



Small to Medium Enterprise (SME) Incubators and Support Programmes

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Absa Centres of Entrepreneurship

Footprint: National



Absa's Centre of Entrepreneurship in Newtown, Johannesburg has helped over 1500 budding entrepreneurs since its launch in 2013

Thanks to the Centre's free access to basic communications technology, business support services – including consultations, business facilities and infrastructural support – it has effectively assisted entrepreneurs who cannot afford the massive initial overheads associated with starting a business.

Absa now operates eight Centres of Entrepreneurship across South Africa. The Newtown centre is the flagship and sets a new standard that will inform the way in which the other Entrepreneurship centres will be remodelled.

The bank also provides a Procurement Portal, hosted by Supply Chain Network (www.schnet.co.za). It is a virtual marketplace that connects SME suppliers with Blue Chip companies and government bodies. This Portal has allowed the growth of the more than 23 000 SMEs and 3450 Corporate buyers registered.

Cost

Services provided at the Centres for Entrepreneurship are at no cost to the entrepreneur.

Contact Details

General Enquiries Tel: 08600 08600

Email: absa@absa.co.za

Website: www.absa.co.za

Anglo Zimele Small Business Hubs

Footprint: National



Anglo American enterprise initiative – Zimele – has been operating for 25 years. A network of 22 small business hubs across the country are based both within the communities Anglo operates in and labour-sending areas around the country. It provides affordable funding, training, mentorship and skills development for entrepreneurs and business owners.

A [list of the hubs](#) can be downloaded here, but it is not known how up to date the list is. No further information can be found on the hubs.

Website: southafrica.angloamerican.com

Aurik

Footprint: Gauteng, Western Cape, Northern Cape, Mpumalanga



Aurik business accelerator was born in 2002 from a genesis of starting, investing in and building small businesses into medium-sized businesses and then selling them. Through this experience, Aurik has the knowledge and expertise to build the entrepreneur's business into an Asset of Value.

Aurik also builds and implements supplier development programmes for corporate clients. The company has sourced over 28 000 small-medium businesses through supplier development campaigns, selected 8% of the sourced entrepreneurs for development support, achieved an average annual growth rate of 78% of the suppliers in the development programme and operated programmes on a multi-national basis.

Entry Criteria

Aurik assists early stage growth businesses, not start-ups or turn-arounds.

Cost

Fees are dependent upon the nature and duration of the support provided, which is always customised and one-on-one.

Contact Details

Tel: 011 447 5575

Email: operations@aurik.co.za

Website: www.aurik.co.za

Awethu Project

Footprint: Greater Johannesburg



The Awethu Project describes itself as the most progressive, young, Black and innovative entrepreneurship development company in South Africa. This micro business incubator uses its unique style of hands-on entrepreneurship to combine people, ideas and capital to build the SMEs South Africa needs.

Founded in 2009 by Yusuf Randera-Rees, a South African graduate of Harvard and Oxford, the Awethu Project has incubated over 500 entrepreneurs and developed some of the world's most innovative models for investing in SMMEs. It raised significant funding from Government partners, including National Treasury's Jobs Fund and the IDC's Small Enterprise Finance Agency (sefa), and corporate partners, including Discovery, Accenture and General Electric.

How the programme works

The Awethu Project uses a ground-breaking model to identify high potential individuals that either want to start up businesses, or are currently running businesses, and want to see them grow. It caters to individuals who want to be successful entrepreneurs, but realise the importance of upskilling themselves before venturing out into the unfamiliar territory of entrepreneurship.

Should an entrepreneur be selected for the programme, if they do not already own a business, they are required to start a micro business in order to remain in the programme.

In his team, the entrepreneur will work with an Awethu Business Associate who will mentor him during the 24 week Incubation Programme. This programme includes a business course comprised of at least 20 practical business modules that will provide the entrepreneur with the tools, skills and experience needed to ensure he is building a business that becomes an asset.

During the 24 week programme the entrepreneur also has access to the following:

- Business Tools needed to run a successful, formalised micro enterprise.
- Access to Funding – each incubate has access to a maximum of R5 000 start-up capital to help start/grow his micro business.

Selection Criteria

- Basic computer skills and access to the internet.
- Ability to communicate in English.
- Must be able to meet with his Business Associate weekly during office hours.
- Attendance at weekly training sessions, which last 3 hours, over a 24 week period.

Cost

- R100 application fee for entry to the Awethu Launch Pad (here the entrepreneurs learn how to assess the viability of their business ideas, create a business plan and be assessed in order to determine whether they meet the minimum entry requirements).
- If they are accepted into the Incubator, the cost is R500 for the first 12 weeks.
- Based on their performance during the first 12 weeks, they will progress to the remaining 12 weeks, which will cost a further R500.

The programme is worth over R45 000, which is covered using funding received from the Jobs Fund.

Contact Details

Tel: 011 024 1606

Email: info@awethuproject.co.za

Website: www.awethuproject.co.za



Microsoft BizSpark gives software development start-ups access to Microsoft software development tools and training, connects them with key industry players, including potential customers and investors, and provides marketing visibility to help entrepreneurs with their early stage tech business... for mahala.

Beyond this, the BizSpark Accelerator programme, in collaboration with the South African government's Jobs Fund, works very closely with qualifying start-ups to give them everything they need to reach the next level of success... faster. External experts guide these businesses through the development process by offering support and mentorship in areas including technology best practice as well as human resources, financial management and growth charting.

By joining the BizSpark network of start-up tech entrepreneurs and partners, the entrepreneur and his business can enjoy the benefits of their wisdom and Microsoft's development tools. The entrepreneur will gain access to:

Mentoring and Support: BizSpark has partnered with powerful software businesses to create a platform for mentorship and sharing of valuable business insights.

Markets & Exposure: The entrepreneur will get free one-year Windows Store and Windows Phone developer accounts where he can promote and distribute his apps, and Microsoft's partners will help him gain visibility in the market.

Selection Criteria

The programme is based on the hope that by providing the crucial technology and business support and tools needed at this early stage, it will help prepare the next generation of start-ups to become the leaders in exporting technology IP, and also in helping to drive South Africa's growth.

In order to qualify for the programme:

- The business needs to be less than 5 years old.
- The entrepreneur/s must be developing a software product or App.
- The business must be privately held.
- The business must generate less than R5m in annual revenue.

Cost

Any assistance received during the 3-year programme is at no cost to the entrepreneur.

Contact Details

Email: bizsparksa@microsoft.com

Website: www.bizsparksa.co.za

Branson Centre of Entrepreneurship

Footprint: Greater Johannesburg

The Branson Centre of Entrepreneurship is an initiative of Virgin Unite, the non-profit foundation of the Virgin Group. The Centre focuses on providing aspiring entrepreneurs who have started a business with the skills, opportunities and inspiration they need to succeed.



Programmes are designed to help businesses develop and grow and, in turn, stimulate the economy. The centre does not provide funding, but assists entrepreneurs with:

- **Access To Knowledge:** A Vital Hub For Entrepreneurs To Access Training And Mentorship
- **Access To Networks:** A channel to access local and international business communities, peer and industry networks, and the economic cluster of governments
- **Access To Markets:** A platform to showcase entrepreneurs both locally and internationally, and to access procurement opportunities
- **Access To Resources:** A link for entrepreneurs to access finance and professional services

Selection Criteria

The programme is aimed at innovative and creative people with an entrepreneurial track record, as well as outstanding leadership and interpersonal skills, who are ambitious to drive their business to success. The Centre offers a fun space for like-minded entrepreneurs to come together and share their energy, ideas and challenges, and it actively seeks out individuals who can contribute positively to this network.

The entrepreneur must have a business that is operational. Small and growing businesses that plan to establish strong financial or social and environmental credentials are the best fit for the Centre.

Cost

The programme is provided at no cost to successful applicants.

Contact Details

Tel: 011 403 0622

Email: Enquiry form online

Website: www.bransoncentre.org/SouthAfrica

Business Partners Limited

Footprint: National

Business Partners Limited (BUSINESS/PARTNERS) is a specialist risk finance company for formal small and medium enterprises (SMEs) in South Africa and selected African countries. The company structures unique, individualised financing solutions to offer entrepreneurs maximum flexibility to suit their needs.



Mentorship and Consulting Services

BUSINESS/PARTNERS Consulting and Mentorship Services harnesses the business expertise and wisdom of senior business and professional people, making their services available to entrepreneurs in small and medium enterprises.

Services offered

Counselling: The mentor fulfils the role of a business counsellor to the entrepreneur, covering the full spectrum of management functions, depending on the nature and size of the business.

Specialised assistance: Consultants may be required to provide specialised assistance in areas such as budgets, administration, credit control, cash flow, information systems, marketing, human resources, production, and other business activities such as expansion, installing a new plant or an accounting system.

BUSINESS/PARTNERS Consultant and Mentor Services will as far as possible, try to match the mentor with the appropriate expertise and skills to the needs of the particular business.

Sectoral assistance: Consultants or Mentors with specific knowledge of businesses may be required for example, to assist a specific type of business such as a restaurant, hotel, bakery, butchery, supermarket, garage, or businesses in security, manufacturing, trading or services.

Turnarounds: Mentors may be required to get involved in businesses in financial trouble, to assist in turning these businesses around to profitability. This would be short to medium term intensive involvements which would require out of the ordinary arrangements with all parties concerned.

Cost

Consultants or Mentors charge a pre-arranged hourly or daily rate for their services. For more information or to apply for mentorship, call us on 0861 763 346 or use the [online application form](#).

Entrepreneurs Growth Centre

While entrepreneurs need money to start their businesses, BUSINESS/PARTNERS has long since realised that they also need information, tools and support to keep those businesses running and turning profits.

By launching the Entrepreneurs Growth Centre, a national entrepreneur advisory helpline, BUSINESS/PARTNERS wants to bridge this gap, by bringing the information needed to run a successful business to the entrepreneur.

Contact Details

Tel: 0861 763 346

Email: enquiries@businesspartners.co.za

Website: www.businesspartners.co.za

Business Place

Footprint: Gauteng, Western Cape



The Business Place Network has been designed to enable maximum impact, growth and leverage of SMMEs through its holistic eco-system approach.

TBPN provides SMEs with the products, services and skills that they require. Partnering with key players in the enterprise and supplier development space, it is able to “connect” entrepreneurs with these specialists – helping them plot a sustainable course for the start-up or growth of their businesses and realise their business dreams.

TBPN offers entrepreneurs the convenience of one-stop shop walk-in centres strategically located across the country.

Core services offered to entrepreneurs include:

- Co-ordinated business support, such as financial management assistance, secretarial services, business consultancy and more
- Incubation
- Mentorship
- Market linkages
- Financing interventions

Building strong links

The Business Place Network’s model is brought to life through the combination of supporting partnerships with government and corporates, and co-locating partnerships with players in the enterprise and supplier development space. Co-locating partners are located at each site and are on hand to advise, support and enable entrepreneurs.

The Business Place Network currently manages [7 SMME hubs](#) in Gauteng and the Western Cape.

Cost

Small start-ups pay a monthly rental fee for office space and are then provided with training and mentorship at no cost to them. Any business services such as financial book-keeping, tax advice and secretarial services are provided at highly subsidised rates.

Contact Details

Tel: 011 833 0340

Email: info@thebusinessplace.co.za

Website: www.thebusinessplace.co.za

Cape Innovation and Technology Initiative (CiTi)

Footprint: Cape Town



The CiTi, formerly known as the Cape IT Initiative, was founded as a non-profit organisation in 1998 by a broad group of industry stakeholders and inspired citizens. Their vision was to develop Cape Town and the region as a global technology cluster and a vibrant hub for innovation that is a significant contributor to economic growth.

VeloCiTi-Y

This programme is for would-be entrepreneurs who have an awesome business idea, but aren't sure about how to get it out of the starting blocks. VeloCiTi - Y can help assess the practical and financial viability of the business idea, and help the entrepreneur make any tweaks to ensure his success. The entrepreneur will also be taken through the steps needed to register and establish his business.

The entrepreneur must commit to 12 four-hour sessions held over the course of six months.

VeloCiTi

This programme is for entrepreneurs who have started their business and want to lay a solid foundation for the business. VeloCiTi will help the business owner to implement the right systems and processes to ensure his business is run profitably and sustainably.

Business experts will start by analysing the business to identify its strengths and areas that need attention. Then, they will help the entrepreneur develop a specific action plan, tailored to his start-up's requirements. These could include looking at finances, operations, marketing, sales and HR. Ongoing mentoring and regular business analysis will help track his progress, hold him accountable and keep the programme relevant.

The entrepreneur must commit to up to 12 four-hour sessions over the year. He is only required to attend the sessions that apply to his business's specific requirements as identified during the business analysis. Ongoing mentoring and regular business analysis will help track the entrepreneur's progress, hold him accountable and keep the programme relevant.

VeloCiTi Women

VeloCiTi Women is for female entrepreneurs who are looking for a supportive place to share start-up war stories, compare notes, and exchange tips and advice. It is for women who have been running their business for at least a year.

VeloCiTi Women will provide the business owner with strategic support to help address the business's key challenges and help her rethink her business plan if necessary. The programme will empower her to tackle her unique challenges as well as develop her leadership ability.

The entrepreneur must commit to 10 five-hour, face-to-face sessions held over the course of a year. The sessions are facilitated by an experienced moderator and there is an emphasis on networking and peer support. The entrepreneur will also have access to the online VeloCiTi Leadership programme, which dives into some of the areas covered in more detail.

Leading Transitions

This initiative is for the entrepreneur who has been running his business for two to five years, but feel it's time for a refresh to take his business to the next level, especially if he has hit a plateau, or is doing twice the work to achieve the same outcome.

This programme will give the business owner a better understanding of his role as the leader in his business. It will help him improve his ability to manage and grow the business and put him in touch with a supportive peer network.

Lead Transitions is a four-hour face-to-face workshop which sets the scene for this primarily online programme. There are six online modules looking at the entrepreneur as the primary asset and leader of his business. Part of the process is an analysis of the current status of the business and the impact of the entrepreneur's thinking and behaviour on the company's success.

InnoTech

InnoTech is a Bandwidth Barn / Telkom FutureMakers programme focusing on web and mobile applications development, software development and design, and gaming. InnoTech looks to stimulate the creation of new businesses and support the expansion and growth of existing companies through the uptake of technology and innovation capability.

InnoTech supports black entrepreneurs and black-owned SMMEs, but other candidates interested in collaborating with black-owned businesses may apply too. We're looking for small businesses with big ideas. We're looking for talented teams that can use the power of ICT for good.

Gaming for improved matric maths scores, smart grids for renewable energy integration, optimised video for community news, real-time data for disaster management... your business could change the world.

Cost

All programmes are sponsored and entrepreneurs therefore do not pay for any services received. They may however be asked to pay a nominal administration fee.

Contact Details

The Barn @ Woodstock - Tel: 021 409 7000

The Barn @ Bellville - Tel: 021 409 7000

The Barn @ Khayelitsha - Tel: 021 361 0145

Velociti Email: alan@bwb.org.za

Website: www.citi.org.za

Eastern Cape Information Technology Initiative (ECITI)



Footprint: Eastern Cape

ECITI is a non-profit company, established by the Eastern Cape Development Corporation (ECDC) in 2004. It facilitates sustainable development for small, micro and medium enterprises (SMMEs) in the information communication and technology (ICT) and film sectors in the Eastern Cape.

ECITI's incubation programme is at the centre of its development strategy. The two-prong programme, focusing on infrastructure and business support services, assists early stage development of ICT and film entrepreneurs from previously or historically disadvantaged backgrounds including women, youth and the disabled.

Small businesses that meet [the criteria](#) for the incubation programme benefit from a range of services that position them for growth.

- Training and development
- Access to finance
- Mentorship and coaching
- Networks
- Industry information
- Office space and shared services

Film and ICT enterprises may enter the programme at any of the three stages of the incubation, subject to meeting the selection and entry criteria for each phase. The phases are:

- **Launch Pad:** Idea phase and survivalists
- **Seed:** Emerging, establishing business and revenue models
- **eGrowth:** Growth oriented, sustainable revenue, growth or expansion

Cost

There is no cost attached to services received during the three phases of incubation, but incubatees must rent office space at a fee per square meter.

Contact Details

Tel: 087 373 0970

Email: info@eciti.co.za

Website: www.eciti.co.za

Endeavor

Footprint: Global



Endeavor is a global non-profit organisation dedicated to supporting entrepreneurs in growth markets to become global leaders through providing access to talent, investors, partners and markets. This support is delivered through a global network of dedicated business luminaries and leading corporate partners who volunteer their time, knowledge and expertise to high impact entrepreneurs.

Endeavor South Africa was officially incorporated in June 2004 and it has identified and supported more than 80 high-growth entrepreneurs. It has additionally developed a unique Excelerator programme, which works with black-owned businesses. The programme applies Endeavor's global best practices to earlier-stage businesses that have the potential to become high-growth companies within a defined timeframe.

Once selected, Endeavor Entrepreneurs are provided with customised support from a volunteer network of 2 700+ global and local business leaders who serve as mentors, advisors, connectors, investors and role models. Endeavor provides access to funding, markets, talent and a support system to help them to think bigger, make better decision and multiply their influences.

Selection Criteria for the Endeavor programme

- Business must have a minimum annual turnover of R10 million.
- Business must be founder led.
- Must have a proven track record.
- It must be a unique business. The entrepreneur owns the Intellectual Property for the products, model or service of the business.
- It has successfully raised the capital it needed to get to this point.

- It is scalable, i.e. the business has the potential to grow and become a market leader.
- It has a business model that is repeatable in any country/region.

Selection criteria for the Excelerator programme

Endeavor seeks entrepreneurs at varying stages in their business life-cycle. The intention is that they should be at a “tipping point”, where Endeavor can help the entrepreneur reach new levels.

Cost

Once selected for a programme, Endeavor entrepreneurs do not pay for the assistance they receive.

Contact Details

Tel: 011 463 0992

Email: online enquiry form

Website: www.endeavor.co.za

Entrepreneur and Management Solutions

Footprint: Cape Town or online



Entrepreneur and Management Solutions offer a range of business development strategies and services that address all aspects of business start-up, operations, and growth. Our goal is to continue to effectively deliver innovative and high-quality services to all our customers.

Your first hurdle to overcome is the 'Idea to Action' phase of your business. How do you get those brilliant ideas, concepts and products from your head onto paper and into a plan of action? You have 2 choices: Coaching or Start-up School.

Business Start-Up Coaching: We will walk you through the business start-up strategies of Plausibility and Feasibility assisting you one-on-one with the development of both product and business to the point where you can go to market. We also work closely with potential funders who are always on the lookout for new ideas and products.

Investment: R850 pm for a 90 minute coaching session. Includes all notes and email support.

Start-up School is just that: a 6-month programme (1 full day each month) that will assist you to get through the first 3 stages of the Business Development Roadmap. On completion, you will have a firm understanding of yourself, your business and the market. Throughout this process we will develop a launch strategy to take your product to market whilst working through the must-have business launch check list.

This programme is best done at our live sessions in Cape Town, but can be done remotely in the comfort of your home or office.

Investment: R650 pm X 6. Includes 6 full day workshops and all notes and email support.

The **Business Growth Programme** offers you an opportunity to work as a team with other business owners in similar situations, using proven tools, techniques, accountability structures and guided by a Business Coach, to take your business to where it needs to be.

Business Growth offers a monthly roadmap programme that can be done on your own together with your staff and managers and then quarterly meetings with others on the same programme to learn, share and boost to the next level.

This proven methodology of business and personal growth will guide you towards your goals in an easy to manage timeframe and budget.

This programme is based in Cape Town, but can be run live at other centres if the capacity targets are met or remotely via the web and email.

Investment: R850 X 12. Includes 12 online sessions, 4 full day workshops and email support.

Additional in-house services include: Bookkeeping, Tax Submissions, Company Registrations, Social Media setup and management and Video Production.

Contact Details

Tel: 021 839 2281

Email: admin@em-solutions.co.za

Website: www.em-solutions.co.za

Fetola

Footprint: National



Fetola, founded in 2006, supports the growth of small and medium sized enterprises and assist them to become independent, thriving businesses and qualified suppliers.

Legends Programme

Fetola's flagship incubator-type intervention for SMEs is the Legends Programme. Started in June 2007, the Programme is a national business development initiative that supports accelerated growth in small businesses & NGOs nationwide. Open to entrepreneurs, SMEs, non-profits and community-based organisations across a range of sectors, the programme was conceived and developed by Fetola. Legends is active in all 9 Provinces across South Africa.

Interventions include a range of practical, needs-based business skills workshops, regular e-learning, business systems development, one-on-one and remote mentoring, market access, media support and peer-to-peer contact platforms.

Selection Criteria

The criteria for accepting participants into the programme include the following:

- They must be Black-owned businesses or community benefit projects
- Must be an enterprise with proven business viability and potential for growth
- Leaders must show willingness to learn and to engage in change
- Regular access to communications (email and cellphone)
- Preference to enterprises benefiting women, rural communities, poor and needy communities, high poverty nodes, high impact in terms of job creation

Time out of the business is kept to a minimum as training and support is available to the entrepreneur in his place of work, whilst the shared peer resource allows for networking with dozens of organisations and ensures that beneficiaries feel like part of a group of likeminded individuals.

Legends is designed as a two-year intervention, however participant businesses are assessed annually in terms of performance and commitment and a decision is made as to their continued participation by the management team of the programme.

Cost

There is no charge for joining Legends, but some of the national workshops and certain activities over and above programme parameters are carried out on a cost share basis.

Contact Details

Tel: 0861 111 690

Email: enquiries@fetola.co.za

Website: www.golegends.co.za

FinFind

Footprint: National



Finfind is an initiative of the United States Agency for International Development (USAID) financial sector programme and the Department of Small Business Development (DSBD). The mobile and Web-based tool aims to bring together financiers from the private sector and government, business consultants and the small business owner to increase access to finance.

According to USAID research, the main challenges SMEs face are poor levels of finance literacy, a lack of finance readiness, lack of knowledge of who the lenders are, and what lenders require from business owners. These challenges are the main reasons USAID and the DSBD decided to launch finfind and make the service available to small business owners.

Finfind provides comprehensive financial literacy training with content specifically for entrepreneurs. It also connects small business owners with financial lenders, provides accounting advice and offers readiness tools.

In addition, finfind assists SME owners with links to experienced business advisors through the Institute for Business Advisors South Africa as well as a variety of small business support services.

Darlene Menzies, CEO of finfind, said it represents all public sector lending solutions available to small businesses and 70% of those in the private sector. "Every single fund has been taken down to a granular level so that when an SME puts in their details they match directly with the criteria and availability of funds, which show the minimum and maximum funds available to them".

Cost

Finfind is free to all registered users

Contact Details

Website: www.finfindeasy.co.za

Free State Development Corporation

Footprint: Free State

The Free State Development Corporation (FSDC) has the mandate to promote economic development, investment and trade in the Free State region. There is not much information on their services aimed directly at SMEs other than:



Property Portfolio Management: FDC offers enterprises suitable premises at affordable rates through its diverse property portfolio.

SMME Development Services: FDC aims to develop sustainable businesses that create jobs, promote black economic empowerment and increase economic participation of previously disadvantaged individuals.

There are nine branches situated across the Free State; contact details on the website.

Contact Details

Tel: 051 4000 800

Email: info@fdc.co.za

Website: www.fsdco.co.za

Galeshewe SMME Village

Footprint: Kimberley



Kimberley's SMME Village was launched with a view to drive entrepreneurship and small business development in the Sol Plaatje municipality and surrounds by providing relevant and accessible training, facilities, and business development services to SMMEs with demonstrated potential

The village offers tenant incubation to local small businesses who meet rigid criteria, while also offering comprehensive range of business development services. The intention is to create a village that becomes a dynamic, vibrant centre of excellence for the development of SMME's.

Services included:

- Business Training
- Mentorship and Coaching
- Networking Opportunities
- Tender Advice
- Affordable shared services such as: Bookkeeping, marketing support, internet access and office services

Tenants can stay in the incubator for up to three years.

Cost

Incubatees pay a highly subsidised monthly rental for their premises and nominal fees for the shared services they need. All other services are provided at no cost to the entrepreneur.

Contact Details

Website: <http://smmevillage.com/>

Tel: 087 310 5250

Email: reception@smmevillage.co.za

Gauteng Enterprise Propeller

Footprint: Gauteng



The Gauteng Enterprise Propeller (GEP) is a provincial government agency established in 2005 under the auspices of the Department of Economic Development to provide non-financial support; financial support; and co-ordinate stakeholders for the benefit of Small Medium and Micro Entrepreneurs (SMME's) in Gauteng.

The primary mechanisms, by which GEP may achieve its objectives, are:

- Provide financial and non-financial support to SMME
- Provide a one-stop service to entrepreneurs
- Facilitate SMMEs from the second economy participating in mainstream economy
- Increase the sustainability and profitability of SMME's
- Enhance SMME contribution to GDP, equity and employment in the Province

Financial Support Programme

Benefits to Entrepreneurs:

- Access to finance
- A flexible approach to doing business
- Competitive lending rates
- Fair conditions of contract
- Fair and equitable rates, terms and conditions
- Personalised service, information, advice and guidance on business issues
- Access to support skills and capabilities normally only available to big business
- Better performance with limited own resources
- Aftercare service through relationship managers and mentors who will visit the business to offer advice or act as a sounding board

Non-financial support programme

Entrepreneurs will be assisted by GEP-accredited and experienced service providers to implement customised solutions to business problems. A Business Relationship Manager will first meet with the entrepreneur to diagnose the problem, recommend a solution and will maintain regular contact to check progress.

Cost

The initial assessment is done at no cost to the entrepreneur. Once it is established what kind of intervention/services the entrepreneur needs (e.g. marketing materials or Human Resource expertise), these are provided at a subsidised rate.

Contact Details

Tel: 011 085 2001

Email: enquiry form on website

Website: www.gep.co.za

Global Cleantech Innovation Programme

Footprint: National



The Global Environment Facility, the United Nations Industrial Development Organization and the Technology Innovation Agency (TIA) in South Africa are implementing the Global Cleantech Innovation Programme for SMEs, to promote clean technology innovation and supporting SMEs and start-ups working on solutions related to energy efficiency, renewable energy, waste beneficiation and water efficiency.

The programme combines a competition and a business accelerator to offer participants extensive mentoring, training, access to investors and opportunities to showcase their innovations to the media and the public. Participants stand a chance to win cash and national business support awards, in addition to a trip to Silicon Valley, CA, to participate in the Cleantech Open Global Forum.

A national competition selects the most promising entrepreneurs. Qualifying entrepreneurs also participate in the accelerator programme, which builds the local entrepreneurial ecosystem; supports, promotes and “de-risks” the participating companies; and connects them to potential investors, customers and partners.

Criteria for Entry

All entries must:

1. Fit the definition of one of the Competition’s four clean technology and innovation categories and respective classification criteria.
2. Be a start-up company, typically less than 3 years in existence, but not yet profitable OR an established SMME as defined by the Small Business Act (No. 102, 1996).
3. Demonstrate exclusive ownership of Intellectual Property Rights.
4. Be a two person team, minimum
 - At least one team member must be a South African resident, citizen, or legal alien
 - The entrepreneur may form a brand new team in order to apply to the Programme, and does not need to have a registered company in order to apply. However, a South African legal entity must be created prior to receiving any prizes.
 - The entrepreneur must have a physical address in South Africa, and the team or company must have activities based in South Africa.

Mentoring Programme

Mentorship is a key component of the GCIP Programme. The mission of the mentor programme is to maximize every participant’s chances of being a prize winner, but most important, of raising investment capital and of achieving sustainable commercial success. A team may have access to more than one specialist mentor to assist in various aspects of the business plan, fine tuning the investor pitch and building out the team.

Contact Details

Tel: 012 472 2700 (TIA Office) | 012 472 2760 (Constance Maluleka)

Email: cleantech@tia.org.za

Website: southafrica.cleantechopen.org/

Grindstone Accelerator

Footprint: National (*workshops take place in Cape Town*)



Grindstone is Knife Capital's year-long entrepreneurial development programme to assist post-revenue scalable innovation-driven businesses in accelerating strategy execution. The programme has been developed as a result of interactions with thousands of South African companies where it is evident that most are not sufficiently prepared and positioned to:

- Cope with accelerated growth
- Pass an investor due diligence
- Raise adequate growth funding
- Take full advantage of M&A opportunities
- Secure international partnerships

Grindstone supplies 10 companies annually with knowledge, networks and funding readiness through growth measurement, gap analysis and deep interventions designed to build a foundation for growth, transfer skills, create relevant business networks and enable these companies to take advantage of market access opportunities. Business support resources and services include elements of training, corporate advisory, coaching, mentorship and funding.

Through Grindstone, Knife Capital forms long-term partnerships with scale-up entrepreneurs for a shared upside. The business model is a combination of a capital growth incentive from investing in some participating companies cultivated through the programme (on arm's-length funding terms), and market-related transaction fees if third party investment is secured.

Selection Criteria

- Existing South African SMEs
- Post-revenue with positive customer testimonials and traction
- Innovation-driven
- High growth potential in search of achieving scalability
- Profile and passion of the management team
- Vision for the future
- Market attractiveness
- SA Job creation ability and 'success story' potential

A 2-Day networking and growth workshop is held every quarter where all the Grindstone companies participate in strategic review of key business functions. Partnerships with leading independent experts will ensure that the programme delivers thought-provoking business insights. Key gaps will then be closed to mitigate risks and facilitate growth in one-on-one sessions with each company.

Baseline growth indicators are developed at the beginning of the programme and progress across these metrics is constantly measured. Companies will graduate with a Closing Data Room that includes all documentation developed throughout the programme. Grindstone provides access to networks and ad-hoc advisory services to all programme graduates to enhance market access.

Cost

Participants pay R30 000 to be on the programme, which is only 10% of the total value received.

Contact Details

Email: grindstone@knifecap.com

Website: www.knifecap.com

The Hope Factory

Footprint: Greater Johannesburg, Port Elizabeth



Founded in 2001, The Hope Factory is an established Enterprise Development Non Profit Company effectively governed by the South African Institute of Chartered Accountants (SAICA). Driven to develop black business owners, The Hope Factory offers a strategic mentorship programme to help entrepreneurs achieve their goals, vision and purpose to grow their business, and to ultimately give back to their community.

Through an Interview and Selection Process, existing entrepreneurs are selected to join its Enterprise Development Programme and capitalize on the array of services on offer to assist. Those who are potential entrepreneurs are selected to join the equipping phase.

Equipping phase

The Equipping phase for potential entrepreneurs consists of 20 weeks of business, technical and life skills training, accompanied by extensive mentorship and guidance throughout. After the 20 week 'Equipping' phase, the learners graduate.

Through the Assessment and Review process, the graduates either continue to the next phase or exit into the formal sector.

Entrepreneurial development phase

The remaining graduates are assisted in registering their business, and join the entrepreneurs in the Entrepreneurial Development Phase. This phase consists of a bouquet of services underpinned by ongoing mentoring and business development, which include; network opportunities, workshops, seed CAPEX investments, access to markets support and further business training.

Programme offering

- **Mentorship (Growth)** - they teach, coach and direct entrepreneurs through the process of mentorship in order to empower them for personal and business success.
- **Access to Markets (Sales)** - Qualifying entrepreneurs have the opportunity to qualify as suppliers to The Hope Factory Investor Network.
- **Business Development Workshops (Skills)** – Practical workshops, facilitated by industry experts, are focused on providing practical skills and innovative tools to equip the entrepreneurs for personal and business growth.
- **Specialist Training (Competency)** – Specialised training focused on addressing specific skills requirements in the entrepreneur's business, as identified through the initial business analysis, ongoing mentoring and quarterly business performance reviews.
- **Industry Expertise & Professional Services (Experience)** – Access a network of industry and professional services experts with many years' experience.
- **Operational Investment (Capacity)** – Operational investments into the business, based on projected business growth indicators and quarterly reviews.
- **Business Analysis & Review (Performance)** – An in depth business analysis is conducted to benchmark current business status, identify areas of growth, and develop intervention strategies for business growth and development. The impact and success of these intervention strategies are reviewed quarterly and reported on every six months.
- **Financial Mentoring & Services (Management)** – Financial management excellence is promoted through practical financial workshops, expert financial mentoring and coaching, and partnerships with third party financiers.
- **Networking (Exposure)** – Through various networking activities and events, formal and informal opportunities are provided in order to connect you with other entrepreneurs, clients and suppliers, in order to build business relationships and generate new business leads.

Selection Criteria

- The entrepreneur must own a registered business that is a current going concern
- The entrepreneur must be employed full-time in the business
- The business offices and primary operations must be in Gauteng or Port Elizabeth
- The business must be > 50% black South African owned (as per the B-BBEE Codes)
- The business must be fully operational for at least one year
- The business must have an annual turnover between R250,000 and R10 million
- All business owners must be active participants in the programme
- The company annual returns must be up to date

Cost

The entrepreneur must pay a R500 commitment fee upon acceptance onto the programme.

Contact Details

JHB: Buhle Moyo - Tel: 011 479 0610

buhlem@thehopefactory.co.za

PE: Jolandi Snyders - Tel: 041 484 7400

jolandis@thehopefactory.co.za

For The Hope Factory's Enterprise and Supplier Development Programme please contact:

JHB: Chenai Kadungure - Tel: 011 479 0608

Email: chenaik@thehopefactory.co.za

PE: Bernadette Koert - Tel: 041 484 7400

Email: bernadettek@thehopefactory.co.za

Website: www.thehopefactory.co.za

Ignitor

Footprint: Johannesburg and Durban



Learn how the best companies in the world apply lean start-up, grow their customers, get funding and more. Get access to over 100+ mentors including CEOs, lawyers, designers, investors, HR professionals and many others.

Programme overview:

- **Online training:** Complete best practice modules that include advice from the best and help solve specific challenges your company is facing.
- **3 Day bootcamp:** Attend a 3-day action based seminar that will teach you how the best entrepreneurs and companies in the world launch and grow businesses.
- **3-months acceleration:** Get mentored 1-on-1 twice a month by a start-up expert that will introduce you to specialist mentors when required.

Cost

Programmes are usually sponsored by Corporates, so there is no cost to the entrepreneur.

Contact Details

Website: www.ignitor.co.za

Email: Application/programme notification form online.

The Innovation Hub

Footprint: Gauteng



Established in 2001, The Innovation Hub is a science and technology park that aims to increase the wealth of its community, by promoting the culture of innovation and the competitiveness of its associated businesses and knowledge-based institutions. The Innovation Hub has supported the growth of companies across the Biosciences, smart industries and sustainable energy sectors.

Maxum Business Incubator

The **Maxum incubation programmes** provide an enabling environment where start-ups from the knowledge-intensive sectors.



Aligned to The Innovation Hub's international accreditation and Maxum's full membership of the National Business Incubation Association in the UK, incubation processes and outputs are benchmarked on a continual basis against international good practice.

There are two programs within the Incubator Program; Innovation Factory and Maxum Core. The Innovation Factory Programme is for pre-commercial companies who are still in the initial development stage of their business. The Maxum Core Programme is aimed at commercial companies that have secured an investment or made a sale from a willing customer. Entrepreneurs fall into four categories; Mobile, Smart Industries, Bio Economy, and Green Economy.

The application is evaluated and if accepted, the entrepreneur is invited to a pitching session in which he has 30 minutes to present his business and/or idea to a live panel of judges. The panel consists of mentors who are business experts and/or consultants, as well as TIH staff members from the other programmes aligned to the aforementioned categories.

Maxum currently offers:

- **Business Development** guidance, training and tools including idea workshops, growth wheel assessments, financial and project management training and tools
- **Mentorship:** 3hrs per month for 3 months initially
- **Value-added services:** Legal support, IP strategies, marketing/branding, 3D printing services
- **Hi-tech office space and boardroom facilities:** formal office space for Maxum Core entrepreneurs and Maxum/T-Systems 'hot desk' space for Innovation Factory entrepreneurs
- **Start-up Support Program:** seed funding - has its own internal application process for funding up to R1.5 million.
- **Access to network of public and private sector partners:** external funding, potential customers, potential investors; and peer collaboration
- **Information on new opportunities** including in-house and external innovation competitions
- **Softlanding support** via incubation and science park partners locally (e.g. Bandwidth Barn) and internationally (e.g. FONGIT Geneva)
- **Access to technology partners** such as the CSIR and Universities which also offer contract research services and licensing of technologies coming out of their R&D process

Cost

There is no cost for the programme, but office space must be rented for one year (with a month to month termination agreement) at a nominal cost to the entrepreneur.

Contact Details

Conny Phaswana: cphaswana@theinnovationfactory.com

Tel: 012 844 0032

Vuyelwa Mthembu: vmthembu@theinnovationhub.com

Tel: 012 844 0016

Website: www.maxumconnect.com

Jozihub



Footprint: Johannesburg

JoziHub is a fertile environment and community for early stage technology entrepreneurs and small businesses. It is a co-creation and collaboration space dedicated to fostering entrepreneurship, innovation, growth, learning and collaboration through the power of technology.

Jozihub's vision is to be one of South Africa's leading sustainable technology and social business incubators to support people, products and services that could have a deep and sustainable impact in South Africa.

Jozihub Start Here. Get There. Incubation Programme is an incubator programme for startups who need to fast track their business ideas.

Every month there is an ongoing calendar of workshops, talks and learning sessions relevant to technology entrepreneurs and young businesses. These sessions are open to the greater Jozihub community and are ongoing.

Cost

There is a cost for renting space, depending on the entrepreneur's needs. Cost of attending events vary.

Contact Details

Email: info@jozihub.org

Website: <http://jozihub.org/>

Launchlab

Footprint: Western Cape



The LaunchLab is a mixed-use business incubator based at Stellenbosch University in the Western Cape that supports mainly technology and innovation businesses in ICT (specifically Payments & Big Data and Paid Media), Cleantech, Agriculture and Education.

An initiative of Innovus, the industry innovation company of Stellenbosch University, the LaunchLab is establishing a network of tertiary education institution campus-based business incubators in Africa to create an entrepreneurial ecosystem that accelerates entrepreneurs to a new level. The main LaunchLab facility is based on Stellenbosch University campus, but programmes are open to all entrepreneurs in the Western Cape and are actively running on other partner campuses.

Ideas Programme

The LaunchLab Ideas Programme provides an ideation platform for entrepreneurs and innovators and an open innovation platform for industry. It is designed to prepare entrepreneurs and their business ideas for inclusion in the LaunchLab Lift-Off Programme.

We source challenges from industry partners in each focus area to bring entrepreneurs and established industry entities together to engage over challenges and opportunities. We are looking for disruptive IDEAS: new ideas in existing markets or new markets for existing ideas.

For companies engaging in Breakthrough Innovation with LaunchLab, we host challenge workshops where the company can engage directly with a community of entrepreneurs around trends, challenges and opportunities for businesses in their industry. These workshops are recorded and shared so the entrepreneurial community can benefit from the insight gained through the workshop.

For more information on the current challenges that we are working on, check the [Breakthrough Innovation](#) page.

Cost

There is no cost associated with this programme, which functions via various corporate sponsors.

Lift-Off Programme

The LaunchLab Lift-Off Programme is an incubation programme for university spin-outs, industry spin-outs and start-ups. The programme is designed to equip founders with all the skills and knowledge they need during the countdown to the launch of your business and beyond.

The mentors, coaches and guides in the LaunchLab will help you decide what is needed to optimize your company's customised programme, which is designed to be flexible and varies from intensive acceleration programmes with groups to one-on-one mentoring.

We focus on businesses that fit into one of our 5 [focus verticals](#), but we also look at “exceptional” business ideas that may not fit into these 5 areas.

Cost

There are various highly subsidised costs/fees associated with this programme, e.g. office space, time with consultants, etc.

Knowledge Acceleration Programme

The Knowledge Acceleration Programme is an intensive 14-week startup programme aimed at helping entrepreneurs accelerate from a valid idea to a feasible plan. This action learning orientated programme covers the following modules:

- Business, Teams, and your Profile as an Entrepreneur
- Finding Opportunities and Creative Solutions for Market Needs
- Defining your Market, Acquiring and Retaining Customers
- Financial Viability and Operations Planning
- Pitch your Business and Win (R15 000 seed funding is available to the winner)

The content is provided by Regent University’s Centre of Entrepreneurship and facilitated by experienced mentors and business coaches.

Cost

Entrepreneurs graduating from the Ideas Programme into this programme are sponsored by Corporates and therefore do not bare any costs. Entrepreneurs coming from outside directly into the Knowledge Acceleration Programme are charged a highly subsidised rate of R5000.

Contact Details

Website: www.launchlab.co.za

Tel: 021 808 9494

Email: info@launchlab.co.za

Limpopo Economic Development Agency (LEDA)

Footprint: Limpopo



LEDA is an economic development agency, following a merger of various parastatals. LEDA has its head office in Lebowakgomo, in Polokwane, and twenty four satellite offices across Limpopo municipalities.

ROOTED IN THE FUTURE

Entrepreneurs are assisted with writing business plans and/or profiles, and other business advisory services. Funding of between R20 000 and R10 million is also provided to small businesses in all sectors excluding primary agriculture.

Cost

Advisory services are provided at no cost to the entrepreneur

Contact Details

Tel: 015 633 4700

Email: info@lieda.co.za

website: www.lieda.co.za

MEDO

Footprint: Johannesburg, Cape Town



The Meta Enterprise Development Organisation (Pty) Ltd, MEDO for short, is an independent company, which assists larger organisations in obtaining their BBBEE goals with specific aim at Code 400: Enterprise and Supplier Development and Code 500: Socio-Economic Development.

Grassroots-focused and with specific attention to the elements of Enterprise Development, Preferential Procurement and Socio-Economic Development under the Department of Industry and Trade's Broad-Based Black Economic Empowerment (BBBEE) Act, MEDO partners with clients to provide sustainable and measurable results to support their BBBEE investment priorities and broader investment priorities.

Cost

The supplier development programmes are completely sponsored and delivered at no cost to the entrepreneur.

Contact Details

Tel: 010 500 5000

Email: contact@medo.co.za

Website: www.medo.co.za

In 2012 mLab Southern Africa launched as a mobile technology accelerator aimed at supporting innovative new start-ups and to unlock the mobile apps economy. We have grown to include programmes that support skills development through our own and partner code academies, facilitated co-creation seasons with industry and public sector partners and we continue to build on our successes as a local tech start-up accelerator.

mLab Southern Africa is a registered Non-profit organisation that is powered through the support of The Ministry of Foreign Affairs of Finland, The Department of Science & Technology, The Innovation Hub, The V&A Waterfront and the World Bank infoDEV.

For start-up founders

Start-ups are selected through an application process that includes specialised sector programmes or the following start-up programmes: GAP ICT, SLUSH, APPS FUND, reHealth Africa or DEMOLA.

All programmes are currently running and closed for new applications. We will be announcing new programme periods so follow us on twitter @mlabsa. Please note that once applications close mLab can not reply to requests for inclusion nor manage discussions on when new programmes will open.

Early stage funding

App start-ups, including those who focus on mobile, Internet of Things and wearable devices, can apply to participate in dedicated boot camps to define their concept, validation processes, resource and funding requirement and qualify to pitch for grants of up to R500,000.

Cost

The programme is free for entrepreneurs who qualify.

Contact Details

Website: www.mlab.co.za

Tel: 012 844 0240

National Youth Development Agency

Footprint: National

The National Youth Development Agency (NYDA), established in 2008, is a South African-based agency established primarily to tackle challenges faced by the nation's youth. The NYDA plays a leading role in ensuring that all major stakeholder's, i.e. government, the private sector and civil society, prioritise youth development and contribute towards identifying and implementing lasting solutions which address youth development challenges.

Grant Programme

The NYDA has shifted its core business primarily away from Enterprise Finance towards Education and Skills Development. The NYDA no longer offers loan finance to young entrepreneurs, but instead grant finance in the form of micro-finance grants for survivalist youth entrepreneurship and co-operative grants for greater participation of youth in the co-operatives sector.

The objective of the Grant Programme is to provide young entrepreneurs an opportunity to access both the financial and non-financial business development support to establish their survivalist businesses. The programme focuses on youth entrepreneurs who are just coming into existence and beginning to display signs of future potential, but are not yet fully developed.

The grant finance starts from R1 000 to a maximum of R100 000 for any individual or youth co-operative. Funds must be used for working capital, asset finance or stock purchases.

Selection Criteria

- Youth (18-35 yrs) with necessary skills, experience or with the potential skills appropriate for the enterprise that they conduct or intend to conduct
- South African citizens residing within the borders of South Africa
- Requires the grant for business start-up or growth
- Business must be operating within the borders of South Africa
- The entrepreneur/s must be involved in the day-to-day operation and management of the business and/or be willing to join the business on a full-time basis
- Operate either informally or formally; generally recognised as micro enterprises (e.g. street traders, vendors, emerging enterprises)
- Have a profit motive and are commercially viable and sustainable
- Groups must have or be willing to form a group of minimum 5 persons

Young people interested in accessing the grant programme will have to commit to participate in the NYDA mentorship and voucher programme for a minimum of 2 years.

Cost

NYDA programmes are offered at no cost to the entrepreneur.

Contact Details

Call Centre: 0800 52 52 52

Email: info@nyda.gov.za

Website: www.nyda.gov.za

New Ventures Studio

Footprint: Cape Town



New Ventures Studio is a platform for young individuals who want to be successful entrepreneurs, but realise the importance of up skilling themselves before venturing out into the unfamiliar territory of entrepreneurship.

If you are 16-35 yrs old and an aspiring entrepreneur, regardless of whether you have a business or not, you can apply online. You will complete an online personality test and explain what makes YOU an entrepreneur. 60-70 candidates will be shortlisted to face a panel interview. 20-25 Entrepreneurs will be invited to join an 8-week business and personal development course.

The course consists of full time experiential and theoretical training that will nurture entrepreneurial traits, cultivate ideas, develop personal & business skills and produce an investment ready business plan. Once the course is completed, entrepreneurs will be eligible to pitch to join the New Ventures Studio Incubator.

The Incubator will work with the entrepreneur to build a fully capitalized and operational business without any immediate cash outlay. For the risk, New Ventures Studio acquires a 20% share from the business. This share offer from the entrepreneur is a pre-requisite before entering the Incubator phase.

Once a month, networking events will be organized to strengthen entrepreneurs' knowledge, collaboration and economic opportunities. This may include business experts, academia and other entrepreneurs. Alumni will also be offered the opportunity to pitch up to four times to potential investors.

Cost

The training course is provided at no cost to the entrepreneur. Incubatees receive R150 000 line of credit in business start-up services, office space and one-on-one mentoring to create fully capitalised operational businesses.

Contact Details

Website: www.newventuresstudio.co.za

Email: manager@newventuresstudio.com

Tel: 021 696 4157

Established in 2000, Raizcorp is a well-established yet innovative business Prosperator that offers everything the entrepreneur needs to grow his business, from infrastructure and administrative services through to business management expertise and ongoing generation of sales leads.

Virtually every company that has become financially successful within the Raizcorp process has chosen to remain partners. The ongoing value they receive throughout their growth journey ensures increasing profits and wealth creation. However, no company is legally bound to stay in the process. A shareholder's agreement governs the relationship and the entrepreneur's ability to move on.

Because Raizcorp has a stake in the business, it is incredibly involved and interested in its success. A team of highly skilled professionals assist the entrepreneur at every step. Over a period of 1 to 2 years, Raizcorp has managed to increase the profitability of over 95% of the partner companies.

Raizcorp's service offering

- **Access to Markets:** Raizcorp has created 7 different channels to markets, ranging from access to over 500 businesses on its current programmes, to over 1500 alumni businesses, to direct access to large corporate supply chains, and more.
- **Business Guidance:** Each partner receives a team of entrepreneurial Guides who will be "mentors" on strategy, finance, marketing, sales and personal development, helping to move his business to the next level. Our Guides are highly trained and full time.
- **Our Guarantee:** Each business is provided with a tailored guarantee that explicitly outlines the growth hurdle rate over a 24-month period that the business needs to achieve in order for Raizcorp to retain its equity. In the unlikely event that this hurdle rate is not achieved, the entrepreneur will automatically claw back the Raizcorp equity at no cost.
- **Access to Specialists:** Raizcorp has put together a panel of various specialists who provide services to businesses on their programmes at special rates.
- **Entrepreneurial Learning:** Raizcorp provides an approved learning curriculum for both the entrepreneur and his staff. The curriculum includes subjects such as entrepreneurship, marketing, sales, finance, and personal development.
- **Access to Infrastructure:** Entrepreneurs have access to rooms, boardrooms, IT and front-desk infrastructure. They can use the hot-desking facilities or rent offices on a month-to-month basis.
- **Back Office Support:** As part of the programme, the entrepreneur has access to professional staff, such as a receptionist, bookkeeper and hospitality hostesses, etc.

Contact Details

Contact person: Janine Smith

Tel: 011 566 2000

Email: janines@raizcorp.com

Website: www.raizcorp.co.za

Riversands Incubation Hub

Footprint: Fourways, Johannesburg



Riversands Incubation Hub is located in the heart of the new Riversands Commercial Park in Fourways, Johannesburg and is a partnership between Century Property Developments and The Jobs Fund. The Hub's incubation programme nurtures small and micro enterprises by mentoring and supporting them to become fully-fledged, formal businesses.

Offering to SMEs

Riversands Incubation Hub has a range of offerings to meet the needs of small businesses at all stages of development. Existing and aspiring entrepreneurs can apply to the offering that best suits their needs.

- Premises & facilities
- Training & workshops
- Individual and group business coaching
- Industry mentors
- Networking events
- Market access- PR/events/partner relationships
- Distributed manufacturing platform & technical support
- Business support services
- Access to on-site funders

Facilities

Facilities include a library, two 200-seat lecture halls, one 500-seat auditorium, fully equipped skill-specific training workshops, meeting rooms, fully connected hot desks, back-up marketing and printing facilities, Internal IT component to service all SMEs in the Hub as well as a restaurant.

There are 150 mini-factories, retail spaces, office spaces, a horticultural and landscaping training space and a 10 000 seat amphitheatre. Parts of the Hub are accessible to the public with a user-friendly atmosphere linking the end-user to the producers based at the Hub. These spaces provide an integrated manufacturing, training, commercial and retail environment in which SMEs have ample opportunity to learn and trade, therefore functioning as an on-site, practical business university.

Cost

SMEs pay a subsidised rental for their premises and can then access all the related facilities. Assistance is either sponsored or provided at a highly subsidised fee to the small business owner.

Contact Details

Email: info@riversandsihub.co.za

Website: www.riversandsihub.co.za

The RLabs Innovation Incubator provides community members with a shared space to develop their ideas and ventures with support from the experienced RLabs developer and entrepreneurship network. It also offers a programme of related activities to deepen the understanding of entrepreneurship and innovation.

The main criteria for entry into the incubator are that the venture should have a social impact, be sustainable and show potential for growth. The Innovation Incubator has the following components:

1. **Creative Shared Space** is an open environment where entrepreneurs and innovators can use the infrastructure and resources to grow their ventures. These include connectivity, access to specialised skills (development, finance, etc.) and meeting.
2. **Innovation Programme** – the ventures are part of an innovation programme that assists social entrepreneurs and innovators in developing their ideas and providing mentorship.
3. **(Social) Entrepreneurship Programme** – members of the innovation incubator can join the RLabs entrepreneurship programme that will provide them with the guidelines in developing their social ventures.
4. **Impact Investment** – through a variety of partnerships RLabs currently provides an investment of up to \$20,000 for every social enterprise incubated through our programme.

Cost

Once the entrepreneur completes a training programme provided by R-Labs, he can make use of the incubator and its services at no cost.

Contact Details

Tel: 021-699-1453

Email: info@rlabs.org

Website: www.rlabs.org

SAB KickStart



SAB KickStart was launched in 1995 as a poverty alleviation programme, but it has subsequently become a platform to stimulate sustainable enterprise development. In 2015, SAB launched a revised Integrated Enterprise Development strategy under the flagship brand of KickStart.

SAB KickStart Ignite

Via SAB KickStart Ignite, SAB partners with FET colleges to introduce a competition aimed at promoting youth-led industrial innovation. The competition is about supporting an enabling environment for makers to prototype and commercialise their ideas, creating sustainable enterprises that shift the paradigm from consumers to makers of innovative products, services and industries. It offers training, mentorship and seed grant funding.

SAB KickStart Boost

The SAB KickStart Boost competition aims to instil a culture of entrepreneurship and support youth-owned businesses in order to grow them into sustainable high impact suppliers. It provides non-collateral seed loan capital with grant funding available for competition winners. The competition targets black youth between the ages 18-35 in specified industries, and provides intensive business skills training, mentorship and combination of loan and grant funding over a period of 18 months.

SAB KickStart Elevate

SAB KickStart Elevate is intended to increase the operational capacity of high growth and expansionary youth businesses, affording them the opportunity to achieve the scale required to deliver within large supply chains. The programme offers mentorship and loan funding.

Competition Criteria

The entrepreneur's business must be:

- In operation for a minimum of 18 months, but not more than 5 years
- Post revenue (sales made, concept proven) stage, with a sustainable competitive advantage
- Generating less than R5 million in revenue per annum
- Employing a maximum of 15 employees (temporary, full-time, or a combination thereof)
- At least 50% black owned and managed
- Aligned with core industries or sectors specified

Contact Details

Tel: 011 881 8492

Email: Lebogang.Mohapi@za.sabmiller.com

Website: www.sabkickstart.net

SAICA has formed an enterprise development and SME support hub called 'Enterprisation' which, together with a graduate training programme run in partnership with Guarantee Trust Corporate Support Services and Sefa (the Small Enterprise Finance Agency), helps address challenges faced by young graduates and small business owners through various initiatives:

- Unemployed African and Coloured accounting graduates are provided with training to enhance their practical accounting skills and workplace readiness with a view to placing them in employment on completion of the training programme.
- The skills of these graduates will be used to provide back-office support to black entrepreneurs and small businesses with a turnover of up to R10 million per annum. It is anticipated that a number of the graduates who start out in Enterprisation will subsequently be absorbed into these entrepreneurs' businesses.

Enterprisation is aimed at ultimately creating a self-sustaining entity which provides employment opportunities for graduates and provide a full suite of business services to the SME market.

Business value can be added in various ways:

- By alleviating the pressure that business owners may experience by not having access to accurate and well-maintained monthly financial records for their businesses
- By contributing to the overall going-concern value of businesses through ensuring accountability and good business forecasting and budgeting
- By ensuring that business owners are always in possession of accurate and complete financial records when applying to credit providers for additional funding
- By accepting ultimate accountability for the day-to-day operations of the business
- By ensuring that business owners understand the importance and potential benefits of up-to-date and timely tax submissions

Business service training for Enterprisation graduates will include training in bank funding models and business plans to enable them to advise prospective clients on drawing up business plans and applying for funding.

Cost

Enterprisation is an enterprise development and social entrepreneurial initiative. Therefore the pricing structure is based on a model of creating a self-sustaining business that is able to cover its own operational costs.

The fees charged range from R100 to R250 per hour for monthly bookkeeping and financials. These fees are based on the anticipation that Enterprisation will provide monthly back-office accounting support to the SMEs. Any assistance offered in the development of business plans for submission to credit providers will be costed separately at a fixed rate of R250 per hour, capped at R5 000.

Through this initiative SAICA hopes to create a domino effect enabling black entrepreneurs and small businesses to provide employment to individuals in the many differing markets in which they operate. This can only happen if businesses in the SME sector receive the back-office support that they need and are educated about the accounting principles and financial reporting standards that all business enterprises are expected to adhere to.

Contact Details

Tel: 011 403 1548

Email: saica@saica.co.za

Website: www.saica.co.za

Small Enterprise Development Agency

Footprint: National



The Small Enterprise Development Agency (Seda) was established in 2004 and is an agency of the Department of Small Business Development. It is mandated to implement government's small business strategy; design and implement a standard and common national delivery network for small enterprise development.

Seda provides business development and support services for small enterprises through its national network in partnership with other role players in the small enterprise support arena. Seda also implements programmes targeted to business development in areas prioritised by the Government.

As at end December 2012, Seda had an established network of 43 branches, 18 mobile units, 48 electronic information kiosks, 3 enterprise information centres, 12 enterprise development centres, 42 incubation centres and 47 access points where Seda co-locates in.

Seda's sector-specific incubators are based all over the country and cover a broad range of industries. A [list of incubation centres](#) can be found online or below.

Contact Details

Tel: 012 441 1000

National Information Centre: 0860 103 703

Email: info@seda.org.za

Website: www.seda.org.za

Seda Incubation Centres

	CENTRE	SECTOR	PROVINCE	CONTACT NUMBER
1	Chemin, Port Elizabeth	Chemicals Industry	PE, Eastern Cape	041 503 6700
2	Chemin, East London	Chemical Industry	E London, Eastern Cape	087 373 1150

3	Chemin, DBN	Chemical Industry	Durban, KZN	041 5036700	
4.	Chemin, Mogale City	Chemin Industry	Mogale City		
5	Downstream Aluminium Centre for Technology	Aluminium fabrication & casting	Richard's Bay, KwaZulu Natal	035 797 1500	
6	EgoliBio	Biotech	Pretoria, Gauteng	012 841 4571	
7	Furntech Durban	Furniture manufacturing	Durban, KZN	031 579 3883	
8	Furntech, Nyanga Cape Town	Furniture manufacturing	Western Cape	044 871 0953	
9	Furntech Cape Town	Furniture manufacturing	Western Cape	021 510 0080	
10	Furntech Johannesburg	Furniture manufacturing	Gauteng	011 672 2185	
11	Furntech Mthatha	Furniture manufacturing	Eastern Cape	047 531 1840	
12	Furntech Umzimkhulu	Furniture manufacturing	KwaZulu-Natal	039 259 0993	
13	Furntech White River	Furniture manufacturing	Mpumalanga	013 750 3066	
14	Lepharo	Copper, Zinc and Base Metals	Springs, Gauteng	011 363 3920	
15	INVOTECH	Mixed high-tech	Durban, KZNI	031 373 6405	
16	Mapfura Makhura Incubator (MMI)	Bio-fuels plant production & processing	Marble Hall, Limpopo	013 268 9324	
17	Mpumalanga Agri-skills Development & Training	Agricultural Capacity Building	Nelspruit, Mpumalanga	013 754 1144	
18	Mpumalanga Stainless Steel Initiative (MSI)	Stainless Steel Processing	Middelburg, Mpumalanga	013 246 1528	
19	Seda Agricultural & Mining Tooling Incubator (SAMTI)	Mining & Agricultural tooling	Bloemfontein, Free State	051 507 3663	
20	SATEC - Seda Automotive Technology Centre	Automotive Industry	Roslyn, Gauteng	012 564 5592	
21	Seda Construction Incubator (SCI), Durban	Construction	Durban, KZN	031 309 4942	
22	Seda Construction Incubator (SCI), Mthatha	Construction	Mthatha, Eastern Cape	047 531 1840	
23	Seda Construction Incubator (SCI) PE	Construction	Port Elizabeth, Eastern Cape	041 486 2595	
24	Seda Construction Incubator (SCI) Dundee	Construction	Umzimkhulu, KZN	034 212 2074	
25	Seda Construction Incubator (SCI) Kwa-Mashu	Construction	Kwa-Mashu, KZN	031 309 4942	
26.	SCI, Mogale City	Construction	Mogale City	011 052 6611	
27	SCI, Ekurhuleni	Construction	Ekurhuleni, Gauteng	011 394 0015	
28	SCI, Tshwane	Construction	Pretoria West, Gauteng	012 373 8870	
29	SCI E.L	Construction	East London, E.C	087 373 0801	
30	SEOBI - Seda Essential Oils Business Incubator	Essential Oils-plant cultivation & oil distillation	Pretoria, Gauteng	012 808 3061	
31	Seda Essential Oils Business Incubator (SEOBI)	Essential Oils-plant cultivation & oil distillation	Nkandla, KwaZulu Natal	012 808 3061	

32	Seda Limpopo Jewellery Incubator (SLJI)	Jewellery manufacturing	Polokwane, Limpopo	015 293 0214	
33	Seda Nelson Mandela Bay ICT Incubator (SNII)	ICT	Port Elizabeth, Eastern Cape	043 702 8200	
34	Seda Platinum Incubator	Platinum Jewellery	Rustenburg, North West	014 597 0736	
35	SMTDC - Soshanguve Manufacturing Technology Demonstration Centre	Small-scale manufacturing	Soshanguve, Gauteng	087 076 8320 012 799 3233	
36	SoftstartBTI (SBTI)	ICT	Midrand, Gauteng	011 695 4800	
37	Timbali	Floriculture	Nelspruit, Mpumalanga	013 752 4247	
38	Zenzele Technology Demonstration Centre	Small-scale Mining	Randburg, Gauteng	011 709 4674	
39	Zenzele Technology Demonstration Centre,	Small-scale Mining	Makana, Grahamstown	011 709 4674	
40	Seed Container Park	Mix Manufacturing	Soweto, Gauteng	087 351 8292	
41	Global Jewellery Academy	Jewellery Manufacturing	Lenasia, Gauteng	071 272 1487	
42	Smartxchange	ICT	Durban, KZN	031 307 1998	
43	Smartxchange Ugu	ICT	Ugu, KZN	031 307 1998	
44	Seda Alfred Nzo Agro Manufacturing Incubator	Agro Processing	Mount Ayliff, Eastern Cape	039 254 5181	
45	Seda Atlantis Renewable Business Incubator	Renewable Energy	Atlantis, Western Cape	021 415 1600	
46	Northern Cape Diamond and Jewellery Incubator	Jewellery	Kimberley, Northern Cape	053 831 6696	
47	Ekurhuleni Jewellery Incubator	Jewellery manufacturing	Gauteng	011 825 5822	

Seed Academy

Footprint: Gauteng



At Seed Academy, we understand the needs of entrepreneurs and that these differ dependent on the life stage of the business. We offer developmental workshops, accredited core skills training and support and funding for the three key stages of a business – Ideation, Build & Grow, Grow & Scale – whilst aligning to Corporates' Transformation strategies.

Our programmes have been designed with sustainability in mind – we ensure our entrepreneurs are equipped, personally and professionally, to know what it takes to build, grow and scale a business.

Seed Academy's interventions are delivered by successful entrepreneurs whose years of experience have exposed them to the many unknowns an entrepreneur can face. This knowledge enables Seed Academy to equip you with the practical skills, training and support to help you grow your great ideas into a real and profitable business.

Ideation

The hardest part of any journey is getting started. Through our TBD Ideation interventions, you will develop an entrepreneurial mind-set:

- Identify problems and develop creative solutions to overcome these
- Validate your idea and develop a viable business concept

You will leave with:

- Basic entrepreneurial acumen
- Business tools to develop business understanding
- Financial and business models
- Pitching skills and a pitch deck

Cost

Grow and Scale

To take your business to the next level you need access to series A funding and corporate supply chains. Our Grow & Scale interventions, which include business support and mentorship will enable your business to grow exponentially and compete in corporate supply chains. You will:

- Identify challenges facing your business and develop a roadmap for overcoming them
- Develop a strategy to fast track high growth
- Address operational and commercial aspects to grow and scale the business

You will leave with:

- Growth strategy
- An understanding of corporate supply chains and what it takes to effectively compete
- Leadership skills
- Sector specific network

Experienced entrepreneurs and mentors work with you weekly to help you translate training into practical application, track key performance measures, address industry specific challenges and create opportunities for market access and funding.

Cost

Contact Details

Website: www.seedacademy.co.za

Email: Query and Application forms on line

SEIFSA Small Business Hub

Footprint: Greater Johannesburg

The SEIFSA Small Business Hub (SBH) is a department of the Steel and Engineering Industries Federation of Southern Africa (SEIFSA), created specifically to address the needs of small and micro-enterprises (SMEs) in Southern Africa to contribute to the growth of the economy and the creation of jobs.



SEIFSA is a National Federation representing 27 independent employer Associations in the metals and engineering industries, with a combined membership of over 2 000 companies employing over 210 000 employees. The Federation was formed in 1943 and companies in Associations federated to it range from giant steel-making corporations to micro-enterprises employing less than 50 people.

The business hub's products and services are available to all small businesses, including those that are not members of Seifsa and those outside the metals and engineering sector.

Products & Services for start-up businesses

- Accounting and advisory services
- Statutory compliance and B-BBEE Services
- Information technology (IT) for SMEs
- Procurement of Funding and Related Services
- Industrial Relations services
- Safety, Health, Environment and Quality services
- Legal services
- Human Capital and Skills Development services

Solutions for existing businesses

- Toolkits and templates for small businesses
- Tender zone
- Cyber security
- Regulatory Compliance

Cost

Products and services are provided at a fraction of the cost to SMEs using the SBH.

Contact Details

Mashirane Comfort Matheba: Commercial Manager

Tel: 011 298 9446

Email: mashirane@seifsa.co.za

Website: www.seifsasmallbusiness.com

Shanduka Black Umbrellas

Footprint: National



Shanduka Black Umbrellas (SBU) works with partners in the private sector, government and civil society to address the low levels of entrepreneurship and high failure rate of emerging businesses in South Africa. The initiative strives to develop 100% black owned businesses to a level where they can gain meaningful access to markets, finance and networks and facilitate access to these opportunities.

SBU nurtures qualifying 100% black-owned businesses in the critical first three years of their existence by providing incubators that have office infrastructure, professional services and a structured mentorship programme at a highly subsidised rate. Shanduka Black Umbrellas has incubators in Cape Town, Johannesburg, Pretoria, Durban, Lephalale, Port Elizabeth, Richards Bay and Mooiwool in the North West.

Based on its experience in the incubation sphere, the SBU offering includes a pre-incubation programme that assists applicants to assess the viability of their business opportunity and existing businesses to formulate a strategic development plan before committing to full incubation. It has also intensified its reporting requirements in all phases of the programme to ensure its deliverables are closely monitored. Businesses are actively developed in the first three months of full incubation to help them become finance, procurement and network ready.

The organisation also promotes procurement opportunities for 100% black-owned businesses through the Shanduka Blackpages enterprise and supplier development portal. This innovative online platform links procurement managers to SMEs and is a fast, cost effective and reliable solution for companies that want to bring black businesses into their supply chains. It also provides opportunities for small businesses to develop themselves through online training and access to various support services.

How it works

The SBU incubation model is aimed at supporting emerging black businesses through the incubation programme so that they are able to emerge as independent, viable businesses. Fundamental to the programme's success is a tiered intervention, where applicants/clients transition and bolster their business through successive levels of activation.

The SBU model uses its national reach to enable clients to benefit from guided mentorship, through which clients receive the transfer of business skills, knowledge and network linkages. The businesses are assessed for their credit risk and an advisory committee offers their technical experience to assess the weaknesses and strengths of the businesses.

Ongoing support through the incubation centres and the office infrastructure linked to these include:

- Bookkeeping services at standard rates;
- Access to networking & marketing events;
- Ongoing mentoring;
- Assistance with finance access;
- Workshops aimed at business & personal development.

Cost

For a subsidised monthly fee, which varies according to the stage of the business incubation programme, emerging businesses will have access to critical services to bolster their opportunities in the market.

Contact Details

Tel: 0861UMBRELLA

Website: <http://shandukablackumbrellas.org>

Sophiatown BizCre8

Footprint: Gauteng



Based in the iconic suburb of Sophiatown, Johannesburg, the incubator provides business acceleration, mentoring and coaching for entrepreneurs with a commitment to sustainability. We don't ask for a stake in your business, a monthly fee or a share of your success, our aim is simply to help grow South Africa's under-developed economy. If you have drive to succeed in business, as well as a commitment to sustainability and socio-economic development, then we want you to join us.

Sophiatown BizCre8 offers a range of programmes to support youth enterprise development in the green economy, the design sector, and for female-led businesses in township economies. Aimed at developing aspiring entrepreneurs (age 18-35) who are dreaming of being the next big game changers and ready to activate their own sustainable business, Bizcre8 helps with business Ideation, supporting YOU to develop your business concept and Activating your business dream.

The incubator offers entrepreneurs on its programme:

- Best practice curriculum: Learn how the best companies in the world apply lean start-up, grow their customers, get funding and more
- Get access to over 100+ mentors including CEOs, lawyers, designers, investors, HR professionals and many others
- 1-on-1 coaching with experienced entrepreneurs that have helped 100s of entrepreneurs
- Office space is offered to successful applications for the duration of the programme

Cost:

Services are provided at no cost to successful applicants while they are on the programme.

Contact Details

Tel: 011 673 1271 or 011 477 3490

Email: info@sophiatownthemix.com

Website: <http://sophiatownthemix.com/bizcre8/>

Springlab is a technology incubator and joint venture partner based in Cape Town whose goal is to foster entrepreneurship in sub-Saharan Africa by helping to build scalable ventures.

Springlab offers various resources to start-ups that include seed capital and resources from marketing and software development to administrative functions and state-of-the-art office space. Springlab also assists ventures with the development of products using cutting-edge technology. They help start-ups build strategic partnerships in various industries.

Cost

There is no cost associated with being on this programme.

Contact Details

Website: <http://springlab.co>

Email: info@springlab.co

Tel: 021 448 0496

Standard Bank Incubators

Footprint: Gauteng, Western Cape, Free State, Limpopo and KZN



In line with its objective to support business and entrepreneurs, and to keep up with the rapid pace of innovative products and services, Standard Bank launched two incubators in 2015 with the aim to educate, create, empower and develop entrepreneurs.

The new incubators are Standard Bank-owned brick-and-mortar facilities where entrepreneurs can test, develop, and deploy their innovations with personal guidance from the bank's innovation and enterprise development partners. The support provided includes business development, acceleration and help with design and prototyping of products, which is normally a major barrier to entry for entrepreneurs.

Access to a corporate network

Breaking into established value chains is challenging. Via its incubators, Standard Bank can provide entrepreneurs with access to its own corporate network. At the same time, the network will provide input as to what new skills, products, and services are needed to strengthen value chains. Standard Bank is also in a position to assist incubated entrepreneurs with access to funding that would be difficult to secure without proven products and services.

The Business Incubator in Rosebank, Johannesburg is a co-working space for entrepreneurs. It provides mentoring, coaching, and access to training in enterprise development and content delivery for corporates.

The Technical Incubator in Resolution Circle Towers, in collaboration with the University of Johannesburg, is fully funded by Standard Bank. This facility provides entrepreneurs with access to technical support on manufacturing, design, 3D printing, patenting, and design support and new technologies thereby enabling rapid prototyping.

One Virtual Incubator provides co-working space at Workshop 17 in the Watershed, Cape Town, and offers access to development opportunities. Three Virtual Incubators run by Standard Bank partner LifeCo support social entrepreneurs operating in the Free State, Limpopo, and KwaZulu-Natal.

Support from Standard Bank

Once an innovator has completed a programme at one of the incubators, the Standard Bank Incubation team will monitor his or her business for the next twelve months, measuring the growth of the business's bottom line, its ability to build an asset of value and create employment. Where additional mentorship is required, it will be supplied.

Cost

Bootcamp for early stage start-ups – free

3-month acceleration programme for established companies – R5000

Contact Details

Email: incubator@standardbank.co.za

Click here to go to the [Application Form](#)

Tel: 011 721 5319 (Incubator in Rosebank, Johannesburg)

Start-up 90

Footprint: Cape Town



Start-up 90 business accelerator prepares high-growth businesses to accelerate and scale their businesses. Mentorship from seasoned entrepreneurs and industry specialists form a core component of the business accelerator programme.

The programme seeks out exceptional businesses that are using technological innovations to solve challenges in their communities and countries. Focus areas are the education, finance, healthcare and agriculture sectors.

Core services include the following:

- Entrepreneurship development

- Mentorship
- Business infrastructure
- Business support services
- Start-up Pack for pre-revenue businesses

Contact Details

Email: Online form

Website: www.start-up90.com

Tholoana Enterprise Programme

Footprint: Limpopo, Mpumalanga, Free State and Kwa-Zulu Natal



Since inception, SAB Foundation through the Tholoana Enterprise Fund has invested almost R25.5 million in 196 businesses. Up until now this has consisted mostly of grant funding to small businesses, to assist them during the early stages where cash flow is a constraint and access to finance is near impossible.

However, a recent survey conducted with 126 entrepreneurs who have received funding, has demonstrated that the Foundation needs to do more to ensure that businesses don't just exist, but rather thrive and create jobs. Many of those interviewed said that they felt that they needed additional skills, and a significant percentage of entrepreneurs do not understand their turnover and profitability, which are vital to achieving growth.

The survey results suggest that it is a combination of three factors that will increase the likelihood of success - namely access to finance, access to skills and access to markets.

For this reason, SAB Foundation has renamed the Tholoana Enterprise Fund, the Tholoana Enterprise Programme. It has invested significant funding to ensure that successful applicants will now be able to access a comprehensive and holistic 18-month programme of business support, training and mentorship to accompany any grant funding they qualify for.

The intention is also to make an impact in those areas and regions that are often under-resourced with limited opportunities, especially those in rural areas. The Foundation will therefore be proactively targeting entrepreneurs in Limpopo, Mpumalanga, Free State and KwaZulu Natal. It will consider any organisations with a proven business concept and high potential for growth.

Criteria

- Require grant funding of no more than R250 000
- The business is black-owned and managed, and operational.
- The business operates within the South African borders and are located in the appropriate province

- The business should be commercially sustainable and viable.
- You are involved in the business's daily operations and management on a full time basis.
- You have the skills and experience necessary for the type of business you're engaged in.
- Your business is in the initial stages of operations (\pm 6 months and less than 5 years);

Cost

Once accepted onto the programme, any assistance received is at no cost to the entrepreneur.

Contact Details

SAB Head Office Tel: 011 881 8111

Email: Tholoanaprogramme@za.sabmiller.com

Website: www.sab.co.za

Tourism Enterprise Partnership

Footprint: National

With roots stretching as far back as 2000, the Tourism Enterprise Partnership (TEP) facilitates the growth, development and sustainability of small tourism businesses. This is achieved through a number of products and services that provide hands-on, step-by-step support and guidance, ultimately leading to improved product quality, operational efficiency and market reach.



Access to information

The service comprises:

- **Information Portal:** Enabling access to new information and exposure to cost effective new services and products, as well as a network of like-minded entrepreneurs.
- **Tourism Awareness Workshops:** Provided free of charge with the aim to clarify the tourism sector, evoke passion for the industry and share information on relevant topics.

Business support

One of the most important services TEP offer is to provide business-consulting services to small tourism businesses using the nine provincial teams of TEP Service Providers and Business Development Consultants (BDCs).

Funding support

Access to professional business services and training is indispensable for the growth and sustainability of any business. However, many small tourism businesses do not have the resources to buy these services. Although TEP is not a funding agency, it has a Business Development Fund (BDF), which can be used on a cost-sharing to contribute towards the cost of business services.

Business Leadership Programme: The overall aim of this programme is to facilitate the sustainability of high potential small tourism businesses, increase their competitiveness and profitability. This is achieved by one on one coaching and mentoring by industry specialists.

Mentorship: The mentorship programme aims to provide an assessment of mentee's business, develop a growth plan in partnership with the mentee, implement these goals and monitor the achievement of these goals. Due to the high costs involved in mentorship, only a small number of TEP clients across the county will be invited to be part of this programme.

Learning Networks: These comprise of subsector specific workshops that address unique challenges faced by participants within the same subsector of tourism. The overall objectives of the networks are to facilitate skills development impact and to address common challenges within the tourism industry.

Business Skills: TEP's Business Skills Training is specifically focused on more sophisticated small tourism businesses. In other words, organisations that are three to five years old, have a minimum of five employees and an annual turnover of R250,000.

One Day Skills Workshops: TEP has developed a number of one-day workshops for businesses in various phases of development. Together, they provide small tourism businesses with the information and tools required to operate effectively within the tourism industry.

Market access

TEP has a dedicated programme that undertakes a range of activities to improve market access for selected Small Tourism Business. The programme aims to bring a buyer closer to a seller and facilitates the creation of businesses linkages and procurement opportunities.

Cost

There are costs attached to the various programmes as [listed on their website](#).

Contact Details

Tel: 010 612 0261 / 011 880 3790

E-mail: info@tep.co.za

Website: www.tep.co.za

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