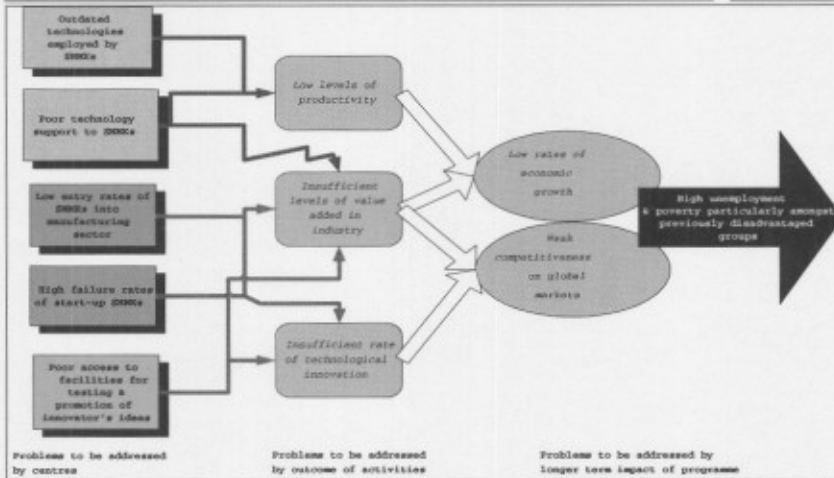


## CHALLENGES FOR THE SEDA TECHNOLOGY PROGRAMME



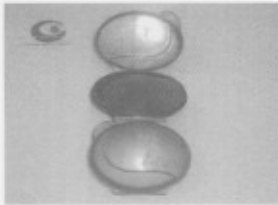
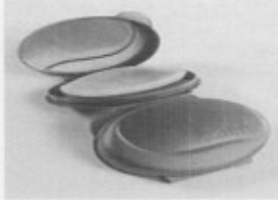
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## STP DELIVERS ON ITS MANDATE THROUGH ITS INCUBATORS/ TECHNOLOGY BUSINESS CENTRES (TBCs), TECHNOLOGY TRANSFER AND QUALITY INTERVENTIONS:

- **Business Incubators/TBCs provide a variety of specialized and highly focused business development, infrastructure and other support services to accelerate the growth & development of small enterprises**
- **STP's Technology Transfer Interventions are designed to provide start-ups and existing small enterprises with access to special grant funding for the acquisition of technology to increase their productivity and profitability**
- **From 1 April 2008, STP will provide a variety of Quality Standards Support Services designed to improve their overall operating and business management systems, as well as ensure compliance with relevant European/US trading requirements**

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## TECHNOLOGY - MAKING A DIFFERENCE



rise  
total order of  
steel rings for  
rest of this yr  
to incl next  
yr =

secured contract with boots & emirates airlines  
not = low tech intervention.  
- sold 25% of business for 7 million rand.

SEDA Im higher than other cases.

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## HIGHLIGHTS FOR 2008/9

5 new Centres to be established	Increased reach & impact through new "access to tech." services	Survival rate of SMMEs supported by the programme to reach 90%
↑	↑	↑
TTF & TTFW to be extended	Integrated & holistic support package for SMMEs from Government	Turning 8 in 10 Failures into 8 in 10 successes
↑	↑	↑

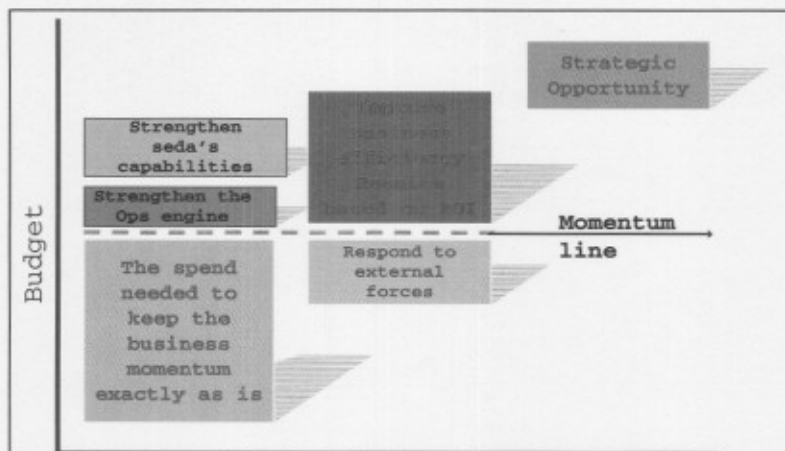
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## FACILITATING ACCESS TO TECHNOLOGY:

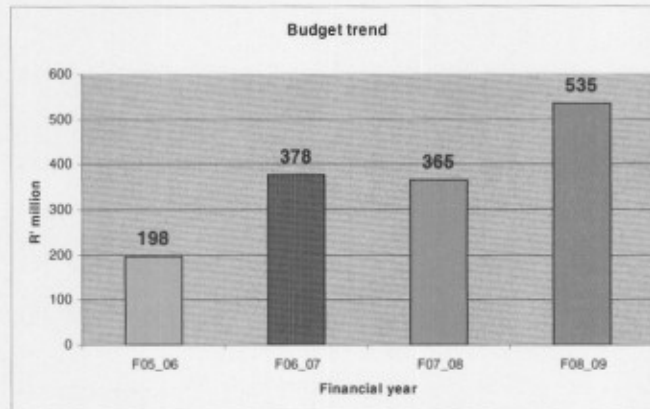
- In 2008/9 STP will move beyond the Technology Transfer Fund to providing a broader range of products and services, including:
  - Information and advice on 'technology' Service Providers
  - Information and advice on available technologies within selected/targeted sectors
  - Information and advice on Intellectual Property rights and related IP protection issues
  - Strengthening the capacity of existing centres to improve their reach and impact

## BUDGETS - F08\_09

### Three stages of a budget



## TREND IN BUDGET

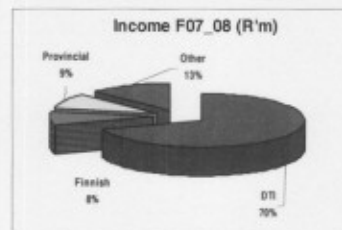
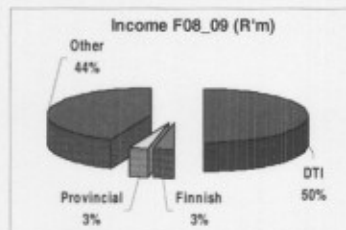


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## FINANCIAL REVIEW

*Department of Trade & Industry*

INCOME	% of total	R' millions F08_09	% h / (l)	R' millions F07_08
DTI	50%	268	5.5% h	254
Finnish Government	3%	18	42% i	31
Provinces (not confirmed)	3%	15	55% i	33
Other income (not confirmed)	44%	234	395% h	47
<b>TOTAL</b>		<b>535</b>	<b>47% h</b>	<b>365</b>



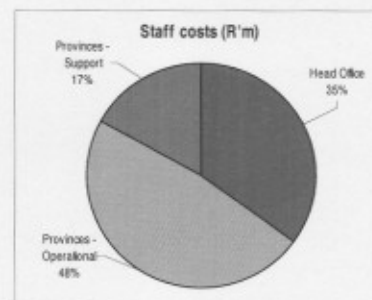
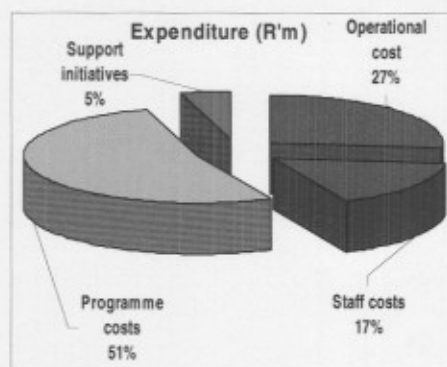
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## FINANCIAL REVIEW

EXPENDITURE	% of total	R' millions F08_09	% h / (l)	R' millions F07_08
Programmes, Products and business Services	52%	279	80% h	155
Staff and Other Costs	43%	231	31% h	177
Total Operations	95%	510	54% h	332
Strengthening and Support initiatives and Capex	5%	25	24% i	33
<b>TOTAL</b>		<b>535</b>	<b>47% h</b>	<b>365</b>

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## EXPENDITURE PER CATEGORY



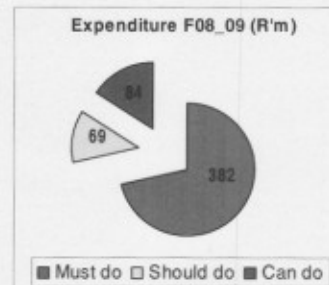
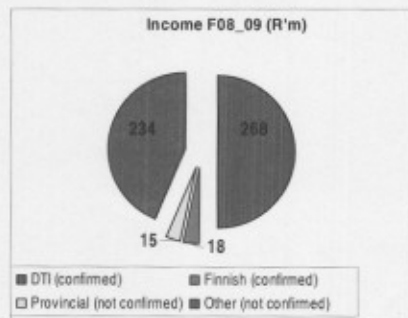
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## BUDGETS – F08\_09

EXPENDITURE	% of total	F08_09(R'm)	
Operational Exp		231	Must do
Programme Costs		151	Must do
Total Must do	71%	382	
Programme costs		44	Should do
Support initiatives		25	Should do
Total should do	13%	69	
Programme costs (Total can do)	16%	84	Can do
Total Expenditure		535	

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## CONFIRMED INCOME VS SPEND



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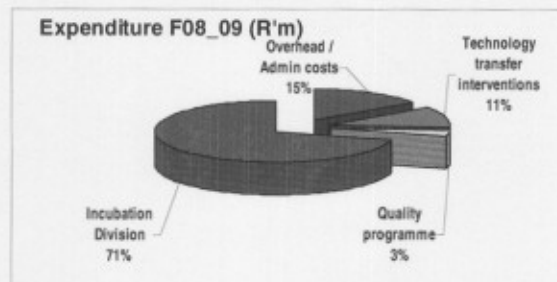
## FINANCIAL REVIEW

- Major increases in budgets due to following additional products and programmes
- Procurement support / 10 set aside products - R16,8m
- Customer Hotline for SMME late payments - R5m
- Repackaging products and services, enhance visibility and build reputation - R12m
- Enhanced outreach and needs based establishment of new branches - R62,5m
- Learning Academy - R8,5m

## SEDA TECHNOLOGY BUDGET

### INCOME

- R64 million (incl. SAQI) approved in the MTEF for 2008/9
- R25 million SWEEP Funding (once-off)



## BUILDING ENTREPRENEURS



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## CHALLENGES

*o review baseline for funding of SEDN.*

- The question of going concern still remains an issue
- Tightening monetary conditions at 14,5% prime make capital expensive for small enterprises
- General price level at 8,8% CPIX erodes purchasing power thus making inputs expensive
- Power outages result into loss of productive time
- Building working relations with Stakeholders takes time

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## CONCLUSION

- seda is ready to take on initiatives that position SME's in the mainstream economy
- seda as institution is now on firm footing with infrastructure ready and products and services properly developed and packaged
- Ongoing support of key stakeholders is critical for the period ahead
- Partnerships with both public and private sector institutions is beginning to yield results



**We make it our business  
to build your business**

Thank You

