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**BNM'S SUPPLIER & ENTERPRISE DEVELOPMENT**

# BNM Supplier and Enterprise Development programme

Our supplier and enterprise development programme has been developed to assist previously disadvantaged South Africans with funding and support to build their own successful small to medium enterprise (SME).

BNM endeavour to empower aspiring and ambitious entrepreneurs to build their own successful enterprise. By doing this we're not only helping to create and sustain jobs, but we're also making a meaningful difference to many families and communities in South Africa.

Our Enterprise development programme provides relevant support and skills for entrepreneurs who want to build a business or take their existing business to the next level. Through this programme, entrepreneurs received business development support, training and mentorship, giving them a launch-pad for growth and enabling them to create the much needed jobs.

During the 2018/2019 year we focussed on several new enterprises, as well as building on our previous success stories. We are proud of our track record in the building and mentoring our selected Entrepreneurs in all fields that we work with.

# Enterprise and Supplier development: Procurement support

Preferential procurement is another Supplier and Enterprise Development initiative at BNM. BNM is committed to supporting existing suppliers to improve their empowerment credentials and introducing small, medium, black-owned and black women-owned suppliers to the business.

BNM's strategic aims are to address the challenges facing small black-owned businesses by assisting these businesses in moving from being survivalist to being sustainable. Furthermore, in line with the strategy of building long-term relationships with its suppliers and partners, we focus our SD and ED efforts on emerging organisations in our greater supply chain.

Our strategy is to focus on financial assistance (including shorter payment terms) and guaranteed business.

# Enterprise and Supplier development: Procurement support

- Although there are many small SD and ED suppliers who BNM works with, we would like to focus on our new 100% black owned suppliers for this presentation.
- All suppliers in this presentation are over 51% black owned businesses with great potential. Our ED purchasing support aims to assist them to grow their businesses and reach their potential.
- ED suppliers will receive unique financing, basic business skill and mentorships or the infrastructure to build a successful business.

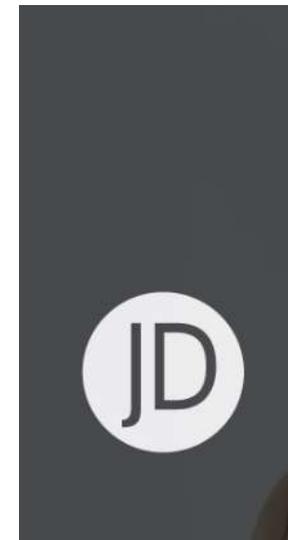
# Enterprises BNM have assisted

## ON-GOING ED SUPPLIERS

Kan Screen printers	(Screenprinters)
Hashtag Marketing	(Promotional Gifting)
Blue Line Express	(Couriers)

## NEW ED SUPPLIERS IN THE BNM PROGRAMME 2017/2018

JD	(Accessory Factory)
Danyal Moton	(Web Development)
CTC Sports	(Sports Clothing)



# KAN SCREEN PRINTERS

## Financial Assistance:

- Cash Donation to assist with much needed cash-flow and with moving into bigger premises to accommodate the growth and create capacity.
- Interest free loan in February 2016 to assist with cash flow of production expansion. This was converted into a cash donation in 2017
- Upfront payment on all of our orders placed with them.

## Non-Financial Assistance:

- Mentorship and business development from one of our Directors to the owners of KAN Screen printers.
- Business and Accounting support by spending time on site advising and implementing improvement strategies.
- On-going support with regards to business growth and development.
- Spend time with the Accounts Clerk looking at their Accounting System and advise on improvement and efficiency methods.



**Hashtag Marketing**, is a small start up business within the promotional items industry.

The company is a 51% black woman owned business. After struggling to compete in the industry, the owner contacted the BNM team to assist her in building a sustainable business.

## **Financial Assistance:**

- BNM gave Hashtag Marketing an Interest free loan to assist with cash flow of start-up (commenced October 2015).
- BNM assisted to Negotiate the highest supplier discounts with the major wholesalers.
- BNM has provided a full infrastructure including office space, warehousing, logistics, computers, IT facilities, telephones, and on-going training for 3 staff members at no charge
- BNM Provide all financial recording, creditor payment, debt collection so that they can focus on securing sales/marketing

## **Non-financial Assistance**

- Mentorship and business development from all three of our Directors to the Managing Director
- Business and Accounting support by spending time on site advising and implementing improvement strategies.
- On-going support with regards to business growth and development on an on-going basis.
- Assisting with VAT registration and all legal matters with regards to setting up a new business
- Staff training & skills transfer



Since May 2017 we have been supporting Blue Line Express by providing the following assistance:

### **Financial Assistance:**

- Interest-free loan, with no fixed repayment term of loan
- Providing them with 80% of our courier work to ensure their growth and subsequent increase in turnover
- Upfront payment on all of our orders placed with them.
- Lending at no charge the BNM Hyundai H100 for operational purposes.
- Selling them the BNM Hyundai H100 below cost
- Assisted with the development of a freight division

### **Non-Financial Assistance:**

- Assisted with black shareholder change from 51.4% to 87.4%
- Mentorship and business development from one of our Directors to the owners of World Connect Courier.
- On-going support with regards to business growth and development as and when needed.
- Spending time on their financials to advise on improvement and efficiency methods.
- Assisting with new business and meeting with their potential suppliers.

# JD

JD is a small BEEE level 1 registered company.

Jodi, a passionate entrepreneur and designer has been working for the past 4 -5 years to build his small enterprise into a sustainable business.

BNM approached Jodi at the beginning of 2018 to design and supply shwe shwe bow ties for client's project. We were impressed with his passion, quality and his 'CAN DO' attitude, which we believe is similar to the BNM business ethos.

In 2017 Jodi moved his operation from Hout Bay to Johannesburg CBD. He has managed to buy machines and train several unemployed people in the Johannesburg CBD and Soweto areas.

Jodi is an exciting young designer and has developed ranges of leather and Shwe combinations across various categories of accessories. The BNM team is working closely with him to develop ranges for our wide range of clients.

Jodi enjoys preferential payment terms with BNM.



# digidan - DANYAL MOTON



Danyal has been working with BNM on their development of web-sites and IT infrastructure for the past 7 years as an employee of a larger company.

In 2017, Danyal decided to on his own and start his own company and approached BNM to see if we could assist him to start his own IT and web development company.

We believe that Danyal is a great Web developer, and would be an asset to BNM, and have assisted him with the start up of his business.

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CTC Sports is a Cape Town based company, manufacturing workwear and promotional clothing items

CTC is also the only company in South Africa who manufactures cricket balls  
The Indwe Cricket Ball is manufactured using the highest quality process and hand stitched by our master craftsman.





BNM has assisted CTC sports with mentorship and business development, financial planning and support, as well as time on site advising and implementing improvement strategies

BNM has included CTC Sports into their supplier base, and they currently manufacture uniforms for one of BNM's blue chip clients.

