

Grassroot Focus

ADDRESSING THE NEEDS AND CHALLENGES OF EMERGING BLACK ENTREPRENEURS

In this issue

TISA speaks to SABEF
at the JSE, Sandton

SABEF's PREMIUM
MEMBERS:

- Manong & Associates
- Nyamezela Group
Companies

SABEF REFERRAL
OPPORTUNITY

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SABEF Welcomes Trade and Investment South Africa

SABEF and Allan Gray hosted eight successful sessions of the Business Leadership Club on Friday, 9 April 2010 at the Johannesburg Stock Exchange (JSE), Sandton.

Themed, "Business Opportunities during the 2010 FIFA World Cup", the event was attended by over 300 entrepreneurs to hear about opportunities to the emerging black business sector presented by Trade and Investment South Africa (TISA). The keynote speaker was the Deputy Director General of TISA, Honorable Iqbal Meer Sharma. Other prominent speakers at the function included, Max Moyo of Allan Gray Limited, SABEF President Lebo Gunguluza and Peter Metcalfe, Chairman of the Foundation for the Development of Africa.



Honorable Iqbal Meer Sharma of TISA said the emerging business sector in South Africa should look forward to more opportunities after the World Cup due to an influx of partnerships, potential investors and new business opportunities presented by the world's greatest sporting event. Sharma was very excited by the SABEF initiative and is willing to invite international companies to come onboard, aiming to empower SABEF members.

SABEF would like to thank all its guest speakers, delegates, staff and anchor sponsor, Allan Gray for making this event a huge success. For more information about upcoming events, please visit the website: www.sabef.co.za

Corporate Affairs Team
SABEF Head Office, Lonehill

Manong & Associates (Pty) Ltd



Year founded: 1995

Founding Director: Stanley Manong

Nature of Business: Consulting Civil, Structural & Developmental Engineers

Branches: Headquartered in Cape Town with branches in all major cities of South Africa, except Durban and Bloemfontein

Milestone: Runner-up in the 2002 South African Institute of Steel Construction Merit Awards.

Company Profile

At the core of the reconstruction, development and transformation of South Africa, is the concept of improving the lives of ordinary people. This is a direct challenge to the Civil Engineering practice.

Founded in 1995 by Stanley Manong, Manong & Associates have over the years evolved from a firm initially specialising in developmental projects such as the urban renewal of Black Townships, to a firm currently specialising in more challenging and demanding projects, such as the design of Airport Runways and Taxi-ways.

As the firm initially operated from Cape Town only, most of its projects were community-based, such as the upgrading and renovation of community centres. With now having offices throughout South Africa, this has enabled some national clients to extensively utilise the services of the firm. "Since we started designing our first bridge on the Stanhope Road in Claremont, Cape Town in 1998, our firm has been involved in the design of numerous bridges in the Eastern Cape. The Telle Bridge Road Project near Sterkspruit in the Eastern Cape has a total of 17 bridges and cell structures over a length of 23 km. The total cost of the project was R150 million," says Monong.

In 2001, the company was appointed as the structural engineers for the Civic Centre upgrade in Cape Town. The project entailed converting the old council chamber floor into a new horse-shoe shaped auditorium suspended on a steel frame with a "conical" feature mounted on the steel roof.

"Recently our firm has been involved in Coastal Engineering-related projects at the Victoria and Alfred Waterfront in Cape Town and on Robben Island. At the Waterfront, our firm was responsible for the design of all structural elements for the Nelson Mandela Gateway to Robben Island. The most interesting feature of the building is its foundation, which is embedded in the ocean," adds Monong.

He adds that all the achievements and successes would not have been possible without the wonderful support of various clients.

The company owes its success to the dedication and professionalism shown by staff in executing their work. "We attribute this high level of dedication mainly to our Human Resource Development Policy. This encourages our staff to further their studies and aims to promote deserving junior staff members into senior management positions," concludes Monong.

For more information about Manong & Associates, please visit www.manong.co.za

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WBS RATED NO.3 BUSINESS SCHOOL IN SOUTH AFRICA FOR 5 CONSECUTIVE YEARS 2004-2008 (Marketer/Sunday Times Top Brands Survey)
WBS RANKED NO.45 IN THE FINANCIAL TIMES 2011 GLOBAL EXECUTIVE EDUCATION SURVEY

Nyamezela Group Companies (Pty) Ltd



Year founded: 2003

Founding Director: Matsotso Vuso

Nature of Business: Business Advisory Services, Energy Optimisations, Consulting Engineering Services, Properties and Investment Services Products/Services:

Number of employees: 150

Branches: Gauteng: Johannesburg, Western Cape: Milnerton Ridge, Limpopo: Polokwane

Turnover: R18 million per annum

Company Profile

Nyamezela Group Companies offer a combination of multidisciplinary services from engineering, business advisory to energy optimisation solutions. The company houses skilled professionals and is geared towards a greener business environment. “We are committed to shorter lead times and flexibility, cost effectiveness and a high level of client satisfaction, amongst others. The company ranks professional ethics over expediency. Confidentiality over client information and documents is maintained,” says Matsotso Vuso, the company’s Director.

Subsidiaries

a. Nyamezela Business Advisory Services (Pty) Ltd.

- Tax Consulting – Tax Compliance and Planning
- Corporate Governance Services – Internal Audit and Risk Management
- Management Consulting – Public Sector Finance, Accounting and Finance, Information Technology, Organisational Reviews, Project Management, BEE Advisory Services, Corporate Restructuring
- Forensic Services – Investigation, Commercial Disputes, Fraud Investigation, Regulatory Disputes
- Corporate Finance – Valuations, Mergers and Acquisitions, Due Diligence Investigation, Financial Modeling Assurance: Statutory Audits, IT Audits

b. Nyamezela Consulting Engineers (Pty) Ltd.

- Civil Engineering Services
- Electrical Engineering Services
- Architectural Services
- Project Management
- Environmental Engineering Services

c. Nyamezela Energy and Minerals (Pty) Ltd.

- Energy Optimisation Audits
- Metering Billing Products: AMI
- Virtual Meter Readings: electricity, gas and water
- Load-side Energy Saving Intervention for machinery, lighting, refrigeration and air conditioning.

d. Nyamezela Properties (Pty) Ltd.

- Property Management
- Project Management
- Construction
- Consulting Services
- Property Investments

Creating Wealth Through Partnerships

What is the SABEF Referral Opportunity?

SABEF Referral Opportunity is the largest discounted fee-for-services programme of its kind in South Africa. Eight out of ten SMMEs in South Africa are uninsured or lack proper operational infrastructure, such as telephone lines, internet connectivity or even office space. For SABEF Independent Network Partners or IPNs (member SMMEs) and Strategic Partners (South Africa's prominent service providers), this presents the opportunity of a lifetime! SABEF Referral Opportunity programme saves member SMMEs millions of rands each year, on essential costs ranging from internet connectivity, telephone lines, business insurance to flights, car rentals and hotel bills.



Three steps to success

Three ways to create the wealth you want: SABEF's unmatched Compensation Plan puts you in control of your commission. Check out the following three ways to earn with SABEF's Referral Opportunity:

- SMME Bonuses: Market a SABEF membership and receive immediate commission income, plus ongoing compensation for all active members for as long as you are a SABEF Independent Network Partner.
- Personal Group Volume Bonuses: Receive override commissions when others in your organisation enroll new SABEF Independent Network Partners.
- Organisational Volume Bonuses: Receive residual compensation on your personal and organisational membership sales for as long as they stay in effect.

Compensation Plan

Our unmatched Compensation Plan provides a clear and simple road to accomplish everything your business needs. A full 50% commissionable volume on each product sold through SABEF goes straight back to commission payments. The six club levels to earn commissions are as follows:

Beginners Club 100 | Executive Club 250 | Achievers Club 500

Millionaires Club 1 000 | Billionaires Club 5 000 | President's Club 10 000

A large advertisement graphic for SABEF. The background features a stylized, low-angle view of modern glass skyscrapers against a yellow and green gradient sky. The SABEF logo is in the top left corner. The main headline is 'GROW YOUR BUSINESS WITH SABEF'. Below it, a paragraph describes SABEF's mission. A box lists 'SABEF Key Activities include:' followed by several bullet points. At the bottom, contact information is provided.

SABEF
SOUTH AFRICAN
BLACK ENTREPRENEURS
FORUM

Promoting, Inspiring & Growing
Entrepreneurship

www.sabef.co.za

GROW YOUR BUSINESS WITH SABEF

South African Black Entrepreneurs Forum (SABEF) is the voluntary organisation whose mission is to promote, inspire and grow entrepreneurship in the black communities as the source of poverty alleviation, job creation and economic growth in South Africa.

SABEF Key Activities include:

- Development & Networking Programmes
- Entrepreneurial Research and Development
- Broad-based BEE and Enterprise Development Consulting
- BEE Verification for SMMEs and Corporate South Africa
- Entrepreneurial Training and Mentorship

For Partnership opportunities and Membership enquiries,
please contact SABEF Head Office
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www.sabef.co.za