

The Mail & Guardian TFM Transformer's Forum delves into the complexity of 'Cross-Sector Procurement'.

Cross-Sector Procurement is rapidly becoming the Achilles Heel of Procurement. In-the-field feedback indicates that many organisations, by default, are falling short of their Preferential Procurement targets due to 'Cross-Sector Procurement'.

Primarily, those driving a B-BBEE Strategy must navigate their 'Cross-Sector Procurement' in a way that benefits their organisation in real time, as the overall impact of incorrectly evaluating or accepting a B-BBEE Certificate measured on an incorrect Code only becomes apparent at the time of verification. Today, managing an organisation's Preferential Procurement mandate is possibly the most complex and impactful of all measured elements on a B-BBEE scorecard.

All organisations have two things in common, in that each organisation is both a customer and supplier. Therefore, it is irrelevant whether you are assessing your organisation from a customer or a supplier perspective when the requirements of the Preferential Procurement scorecard are introduced into the mix. The result is that the customer/supplier relationship shifts from price and service to transformation milestones and the B-BBEE currency, otherwise known as B-BBEE Bucks. These two factors are essentially what drive business decisions and customer/supplier relationships in South Africa today.

The Mail & Guardian TFM Transformer's Forum, in collaboration with experts in the field of B-BBEE, will address 'Cross-sector Procurement' by presenting an array of acceptable outcomes for

QUESTION THAT WILL DRIVE THE FORUM

- 1 What is the B-BBEE Currency, otherwise known as B-BBEE Bucks?
- 2 How is Transformation managed in supply chain custody?
- 3 What is the applicable scorecard against which a supplier must be measured in 'Cross-sector Procurement'?
- 4 Across all sectors, what are the Preferential Procurement Recognition criteria, which identify the value of a supplier?
- 5 When receiving a B-BBEE Certificate or Affidavit from a supplier, how can the customer confirm that the supplier has been measured against the correct Code?
- 6 Would it be safe to only procure from organisations with a Status Level 1 to optimise an organisation's B-BBEE Bucks, otherwise known as Preferential Procurement Recognition?
- 7 What are the criteria which determine whether an organisation should

each Sector Code with useful references and special features. This Forum intends to guide organisations in navigating their 'Cross-sector Procurement' relevant to the threshold of each Sector Code, as well as the Weighting and Bonus Points applicable, including the Preferential Procurement evaluation criteria of each Code. The core intent of this Forum is to equip organisations to successfully navigate their 'Cross-sector Procurement', either as the customer or the supplier, to meet required targets and/or to make themselves as attractive as possible in order to increase their value to their customer.

be measured on a specific Sector Code versus the Generic Codes?

- 8 Can any verification agency issue a B-BBEE Certificate on any of the ten Sector Codes?
- 9 What qualifies a verification agency to issue a B-BBEE Certificate on a specific Sector Code?
- 10 What are the criteria which determine whether a supplier needs to present an Affidavit or CIPC Certificate?
- 11 Are there different requirements per Sector Code that must be taken into account to validate an Affidavit represented?
- 12 When is a SANAS Accredited B-BBEE Certificate required or deemed invalid?





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Panel of Experts



Mariska Harding is a **Technical Signatory and Verification Manager** at **Authentic Rating Solutions**; a SANAS accredited verification agency. She completed her BCom Law, LLB, LLM - General Private Law - Dip Aipsa degree at the University of Pretoria. Following five years of practising law, Mariska opted to shift her career focus to B-BBEE. With a good understanding of legislative law and in-depth knowledge of all the Codes, she has successfully overseen the verification process of organisations of all sizes, across most sectors. Mariska has a keen interest in training and development, which has encouraged her to share her technical knowledge and vast expertise with her clients and peers alike.



Brad Green, the founder of **B1SA**, a subsidiary company of the Signa Group, is an industry stalwart in the B-BBEE arena. Brad holds an MBA in Finance. His unique approach to transformation aims to drive strategic growth in line with best practice. His intimate knowledge of the Generic and Sector Codes, together with his ability to apply information technology, guided him to develop and take to market the first B-BBEE Management Software Solution in 2004. B1SA has the acumen and ability to support organisations in achieving their B-BBEE compliance targets through supply chain solutions. Between 2008 and 2013 B1SA was the technology supplier who developed and supported the Department of Trade and Industry's B-BBEE website portal. Following more than two decades in the B-BBEE arena, Brad's experience and unique perspective on transformation more than qualify him to provide practical guidance to organisations in successfully navigating their B-BBEE Strategy.



Israel L. Noko (LL.B, PGCert) is the **Founder and CEO** of **NPI Governance Consulting**, a leading B-BBEE Advisory and ISO9001 accredited consultancy. He passionately supports B-BBEE and social entrepreneurship, as he believes it is the cornerstone of economic transformation in South Africa. His focus is on developing and executing "business sense" transformation strategies that lay the foundation for organisations to transform organically. Over the past decade, Israel has built a wealth of knowledge across most business sectors in South Africa and has a solid reputation as an accomplished professional in the B-BBEE Arena.



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Saul Symanowitz is the **Managing Director** at **Sage BEE123** and holds BCom(Hons), LLB and LLM degrees. He is a qualified attorney by profession and is rated amongst South Africa's leading experts in the field of B-BBEE. Over the past decade, Saul has worked closely with numerous public, JSE listed and multinational organisations, guiding their B-BBEE implementation, strategy and policy development. Highly regarded as a thought leader by his peers, he presents, lectures and writes extensively on the topic of B-BBEE, transformation, with particular focus on Enterprise and Supplier Development.



Murray Chabant is a Chartered Accountant and is the **Chief Executive Officer** of **The Signa Group** specialising in the implementation of Private Equity as well as Employee and Broad-Based Ownership structures. His solid track record stems from implementing sustainable and financially feasible Ownership structures within multinational organisations, as well as large private and family-owned businesses. His unique ability to engage with stakeholders and communities alike supports organisations in driving their transformation agendas successfully. His fervor to bring about significant transformation in the South African business arena equips him to guide strategies aligned to best practice and sustainable outcomes.



Carina De Lange is the **Business Development Manager** and **B-BBEE Specialist** at **SkillsTech Solutions**. She has more than ten years of experience in the field of B-BBEE verification and has actively worked across all economic sectors. She has strong technical knowledge in all aspects of the Codes across all sectors. Her drive for meaningful and ethical transformation allows her to service her clients in line with legislative requirements effectively.

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Feel free to contact

DATE	Tuesday, June 4 th , 2019
TIME	08H30 for 09H00 to 15H00
COST	R1.975.00 per delegate (excluding VAT) ✓ TFM subscriber discounts apply. ✓ Multiple delegate discounts apply.
VENUE	Emperor's Palace 64 Jones Road, Kempton Park (Close proximity to the Gautrain)
	Each delegate will receive : ✓ Three issue subscription to TFM Magazine ✓ One month electronic subscription to the Mail & Guardian ✓ 'Cross-sector Procurement' at a glance. An A1 laminated poster featuring all Gazetted Codes including their unique features.