

DEVELOPING SMALL SUPPLIERS

SUPPORTING A NEW GENERATION OF ENTREPRENEURS, HELPING THEM TO BE SUSTAINABLE SUPPLIERS THROUGH PROVIDING THEM WITH ACCESS TO MARKET

Pick n Pay's Enterprise and Supplier Development (ESD) Division has three specific aims:

- Increase local procurement by accelerating small suppliers into the supply chain
- Improve and develop a great quality range of local products at competitive prices
- Provide small producers with a national platform by increasing access to national and regional markets.

Our vision is to develop diverse and ethical suppliers.

SUPPORT

Empower and build entrepreneurs and small suppliers by providing them with **mentorship and business development** support

SCALE

Develop **strategies and programmes** with the aim to increase **productivity** and delivery of SME's within the Pick n Pay supply chain

SUSTAIN

Promote and facilitate all aspects of small supplier development within Pick n Pay

Develop and source local products to benefit our customers and grow the local economy



The ESD team works closely with other divisions within the business, such as the merchandising and supply chain teams, to provide technical advice, workshops and guidance to the small business owners throughout the process.

The PnP Small Suppliers Toolkit is a step-by-step guide designed to empower small suppliers with information on how to do business within the retail environment. It includes guidance on how to develop a product or service in order to become a successful and sustainable supplier to Pick n Pay. The toolkit is available in English, Afrikaans, Xhosa and Zulu. picknpay.co.za/supplier-toolkits

ATTRACTING AND DEVELOPING ASPIRANT SUPPLIERS

By giving start-ups access to training, funding and opportunities to become part of our national supplier network, **Pick n Pay is helping to develop a new generation of entrepreneurs.**

In 2016 we held our BoostYourBiz competition, an entrepreneurship programme aimed at empowering and developing aspirant entrepreneurs and suppliers. The competition was open to all entrepreneurs and South African-owned small businesses to pitch their idea, product or service to Pick n Pay, with the aim of becoming a listed supplier and receiving business support.

More than 540 aspirant entrepreneurs and potential suppliers entered the competition, from a range of categories, including health and beauty, grocery, clothing, general merchandise, E-services and transport. The top fifty entrants were selected to participate in a six-week intensive training programme, during which they received expert advice on financial planning, strategy, mentorship and other important aspects of supplying Pick n Pay and the retail sector in general. The participants took part in workshops and training sessions in their regions, and experienced first-hand how a national retailer operates. The finalists presented their business pitch to a panel of judges who selected the final top 24 businesses. More than half of the winners were women, with most of the products coming from the edible groceries category.

Pick n Pay partnered with, among others, Absa bank and the entrepreneurship Seed Academy to provide the winners with a business package that includes mentorship, advice on strategy, product development, brand enhancement, marketing, and finance to boost their business. The start-ups will be able to use Pick n Pay's centralised distribution centres to distribute their product or offer their services nationally. By leveraging our distribution network, we are providing a national footprint for their goods which allows them to expand their offering considerably, and achieve a much greater geographic spread than they would have if they had to distribute their products themselves.

A second BoostYourBiz campaign is planned for 2018.



“**Aside from learning how retail business works and how to make sure my product sells, I have met and become friends with a network of amazing entrepreneurs.**

Ntombenhle Khathwane, founder of AfroBotanics, which uses African botanical ingredients to manufacture quality natural hair products and BoostYourBiz winner. afro-botanics.com



Four of our BoostYourBiz winners: Dikeledi Mosime from Tin-Pac Promotional Packaging, Hlengiwe Hlophe from Ukwanda Farm, Gary Hopkins from Wasabi Marketing, and Lara Mare from Boma Brands CC T/A Rush Bars



SUCCESS STORIES



Suzanne Ackerman-Berman, Director: Transformation with **Phil Makabane**, Managing Director of Pondoland Maize CC

Pondoland Maize CC

This small Transkei-based milling operation has been supplying maize meal and animal feed exclusively to Boxer and PnP stores since April 2014. Managing Director Phil Makabane saw a business opportunity when he realised no one in the area was producing amampondo (maize meal), even though it is a popular staple food. “We began by selling our mealie meal in rural areas, then teamed up with Boxer, which also serves the same region,” he explains. Pick n Pay has provided a two-year implementation programme, which has shown Phil where his business can be improved.

RV Footwear co-owners
Roxane Titus



RV Footwear

This family-owned and-run company in Port Elizabeth produces handmade shoes which can be designed to accommodate people with disabilities, or requiring very large sizes. Prior to BoostYourBiz in 2016, RV Footwear was only able to produce the upper part of the shoe. With the support of Pick n Pay's Enterprise Development Academy, they have increased their staff component to 150 employees and manufacture the entire shoe themselves. The company prides itself on creating jobs amid low employment levels in the Eastern Cape, and is committed to uplifting their community. They source all their materials from local suppliers and are available in all Pick n Pay clothing stores.

Chem-Fresh Products

Edward Moshole, founder of Chem-Fresh products was working as a cleaner when he identified a need for gentle detergents made from quality ingredients. From this he started all the manufacturing himself, using a handmade mixer set up in his backyard, while selling his detergents door to door.

