



PetroSA

South Africa's National Oil Company

PetroSA ENTERPRISE AND SUPPLIER DEVELOPMENT PROGRAM



PetroSA, South Africa's National Oil Company, over and above its commercial mandate, has the strategic mandate of leading transformation in the Oil and Gas industry. Critical to this mandate is to ensure that the company's operations, growth, expansion and diversification objectives create jobs, act as catalyst for change and present a successful model for facilitating transformation in the Oil & Gas sector. These imperatives are highlighted in PetroSA's Vision 2020 business strategy. In order for PetroSA to achieve the above, established since 2004 as the Supplier Development Pilot, revised in 2013 as the *Enterprise and Supplier Development Program*, the following key objectives were identified:

- Broadening the scope and increasing the number and diversity of suppliers and customers to enter the PetroSA supply chain and Oil and Gas Industry;
- Identifying, choosing and supporting suppliers and customers with great potential to render services to PetroSA and the broader Oil and Gas Industry;
- Increasing the competitiveness and manufacturing capacity of relevant suppliers and customers - through skills and competency development - that can sustain and support the Oil and Gas Industry;
- Facilitating access to funding thus contribute towards boosting the financial viability of relevant suppliers and customers;
- Expanding knowledge capacity (in terms of the value chain) of relevant suppliers and customers, expanding their business horizons.

TARGET GROUP

In line with the **broad based black economic empowerment** approach, *primary target groups* are Micro, Small, Medium Enterprises mainly owned and managed by individuals and groups who are either black, female, disabled or youth from peri-urban and rural areas.

Secondary target groups are B-BBEE-compliant white-owned businesses requiring support to engage in contracts and programmes that will generate jobs for South Africans, through manufacturing and beneficiation.

QUALIFYING CRITERIA

Choosing PetroSA ESD Beneficiary

Strict criteria is adopted when recruiting and identifying supplier and suppliers to be supported. Specific preference is on those deemed as potential players in PetroSA's supply chain. This includes *registered businesses with:*



- A viable value proposition, operating, or with the intention to operate within the Oil and Gas Industry;
- An operating history of more than 2 years and operations and/or have presence in RSA;
- At least 51% black owned or 51% black women owned individuals and or groups;
- Owners whom have invested at least 20% in equity and evidence of a high level of owner commitment;
- Target markets clearly poised for significant and profitable growth.

SUPPORT OFFERED

Aimed at addressing the skills shortage and other business challenges faced by our suppliers and customers, through our ESD Program we will:

- Provide **technical/technological engineering services** to existing and new emerging value chain partners to address **capacity issues** and improve overall ability to deliver;
- Provide **generic business administrative and management skills and expertise** ranging from business planning, business compliance, tendering and good governance to improve the commercial sustainability;
- Provide ongoing **business marketing and networking support services** to suppliers emerging value chain partners to improve their overall growth and diversification.
- Facilitate **access to funding** thus contribute towards boosting the financial viability of relevant suppliers and customers;

By providing these service we hope to:

- Bolster the growth support through the provision of growth financing to worthy SME's improving the speed of growth;
- Enable the supplier to handle larger sized contracts with PetroSA;
- Reduce dependency on PetroSA over time by facilitating access to other customers;
- Ultimately, driving job creation through the growth of sustainable SME's.

To ensure the commercial viability of our suppliers and customers, PetroSA continuously identifies profitable business opportunities through its entire value chain, driven through the company's procurement procedures. All these solutions are provided by us together with our partners in both the private and the public sector.

For more information please contact:

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