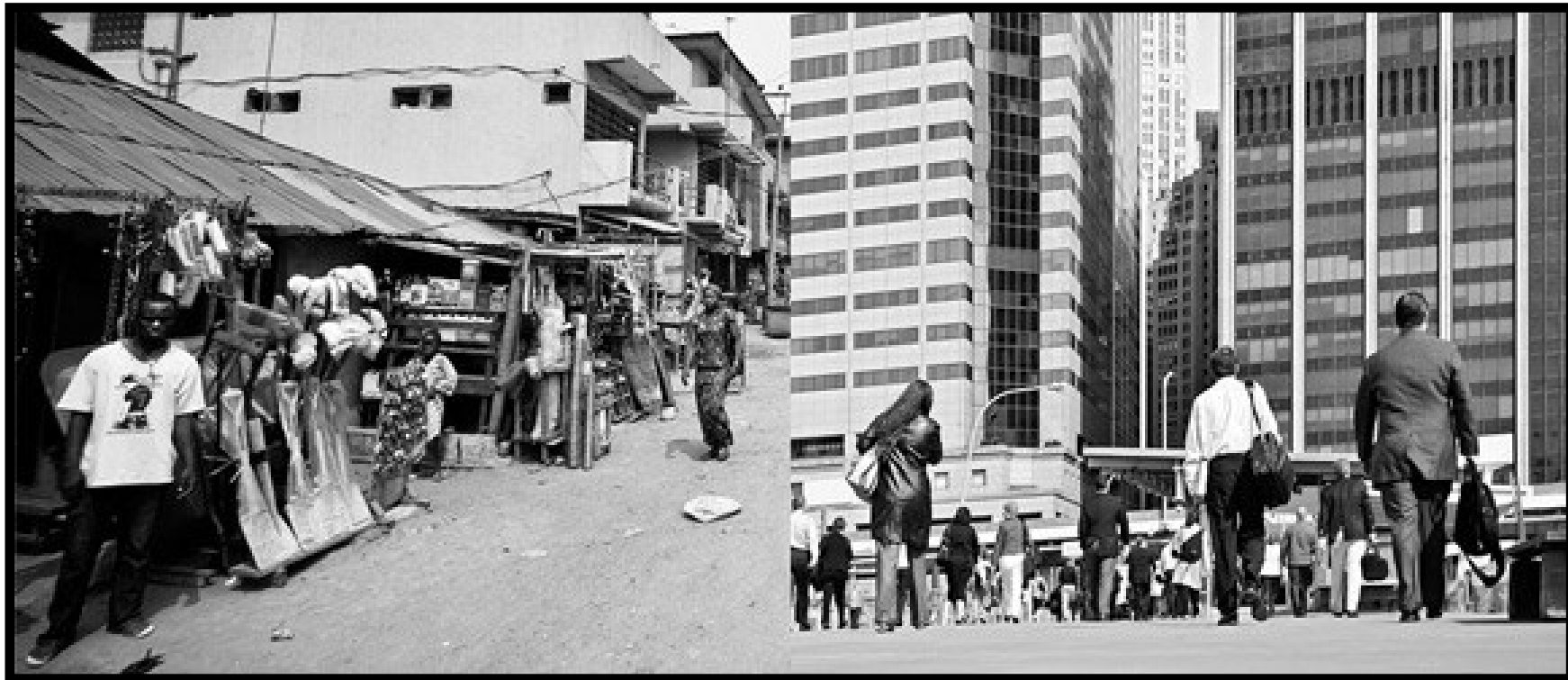


# About Simanye Consulting



**SIMANYE**

Although we help our clients meet compliance targets, Simanye is focused on going beyond compliance to create real shared value – by providing a strategic approach to delivering meaningful transformation and effective strategies for sustainable economic, community and social development.



**Compliance focused?** ✘

**Meets compliance requirements** ✔

**Impact driven** ✔

**Strategic** ✔

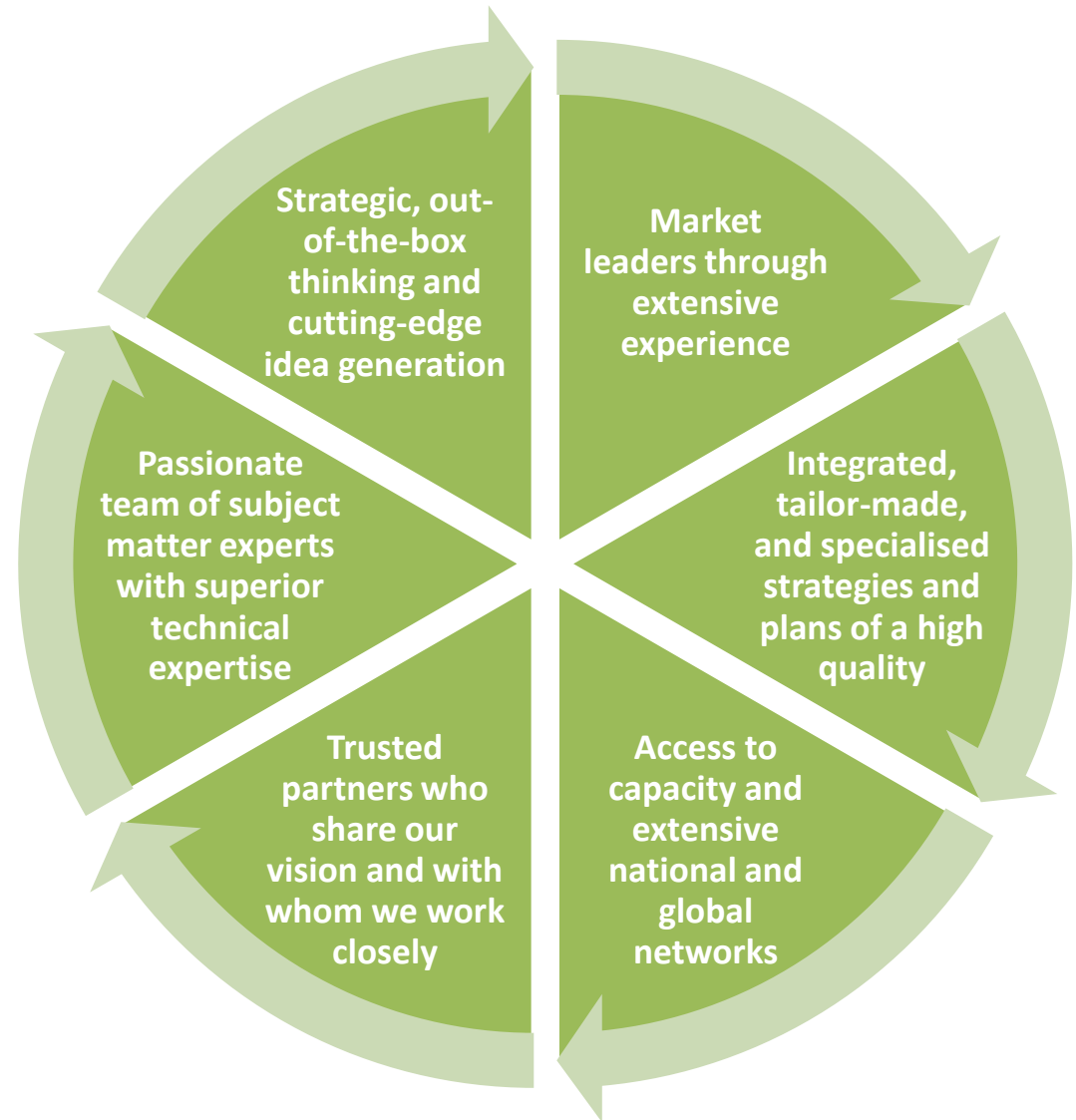
**Sustainable** ✔

**Holistic and efficient** ✔

**Value adding** ✔

## Our competitive advantage:

With our roots in management consulting in international consultancies, our core competence and biggest value-add to our clients is that we understand business, and we support commercial business strategies first and foremost. To develop B-BBEE and economic development strategies for our clients, we simply combine our expertise in these areas with our business acumen, in order to deliver practical, sustainable and impactful solutions



**SIMANYE**

B-BBEE verifications/audits under IRBA

B-BBEE consulting on all elements including Ownership

Supplier development consulting and outsourced solutions

Tender assistance

Economic development and Community development

Impact assessment and measurement & evaluation

Related training and workshops

Project/business feasibility, design,  
management and implementation

Simanye Group is a cluster of entities dedicated to helping businesses, communities and the public sector find effective and sustainable solutions for transformation and economic development in South Africa, Africa and beyond. As part of this, we have established both a consulting arm as well as a social enterprise and community development arm.

Our expert consulting services and innovative solutions are financially efficient and practical to implement. They are designed to meet compliance targets in a way that makes business sense. Where mandated by the client, and particularly for much larger corporates with challenging targets, we generate ideas and design initiatives that go beyond compliance to create real shared value, where all parties benefit.

We have provided B-BBEE and economic development advisory services to a range of clients both big and small and have worked extensively in a wide range of sectors – including mining, liquid fuels and rail.

Members of our multinational team are highly qualified both academically as well as through their diverse work experience covering such areas as gender, media, management consulting, education, scientific research, and others. We have an excellent mix of solid research design and data collection and analysis skills, complex business modeling, business planning and feasibility studies and excellent reporting and writing ability, across a wide range of sectors. We are a group of highly motivated and passionate individuals who believe that real change is possible. Our backgrounds make us highly flexible and adaptable and we add to our knowledge continuously.



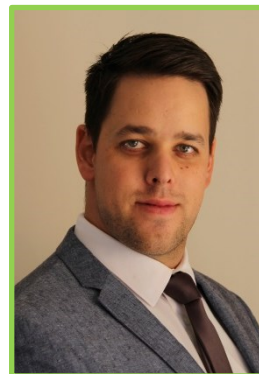
**ALANA BOND**  
B.Bus.Sci. Hons Fin  
**Director,  
Consulting**



**LANA LOVASIC**  
BSc. Hons, MBA  
**Director, Economic  
Development**



**LINDIWE BARDILL**  
M.Soc.Sci (Gender &  
Transformation)  
**Consultant**



**JACQUES SWANEPOEL**  
M.Intl Relations;  
B.Com (Business)  
**Consultant**



**ARABO EWINYU**  
M.Com (Economics)  
**Consultant**



**THOMAS ERUMEDA**  
B. Comm, ACCA  
**Consultant and  
Auditor**



**SIMBA MUMERA**  
B.Bus.Sci, CFA in  
progress  
**Analyst**



## **BEE verifications/audits**

- We are able to conduct B-BBEE audits under IRBA via our audit partners, and have strict controls in place to ensure that any advisory work is independent from audit work. We have extensive experience in dealing with large, complex B-BBEE audits, including the consolidation of 20+ entities. In addition to this, we are also able to assist smaller generics, QSEs and EMEs

## **B-BBEE consulting and verification preparation**

- B-BBEE consulting and advisory under the current Codes, amended Codes, sector Codes and Mining Charter
- Preparing clients for verification guiding them through the process and managing the audit
- B-BBEE due diligences, particularly for potential acquisitions
- Efficient structuring of clients' BEE spend
- Setting B-BBEE targets and assisting clients to achieve them
- Complex, integrated B-BBEE solutions, custom designed for larger organisations, particularly in the area of preferential procurement and supplier development
- Recommended existing programmes, initiatives and organisations for Enterprise Development contributions, Socio-economic development contributions and Skills Development solutions that create impact and are cost effective
- B-BBEE integrated IT systems and standalone calculators

## **B-BBEE ownership solutions**

- Ownership strategies for businesses of all sizes, including all types of ownership – from finding an active and strategic business partner, to using a broad-based trust partner that results in a more broad community benefit
- Independent assessments of proposed B-BBEE transactions
- SMME “plug-and-play” ownership solutions, including valuations
- Appointment and management of appropriate experts where required, including tax opinions, corporate finance advisors, legal advisors
- Complex ownership evaluations
- Sale of assets, continuing consequences (“once empowered always empowered”) and design of Equity Equivalents programmes

## **Supplier development consulting and outsourced solutions**

- Global best practice approach to supplier development
- Demand-side (procurement) analysis and supply-side analysis
- Gap analysis, matching and development of preferencing strategies for procurement
- Set up of supplier development programmes and ongoing management of implementations
- Detailed evaluation of suppliers / SMMEs for development programmes using internationally developed tools adapted for South Africa
- Tender and contract management for developing SMMEs
- Linkages to the most appropriate Business Development Support (BDS) partners and funds



## **Tender assistance**

- Assistance on the economic, BEE and supplier development requirements for large South African government tenders in the renewable energy, rail, and other sectors
- Tender assistance, consisting mainly of project management and document management services, for small and medium sized businesses
- Tender and contract management for developing SMMEs that are growing in their service offering or capacity for larger/corporate clients, including cash flow management

## **Economic development and Community development**

- Local Economic Development, including community development, local procurement and supplier development advisory services
- Holistic, asset based community development at a grass roots level
- Community profiling and engagement through Asset Based Driven Community Development
- Social and Labour Plans (SLPs) and similar
- Integration of CSI and Socio-economic Development strategies with community development
- Economic analysis and modelling for business development and grass-roots initiatives
- Business feasibilities
- Skills development and job creation
- Social entrepreneurship initiative design and support
- Use of micro-franchising models to create business-linked opportunities
- Emerging farmer development and innovative agriculture models

## **Impact assessment**

- Social Return on Investment (SROI)
- Measurement and evaluation frameworks
- Reporting assistance

## **Research, analysis and feasibilities**

- Desktop academic research services in a range of social and economic development topics
- Pre-feasibility and feasibility studies
- Monitoring and evaluation frameworks and assistance
- Analysis of data and compilation of reports

## **Training and workshops**

- Speaking events at conferences and workshops related to B-BBEE, economic development, community development, supplier development and related topics
- B-BBEE training and workshops on all aspects of B-BBEE, including the history of BEE
- Training on approaches to Economic Development, how to design initiatives for impact and monitoring and evaluation, for corporates, social businesses and NGO/NPOs
- Trustee training, particularly for trustees of broad-based trusts set up for B-BBEE purposes, on compliance and legislative requirements as trustees, as well as on Economic Development
- Training and information on Asset Based Driven Community Development, based on practical on-the-ground implementation and not just theory

## Contact us:

**Alana Bond**

*Director: Consulting*

[alana.bond@simanye.co.za](mailto:alana.bond@simanye.co.za)

+27 82 781 5274

**Lana Lovasic**

*Director: Economic Development*

[lana.lovasic@simanye.co.za](mailto:lana.lovasic@simanye.co.za)

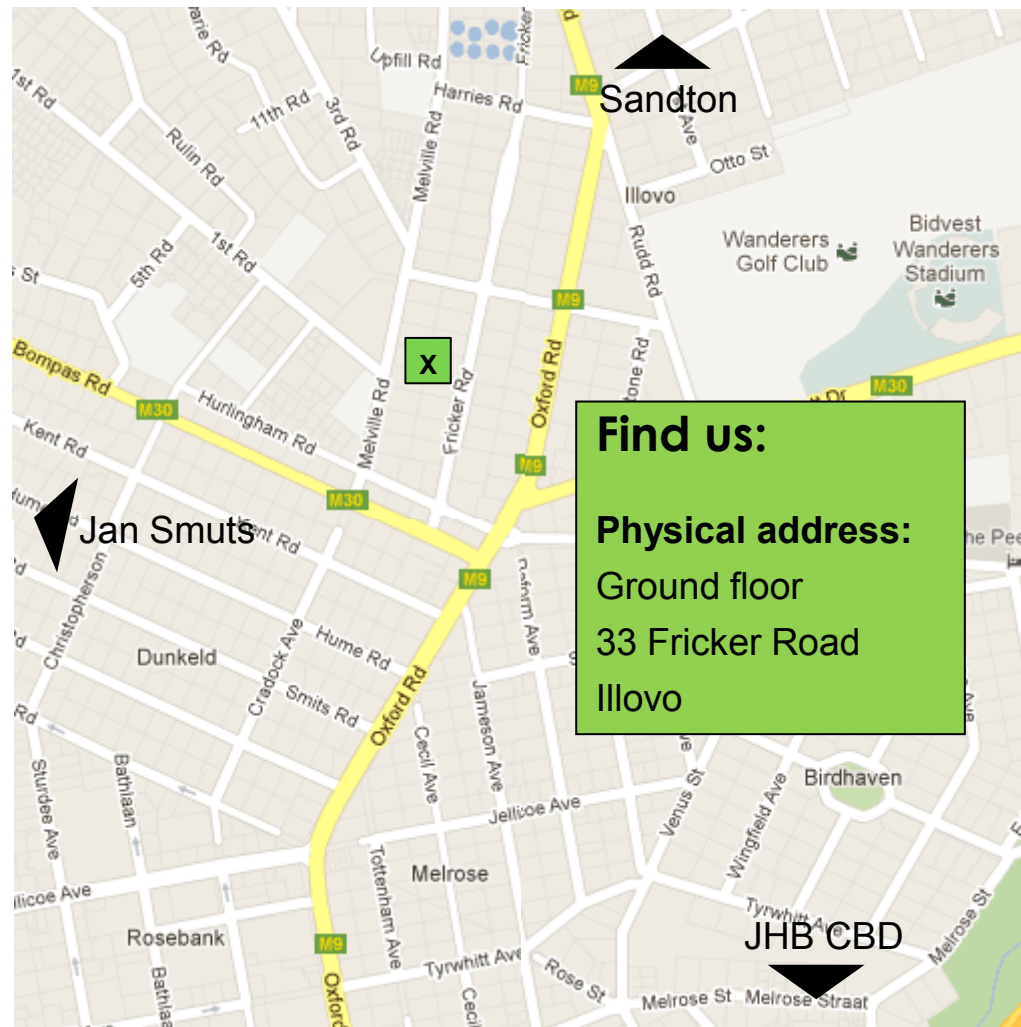
+27 79 780 7069

**Office manager**

[office@simanye.co.za](mailto:office@simanye.co.za)

+27 10 020 1304

<http://www.simanye.co.za>



**Find us:**

**Physical address:**

Ground floor  
33 Fricker Road  
Illovo