12H00 PM

TENDER NLM-TEC 90-1500	NGWATHE LOCAL MUNICIPALITY REQUESTS BIDS FROM INDIVIDUAL COMPANIES, JOINT VENTURES OR CONSORTIUMS OF SERVICE PROVIDERS ON PRIMA FOR THE DESIGN, CONSTRUCTION AND SUPERVISION FOR PLOTS TUMAHOLE SOLID WASTE DISPOSAL SITE CIBS Grading 2 G.B or 2 G.B P.E	12 <sup>th</sup> - APRIL - 2021 @ 11 AM, Parys Municipal Building (Forum Building)	8020 The document will cost R 1000.00 (Non-Refundable) Functionality included in the bid document	Mr. S Mlangeni Technical enquiries ☎ 056 817 7011 ✉ smlangeni200@gmail.com Mr. T.R. Malunga Technical enquiries ☎ 056 817 7011 ✉ malunga@ngwathe.co.za For SCM Enquiries Mr. T. Mabaso (056 816 2700) ✉ tmabaso@ngwathe.co.za	29 <sup>th</sup> APRIL 2021 (FRIDAY) @ 12H00 PM
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<b>PAYMENTS CANNOT BE MADE AT SUPPLY CHAIN MANAGEMENT OFFICE BUT CAN BE MADE AT THE FOLLOWING MUNICIPAL PAY POINTS:</b> <ul style="list-style-type: none"><li>- PARYS FINANCE DEPARTMENT (TOWNHALL)</li><li>- VREDENBURG MUNICIPAL OFFICES</li><li>- EDENBURG MUNICIPAL OFFICES</li><li>- KOPPELSBURG MUNICIPAL OFFICES</li><li>- HEILBRON MUNICIPAL OFFICES</li></ul> Availability of Bids Documents: (Tuesday) 04 April 2021	<b>ALTERNATIVELY, DIRECT OR ELECTRONIC DEPOSITS CAN BE MADE TO THE NLM BANK ACCOUNT:</b> ARSA, ACCOUNT NO: 60004045270733 BRANCH CODE: 632005 REF NO: YOUR BID NUMBER AND BIDDERS NAME  Bid documents to be collected and submitted at: Supply Chain Management Unit and Municipal Tender Box, Ngwathe Local Municipality offices, Liebenberg Street, Crossed, Parys, 9585
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The documents will be available on Ngwathe local municipality office at SCM Offices or through email after the municipality receives the proof of payment sent through to SCM on the provided email above.

Copy of the above bid is available at SCM Offices at a non-refundable amount from R 500 to R1000.00; payable by cash at the municipal cashier point or direct deposit with a proof of deposit

The bid number to be used as reference and deposit slip must be submitted as proof of payment on collection of bid document.

The document maybe collected during working hours after 08H30 to 15H30, from Thursday (08<sup>th</sup> March 2021), and during weekdays thereafter. The physical address for collection of bid / tender document is the office of Ngwathe Local Municipality, Ground Floor, Cashier's Office, Liebenberg Street, Parys, 9585.

Tenders, completed in black ink as prescribe, shall be sealed in an envelope marked with bidder's address, Tender No. and Description and be deposited in the TENDER BOX at Ngwathe Local Municipality, Ground Floor, Liebenberg Street, Parys, 9585.

No bid will be accepted from persons in the service of the state.

No telegraphic, telefax and late Bids will be accepted.

Bids will remain valid for 90 days.

Service providers must note that certain work within this project may only be constructed by using labour-based construction methods and Contractors must limit the utilisation of their permanently employed personnel to key personnel, all other personnel and labourers must be recruited locally.

Preference will be given to Respondents based on their BBBEE status.

All bidders must ensure that they are registered on the National Treasury Central Supplier Database via the following link: [business.support@csd.gov.za](mailto:business.support@csd.gov.za).

Since no business will be conducted with any bidder who is not registered on the database

Bidders must take note of the following:

- Valid company tax clearance certificate be attached
- Certified copy of the company registration certificate / founding certificate must be attached.
- Copy of company profile with clear references.
- Valid BBBEE verification certificate must be attached.
- CSD registration report/support number.
- Valid letter of good standing (COID)
- Certified copy of CIBS grading with a minimum designation of 2CE/3CE PE or higher.
- Municipal rates & taxes information in the bid document must be duly completed by your Local Municipality or your Landlord.
- All compulsory/ supplementary forms must be fully completed and signed that is (MBD 1, 4, 6 and 9).

- No briefing session will be conducted; any queries must be directed to Acting Director Technical Services / Engineer.
- Failure to comply with the above-mentioned conditions may invalidate your bid.
- (Bidder must submit two set of bid documents, (1) hardcopy and (2) scanned copy of the original bid with supporting documents (soft-copy).

Ngwathe Local Municipality fully reserve the right not to accept the lower tender or accept the whole or part of the any tender or not to consider any tender submitted.

Mr. BW Kannemeyer  
Municipal Manager

# TENDERS/NOTICES/AUCTIONS

**TENDER / NOTICE** 

Garden Route District Municipality, the leading, enabling and inclusive district, characterised by equitable and sustainable development, high quality of life and equal opportunities for all.

FORMAL TENDERS			
<b>TENDER NUMBER</b>		<b>GRDM/23/20-21</b>	
<b>TENDERS ARE HEREBY INVITED FOR</b>		<b>PROVISION OF FIRE STATION BUILDING FOR A MINIMUM OF TWO YEARS (WITH THE POSSIBILITY OF AN EXTENSION).</b>	
<b>PERIOD</b>		<b>TWO YEAR PERIOD</b>	
<b>PREFERENTIAL PROCUREMENT REGULATIONS, 2017-LOCAL CONTENT REQUIREMENT</b>		<b>N/A</b>	
<b>BRIEFING SESSION</b>		<b>NONE</b>	
<b>PUBLISHED DATE</b>	<b>08 APRIL 2021</b>	<b>CLOSING DATE</b>	<b>07 MAY 2021</b>
<b>ADVERTISEMENTS</b>		<b>NEWSPAPER, MUNICIPAL NOTICE BOARD, MUNICIPAL WEBSITE &amp; E-PUBLICATION</b>	
<b>AVAILABLE DATE</b>	<b>08 APRIL 2021</b>		
<b>CLOSING TIME</b>			
No later than <b>11:00 am</b> , tenders will be opened immediately thereafter, in public at the Garden Route District Municipality, Supply Chain Management Unit, 54 York Street, George			

AVAILABILITY OF TENDER DOCUMENTS:	
Tender documents for <b>GRDM/23/20-21</b> are obtainable from <b>Mr. Nathan Juries</b> during office hours (Mondays to Thursday 08:00 - 16:30 and Fridays 08:00 - 13:30) <b>Tel:</b> (044) 803 1310; E-mail: <a href="mailto:nathan@gardenroute.gov.za">nathan@gardenroute.gov.za</a>	Printed copies of the tender documents are obtainable at a non-refundable fee, payable to a cashier at Garden Route District Municipality, Supply Chain Management Unit, Ground Floor, 54 York Street, George <b>OR</b> tender documents are obtainable free of charge on Garden Route District Municipality's website at <a href="http://www.gardenroute.gov.za">www.gardenroute.gov.za</a> .
<b>NON - REFUNDABLE FEE:</b>	<b>R 200.00</b>

TENDER SUBMISSION RULES:
<ol style="list-style-type: none"><li>Tenders are to be completed in accordance with the conditions and tender rules contained in the tender document.</li><li>Tender document &amp; supporting documents must be placed in a sealed envelope clearly marked for <b>"GRDM/23/20-21: PROVISION OF FIRE STATION BUILDING FOR A MINIMUM OF TWO YEARS (WITH POSSIBILITY OF AN EXTENSION)"</b> must be deposited in the tender box of the Garden District Municipality, Supply Chain Management Unit, 54 York Street, George.</li><li>Tenders may only be submitted on the tender document issues by the Municipality.</li><li>Requirements for sealing, addressing, delivery, opening and assessment of tenders are stated in the tender document.</li><li>Important note: Tax Compliance Status Pin (TCS) copy and MAAA Number must be submitted with the tender documentation.</li><li>VAT must be included in all prices (VAT vendor registered).</li><li>Late tenders, tenders per facsimile or – e-mail will not be accepted.</li><li>Tenders couriered to be delivered in accordance with the stipulated closing time above.</li><li>Council reserves the right to accept any bid proposal in full or part thereof.</li><li><u>Council will only award tenders to service providers registered on the Central Supplier Database (CSD). Website <a href="https://secure.csd.gov.za">https://secure.csd.gov.za</a></u></li><li>Tenders will only be considered in accordance to the bid requirements.</li></ol>

Tenders will be evaluated and adjudicated in terms of the Preferential Procurement Policy Framework Act (Act 5 of 2000) Regulations **2017** and the Garden Route District Municipality Supply Chain Management Policy, where **80** points will be allocated in respect of price and **20** points in respect of BBBEE.

<b>CLARITY ON BIDDING PROCEDURES MAY BE DIRECTED TO:</b>	<b>MR NATHAN JURIES: TEL (044) 803-1310 EMAIL: <a href="mailto:NATHAN@GARDENROUTE.GOV.ZA">NATHAN@GARDENROUTE.GOV.ZA</a></b>
<b>CLARITY ON TECHNICAL INFORMATION MAY BE DIRECTED TO:</b>	<b>MR FREDDY THAYER: CELL: 061 443 7393 E-MAIL: <a href="mailto:FIRECHIEF@GARDENROUTE.GOV.ZA">FIRECHIEF@GARDENROUTE.GOV.ZA</a></b>
<b>NOTICE NO:</b>	<b>20/2021</b>
<b>AUTHORISED BY:</b>	<b>MUNICIPAL MANAGER: MG STRATU GARDEN ROUTE DISTRICT MUNICIPALITY</b>



# TENDERS/NOTICES/AUCTIONS

## MSUKALIGWA LOCAL MUNICIPALITY



### INVITATION TO TENDER/BID

Msukaligwa Local Municipality invites interested parties to tender / bid for the below bids. Bidders will be allowed to deposit the non-refundable fee of R596.22 cost of the tender document in the Municipality's bank account and email proof of payment to [ndlovu@msukaligwa.gov.za](mailto:ndlovu@msukaligwa.gov.za), OR purchase the document directly at Msukaligwa Local Municipality offices. Thereafter, the tender document will be sent to the Bidder by email. Bidders should provide a reliable email address when sending the proof of payment so that the Municipality will be in a position to send the tender document to the correct bidder. The completed tender document can be deposited into the tender box situated at the main entrance of Msukaligwa Municipality, Cnr Church and Taute Street, Civic Centre, ERMELO, 2350 OR can be sent back to the Municipality through Courier services. However, it should be noted that this is a third party arrangement and the municipality is not legally liable for any loss, damage or non-delivery of the tender document on or before the closing date of this tender.

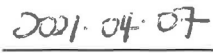
Below please find the Msukaligwa Local Municipality banking details in which payments must be made into:

BANK : FNB  
ACCOUNT NAME : MSUKALIGWA LOCAL MUNICIPALITY  
ACCOUNT NUMBER : 62822833267  
BRANCH CODE : 250655  
BRANCH NAME : ERMELO  
TYPE OF ACCOUNT : CHEQUE

We trust that you will find this in good order.

Tender No	Description	Compulsory Briefing	Closing Date	Enquiries	Tel No.
8/3-33/2020	Appointment of a Service Provider for the Provision of Security Services for a period of 36 months	20 April 2021 at 10:00 AT AJ Swanepoel Stadium	10 May 2021 at 12h00 pm	Mr E.M. Ndlovu SCM Enquiries  Mr F. Maseko Technical Enquiries	017 801 3542   017 801 3412

  
ACTING MUNICIPAL MANAGER  
MR S.I. MALAZA

  
DATE

# TENDERS/NOTICES/AUCTIONS



### BIDS/PROPOSALS ARE INVITED FOR:

BID NUMBER	DESCRIPTION	COMPULSORY SITE MEETING DATE, TIME & VENUE	REQUIRED CIDB GRADING	BID CLOSING DATE & TIME	NON REFUNDABLE FEE
ERW202007/TNDR-015	REPLACEMENT OF SELF-PRIMING AND HORIZONTAL END SUCTION PUMPS AT VARIOUS ERWAT WATER CARE WORKS: MANUFACTURE, SUPPLY, DELIVERY, INSTALL AND COMMISSION	Friday, 23 <sup>rd</sup> April 2021 at 10h00 At ERWAT Head Office, Hartebeestfontein Office Park, Kempton Park GPS: 26°01'11.58" S, 28°17'04.80" E	5 ME/4 ME EP	Friday, 14 <sup>th</sup> May 2021 at 12h00	R250.00

(SPECIFICATIONS AS APPROVED BY THE BID SPECIFICATION COMMITTEE IN TERMS OF PARAGRAPH 27 OF THE ERWAT SUPPLY CHAIN MANAGEMENT POLICY. This bid may be awarded to more than one bidder).

Bids will be evaluated in terms of ERWAT Supply Chain Management Policy, the MFMA SCM Regulations, the Preferential Procurement Policy Framework Act and its Regulations, 2017, the General Condition of Contract (GCC) and, if applicable, any other special conditions of contract.

ERWAT reserves the right to accept any bid or part thereof and does not bind itself to accept the lowest or any bid and not to consider any bid not suitably endorsed or comprehensively completed.

Bid proposals must be submitted in original and all the necessary information as requested must be included in the bid document. Bidders are required to submit all necessary compulsory documents with their Bid document. Failure to do so will lead in disqualification of the bid.

Any Bidding document received after the closing time 12h00 will not be accepted.

**Bid Documents will be available for download on the ERWAT Website, alternatively hard copies may be requested by email at [Soliwe.Mashale@erwat.co.za](mailto:Soliwe.Mashale@erwat.co.za)**

Any bidding document received after the closing time 12h00 will not be accepted.

**Bidders are also advised to wear the correct PPE when attending briefing sessions and site visit sessions at waste water care works**

Please take note: Only a number of fifty (50) people will be allowed to attend the briefing session, should more bidders attend, an alternative briefing session will be held right after the initial briefing session time for the remaining number of bidders.

You may confirm your attendance by email at [Publictenders@erwat.co.za](mailto:Publictenders@erwat.co.za).

Any Bidder attending the Briefing Session/ site visit, will be required to wear the full PPE, including the COVID PPE (Masks & Gloves).

All bidding entities must comply with the regulations made under the Disaster Management Act, 2002, published in the latest Gazette.

CONTACT PERSON	Ms Phumzile Mdalose
EMAIL	<a href="mailto:publictenders@erwat.co.za">publictenders@erwat.co.za</a>
SUBMIT BIDS TO	Bids must be hand delivered to the <b>BID BOX 2</b> situated at the address: ERWAT Head Office, Hartebeestfontein Office Park, Bapsfontein Road, R25, Norkem Park. Bids must be in a <b>SEALED ENVELOPE, CLEARLY STATING THE BID NUMBER AND DESCRIPTION</b> on the cover. Electronic and faxed bids are not acceptable.



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# My small BIZINESS

April / May 2021

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**SMMES**  
- Minister  
Khumbudzo Ntshavheni

To be  
**SUCCESSFUL**  
do only what  
**MATTERS**

The right type  
of **funding** for  
your startup



This Bill will  
help Gauteng  
SMMES grow  
- Premier  
David Makhura



**Spazas on  
backfoot**  
- Raza Msoo

As workers bank, we  
empower our communities  
- Ubank CEO  
Luthando Vutula



For comments and suggestions whatsapp or call : **078 178 0147**

Facebook Page: **My Small Bizness**

Email: [info@mysmallbiz.co.za](mailto:info@mysmallbiz.co.za)

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



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