



Procurement Portal  
*A meaningful procurement enabler*

| The Business-to-Business network powered by Absa | 

*In association with*



# Background

- 5.6million business owners in South Africa
- 3.8million sole-proprietors
- 1.5million employ less than 5 people
- 300,000 employ more than five people
- In Brazil 80% of GDP is contributed by the SMME sector –  
whereas in South Africa the equivalent is only 45%
- This presents huge opportunities for economic and employment  
growth

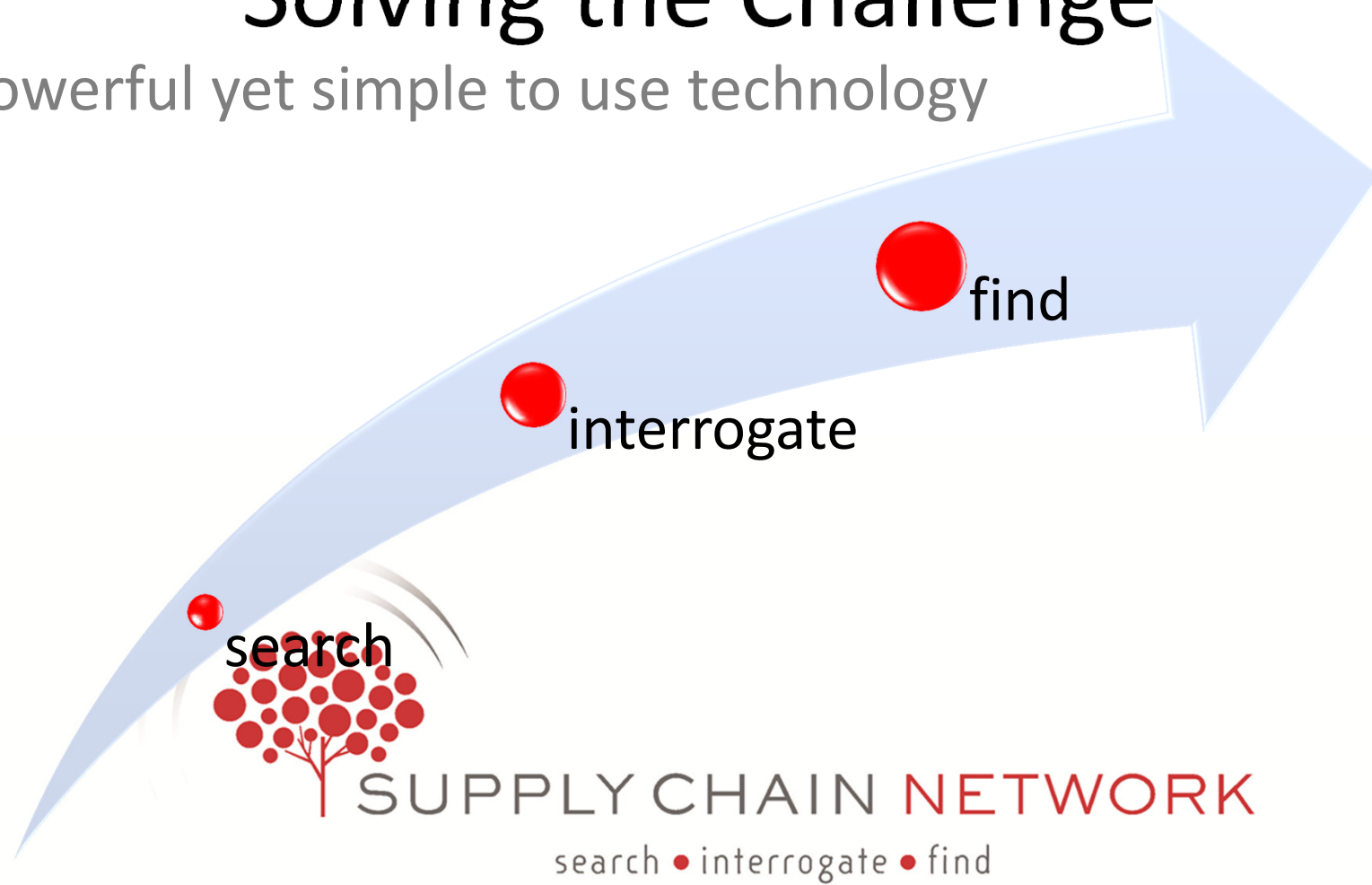


SUPPLY CHAIN NETWORK

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# Solving the Challenge

1. Powerful yet simple to use technology



# Solving the Challenge

2. Freedom of Association to promote widespread participation



# Solving the Challenge



3. Industry participation is seen as a critical success factor to achieve a sustainable solution



SUPPLY CHAIN NETWORK

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# Supplier Discovery

- Online Supplier Registration
- Comprehensive online Supplier profiles linked to Procurement requirements
- Search, Advanced Search, Smart Filters
- Differentiate between verified and not-verified suppliers
- Find suppliers by keyword, industry sector, empowerment credentials, company type, enterprise size, profile score, etc.
- Document Management Solution – automated reminders to suppliers about expiring documents – linked to profile score
- Profile score to differentiate between young versus more mature suppliers



SUPPLY CHAIN NETWORK

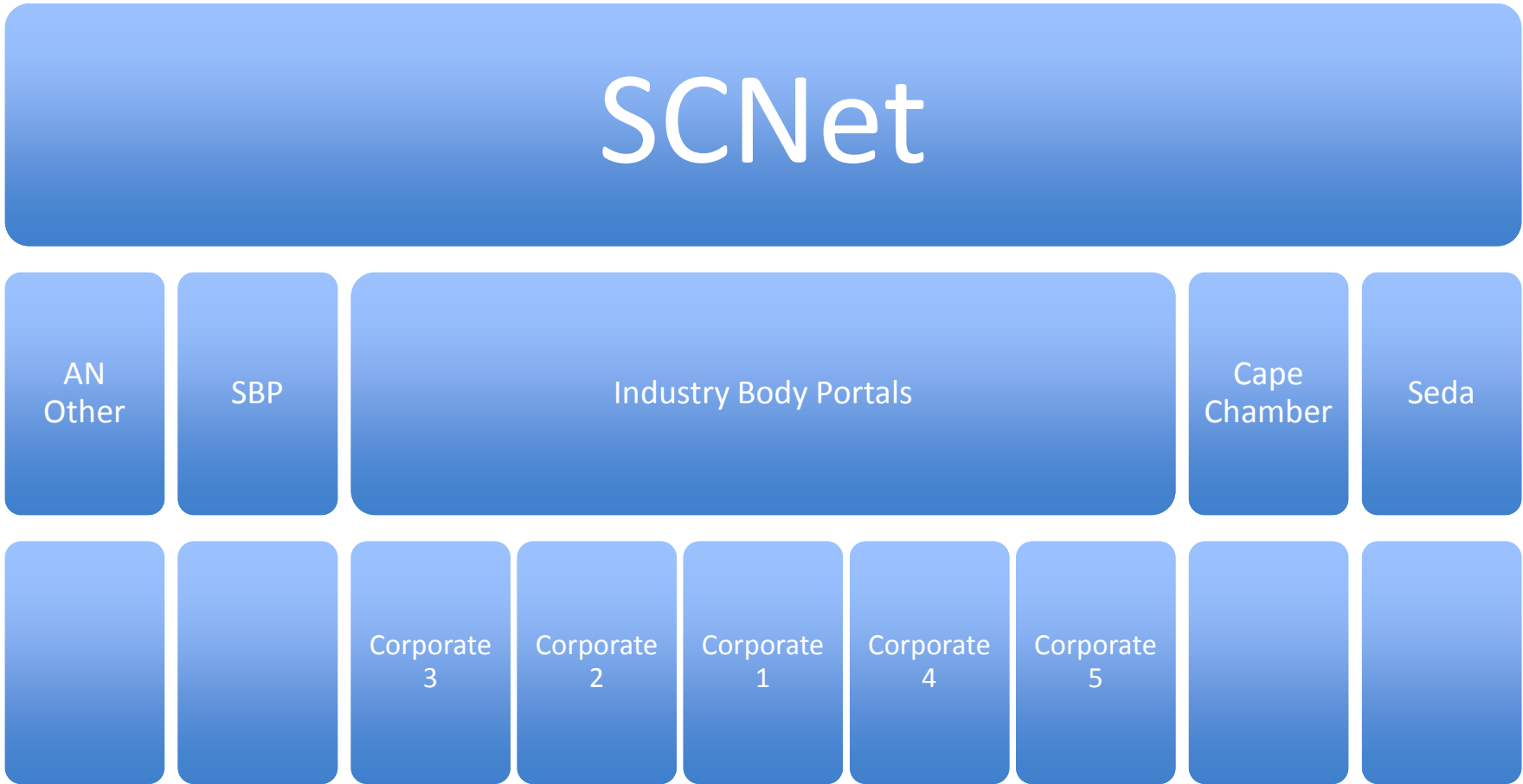
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# Price Discovery

- Tender Bulletin to advertise tender opportunities to all suppliers on the Procurement Portal
- Tender Bulletin – proactively push notifications to qualified suppliers
- Electronic Request for Quote technology – paperless with automated adjudication reporting, procurement rules and audit trail
- Adjudication templates including commercial and preferential procurement principles
- Templates
  - eRFQ - Request for Quote (Products)
  - eRFQ - Request for Quote (Services)
  - eRFP – Request for Proposal
  - eRFI – Request for Information
  - eAuction



# Procurement Portal structure



# Branded Portal – Shanduka Blackpages

The screenshot displays the Shanduka Blackpages website. At the top left is the logo with the text "shanduka blackpages" and "A Shanduka Black Umbrella's initiative". To the right are social media icons and "Register" and "Login" buttons. A horizontal navigation bar contains links: home, Shanduka Blackpages Info, membership, products, learn, grow, value added services, news, company index, and help. Below this, there are several sections: "buyers online" with a list of items (Zimbabwe, Unifone, Free State Treasury, C&A Finance); "company profiles" with a count of 2980; an "upgrade to premium membership" banner; a "NEWS" section with a headline about Obama's power initiative; a search section with "what" and "where" filters; and two promotional banners for Sage Pastel LegalWrite and Business Opportunities & Franchise Expo.

SOFTWARE SOLUTIONS NETWORK

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# Branded Portal – Cape Chamber

The screenshot displays the Cape Chamber website interface. At the top left is the logo for the Cape Chamber of Commerce and Industry. To its right is a graphic of stylized figures and the text 'CAPE CHAMBER OF COMMERCE AND INDUSTRY ENABLING BUSINESS'. Social media icons for LinkedIn, Facebook, and Twitter are in the top right, along with 'register' and 'login' buttons. A dark navigation bar contains links for 'home', 'Cape Chamber Info', 'membership', 'Procure', 'value added services', '"How to..."', 'some video', 'company index', and 'help'. Below this, there are several content blocks: a 'buyers online' section with links for Technology Agency, Bazaar, Enterprise Magazine, and Specialist Stocks; a 'company profiles' section showing 17753 profiles; an 'upgrade to premium membership' banner; a 'news' section with a headline about Glencore's ultimatum; a 'what' search section with an example 'Plumber or ADSL'; a 'where' search section with an example 'Loughlin rd - Cape Town or Durban'; and a 'Mediation before litigation' advertisement with contact information for the Cape Chamber.


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# Profile Scoring

company contact details map to location enterprise credentials enterprise documents board members trade references

**SIVE INFRASTRUCTURE SERVICES (PTY) LTD (SIVE-IS)**    

90% profile score

 A 100% BBBEE women empowered organisation born in 2008, of a desire to provide exceptional qualitative service, that is placed to develop into a diversified world class Solutions & Services provider in years to come. We take immense humility in being acknowledged and renowned as being a reliable and well organised organisation that provides individual attention to its clients.

At SIVE-IS, we pride ourselves in offering quality service, excellent support and leadership in and network solutions and services that will prove to enhance our clients overall experience and solutions needs.

# Procurement Portal Solutions

Supplier Discovery Tools

Price Discovery Tools

Vendor Master Data  
Management

Procurement Process Tools

Vendor Profile Reporting

APPLY CHAIN NETWORK

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# Biz-Link

- Matchmaking tool for Supplier/Buyer events
- Supplier days
  - Manage electronic invitations and RSVPs
  - Set up Meeting Scheduler

