



SA's largest Procurement & Inbound Supply Chain Indaba

PARTNERSHIP PROSPECTUS



10 – 11 September 2024

 Gallagher Convention Centre, Midrand



Enterprise & Supplier
Development Event

Sponsored by



SmartProcurementWorld
CORPORATE EXPO

GUEST CONFERENCE



SA's leading Private and Public Sector Procurement Professional Development Community Gathering

This year's theme:

The DNA of Procurement

The 18th Annual event will once again bring together Procurement practitioners from across the private and public sectors - to unpack challenges and opportunities, benchmark on local and global case studies, network with each other and find solutions partners for their respective organisations.

Join the procurement and inbound supply chain event of the year!

As leaders, practitioners and procurement teams come together to navigate and explore the DNA of Procurement.

Smart Procurement has enjoyed supporting the role of procurement and supply strategies by sourcing and identifying long term sustainable solutions for their business. We invite you to partner with the leading professional event to showcase your solutions.

18th Annual Smart
Procurement World Indaba,
Gallagher Convention Centre

**10 - 11
September
2023**

Will you be a part of this exclusive, leading and trusted industry gathering?



Who are we

Smart Procurement is a division of Commerce Edge South Africa (CESA), a **level 1 BEE** Company. CESA has been providing SCM training and skills development for the last 16 years in collaboration with the Chartered Institute of Procurement and Supply (CIPS) Africa. Commerce Edge SA is also a CENTRE of MERIT with body CIPS and is the largest study centre for CIPS in Africa.

Smart Procurement engages the procurement community from across the country to **over 27 000 professionals** annually.

Smart Procurement works closely with the Government stakeholders, private sector and is endorsed by the professional body **CIPS**, to host SA's largest procurement and supply chain conference. The conference is further endorsed by body **SAPICS** and **CIGFARO**, as the representative procurement and supply chain conference in South Africa.

We have hosted the Smart Procurement World Indaba for **17 years** and the Enterprise & Supplier Development Expo for **12 years** in Gauteng (3500 attendees).

Smart Procurement also represents Africa's largest professional online community through **Africa Supply Chain in Action** and Made in Africa, launched in 2020 in response to driving the continent's profession and enabling local business through collective purchasing power. These initiatives bring together **4000+** African businesses and practitioners.

Smart Procurement World also continues to play a major role in economic development in the country **through linking SMMEs to buyers** across South Africa and the conference and exhibition will once again run alongside the Absa ESD conference and expo, which will be attended by 200+ of our top black-owned suppliers hosted by our corporate partners.

Our Audience

Smart Procurement engages a wide public and private sector audience through:

-  Online community www.smartprocurement.co.za
-  Conference events Smart Procurement World www.smartprocurementworld.com
-  SMME Community www.smmeclinic.co.za

Smart Procurement World Social Media community



LinkedIn
24 000+



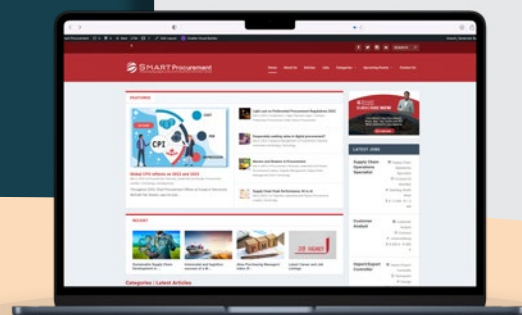
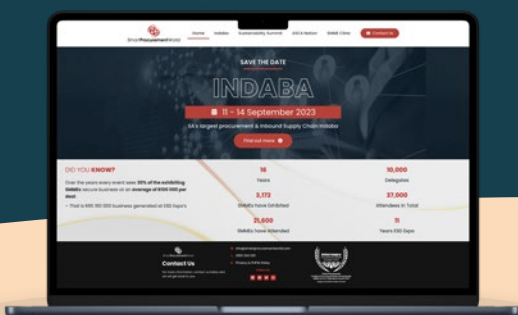
Facebook
3400+



Twitter
1800+



Instagram
500+





Your Opportunity

The annual national event will bring together 700+ public and private sector supply chain and procurement professionals from across South Africa and beyond.

Collocated with the 13th Annual Absa ESD Event – SA's Largest buyers meet sellers event

The annual APMP (Association of Proposal Management Professionals) SA Conference will once again run alongside as a guest conference and focus on upskilling audiences on tender proposals and the bidding process.

This is a community for them to:



Share and engage in collaboration to meet the profession's skills gap.



Showcase leading case studies, products and services.



*Identify partners and future strategies to take **their organisation** to the next level.*

As a solutions provider, this is your opportunity to tap into this platform, showcase your offering and do business with SA's largest professional gathering.

Engage with

Chief Procurement Officers • Heads of Supply Chain • Chief Buyers • Transformation Managers • Supplier Development Managers • Tender Managers • Purchasing Managers • Sourcing Managers • Commodity Managers • Category Managers • Contract Managers • Logistics Managers • Supply Chain Managers • Operations Managers • Portfolio Managers



Absa Enterprise & Supplier Development Event

Small and Medium Business Community:

- Owner
- Director
- Business Development
- Commercial Director
- CEO
- Managing Director
- Member
- ESD Practitioners

APMP Conference:

- Bid/Proposal Managers
- Proposal Writers
- Win Strategists
- Success Managers
- Content Managers
- Knowledge Managers
- Business Development Managers
- Sales Managers
- Bid/Proposal Administrators
- Success Enablers

Featuring



Green Zone

Sustainable Procurement Solutions

The Green Zone is an exciting new addition to our corporate expo and is designed to provide a platform for suppliers and experts in sustainable procurement to showcase their products.

The Green Zone will feature a range of solutions across **alternative energy sources, eco-friendly products, and waste reduction strategies**, which will provide attendees with valuable insights into the latest sustainable procurement practices.

As a solutions provider, you will have the opportunity to showcase your organisation's products and services to a highly targeted audience of purchasing managers who are actively seeking sustainable procurement solutions for their organizations.

You will be able to connect with attendees, discuss their procurement challenges, and demonstrate how your solutions can help them meet their sustainability goals.



Part of



SmartProcurementWorld
CORPORATE EXPO

Sample of Attendees



A

ABSA GROUP LTD
ADAPT IT HOLDINGS
ADDIS ABABA UNIVERSITY
AECI LIMITED
AECI MINING LIMITED
AECI WATER
AFMS GROUP (PTY) LTD
AFRICAN OXYGEN LIMITED (AFROX)-
HEAD OFFICE
AFRIMAT LTD
AFRISAM SOUTH AFRICA (PTY) LTD
AGILUS SOLUTIONS
AGRICULTURE AND RURAL
DEVELOPMENT NORTH WEST
ALAN DAY CAPITAL (PTY) LTD
ALEXANDER FORBES
ALPLA PACKAGING PTY LTD
ALTO TRAINING
ANGLO AMERICAN SOUTH AFRICA
ANGLO AMERICAN ZIMELE LTD
ARENA HOLDINGS (PTY) LTD
ARMSCOR- ARMAMENTS CORPORATION
OF SOUTH AFRICA SOC LTD

B

BANK OF UGANDA
BARLOWORLD SIYAKHULA (PTY) LTD
BEEI23
BELGIUM CAMPUS ITVERSTY
BIDVEST FACILITIES MANAGEMENT
BIDVEST INTERNATIONAL LOGISTICS
BLACK UMBRELLAS
BMW SOUTH AFRICA (PTY) LTD
BORBET SOUTH AFRICA (PTY) LTD
BOSCH REXROTH
BOTSWANA ASH (PTY) LTD
BOTSWANA COMMUNICATIONS
REGULATORY AUTHORITY- BOGRA
BOTSWANA HOUSING CORPORATION
bp SOUTHERN AFRICA (PTY) LTD
BRYTE INSURANCE COMPANY LTD

C

CANYON COAL (PTY) LTD
CAST PRODUCTS SOUTH AFRICA
(PTY) LTD
CBRE FACILITIES MANAGEMENT (PTY)
LTD
CCBSA - HEAD OFFICE (COCA-COLA
SOUTH AFRICA)
CELL C (PTY) LTD.
CGC CONSULTING SERVICES
CHARTERED INSTITUTE OF LOGISTICS
AND TRANSPORT SOUTH AFRICA
(CILTSA)
CITIBANK SOUTH AFRICA
CITY OF TSHWANE METROPOLITAN
MUNICIPALITY
COCA COLA BEVERAGES AFRICA
COCA-COLA BEVERAGES SOUTH
AFRICA (PTY) LTD -CCBSA (PE)
COMMERCE EDGE SOUTH AFRICA
(PTY) LTD
CUMMINS SOUTH AFRICA (PTY) LTD
CURRO HOLDINGS LTD

D

DELOITTE - HEAD OFFICE
DENEL CORPORATE OFFICE
DEPARTMENT OF ECONOMIC
DEVELOPMENT, ENVIRONMENTAL
AFFAIRS AND TOURISM - EASTERN CAPE
DEPARTMENT OF SCIENCE AND
INNOVATION
DEPARTMENT OF WOMEN, YOUTH AND
PERSONS WITH DISABILITIES (DWYPD)
DEPARTMENT: HUMAN SETTLEMENT,
PUBLIC SAFETY AND LIAISON- NORTH
WEST
DFC CARGO PTY LTD
DHL EXPRESS SA
DHL INTERNATIONAL (PTY) LTD

DIMENSION DATA (PTY) LTD- GROUP
HEAD OFFICE
DISCOVERY HEALTH (PTY) LTD
DOOKA
DYY INVESTMENT

E

EOH
ESWATINI COMMUNICATIONS
COMMISSION

F

FINANCIAL SECTOR CONDUCT
AUTHORITY (FSCA)
FIRST NATIONAL BANK OF SOUTH
AFRICA LIMITED-FNB
FM SOLUTIONS (PTY) LTD
FORD MOTOR COMPANY
FRASER ALEXANDER (PTY) LTD
FREE STATE DEPARTMENT OF
ECONOMIC, SMALL BUSINESS
DEVELOPMENT, TOURISM &
ENVIRONMENTAL AFFAIRS - DESTEA
FREE STATE DEPARTMENT OF SPORTS,
ARTS, CULTURE AND RECREATION
FREE STATE OFFICE OF THE PREMIER
FRY'S METALS A DIVISION OF ZIMCO
GROUP (PTY) LTD
FUZZY LOGIC

G

GAMAGARA LOCAL MUNICIPALITY
GIBELA RAIL TRANSPORT CONSORTIUM
GJIMA TECHNOLOGIES
GLAXOSMITHKLINE (GSK)GAUTENG
GOVERNMENT EMPLOYEES MEDICAL
SCHEME (GEMS)
GROWTHPOINT PROPERTIES
MANAGEMENT SERVICES (PTY) LTD
GUARDRISK

H

HENSOLDT OPTRONICS (PTY) LTD

I

IMM GRADUATE SCHOOL
IMPERIAL GROUP
IMPERIAL LOGISTICS
IMPERIAL SASFIN LOGISTICS
INDUSTRIAL LOGISTIC SYSTEMS
INDUSTRIAL LOGISTIC SYSTEMS (PTY)
LTD
INFRA AFRICA HOLDINGS
INKOMATI USUTHU CATCHMENT
MANAGEMENT AGENCY
INVESTEC ASSET MANAGEMENT

J

JSE LIMITED

K

KWAZULU NATAL PROVINCIAL TREASURY

L

LAFARGE INDUSTRIES SOUTH AFRICA
(PTY) LTD
LAKWEMA CONSULTING LTD PTY
LEAN ENTERPRISE ACCELERATION
PROGRAMMES (PTY) LTD
LESOTHO COMMUNICATIONS
AUTHORITY
LEXIS NEXIS SA
LIBERTY GROUP LTD
LIFE HEALTHCARE (PTY) LTD
LIMPOPO PROVINCIAL TREASURY
LINKAGE PTY LTD
LUMI TECHNOLOGIES

M

M&S LOGISTICS
MAKRO SA (PTY) LTD
MARSHAN TECHNOLOGIES
MASHOBANE ADVISORY SERVICES

MASSMART HOLDINGS
MCKINSEY & COMPANY
MINOPEX (PTY) LTD
MINTEK (COUNCIL FOR MINERAL
TECHNOLOGY)
MIWAY
MTC NAMIBIA
MTN SOUTH AFRICA (PTY) LTD
MULTOTEC MANUFACTURING (PTY)LTD
MVELO CONSULT CC

N

NEDBANK CAPITAL
NEDBANK LTD - HEAD OFFICE
NEPAK CORRUGATED
NERSA - NATIONAL ENERGY REGULATOR
OF SOUTH AFRICA
NILE FREIGHT BROKER (PTY) LTD
NORTH WEST DEPARTMENT OF FINANCE
NORTH WEST DEPARTMENT OF HEALTH
NORTH WEST DEPARTMENT OF
LOCAL GOVERNMENT AND HUMAN
SETTLEMENTS
NORTH WEST DEPARTMENT OF RURAL,
ENVIRONMENT AND AGRICULTURAL
DEVELOPMENT
NORTH WEST PROVINCIAL TREASURY
NORTHERN CAPE DEPARTMENT OF
EDUCATION
NXTXN

O

O FEARGHAIL (PTY) LTD
OLD MUTUAL INSURE- JOHANNESBURG
OPEN WINDOW INSTITUTE
ORACLE CORP (SA) (PTY) LTD
OXALYS TECHNOLOGIES

P

PEARSON HOLDINGS (PTY) LTD / CTI
PERISHABLE PRODUCTS EXPORT
CONTROL BOARD (PPECB)
PPC CEMENT
PROCURESENSE
PRODUCTION X
PROFITSHARE PARTNERS
PROTEA CHEMICALS - WADEVILLE
PROVINCIAL TREASURY - GAUTENG

R

RAND WATER - HEAD OFFICE
RAND WATER - SCIENTIFIC SERVICES
(VEREENIGING)
RARA AVIS FREIGHT & LOGISTICS
RIO TINTO
ROYAL BAFOKENG ENTERPRISE
DEVELOPMENT
ROYAL BAFOKENG PLATINUM
ROYAL BAFOKENG PLATINUM MINES

S

SA BREWERIES (ABINBEV)
SAINT-GOBAIN CONSTRUCTION
PRODUCTS SA
SAINT-GOBAIN HEAD OFFICE
SAMSUNG ELECTRONICS SA
SAMSUNG SDS
SAP IS & BN
SAPICS
SASOL OIL (PTY) LTD
SASRIA SOC LIMITED
SCAN GLOBAL LOGISTICS SA (PTY) LTD
SEARCHLIGHT
SEPHAKU CEMENT (PTY) LTD
SERVEST (PTY) LTD
SIBANYE STILLWATER
SIEMENS SOUTH AFRICA
SILULUMANZI
SIYANDA BAKGATLA PLATINUM MINE
SOUTH AFRICAN FORESTRY COMPANY
(LTD) (SAFCOL)
SOUTH AFRICAN LOCAL GOVERNMENT
ASSOCIATION - SALGA

SOUTH AFRICAN MANUFACTURING
TECHNOLOGY DEMONSTRATION CENTRE
(SMTDC)
SOWETO BUSINESS ACCESS
STANDARD BANK OF SOUTH AFRICA
LIMITED
SUN INTERNATIONAL LTD

T

TCS
TELKOM SA (LTD) - CENTURION
TELKOM SA SOC
TETA
THE AFMS GROUP
THE DE BEERS GROUP OF COMPANIES
THE DEPARTMENT OF TRADE AND
INDUSTRY - DTI
THE DIFFERENCE MAKERS NPO
THE IQ BUSINESS GROUP
THE SOUTH AFRICAN BREWERIES
(PTY) LTD
THUNGELA RESOURCES
TIBS
TIGER BRANDS LTD
T-MARC HOLDINGS
TOTAL ENERGIES MARKETING SOUTH
AFRICA
TOURVEST TRAVEL SERVICES
TRANSNET ENGINEERING - HEAD OFFICE
TRANSNET FREIGHT RAIL - HEAD OFFICE
TRANSNET PROPERTY
TRANSNET SOC LIMITED
TRANSPARENT RECOVERY SOLUTIONS
TRANSPARENT SA
TRANSTECH CONSOLIDATION AND
PROCUREMENT (PTY) LTD
TSEBO SOLUTIONS GROUP

U

UMGENI WATER SERVICES PTY LTD
UNITED NATIONAL BREWERIES (UN-
BREWERIES)
UNIVERSITY OF JOHANNESBURG - UJ
UNIVERSITY OF PRETORIA
UNIVERSITY OF THE WITWATERSRAND

V

VELIZO MANAGEMENT
VISA
VOLKSWAGEN FINANCIAL SERVICES
SOUTH AFRICA (PTY) LTD
VOLVO GROUP

W

WACO AFRICA (PTY) LTD
WANAMA SOLUTIONS
WDBO
WESTERN CAPE DEPARTMENT OF
TRANSPORT AND PUBLIC WORKS
WESTERN CAPE GAMBLING AND RACING
BOARD
WHOLESALE AND RETAIL SECTOR
EDUCATION AND TRAINING AUTHORITY
(W&R SETA)
WIL (WORLDWIDE INTEGRATED
LOGISTICS)
WILAT
WITS UNIVERSITY
WOOLWORTHS (PTY) LTD
WOOLWORTHS FINANCIAL SERVICES

Y

YAFRICA

Partnership

There are various levels of partnership options that span from having a presence in the conference agenda and showcasing your industry leadership to having an exhibition stand to network and leverage facilitated delegate meetings.

Partnership Options

Sponsor Partner Options

Benefits	Diamond	Platinum	Gold	Silver	Bronze
Physical Conference 10-11 September 2024					
Exhibition Stand Size	20	12	12	9	6
Panel Participation	●	●	●		
Host Panel Discussion	●	●			
Stand Alone Session	●				
Conference Delegate Passes	10	7	5	3	1
Advert in Conference brochure/manual	●	●	●		
Delegate List	●	●	●		
Facilitated Meetings	●	●	●	●	●
Pre/Post/Onsite Marketing	Premium	Premium	Premium	Standard	Standard
Investment ZAR (excl VAT)	R310 000	R245 000	R210 000	R110 000	R65 000

Exhibition only Options

Shell Scheme Options	
6m2 - R21 600 Excl Vat	
9m2 - R31 400 Excl Vat	
12m2 - R39 200 Excl Vat	
All Shell Scheme Stands inclusive of:	
2 Stand Rep Passes, prebuilt stand, 2 chairs, 1 table, plug point and lighting.	20% OFF DELEGATE PASSES
Raw Space	
R3000 Per Square meter minimum 6m2	

Custom Partner options to Sponsor

- » Session
- » Cocktail
- » Lunch
- » Speed Networking
- » Inserts in Delegate Bags
- » Delegate Bags
- » Lanyards
- » Registration
- » *Custom Packages on request*



[View the 2023 Indaba post event report](#)



Enterprise & Supplier Development Event

Sponsored by



Smart Supplier Conference

The first day of the event will enable SMMEs to overcome challenges and to leverage opportunities available to them.

It will also focus on how they can expand their offering to a national audience.



Smart Supplier



Supplier MatchUp

Supplier MatchUp

A mini-networking event in the exhibition for SMME businesses to visit buyers in the public and private sectors. SMMEs will have the opportunity to ask buyers questions about their processes or just to make themselves known.

Buyers have the opportunity to build a base of reliable, tried and tested SMME suppliers.

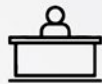
SMME Helpdesk - meet an Expert

A one-on-one opportunity to engage a selection of business experts to gain valuable knowledge on pressing questions, challenges, and opportunities



Buy Local Market

Co-located with the Absa Networking Cocktail, this will be an opportunity for suppliers of products to showcase their goods to the delegate and buyer audiences.



SMME CLINIC
Fostering Business Resilience

SMME Clinic

All hosted businesses will become a part of Smart Procurement's SMME Clinic community where they will gain access to a plethora of ongoing training and networking interventions

Growth

2
Days

1500+
Attendees

**Buyers
& Suppliers**

**SA's largest long standing
market access event and
programme**

The Concept

Smart Procurement has been facilitating the development of suppliers and small businesses through market linkage events, training and customised interventions.

The 13th Annual Absa Enterprise & Supplier Development Event is collocated with the 18th Annual Smart Procurement World Indaba and is aimed at connecting top black owned businesses with procurement buyers.

Promoting SMMEs and ensuring their growth and sustainability in coordination with key partnerships, is significant to ensuring long term success not just for the SMME but also for corporates who invest in these businesses.

As a corporate looking to develop your enterprise & supplier development strategy, our event gives you the best opportunity to put your preferential suppliers in front of core buying teams and help them get tenders; network with potential leads and ultimately sign business!

There is no other business trade show that brings such a comprehensive selection of buyers and suppliers in South Africa!

What's in it for you?

- Elevate your existing ESD initiatives and host a SMME Pavilion enabling your suppliers access to SA's largest buyers meet sellers linkage platform
- Your preferential suppliers have access to financial support; non-financial support via our on-floor learning seminars and access to market developing and maintaining your enterprise and supplier development strategies
- Develop Suppliers for your supply chain
- Profile your company and showcase your commitment to ESD
- Meet and engage with the other 200+ SMMEs hosted by corporates to help you meet your own internal procurement targets
- Fully claim your sponsorship and contribution

Who should Sponsor?

ANY entity looking to elevate their Enterprise and Supplier Development programmes by giving their suppliers access to market and access to an ongoing business and networking community.

- Corporate Enterprise and Supplier Development
- Government
- Incubators and Accelerators
- Transformation Partners
- Chambers

i Your Opportunity

Participate as a Host Partner and nominate a selection of your top suppliers/beneficiaries to leverage from an extensive access to market, training and development programme.

2024 SMME Programme



May - December

Biweekly SMME Clinic Masterclass



May - November

Commencement of Personalised Concierge service: Buyer Introductions/Linkages



June - December

Virtual Supplier MatchUp Sessions



10 September (Physical Gallagher Convention Centre)

- Absa Smart Supplier Half day Conference
- Speed Networking - SMME to SMME
- Absa Networking Cocktail and Buy Local Market



11 September (Physical Gallagher Convention Centre)

- SMME Helpdesk – Prebooked session with business experts
- Supplier/Buyer MatchUp
- ESD Event/SMME Exhibition



**SmartProcurement
World**

Standard Host Packages



Benefits for Host Company

- » Pre and post-event branding as a host ESD Partner
- » Company listing and hyperlink on website and all related conference collateral
- » x2 Delegates passes to the 2 Day SPW Indaba Conference
- » Buyer MatchUp participation for sourcing team to engage with prospective suppliers
- » Comprehensive post programme and event report
- » Branded Networking Lounge/ SMME showcase area



Hosted SMME Benefits

- » Access to 2024 programme
- » 2 Representatives may attend the 2 day conference and exhibition
- » Logo and company write up in the event Show Guide
- » Showcase in an allocated stand in the hosted pavilion
- » **Stand includes:** 1.5m x 1.5m prebuilt stand including (carpeting, table, 2 chairs, lighting and plug point)

Investment
(excl VAT)

R26 837 per SMME
(minimum 5 Hosted SMMEs)



Example of Hosted Pavilion

Offered where there are 10+ hosted SMMEs

Optional Host Add on



Launched in 2020, in the midst of the global pandemic, the SMME Clinic positioned itself as a business wellness center, simply asking the question:

How are you and your business and how can we help you?

The SMME Clinic addresses the reasons for historic SME non-participation by offering a choice of tailor made one-on-one support based on the needs of the business and the business owner that also includes the staff.



Through the voucher system the SMME may choose from consulting hours with an expert in the area they most feel they would like to target in their business such as:

- Access to Market
- Business Strategy
- Digital Marketing
- Governance
- HR Outsourced
- HR Skills Development
- Legal
- Performance Management
- Personal Development
- Sales
- Strategy and Business Planning
- **AND MORE!**
- Business Plans
- Conflict Management
- Digital Skills
- Finance
- HR Documents
- HR Payroll
- Leadership
- Marketing
- Personal Development
- Risk Management
- Skills development
- Team Building

The result is high impact, inclusive support to the business owner and staff.

Chat to us around a customised SMME Clinic add on from as little as R5000 per beneficiary






Contact us



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Smart Procurement World
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-  **YouTube**
Smart Procurement

Let us help you
tailor-make a
package to suit
your specific
strategy and
budget.



**SmartProcurement
World**

Past Partners

Guest Conference 	Industry Body Partners    	ESD Platinum Sponsor 	Diamond Partner/ Leaders Forum Host 
Platinum Partners   		Gold Partners  	
Silver Partners    			
Bronze Partners   			Transport Partner 
Enterprise Development Hosts           			
Event and Exhibition Partners                                   			
Entertainment and Wellness Partners   		WIFI Sponsor 	Ambassadorship 
Affiliate and Media Partners       			



Enterprise & Supplier
DevelopmentEvent

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SA's largest
Procurement & Inbound
Supply Chain Indaba