



www.mb2institute.co.za

www.neds.co.za

The South African Economy

Of the 5.6-million SMMEs, 3.3-million were survivalist businesses, 1.7-million microenterprises and 554 000 small enterprises. Further statistics showed that 64% of the survivalists are run by women, while 98% of survivalist businesses are informal business.

Around 92% of microenterprises and 82% of the small businesses are black owned, 75% of microenterprises are informal businesses and 87.3% of small businesses are formal businesses. With 90% of jobs expected to be created by small businesses, Leshou reiterated the vital role played by SMMEs in the economy. SMMEs' contribution to GDP in 2007 was 35% – a target that will be increased to 60% to 80% over the next 10 to 15 years.

Source: SEDA

Value-Added Service Offering

Broad-Based Black Economic Empowerment

Value to the Corporate BBBEE Scorecard
As a consulting team, more than 100 years
BBBEE Experience

Employment Equity & Skills Development

More than 40 years Expertise in Employment Equity
and Skills Development

Preferential Procurement & Enterprise Development

More than 40 years Experience in
Adding Value to Enterprise Development)

Add Value to the Enterprise Development partnerships within which the increasing spend on BBBEE Suppliers in general, and Black SMMEs (Black-owned, Women-owned and Disability-owned) in particular.

MB2 The Added Value ESD Partner NEDS Success (1)

MB2: ENTERPRISE DEVELOPMENT SOLUTION

MB2 National Consulting Network



MB2 has successfully Mentored and Developed more than 180 sustainable SMMEs (R250m in ED Funding) in less than 10 years across Financial Services, Building & Construction, Liquid Fuels, Automotive, Retail and other South African sectors.

The MB2 BBEE Experience Base

- MB2 has a National Consulting Network
- Value to the Industry-Specific BBEE Scorecard (BBEE Level 1)
- As a consulting team, more than 100 years BBEE Experience
- More than 40 years Expertise in Employment Equity and Skills Development
- More than 40 years Experience in Adding Value to Enterprise Development
- Add Value to the Enterprise Development partnerships within which the increasing spend on BBEE Suppliers in general, and Black SMMEs (Black-owned, Black Women-owned and Black Disability-owned and Cooperatives) in particular.

MB2's NEDS Model & Competitive Advantage

NEDS
National Enterprise Development Strategy

Entrepreneur / Businesses Driving Factors

Industry Driving Factors

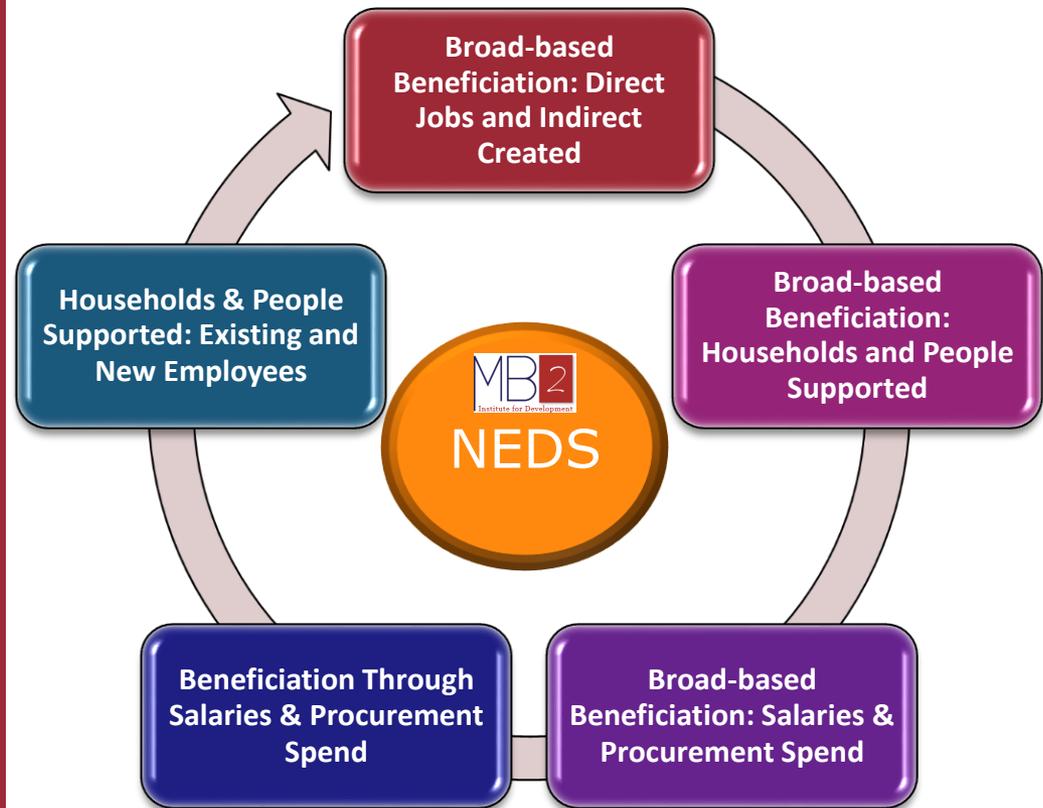
Macro-Economic & Political factors

← Building Sustainable Black SMMEs, based on ESD Investment Partnerships →

Competitive Advantages	MB2ID
Product - Business Development Support Services	Comprehensive Bespoke ED Support
PPP Business Development & Linkages	Network in Place
SMME Sustainability Platform	Proven Model
SMME Structural Dimensions	Bespoke Tailor-made Disruptive
Socio-Economic Dimensions	Measured In-depth Outcomes
Service Levels	Flexible, Dynamic & Intensive
Price	20% Below Market-Related
BBBEE	Level 1 (100%)

NEDS Socio-Economic Benefits

- MEASURABLE OUTCOMES OF MB2ID'S NEDS
- Broad-based Beneficiation: Direct Jobs and Indirect Created
- Broad-based Beneficiation: Households and People Supported
- Broad-based Beneficiation: Salaries & Procurement Spend
- Beneficiation Through Salaries & Procurement Spend
- Households & People Supported: Existing and New Employees



MB2ID Comparative Analysis

MB2: ENTERPRISE DEVELOPMENT VALUE ADDED DIMENSIONS VS COMPETITORS

#1	Price	✓
#2	Product	✓
#3	Service Levels and	✓
#4	BBBEE	✓

Our Contact Details

P O Box 313, KASSELSVLEI, 7533

Tel: +27-21-952-6439

Fax: 086-684-0077

Cell: 082-565-9390

E-mail: bkn@mweb.co.za

COMPANY REG NO: 2005/114283/23

TAX NUMBER: 9785/834/14/5

VAT NUMBER: 4840226544



www.mb2institute.co.za

www.neds.co.za