

Understanding and strategically capitalizing on the new B-BBEE regulations for Qualifying Small Enterprises

The Revised Scorecard for Qualifying Small Enterprises (QSE's) has been gazetted and there are significant changes that need to be understood. The changes represent a complete step change and paradigm shift in B-BBEE compliance requirements for QSE (entities with a turnover between R10 million and R50 million per annum). More significantly, the changes create new and significant opportunities for SMME's to contribute towards their customers B-BBEE targets and transformation objectives. **The changes, amongst others, include:**

- Complying with all the pillars of the new QSE scorecard including, Ownership, as a Priority Pillar
- The automatic discounting of an entity's level rating where the sub-minimum for Priority Pillars of the scorecard has not been met;
- Increased target spends skills development and procurement;
- The significant contribution of QSE's to the preferential procurement targets of generic enterprises (entities with a turnover between greater than R50 million per annum)
- Enterprise Development and Supplier Development opportunities with generic enterprises

Join us as we unpack how QSE's can practically achieve an optimum B-BBEE level while capitalizing on the changes presented by new scorecard to grow their business and gain access to markets. The following topics will be discussed:

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- A comparative analysis and pillar by pillar approach, to review the changes brought about by new scorecard
 - Understanding the calculation methodologies
 - What are the likely process implications for the QSE's and generic enterprises in relation to QSE's
 - Alignment with Sector Charters
 - Interpretative issues you are likely to face
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- How to strategically capitalize on the changes brought about by the new codes to grow your business and gain access to markets
 - Verification preparation Implications

Date and Venue 24 June 2015[OM1] <#_msocom_1> **Times and Costs** 08h30 – 16h00 R2750 ex VAT per delegate[OM2] <#_msocom_2> Included in the training fee is a free current state analysis of your company's current compliance levels with the provisions of the Revised Codes and high-level feedback as to the opportunities available for growth and strategic transformation initiatives.

In-House training on the RCoGP

All our training is available as in-house training, customized to meet your needs,

and can be presented to your EXCO, Human Resource Team, Suppliers, Procurement team etc. If you would like to i) have the provisions of the Revised Codes presented to your team in-house OR ii) if you would like to present the implications of the changes to your suppliers, Please contact Brian Hendrikz at brian@transcend.co.za <<mailto:brian@transcend.co.za>> .

ABOUT TRANSCEND Transcend Corporate Advisors, South Africa's largest BEE advisory firm, offers training events that make a difference. We have successfully delivered conferences, workshops and courses across the country since 2008 that have assisted businesses in staying up to date with the latest developments and changes in B-BBEE legislation, contributing to the sustainability of their B-BBEE compliance and transformation objectives.