



 shanduka
blackpages
Where Corporate Buyers Meet **Black Suppliers**

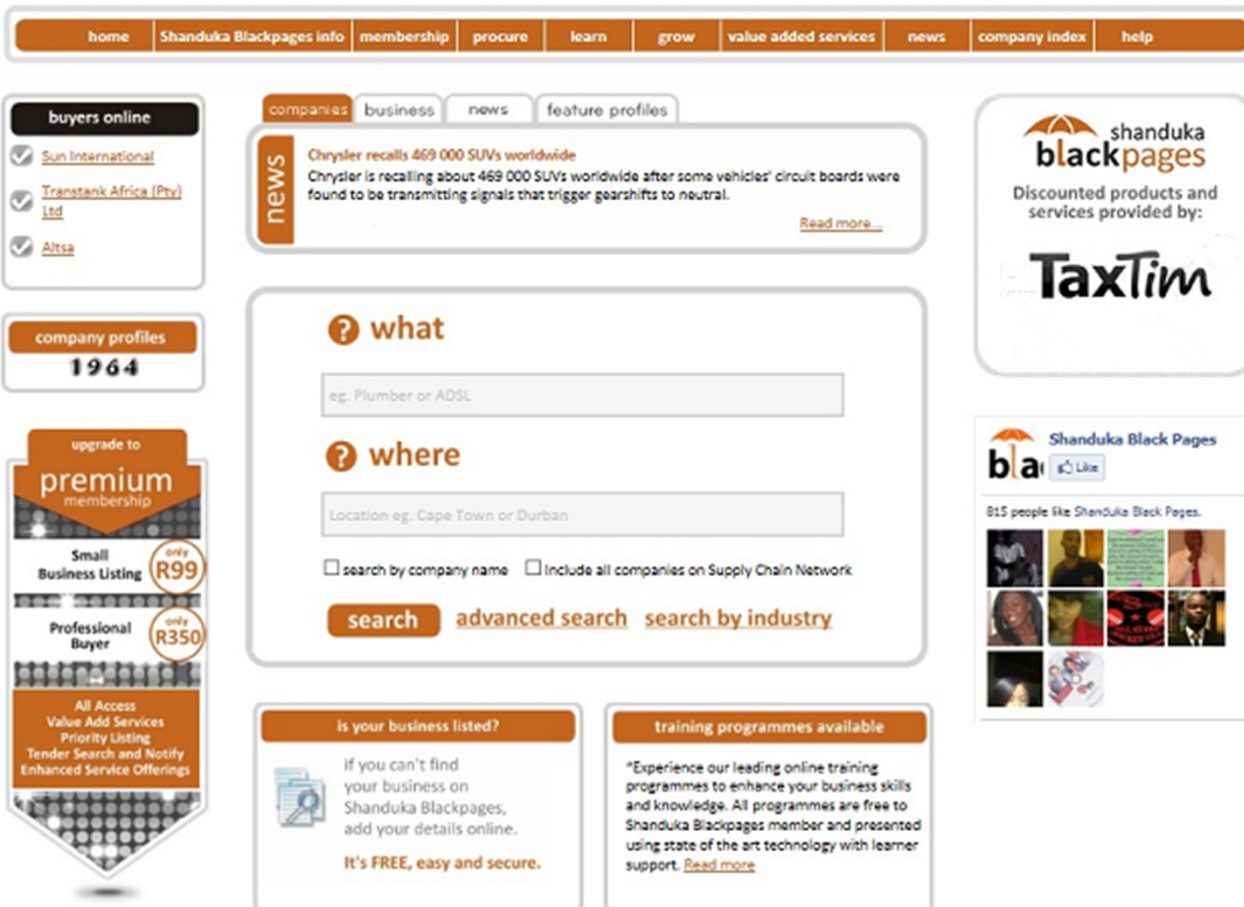
History



- SBU first launched the blackpages in 2010
- Procurement managers' definitive directory of 100% black-owned SMMEs
- Assist companies in diversifying their spend and supplier base
- Available in print and online editions (www.shandukablackpages.co.za).
- Print edition published annually for the last 3 years. Print run more than 40 000. Distributed with Finweek editions.
- Thousands of copies posted to procurement managers each year and provided to key Shanduka Black Umbrellas and **blackpages** stakeholders.

Functionality

Register Login



The screenshot displays the Shanduka Blackpages website interface. At the top, there is a navigation bar with links: home, Shanduka Blackpages info, membership, procure, learn, grow, value added services, news, company index, and help. Below the navigation bar, the main content area is divided into several sections:

- buyers online:** A list of active buyers including Sun International, Transtank Africa (Pty) Ltd, and Altsa.
- company profiles:** A section indicating 1964 profiles.
- premium membership:** A promotional banner for premium membership, offering Small Business Listing for R99 and Professional Buyer for R350.
- news:** A news section with a headline: "Chrysler recalls 469 000 SUVs worldwide" and a sub-headline: "Chrysler is recalling about 469 000 SUVs worldwide after some vehicles' circuit boards were found to be transmitting signals that trigger gearshifts to neutral." A "Read more..." link is provided.
- what/where search:** A search section with input fields for "what" (e.g., Plumber or ADSL) and "where" (Location eg. Cape Town or Durban). It includes checkboxes for "search by company name" and "Include all companies on Supply Chain Network". Below the search fields are buttons for "search", "advanced search", and "search by industry".
- is your business listed?:** A section asking if the user's business is listed and providing instructions to add details online. It states "It's FREE, easy and secure."
- training programmes available:** A section promoting online training programmes to enhance business skills and knowledge, noting that all programmes are free to Shanduka Blackpages members.
- Discounted products and services provided by:** A section featuring a logo for TaxTim.
- Social media:** A section showing a Facebook-like interface with the text "815 people like Shanduka Black Pages" and a grid of profile pictures.

- Procure
- Learn
- Grow
- Fund
- Value added services

Procure

Powerful technology to connect small and big business with one another:



Supplier

- Access to Markets – exposure to multiple corporates, public sector procurement professionals , other SMMEs
- Verified Profile with priority search
- One-to-one relationship for document management – refer numerous corporate requests for updated documentation to the online profile
- Easy to maintain online company profile
- BBBEE Self-Assessment Tool
- Access to a National Tender Bulletin

Procure

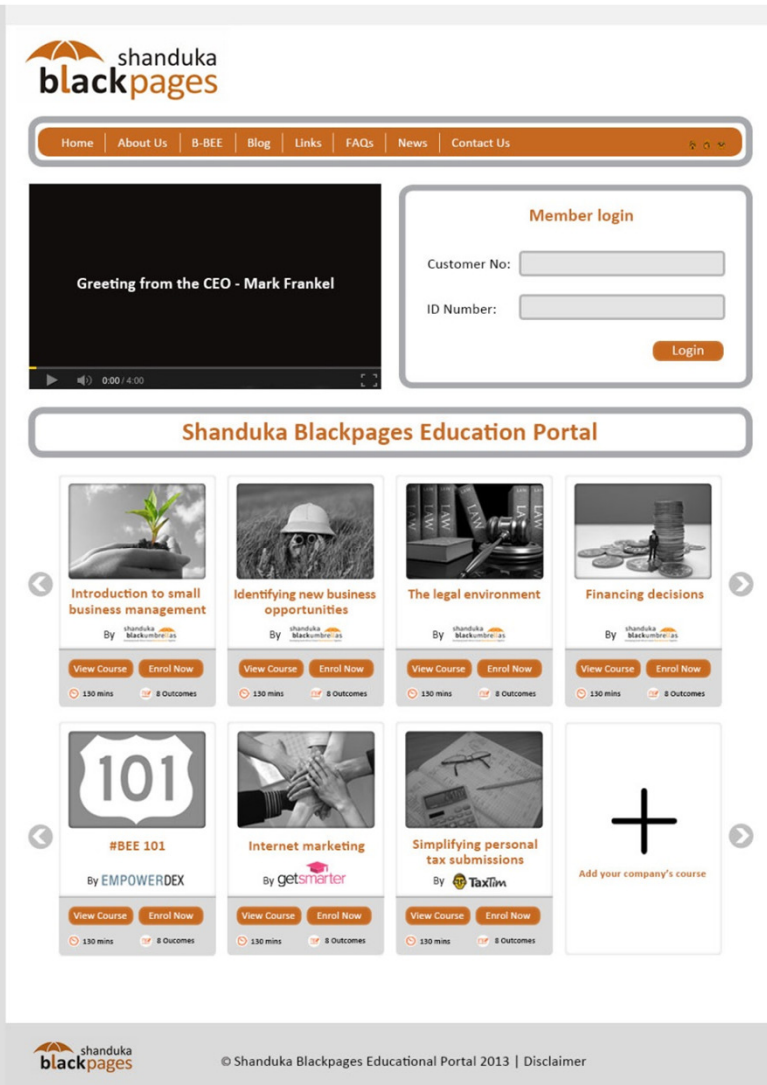
Powerful technology to connect small and big business with one another:

Buyer

- Supplier Discovery Tools and Filters
- Automate Document Management (i.e. BBEE, Tax Clearance, Documents)
- Price Discovery Tools
- Profile Score to separate good from poor
- Access to verified company profiles
- Paperless procurement processes
- Enables details profiles to be listed with supporting documentation.
- Reduce tender advertising costs



Learn

The screenshot shows the Shanduka Blackpages Education Portal. At the top, there is a navigation menu with links for Home, About Us, B-BEE, Blog, Links, FAQs, News, and Contact Us. Below the menu is a video player titled "Greeting from the CEO - Mark Frankel" and a "Member login" form with fields for Customer No. and ID Number, and a Login button. The main content area is titled "Shanduka Blackpages Education Portal" and features a grid of course cards. Each card includes a title, a "View Course" button, an "Enrol Now" button, and a duration of 130 mins. The courses listed are: "Introduction to small business management" (by shanduka blackpages), "Identifying new business opportunities" (by shanduka blackpages), "The legal environment" (by shanduka blackpages), "Financing decisions" (by shanduka blackpages), "#BEE 101" (by EMPowerDEX), "Internet marketing" (by getsmarter), and "Simplifying personal tax submissions" (by TaxTim). A fourth card in the second row contains a plus sign and the text "Add your company's course". The footer includes the Shanduka Blackpages logo and the text "© Shanduka Blackpages Educational Portal 2013 | Disclaimer".



- Premier online education service provider in South Africa
- Together with the University of Cape Town, they have educated and inspired over **15,000 South Africans** with online certificate courses
- Tertiary-level short courses including:
 - Small business management
 - Identifying new business opportunities
 - Legal environment
 - Financing decisions
 - Financial management
 - Human resources
 - B-BBEE compliance (Empowerdex)
 - Personal Income Tax submissions (Taxtim.com)
 - Microsoft Excel (from GetSmarter)



Grow

- An online enterprise development portal
- Enable selection of enterprise development beneficiaries from the SBP member base.
- Access tools to provide assistance in developing businesses online.
- Available to premium members only.
- Proposed functionality includes:
 - Mentor search
 - Mentee search
 - Mentor profile
 - Mentee profile
 - ED needs analysis
 - ED development plan
 - Scheduling tasks and meetings
 - Recording ED contributions

Fund

- An online funding portal for SBP premium members
- Access range of funding depending on needs of the business
- Commencing with:
 -  Edge Growth
 -  Anglo American Sebenza Fund
- Will add further funding service providers on board focusing on working capital and supply chain requirements





Value Added Services and Products



Sage Pastel
Accounting



TaxTim

- Service providers to provide discounted products and services to SBP members.
- Value Add Services to assist with compliance - Access to all SBP members at competitive rates.
- Discounted Products and Services – Business related products and services at competitive rates available only to Premium members.
- In discussion with Samsung and Bidauto

Advantages

- ☂ **100% black owned EMEs and QSEs**
- ☂ Automatic Level 1 with 135% procurement recognition factor
- ☂ Enable 20 out of 25 points available for procurement to be met
- ☂ Quality suppliers can be sourced and selected (premium members)
- ☂ Tools to record preferential procurement spend with copies of suppliers' BEE certificates
- ☂ All SBP EMEs and QSEs:
 - qualify as supplier development beneficiaries if included within supply chain (10 points)
 - qualify as ED beneficiaries (5 points)
- ☂ Tools to record verifiable supplier development activities
- ☂ Tools to assist in development of suppliers
- ☂ Shanduka Black Umbrellas Empowerdex certified as ED 3rd party service provider

THANK YOU



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