

EVENTS

BEEING COMPLIANT

Launched in 2018, BEEing Compliant was formed to effectively take B-BBEE out of the boardroom, nicely and neatly packaged so organisations can present it to their workforce in a less complicated informal setting. So complex are the Codes that most merely bury their head in the sand in the hope that others have enough knowledge to take the lead and drive the process.

The BEEing Compliant concept removes the complexity of B-BBEE. For organisations to leverage their B-BBEE investment, it is critical that their workforce is engaged in the process. However, without being able to distinguish the fundamental value of B-BBEE compliance in real terms, any attempt to persuade, educate or motivate a workforce will more than likely fail.

A B-BBEE Strategy will not realise its full potential without all sectors of business, across all occupational levels, supporting it. To leverage such support, each sector of the business must know the direction of the strategy, the rationale behind an organisation choosing B-BBEE as a business imperative and the value of having a favourable Status Level. However, for a workforce to be motivated and educated enough to measure the rewards B-BBEE can offer, they have to have a good understanding of the process.

BEEing Compliant addresses the shortfall our national workforce has in understanding B-BBEE, the potential it has to accelerate the sales cycle, the basis of Preferential Procurement Recognition and the competitive advantage it can offer.

- > 'B-BBEE Back to Basics' unpacks the journey of B-BBEE legislation, the measurement benchmarks in place, the benefits and consequences of a specific Status Level. It further highlights how customers evaluate their suppliers based on the criteria of their Preferential Procurement Scorecard.
- > 'The Transformation Sales Synergy' arms a Sales Team to sell their Preferential Procurement value as part and parcel of their offering. Moreover, it equips a Sales Team to enter the supply chain of their pipeline customers.
- > 'Competitor Analysis' demonstrates how an organisation achieves Preferential Procurement Recognition based on the overall score on their B-BBEE Certificate, which allocates a Status level and an associated Preferential Procurement Recognition percentage. To provide an 'apple for apple' analysis, each presentation is individually adapted to the sector in which an organisation operates and the specific Code they are measured on, with a comparison against their competitors. It arms an organisation with insight into their competitors B-BBEE performance and Preferential Procurement value.

This outcome either allows an organisation to sell their more favourable B-BBEE Credential or will identify gaps in an organisation's current B-BBEE Strategy that need to be addressed.

BEEing Compliant can be hosted either on or off-site. For further information on the BEEing Compliant tools contact info@readtfm.co.za.