

Guide to: IMPLEMENT ENTERPRISE & SUPPLIER DEVELOPMENT (ESD)

1 DEVELOP/REVIEW ESD STRATEGY

Preparation

- ▶ Set ESD Targets (for Preferential Procurement, Supplier Development and Enterprise Development) in order to achieve the desired BEE Status of the organisation
- ▶ Analyse suppliers of the organisation and produce a Supplier Analysis Report
- ▶ Document the Business Model of the organisation. The documented business model is useful in informing the strategic ESD initiatives for the organisation. The business model should preferably be documented using the Business Model Canvas (*Based on the book: Business Model Generation, written by Alexander Osterwalder and Yves Pigneur*)
- ▶ Send the information above to workshop participants as pre-reading. Workshop participants to include supply chain staff, enterprise & supplier development specialists

Workshop • EXPECTED OUTPUTS:



ESD strategic initiatives



Agreed ESD targets



ESD Strategy Governance Model



ESD Strategy Monitoring & Evaluation Mechanisms

▶ Based on Workshop outputs, compile draft ESD Strategy document. The draft document should reflect an ESD Strategy:

- ▶ That is aligned to the organisation's vision and mission
- ▶ That contains ESD Targets that when attained, should result in the organisation achieving the desired BEE Status (Level 1, 2, etc)
- ▶ That spells out initiatives to help achieve the agreed ESD Targets
- ▶ That identifies and clearly allocates responsibility for achieving ESD objectives
- ▶ That proposes monitoring and evaluation mechanisms to ensure the achievement of the ESD objectives
- ▶ That is easy to communicate and roll-out throughout the organisation

COMPILATION

APPROVAL

- ✓ Securing inputs from workshop participants
- ✓ Producing 2nd draft
- ✓ Securing inputs from leadership
- ✓ Producing final ESD Strategy
- ✓ Sign-off of ESD Strategy by CEO/MD

2 Develop / Review ESD Programmes

▶ Based on approved ESD Strategy, design & develop ESD Programmes

▶ ESD Programmes sign-off

3 Implement ESD Programmes

▶ Recruit Beneficiaries in accordance with the criteria in the ESD Programmes

▶ Identify & implement relevant interventions for Beneficiaries

4 MONITOR & EVALUATE ESD PROGRAMMES

▶ Produce Monitoring Reports (Tracking progress against targets)

▶ Evaluate the impact of ESD interventions & produce Evaluation Reports