| | ENTERPRISE DEVELOPMENT | SUPPLIER DEVELOPMENT | PREFERENTIAL PROCUREMENT |
|---|---|---|---|
| **ESD ACTIVITY** | support to a:<br>• QSE or EME<br>• 51% black-owned or<br>• 30% black women-owned<br>• not a current supplier | support to a:<br>• QSE or EME<br>• 51% black-owned or<br>• 30% black women-owned<br>• a supplier | procurement spend from:<br>• empowered companies<br>• non-compliant supplier spend is not counted |
| **ESD APPROACH** | 1 SMEs match core business and become procurement ready | 2 SMEs win contracts and become long-term suppliers | 3 non-empowered suppliers are transformed; spend with qualifying suppliers increased |
| | • earlier stage businesses<br>• need generalist<br>• foundational level support<br>• less funding required<br>• broad-based approach ensures reach and participation (more SMEs) | • later stage SMEs<br>• require generalist and specialist support<br>• higher amounts of growth funding required<br>• focused approach to match procurement demand areas (less SMEs) | • well-established enterprises (+R50m t/o)<br>• require specialist support<br>• need high amount of growth funding |