

FNB SUPPLIER DEVELOPMENT PROGRAMME

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SUMMARY

Applications for the FNB Supplier Development Programme, will open on **12 April 2021** and will run for a period of 4 weeks. There are 2 steps to apply:

Step 1: Visit the Edge Growth website (<https://edgegrowth.com/programmes/fnbsd/>) and click the APPLY button on the Edge Growth FNB Supplier Development Programme page. Upon accepting the FNB Supplier Development Programme Terms and Conditions, you will be redirected to Incubator Portal (<https://edgegrowth.incubatorportal.com/apply/FNBSD>) where you can register as a new user.

Step 2: Once registered as a new SME on Incubator Portal, APPLY (<https://edgegrowth.incubatorportal.com/apply/FNBSD>) to the FNB Supplier Development Programme by completing the comprehensive business diagnostic (approx. 45-60 minutes).

After a review period, all applicants will receive email communication in May 2021 indicating the status of their applications, and if successfully selected, information and instruction for next steps will be provided.

Up to 100 suitable businesses that meet all criteria assessed in the comprehensive business diagnostic will be invited to join the FNB Supplier Development Programme, which is scheduled to begin in **June 2021**.

FREQUENTLY ASKED QUESTIONS

1. What is the FNB Supplier Development Programme

FNB has partnered with Edge Growth to deliver a new and exciting fully digitised programme aimed at empowering SMEs of all sizes and industries. This programme will allow SMEs to engage through leveraged online platforms in order to access practical business development tools and resources while at the same time participating virtually in interactive group mentorship sessions with like-minded SMEs and industry experts.

This innovative new programme lends itself as a great opportunity for those entrepreneurs that are facing increasing pressures and demands on their time and energy. A programme that is designed to maximise the use of time and allow increased flexibility through digital content and engagement, while creating a nurturing and supportive community of peers, mentors and experts.

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2. What should I expect from the Programme?

1. A once off structured **Business Diagnostic** assessment that provides insights into your business's strengths, weaknesses, and growth opportunities.
2. Access to monthly group mentorship platforms "**Entrepreneur Councils**" that will help you formulate a strategy and development plan for your business.
3. An **Assigned Mentor** who will work closely with you and other participants through group mentorship sessions as per the Entrepreneur Councils.
4. Access to **practical business skills and expertise** through monthly topical Webinars and Entrepreneur Councils.
5. Scheduled emailers "**Business Bursts**" inclusive of tools and templates that introduce and conclude the month's business theme and topic to be pre-read prior to Webinars and Entrepreneur Councils.
6. Ongoing monitoring of progress (through Entrepreneur Councils) against the **development plan** to contribute towards the sustainability of the enterprise.

3. Overall, how much time will be required for me to invest in this programme?

All programme participants will be expected to dedicate approximately 10 hours per month. This time will be split between topical webinars, entrepreneur councils (group-based) and email bursts inclusive of business building tools and templates.

4. When is the FNB Supplier Development Programme scheduled to begin, and how long will it run for?

June 2021 - February 2022.

5. How do I apply to the FNB Supplier Development Programme?

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After a review period, all applicants will receive email communication in May 2021 indicating the status of their applications, and if successfully selected, information and instruction for next steps will be provided.

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6. How long is the application process and when will I find out if I have been accepted onto the FNB Supplier Development Programme?

In total, the full application period is approximately 8 weeks, and will be live from 12 April to 7 May 2021. Visit <https://edgegrowth.incubatorportal.com/apply/FNBSD> to find out more about the programme and how to apply via the Incubator Portal website. Announcements will be made in May 2021 via email communication, and suitable businesses that meet all criteria assessed in the comprehensive business diagnostic will be invited to join the FNB Supplier Development Programme, which is scheduled to begin in June 2021.



7. How many businesses will be accepted onto the FNB Supplier Development Programme?

Up to 100 suitable businesses.

8. What criteria will be assessed in the comprehensive business diagnostic?

The purpose of the comprehensive business diagnostic is to understand the strengths and weaknesses of the SME (applicant), which in turn will be used to determine programme suitability for the SME. The four assessment areas include: Sales & Marketing, Financial Management, Practice Operations and Team & Scalability. The questions are primarily multiple choice and directed at establishing the SME's capabilities and gaps in these areas. It may be required that applicants upload certain documents as part of the diagnostic assessment.

9. While I am completing the business diagnostic on the Edge Growth Incubator Portal, will I be able to save, exit and return to the form?

Yes, all inputs are automatically saved, and you are able to return to your diagnostic form, provided that you have not submitted it yet. Visit <https://edgegrowth.incubatorportal.com/apply/FNBSD>

10. Would I be able to edit my business diagnostic once it has been submitted?

No, all submitted diagnostics are considered final. For this reason, we encourage that you take your time to complete each section with high attention to detail.

11. What kind of feedback on the completed business diagnostic can I expect?

Detailed reports on the diagnostic will be shared with all successful applicants upon the completion of the application process. Unsuccessful applicants will have the option to request a report of their diagnostic upon receiving an email confirming the status of their application.

12. What is the Edge Growth Incubator Portal platform?

Incubator Portal is an online ecosystem and platform that has been designed specifically to support start-ups and small businesses with direct access to business development programmes and mentorship.

Edge Growth prides itself on delivering programmes with strategic focus and value chain alignment, optimising resources and ensuring seamless cross-functional communication and collaboration. Edge Growth will make use of the Incubator Portal as an online accessible channel to deliver high quality programmes.

The platform is the central location for almost all aspects of the programme. Events, meetings and even chats with your mentor and other SMEs will take place here, as well as reporting, task assignments and other data capturing or feedback instances.

13. What will be required of me to set up a profile on the Edge Growth Incubator Portal platform?

Upon signing up, you will need to activate your profile via a verification email sent to your email address. The platform will prompt you to complete various sections that provide more detail on you and your business, before directing you to the FNB Supplier Development Programme application page, where you can complete the business diagnostic form.

Please note: It is required for all Applicants and Participants to accept the FNB Supplier Development Programme Terms and Conditions before they will be permitted to apply to the programme. To view the terms and conditions, click here <https://edgegrowth.com/programmes/fnbsd/>



14. Will personal and business information shared on the Edge Growth Incubator Portal platform and during the FNB Supplier Development Programme be secure and confidential?

Yes, all information and data shared on the platform / in the programme will remain confidential and secure (in access-controlled repositories) as detailed in the FNB Supplier Development Programme Terms and Conditions and is only used for programme-related purposes. For example, reporting on business growth to FNB.

Applicants and Participants may from time to time receive marketing information about programmes, reading material, articles or tools relevant to their business or industry.

15. How do I access the Edge Growth Incubator Portal platform once I have signed up?

Follow this link: <https://edgegrowth.incubatorportal.com>

16. How often will I be expected to login into Edge Growth Incubator Portal?

All programme members will be required to complete bi-weekly and monthly activities, engagements and tasks on the platform.

17. What if I am unable able to access Edge Growth Incubator Portal due to connectivity issues, and I miss an important milestone or event?

SMEs to contact their assigned mentor.

18. Will I be able to access the Edge Growth Incubator Portal platform from my mobile device?

Yes - however for optimal use of the platform, we recommend that all users access and navigate it via a personal computer.

19. When accessing the Edge Growth Incubator Portal platform, will I be required to use my own data?

Participating in the programme requires all SMEs to have the right tools and network connectivity in order to engage fully.

20. Who to contact if problems are experienced on the Edge Growth Incubator Portal platform during the application phase?

incubatorportal@edgegrowth.com

21. Do I have to be logged into the platform to receive communication about the programme?

Key communication will be sent via email and will be accessible on the Edge Growth Incubator Portal.

22. How will webinars and entrepreneur councils be hosted?

Invitations will be received through Edge Growth Incubator Portal, and all engagements will be hosted online using the Zoom web conferencing platform.

