

Seda Business Plan & Budget for 2008/9

*We make it our business
to build your business*

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SMALL ENTERPRISE DEVELOPMENT AGENCY

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INTRODUCTION

- Growing economy at 5,3% fourth quarter of 2007
- Business services one of key contributors to this growth
- Increasing support measures for small enterprises:
 - ✓ President Thabo Mbeki's emphasis on ten set aside products and services and observance of 30-day payment period for SME's
 - ✓ Budget 2008 raising VAT registration threshold from R300 000 to R1 million
 - ✓ Simplification of VAT system compliance for SME's from income tax to turnover tax

VISION, MISSION & GOAL

- Our **Vision** is to be the centre of excellence for small enterprise development in South Africa
- Our **Mission** is to develop, support and promote small enterprises to ensure their growth and sustainability in coordination and partnership with other role players
- Our **Goal** is to ensure that the small enterprise sector grows and increases its contribution to sustainable and equitable social and economic development, employment and wealth creation

STRATEGIC OBJECTIVES

Our Strategic Objectives 2008/09 - 2010/11 are:

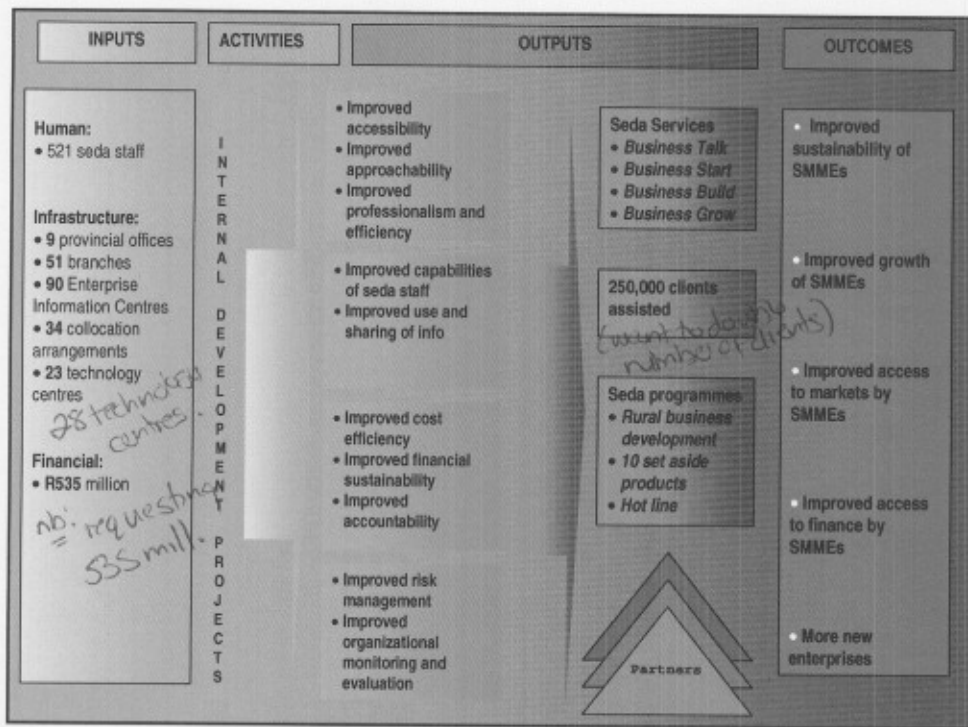
- Enhance competitiveness and capabilities of small enterprises through coordinated services, programmes and products
- Ensure equitable access for small enterprises to business support services through partnerships
- Strengthen the organization to deliver on its mandate

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FOCUS AREAS FOR 2007/2008

- In order to achieve our objectives, in 2008/09 we shall focus on:
 - Improving customer focused service delivery
 - Improving coordination and harmonization with other role players
 - Building a performance driven organization
 - Achieving financial stability and sustainability of seda

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KEY INITIATIVES	
<p>The seda Learning Academy for SMME support practitioners <i>(Linking with JIPSA and other partners)</i></p>	<p>Capacity building for SMME support practitioners, within seda and other organisations</p>
<p>Small Enterprises Agencies Forum <i>(The dti integrated strategy on the Promotion of Entrepreneurship and Small Enterprises)</i></p>	<p>Seda is expected to take a lead as an integrator of public funded SMME initiatives</p>
<p>2010 Projects for Small Enterprises <i>(In partnership with LOC and the dti)</i></p>	<p>Seda will be providing supplier development programmes to SME's that want to take advantage of these opportunities</p>

KEY INITIATIVES CONTINUED

Trade Point <i>(In partnership with World Trade Point Federation and local Chambers)</i>	Giving SA SMMEs access to lucrative overseas markets and opportunities
Ten Set Products and Services <i>(setting up platforms to ensure maximum participation)</i>	Providing business opportunities exclusively for small enterprises from the public sector
Hotline Payment Service <i>(In partnership with the dti)</i>	Setting up the service for reporting late payments and providing support measures
Coordination Support Measures <i>(In partnership with municipalities and other service providers)</i>	Seek to foster cooperation and avoid duplication at the point of delivery

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NATIONAL PARTNERSHIPS

 Department of Provincial & Local Government	 Wholesale & Retail SETA	 Umsobomvu Youth Fund
 Department of Agriculture	 Industrial Development Corporation	 National Empowerment Fund
 Mining Qualification Authority (MQA) SETA	 National Productivity Institute (NPI)	 Tshumisano Trust

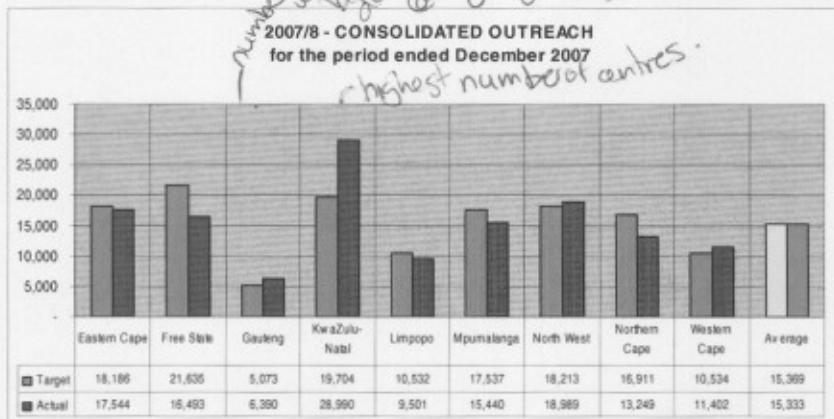
INTERNATIONAL PARTNERSHIPS

 <p>Vlaams Economisch Verbond</p> <p>VOKA, Belgium</p>	 <p>UNIZO, Belgium</p>	 <p>Exchange, Belgium,</p>
 <p>Small Business Corporation</p> <p>SBC, South Korea</p>	 <p>CONFEDERAÇÃO DAS ASSOCIAÇÕES COMERCIAIS E EMPRESARIAIS DO BRASIL</p> <p>CACB, Brazil</p>	 <p>TECHNET Africa</p> <p>Technonet, Africa</p>
 <p>Finnish Government</p>	 <p>Trade Point South Africa</p>	

FINANCIAL INSTITUTIONS & OTHER PARTNERSHIPS

 <p>ABSA Bank</p>	 <p>First National Bank</p>	 <p>Anglo Platinum</p>
 <p>Standard Bank</p>	 <p>South African Mineral Resources Action Fund an investment fund etc.</p> <p>Samaf</p>	 <p>Sasol</p>
 <p>Ithala bank</p>		

HIGHLIGHTS OF 2007/8 - OUTREACH



Number of clients reach = 137 998

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ROLL-OUT SUMMARY

Geographic spread of seda offices

	2007/2008		2008/9
	Target	Achieved	Target
Provincial Offices	9	8	9
Branches	43	42	51
Enterprise Information Centres	90	53	90
Seda Technology Programme Centres	23	23	23



← Seda Chris Hani

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CATEGORIES OF BUSINESS SERVICES

Seda Business Talk	You are thinking about having your own business? Congratulations! Talk to Seda first, and you will get practical answers and guidance about your first steps into business, saving you precious time and money.
Seda Business Start	Serious about starting your business? Seda is the partner to help you plan it all, so that you have the best chances of success. That's all that matters to us.
Seda Business Build	Your business is established, and now is the time to consolidate and improve your fundamentals. As the SME specialist agency of the dti, Seda is ideally positioned to assist you in your critical business building phase.
Seda business Grow	At this stage of development, you seek a strategic partner that could review and challenge you to take actions toward more sustainable growth. Our network of service providers and our track record are testimony of our capacity to help you in your success.

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reach people in their own language.

*-already in business -
-already have business*

SEDA TECHNOLOGY PROGRAMME

- On 1 April 2006, STP was created from the merger of the Godisa Trust (a Schedule 3A Public Entity), the National Technology Transfer Centre (NTTC) and the dti's Technology Advisory Centre (TAC) (
- On 1 April 2008, the South African Quality Institute (SAQI) and the technology transfer activities of the Technology for Women in Business Programme (TWIB) will be incorporated into STP.

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