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Engeli Group Quarterly Newsletter



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The Quarterly Engeli Group Newsletter

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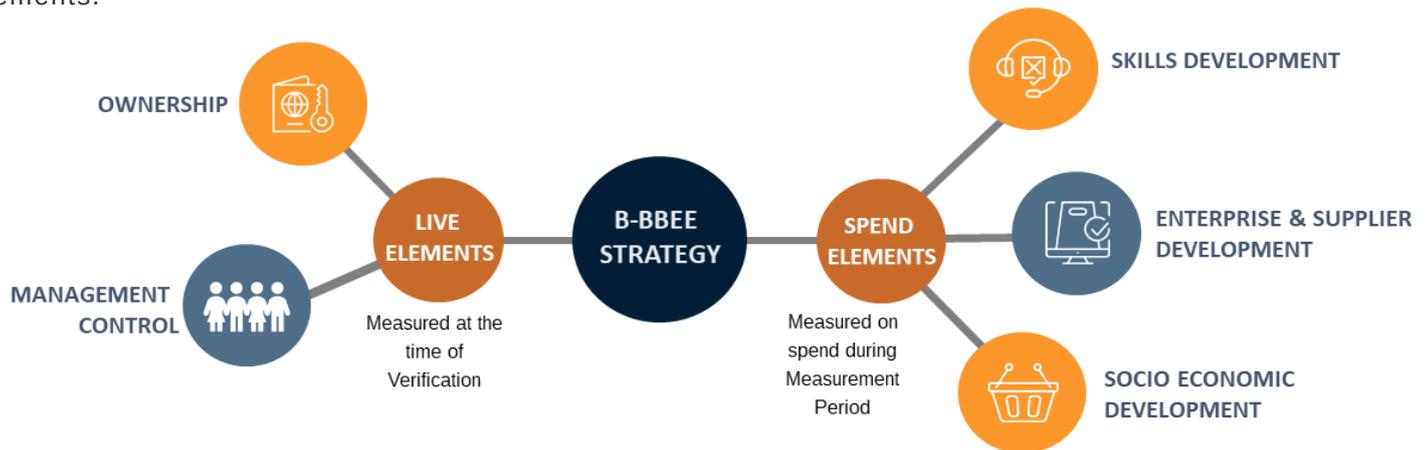
Supporting a Sustainable Future 07

Managing your B-BBEE Mid-Year Review

by René Howlett - Transformation Specialist

You may find yourself among many who are lost in the complex set of rules, regulations, practice notes and clarification statements. Here are a few tips to unravelling the intricacies of B-BBEE to assist with implementation strategies as you put the puzzle together.

While business owners and managers navigate the everchanging economic climate and of late, the international pandemic's, Covid-19, impact on industry trade and commerce, one needs to keep in check the affects the changing financial impact will have on the B-BBEE scorecard, particularly the spend elements.



During the financial period, cognizance of the Economically Active Population (EAP) Targets must be considered when there is a need to onboard employees.

Financial data required for mid-year gap analysis :

- Projected Turnover
- Projected NPAT (indicative calculation where companies GP% is below ¼ of industry norm)
- Projected Leviable amount (Annual payroll)

Your mid-year checklist for Ownership

- Has there been any change in your Shareholding structure/s?
- If using a Trust, BBOS, ESOP for Ownership – Has the Black Beneficiary Population of these Trusts changed?
- Is there an increase in value of the shares in the hands of Black People and a decrease in Debt on Shares?

Your mid-year checklist for Management Control

- What impact has movement of staff had on your Management Control point scoring?
- Promotions, New Appointments, Terminations all have an impact on the net result.

General

Business is constantly evolving and the requirements for business do so at the same time. As such, your business needs to remain actively aware of the requirements of your B-BBEE compliance for your company and your competitive advantage:

- Is your certificate at a suitable level to maintain your market share and revenue streams?
- Is your certificate suitable to get you more business?
- Have there been changes in requirements to continue accessing various Incentive Programs or license requirements ?
- Is there any additional Incentive Programs you could unlock by improving your compliance results?

Skills development – Transformation through training

Measured against the companies Leviable Amount (ie: annual payroll). Should an entity not, for whatever reason, make payment of SDL, then the target for skills expenditure falls to the annual payroll. Case in point being: Covid relief where businesses were given a four-month payment holiday, effective 1 May 2020 to 31 August 2020 by government (SARS) and the target for B-BBEE Spend was not reduced.

Last minute implementation opens opportunity for error and budget constraints which could potentially result in underachievement of required B-BBEE Score. Over and above the spend requirements ensure that you have adequate number of learners to meet the number of black people participating in as a percentage of the total number of employees.

For a score to be awarded on Skills Development it is essential for an entity to have an approved Mandatory Grant (WSP/ATR) application with the applicable SETA. Follow up with the SETA regards the progress of the application and approval status of your submissions.

Your mid-year checklist for Skills Development

- Has your WSP/ATR been submitted and approved yet?
- Have you calculated your predicted annual Leviable Amount? Has this changed since your previous calculations?
- What training have you conducted this year so far?
- Have you checked your training targets against the most recently released EAP figures as released by STATSSA?
- What additional training do you still have to initiate to meet your requirements?

Procurement – Suppliers

A Mid-year supplier spend analysis in relation to prior years, in conjunction with their valid B-BBEE Certificates is essential to maintain or improve. Always take into consideration the Procurement recognition percentage, as well as the added multiplier factor of 1.2 for procurement from:

- Recipients of Supplier development contributions who have a minimum of a 3-year contract.
- Black owned QSE or EME (not a Supplier Development Beneficiary) but who have a minimum of 3 year.
- Suppliers who are at least 51% Black owned utilizing the Flow through principle.

Ensuring you are on the correct path to receive a favourable B-BBEE Audit result that is either maintaining or improving the result from your previous B-BBEE Audit.

Your mid-year checklist for Procurement

- Are all your B-BBEE Certificates on file up to date?
- Some certificates will have different results to previous certificates regarding Level or Black Ownership
- Have you calculated your B-BBEE Score for Procurement?
- Were there any unique purchases this financial year??
- Have your spend ratios changed to previous financial years?
- Are all your suppliers still compliant?

Supplier and Enterprise Development - % of NPAT or Indicative profit calculation

If you have not implemented Supplier and/or Enterprise Development initiatives, now is the time to attend to this. Strategic planning and qualifying initiatives have the potential to yield the additional 2 bonus points on offer.

- Job creation
- Graduation from Enterprise Development beneficiary to Supplier Status after assistance has been given

Supplier Development: An entity should review their supply chain and identify black owned EME's and QSE's who they can assist and develop.

Enterprise Development: Look outside the supply chain for qualifying beneficiaries who could progress and graduate in time to become a supplier.

Your mid-year checklist for Enterprise & Supplier Development

- Have you checked your projected NPAT figure for the financial year?
- If you are running at a small profit or a loss - Does the Indicative Profit Calculation kick in and adjust your targets?
- Have you taken into account the most up to date Industry Norms for Indicative Profit as released by STATSSA?
- What have you implemented year to date?
- For what you have implemented, is all your paperwork and record keeping up to date?
- Have you procured Goods or Services from your Supplier Development beneficiary yet this year?
- What additional initiatives do you still need to implement to meet your targets?



photo by Hans-Peter Gauster

Socio-Economic Development - % of NPAT or Indicative profit calculation

Again, perfect opportunity to realign the projected NPAT to ensure sufficient qualifying initiatives are in place and/or planned to meet the desired targets.

Your mid-year checklist for Socio Economic Development

- Have you checked your projected NPAT figure for the financial year?
- If you are running at a small profit or a loss - Does the Indicative Profit Calculation kick in and adjust your targets?
- Have you taken into account the most up to date Industry Norms for Indicative Profit as released by STATSSA?
- What have you implemented year to date?
- For what you have implemented, is all your paperwork and record keeping up to date?
- Has the Black Beneficiary Population of your beneficiaries changed?
- What additional initiatives do you still need to implement to meet your targets?

Yes-4-Youth

There is an increasing number of Companies who are engaging in the Yes-4-Youth Initiative to enhance their B-BBEE Scorecard results by up to 2 levels. If you are planning on implementing this program within your organisation for the first time, you need to ensure that you engage and start the program before the end of your financial period. If you are engaging in a renewal group, you need to ensure that at least 8 months of the program have commenced before your next B-BBEE Audit for it to be eligible.

Your mid-year checklist for Yes-4-Youth

- Have you calculated your candidate headcount targets?
- What roles within your organisation will the candidates be filling?
- If using external Host Sites, have you sourced suitable companies that can provide a quality work experience?
- Upon conclusion of Year 1 group - Have a sufficient amount of candidates sourced full time employment to meet your Absorption target?
- Have you maintained or improved your B-BBEE level since your previous verification?
- Will 8 months have passed since the inception of your second (and beyond) groups before your B-BBEE Audit date?

Sectors:

if your entity is being measured on a sector other than the General Generic B-BBEE Codes of Good conduct, then it is critical that you ensure your initiatives are aligned to the sector specific requirements where applicable.

It's never too early to engage in B-BBEE Assessment to map out the pathway to successfully achieve the desired B-BBEE scores and ultimately level.

The above article is to be deemed a guide and not a fully comprehensive checklist. Please consult with your relevant internal or external parties to ensure you are fully on track for your B-BBEE initiatives

The AIS2 Guidelines have
been published

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To read the Publication and
see the new requirements

The Procurement Waterfall

by Kenneth Jooste - Director

When it comes to procurement, the most important elements every Procurement Officer or Business Owner considers are price, quality, and delivery. The primary objective of these supply chain building blocks is to create value for the intended customer. With B-BBEE being ever-present in our economy, there is a fourth element that continues to raise its head. How many B-BBEE points can I get for what I buy?



For the layperson (and many procurement officers) when it comes to buying from “B-BBEE compliant” companies you just buy from the highest-level supplier and all is well.

Unfortunately, it is not that simple. When looking at the procurement scorecard of the Codes, it is not actually about the B-BBEE level of the company you are buying from, but more so their ownership profile.

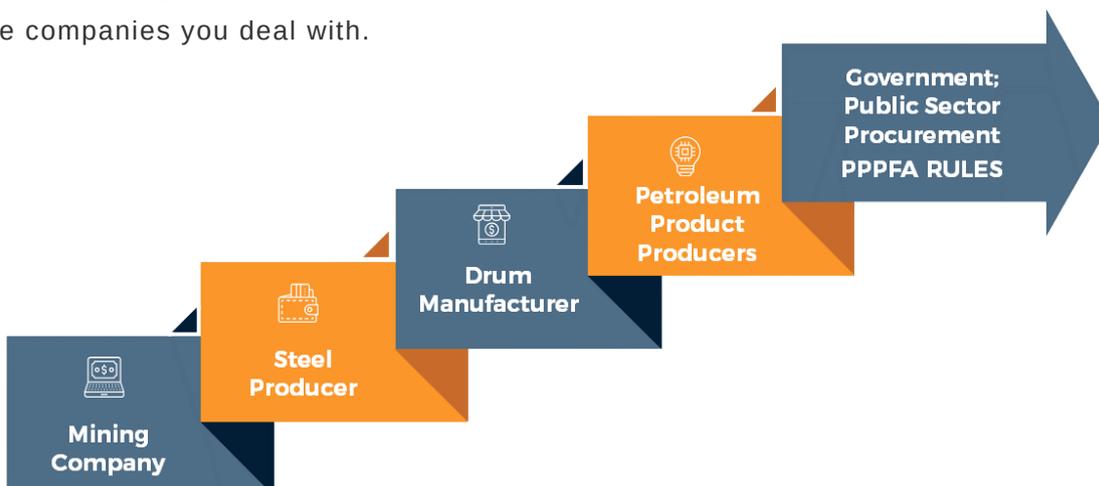
| | Black ownership | Black Women Ownership | 51% Black Designated | E/ME | QSE | BBBEE Level | Procurement Recognition (PR) | 3 Year Contract for ESD Beneficiary | 3 year contract multiplier applied | Ownership Using Flow Through | Total Procurement Recognition | Actual Spend with Supplier | BBBEE Spend | TMPS of ME | Actual | Pref Proc. Score |
|------------|-----------------|-----------------------|----------------------|------|-----|-------------|------------------------------|-------------------------------------|------------------------------------|------------------------------|-------------------------------|----------------------------|-------------|--------------|--------|------------------|
| Supplier A | 0% | 0.00% | NO | NO | NO | 1 | 135.00% | NO | NO | NO | 135.0% | R 20 000.00 | R 27 000.00 | R 100 000.00 | 27.00% | 1.69 |
| Supplier B | 51% | 30.00% | NO | NO | YES | 7 | 50.00% | YES | YES | YES | 72.0% | R 20 000.00 | R 14 400.00 | R 100 000.00 | 14.40% | 10.95 |

Looking at the table above (and without going into too much detail); Buying from an Empowering Supplier might score you 5 Preferential Procurement points, however buying the same product from a QSE (turnover below R50 million) or EME (turnover below R10 million) could earn you 3 or 4 additional points, respectively. It would be even more valuable if that particular company were to be 51% black owned and/or 30% black female owned as that will earn you an additional 13 points.

If we were to get a bit more technical, a transformed Level 7 supplier with the perfect ownership profile (i.e., 51% black owned and 30% black female owned) provides 438% greater procurement recognition than a level 1 untransformed supplier

Therefore, companies in the commodity space can craft a unique selling proposition for themselves through having the “perfect” ownership structure.

In essence, doing your B-BBEE scorecard enhances your clients Preferential Procurement score. Procurement flows through the full value chain of products and services and this will inevitably affect you and any of the companies you deal with.



Youth Unemployment: There is no Easy Fix

By Lutho Gwili - Youth Employment Services Coordinator



We are in the year 2021 and believe it or not, youth unemployment in South Africa is at a staggering 46,3% (Statistics South Africa, 2021). Amongst which 9,3% are university graduates. What does the future of a young South African look like given these alarming statistics? What could possibly be done to alleviate youth unemployment? What initiatives or programs may be implemented to solve this issue? These are amongst common questions that happen to be asked by the national government.

The truth is these questions do not cross the minds of most young South Africans. The reality is that there are too few jobs out there and not enough companies hiring. This is where the mismatch between demand and supply within the labor market tends to occur. You need experience to get a job and you need a job to get experience – a paradox that many young South Africans find themselves falling victim to. This has left youth feeling exposed, therefore, making them one of the most vulnerable persons in the labor market. Vulnerability creates room for insecurity which is a breeding ground for mental health issues.

COVID-19 has made a grim situation even worse. In fact, the South African Reserve Bank estimated that about 1.6 million jobs could be lost and an estimated 10% decline in our GDP for 2020 (Plaas, 2019). What does this mean for the youth? It is simply not good news for young people who were hoping that the situation would get better sooner rather than later. Many of us have seen graduates standing on the side of the road holding cut out pieces of cardboard with messages on them. Message of hope you might think? Sadly this is not the case, these are messages of frustration and desperation. Messages that only leave one feeling empathetic and compassionate. Has the youth unemployment situation become so dire? I am afraid so. There needs to be a clearer and more coherent vision to include youth, especially those from underprivileged communities in the economy, which is problematic and needs to be urgently addressed.

A vision that creates opportunities, provides a conducive environment for growth and favours unity is one that is ought to be implemented. The private sector needs to get onboard with the vision and be the catalyst for change. It must be noted that there is no-one-size fits all solution to address the ailment known as Youth Unemployment in South Africa.

The private sector needs to get involved by improving the outcomes of our education system as they are the biggest beneficiaries. If the private sector were to get involved, the skills mismatch issue will no longer persist. The government has and continues to provide the private sector with tax relief as well as employment subsidies such as the Employee Tax Incentive (ETI), 12H Tax Incentive for Learnerships and Apprenticeships and Youth Employment Service (YES) program which many have used to boost productivity and innovation. However, a few others have looked at such initiatives as means of self-enrichment, losing sight of the objective of these initiatives.

It is evident that many young South Africans fall through the cracks. Therefore, our education system needs to be responsive and provide young people with the necessary skills to be competitive (Pamla, 2021). The private sector may use the 4th Industrial Revolution to accelerate this change. Although improving the education system is not the only way in which to help alleviate youth unemployment, one cannot deny its importance in creating and sustaining a better future for young South Africans. Perhaps a different approach may be looked at, our education system has focused primarily on academics but if it were to use a multifaceted approach, many young South Africans could be accounted for and therefore become economically active citizens.



Another possible solution to youth unemployment is creating a young generation of entrepreneurs. For far too long the government's focus has been on job seekers rather than job creators. One of the biggest issues facing SME's is the lack of funding. The youth struggle to access funds and therefore have somewhat been excluded from this sector. They often find themselves in situations where they do not meet the requirements of financial institutions. The financial institutions charging high interest rates and demanding collateral security are amongst a few reasons why youth struggle to access funding (Pamla, 2021). How do we create a nation of job seekers when we make it difficult for them to access funding? How do we even begin to talk of intergenerational wealth when this is the case? This is deeply concerning. The National Youth Development Agency (NYDA) could be looked at to provide relief to young South Africans.

The private sector may play a role here too. It may provide agencies such as the NYDA and its alumni the necessary infrastructure and resources which enables them to achieve their desired results. This will help alleviate the financial burden on the national government. Once young entrepreneurs are given a chance to become economically active citizens, it will allow for radical transformation to take place as many employment opportunities will be created which will act as a catalyst to alleviating youth unemployment. This is a crisis that will require all parties from all walks of life to get involved and do their part to assist our next generation of citizens reach their full potential!

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If you want to be part of the solution

[Click Here](#)

to learn more about the Yes-4-Youth Initiative



The Supply Chain Dilemma "You don't know what you don't know"

By Wayne Oosthuizen - Director and Joint CEO and Dave Oldham - Supply Chain Specialist

Did you know that generally 75% of the cost for manufacturing companies falls within the Supply Chain? Whilst the other 25% is in the "conversion/production cost component".

The supply chain is made up of 9 different components, with these being:

1. Transportation
2. Inventory
3. Warehousing
4. Material handling
5. Packaging
6. Order processing
7. Production
8. Returns
9. End-to-end cash-to-cash (cost of capital consideration)

It is important to be mindful of the fact that all these components tend to be fraught with inefficiencies, thereby reducing your competitive edge, profitability, cash flow and sustainability.

So the burning question ends up being, where does one begin ? because "you don't know what you don't know".

It requires an all-in commodity, or end product, "cost walk", (prior to mark-up margin being added).

- Stepping from the **raw material/sub-component(s) (A-cost)**.....to the **composite end-product (B-cost)**
- Identifying the "**opportunity cost component**" items and segmenting them & then focusing on reducing them e.g.
 - Packaging; freight; shipping density, consolidation locations & cost; shipping & the frequency thereof; emergency freight costs; etc

It is a journey that requires focus, adopting priority-analysis-logic where one initially identifies the low-hanging-fruits and then following this up with a continuous improvement (CIP) methodology.

It requires expert subject-knowledge, tried and tested methodologies, and tool-sets which are effectively "funded" from the cost savings achieved i.e. it becomes a "self-finding CIP journey" and will take time, dependent on the extent of the inefficiencies & associated opportunity costs.



Photo by William van Buskirk

Any organization should keep in mind what the following may be costing them:

- The price of non-conformance (PONC) i.e. not doing it right first time.
- Your actual versus theoretical consumption because your Master Data is skewed
- Airfreight/Emergency freight to fulfill shortages
- Downtime, and the resultant labor commitments
- Surplus stock and obsolescence, due to poor management and incorrect data
- The amount of air being shipped with your cargo, inbound and outbound
- Inaccurate Stock files
- Under-utilization of your installed capacity

A comprehensive Supply Chain Audit will not only help your organization reduce any of the above-mentioned costs, but it will help clarify any unknowns. The before mentioned process will help an organization prioritize areas that will yield a greater return on investment. These savings will then allow your organization to fund a continuous improvement approach to maintain a stepwise, cost reduction agenda moving forward. The plan, Do, Check, Act approach remains relevant here.

Should you require further assistance, please do not hesitate to contact Dave Oldham.

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ManufacShare - A Game Changing Manufacturing Software Portal

By Grant Minnie - Senior Industrial Advisor



A collaborative software portal that optimizes resource utilization amongst manufacturers

Given the need for organizations to become increasingly efficient and cost conscious, within an extremely competitive environment, automotive manufacturers need to find ways to make optimal use of their resources and overheads, in order to become more sustainable and profitable in the future. No single organization can claim to be optimally resourced, given imbalances that exist between supply and demand, underpinned by a myriad of factors that remain outside the control of the manufacturers. Simply put, manufacturers either end up having too much or too little resources on hand, at any given time. These resources include raw materials, labor, infrastructure and overheads amongst others.

When such imbalances or 'waste' exist, it therefore makes logical sense to look 'out of the box'.

The "sharing economy" describes a type of business built on 'virtual boundaries' and embraces the sharing of resources, across the entire manufacturing sector.

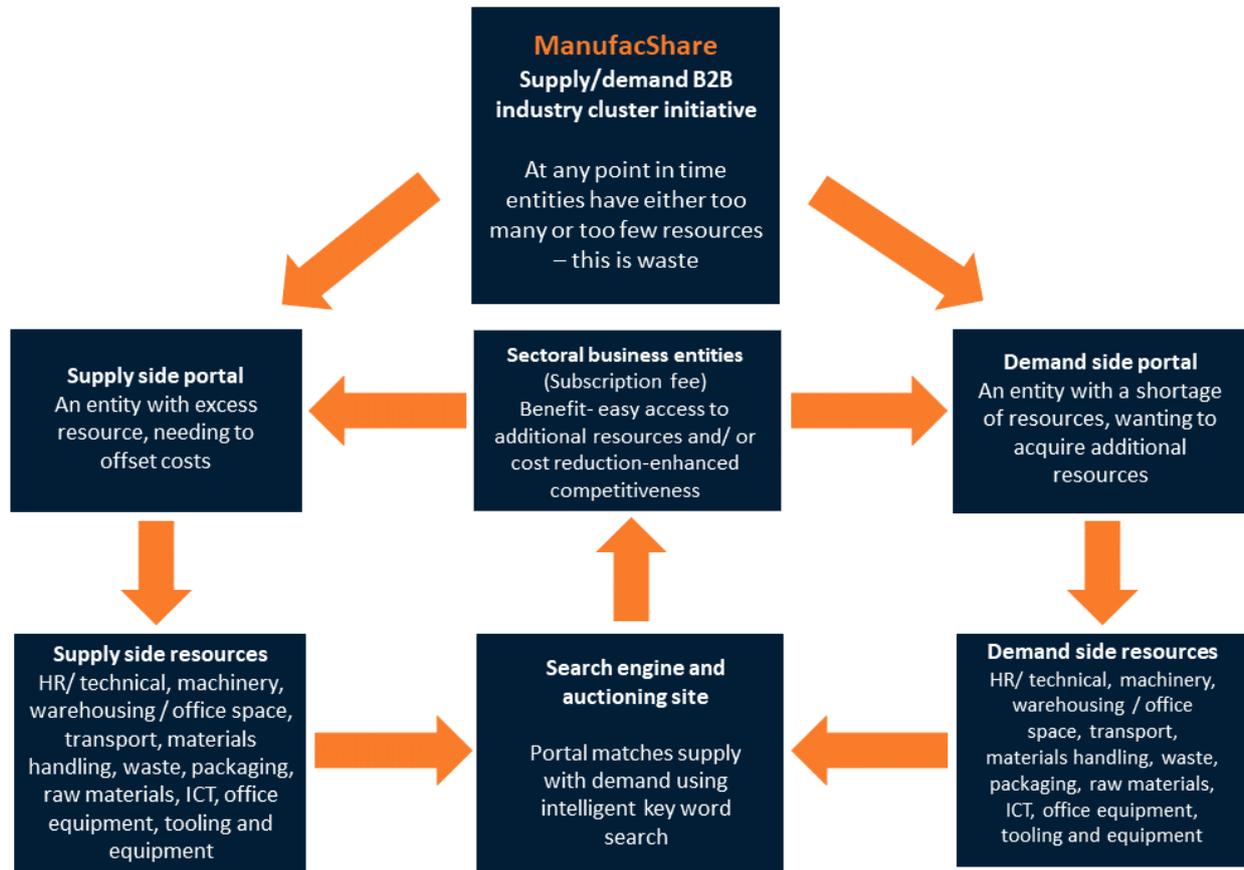
Both Uber and Air BNB are classic examples of the success associated with the shared economy model, striving towards optimal asset utilization and returns on investment.

The software portal that is nearing completion will allow any manufacturing entity the opportunity to either supply (excess) or demand (shortage) resources via a collaborative software approach.

Having an excessive number of resources within an organization influences overhead recovery, which will inevitably lead to reduced profitability, over time. Also, trying to acquire additional resources to increase revenue, at short notice, always tends to be troublesome.

Let us consider an example. Company X has a specific machine capacity shortfall for a particular order. The portal will allow this entity to submit a "demand request", seeking the additional prescribed machine capacity. This request resides within an 'intelligent' database, as per a definitive timeframe. Another manufacturing entity elsewhere is sitting with excess or idle capacity and 'supplies' such to the portal's database. A continuous, automatic keyword search within the portal takes place, without any further intervention by either party.

When a key-word match is made between both 'supplier' and 'demander', the portal automatically notifies the relevant parties. These parties then negotiate an equitable arrangement amongst themselves. The resultant outcome is a win-win scenario, both benefitting via an optimal resource allocation.



Detailed model of ManufacShare

The benefits to the subscribers include:

- o Improved cash flow (no need to procure capital equipment / resources that may be sub-optimally utilised)
- o Cost reduction (sweating assets across a wider manufacturing base, reduced overheads)
- o Increased revenue by virtually extending a value-chain (horizontal / or vertical)
- o Improved competitiveness (optimal overhead and variable cost structuring)
- o Improved sustainability and job creation
- o Potential for greater waste beneficiation
- o Data analytics (where are the greatest needs / shortages etc)

Users of the portal will pay a subscription fee to become part of a larger “virtual manufacturing entity”.

The types of resources that could either be supplied, or demanded via the portal include:

- | | |
|---|--|
| o Machine capacity | o Transport |
| o Shared infrastructure | o Markets (conjointly tendering for a project) |
| o Materials handling equipment | o Collaborative procurement / consumables (economies of scale) |
| o People capacity / skills | o Telesales |
| o Raw materials | o R and D |
| o Waste materials / packaging | o Energy wheeling etc. |
| o Space (factory, office, warehousing etc.) | |

If you are interested in subscribing to this portal, please contact Grant Minnie

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An Outlook on Investment in the South African GBS Sector

By Chumani Maqina - Director - Mamela Yiva (Pty) Ltd

South Africa's Global Business Services (GBS) sector garnered over \$250 million (R4 billion) worth of investment during the past financial year and has continued to flourish even in the midst of the global pandemic. The Presidency has prioritized the GBS sector as a key enabler in job creation and most importantly the catalyst needed to tackle the scourge of youth unemployment in South Africa.

A snapshot of the industry indicates that the sector generated R1.9 billion in annual export revenues and attracts significant capital investment, the positive strides in the industry have been off the back of global demand being on the rise, with a compelling and competitive proposition to global buyers and investors, the sector in South Africa is on track to achieve its ambitious target of 100,000 new jobs by the end of 2023 and 500,000 new jobs by the end of 2030.

The most recent accolade for South Africa has been being named the most favoured offshore CX delivery location in 2021, after three consecutive years in 2nd place according to the annual Ryan Strategic Advisory Front Office BPO Omnibus Survey. In 2021, this research initiative sounded the views of 628 enterprise contact centre decision-makers across the demand markets of Australia, Canada, France, Germany, Italy, Spain, the UK and the USA.

The accolade bears testament to the commercial viability and value of running their operations from South Africa. Their testimony combined with the appeal of our value proposition, lead to South Africa being ranked as the most preferred Global BPO offshore destination in 2021.

A multipronged approach which includes interventions from both the public and private sector has allowed the GBS sector to exhibit above average sector growth. The result of all these efforts is that the sector in South Africa has grown at twice the global growth rate for the sector since 2014 and three times faster than key competitors. It has added 40,000 jobs to the economy since 2018, with young people making up 82% of these new jobs and women comprising 65% of the workforce.

While South Africa's GBS sector has enormous employment and investment potential, it is also a significant role-player from an 'impact sourcing' perspective. Many global organisations find themselves in a position to make a profound difference within disadvantaged communities through what is known as 'impact sourcing'. Also known as socially responsible outsourcing, it refers to an arm of Global Business Services that employ socio-economically disadvantaged individuals as principal workers in business process outsourcing centres.

Investing in South Africa's youth:

The South African Presidency in conjunction with Harambee Youth Employment Accelerator, government departments, the private sector and civil society have joined hands to launch the SAYouth.mobi network which has access to learning and work opportunities that are within young person's area of residence.

This initiative is one of the ways through which government is addressing the high rate of youth unemployment, which President Cyril Ramaphosa identified as a priority of government, he then added that government is prioritising the creation of a network for young work seekers to access learning and work opportunities, receive support and work readiness training, and be matched to employment and other economic opportunities.

Through the SA Youth network, young people get free access to online work-seeker support resources which include:

- Hustling resources.
- Preparation for the world of work.
- Learnership, volunteering and further studies resources.
- Wellness and selfcare support.

The youth can apply for safe and trusted job, volunteer, learnership, bursary and work experience opportunities in their area on the mobi-site – www.sayouth.datafree.co – which is data free. This means that you don't have to have data to access any of the SA Youth resources.



Using B-BBEE to re-invest in the GBS Sector:

Enterprise & Supplier Development (ESD) measures the assistance, monetary or non-monetary, a company provides to a qualifying beneficiary to assist them increase their operational and/or financial capacity. There is a specific objective of assisting or accelerating the development, sustainability and financial independence of the beneficiary.

The purpose of the ESD element in B-BBEE is to assist beneficiaries with the following:

- Improve suppliers and potential suppliers
- Cost, quality and delivery
- Business competitiveness and growth
- Provides security for supplier
- Quality of goods/services can be fine-tuned
- Improve your B-BBEE rating
- Improving business alignment between your supplier and your company
- Developing new products/services in the market
- Competitive advantage
- Reduce Costs (Direct and Indirect)
- Developing new routes of supply

A large number of participants within the GBS sector need to comply with the ESD element of the B-BBEE codes and are able to apportion a number of resources to smaller enterprises, under a myriad of recognizable interventions that have been crafted to assist the beneficiaries and the measured entity to achieve recognition for their endeavors in lieu of the ESD element.

There is a notion that companies need to make available large portions of capital in order to reinvest into the GBS sector, this notion is incorrect as participants within the sector already comply with B-BBEE requirements with ESD being a critical element they are evaluated on.

Re-investing in the sector can happen within the ESD element with corporates simply complying with B-BBEE, the re-investment does not have to be onerous or require separate capital allocation to be considered, but with a strategy that supports longevity and growth of the sector, capital to capacitate the growth of the sector can be made available through the ESD element.

Consolidating investment within the GBS Sector

Given South African's prestigious position as the number one global destination for BPO services we are compelled as a sector to leverage this position to grow not only the local participants but to also enable Foreign Direct Investment (FDI) within the sector, the two-pronged approach would be ideal in ensuring that all participants invest within the GBS sector with the aim of supporting new entrants into the sector as well as to ensure viability and long-term growth.

The importance that the sector has been receiving in recent years illustrates how the sector could be used to reduce youth unemployment. The barriers to entry for obtaining meaningful employment within the sector are relatively low thus making the GBS sector an important sector as a catalyst for skills development and job creation such that youth are able to gain valuable skills that will not only allow them to be contact center agents but also business leaders and agents of change.

Engeli Enterprise Development has a new, fresh and updated website!

[Click Here](#)

To access the site and see our new corporate image

Supporting a Sustainable Future

By Andrew Barton - Director - e-Vantage Group

“Ernest Hemingway talked about a ‘gradually then suddenly’ world, and I think we are in a ‘gradually then suddenly’ world in terms of sustainability – it’s been bubbling under for a long time.”

– John Elkington

Whether it’s due to regulatory action, consumer behaviour, business continuity needs, cost saving opportunities or investor demands, businesses have made a significant shift towards sustainability. This is what organisations call “balancing profit with planet”.

“A number of long-existing as well as new businesses were merged into the eVantage Group, as response to the market need for a comprehensive provider of sustainability solutions. eVantage boasts a team of recognised experts across energy efficiency, water treatment & storage, solar energy, material circularity and medical technologies. Representing globally-proven new technologies is also proving to be of much value, with very good relationships having been created with a number of international partners.”, says eVantage Group Managing Director, Andrew Barton.

eVantage and its’ subsidiaries are all B-BBEE Level 2 and a minimum of 51% Black-Owned, 30% Black-Women Owned.

“When the well’s dry, we know the worth of water.”

Established in 2012, Rhinowater prides itself in offering the best possible solution for any specific water storage or treatment need. Rhinowater has so far added several exciting additional technologies to their overall offering, with more about to be launched. The solutions offered include the following:

- Power-free Wastewater Treatment Plants: With more than 80,000 installations across 75+ countries, these compact systems are well proven, from residential units to systems that can meet the needs of communities as well as to eco-estates, hospitality, or commercial applications.
- Traditional Water Treatment/Filtration: customized, conventional filtration technologies that can treat across the range of water sources.
- Biological Water Treatment: in nature, microbes deal with organic contaminants, thereby purifying water. Our range remediates from pond & lakes to industrial & municipal wastewater works, as well as being well supported by the agricultural sector.
- Hydrogen Peroxide: on-site generation for a range of applications, from irrigation & livestock drinking water to industrial & municipal water treatment.
- Ozone sanitation: globally-proven shelf-life extension solution, including into the fruit, poultry, fish and dairy industries.
- Water monitoring and access control: water demand management, leak detection & water use monitoring systems.
- Storage: from dam lining to storage solutions of up to 3m liters.

For more information on this, please don’t hesitate to contact Phil Lunnon

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Taming the Sun: “every second it produces enough energy to sustain the Earth’s needs for 500,000 years”.

Albeit pertaining more to utility scale projects, a recent International Energy Agency report confirming that solar is now the cheapest source of electricity, it is reflective of our experience of 10+ years in the solar industry and which is set to continue the rather different trajectory to the increases that can be expected from Eskom.

NeXEnergy is our solar PV solutions provider. They specialise in the design, engineering, procurement, and commissioning of solar PV energy projects, headed by the highly respected solar engineer, Craig Brehany, who has been pervasively involved with solar projects across corporate South Africa for many years already.

Detailed modelling is done per specific locations or properties, pursuant to designing the optimal commercial, engineered solution. Only bankable Tier 1 equipment is used, for peace of mind over the lifespan of the installation. Funded solutions exist.

Where ground-mounted solutions are appropriate, NeXEnergy has access to an innovative solution that can substantively increase yield (by up to 225%), installing around 1.7MW/ha at vastly reduced overall costs. With over 220MW's installed globally, in all conditions, this unique solution can offer real benefit.

Contact details – craig@nexenergy.africa or 083 212 0079

Wasting energy costs the Earth.

The built environment contributes significantly to climate change, with traditional forms of lighting being a major factor. However, switching to the most efficient type of lighting, LED's, is not only far better for the environment, but also very often offers extremely compelling cost saving opportunities. LED's are 80%+ more efficient than traditional lighting, but also last much longer, requiring less maintenance spend as well.

Focussing on industrial, warehouse, commercial & packhouse-type facilities, SustainAgility (previously Rhino Lighting) has a proven record of effecting LED lighting projects, all premised off a thorough audit, careful design, and a financial model to guide decision-making. Depending on sites, but payback periods are typically well within required capex payback periods. Funding solutions are also available for up to 60 months.

Contact details: Jonathan Scheepers – jonathan@rhinolighting.co.za or 082 601 9375

“The goods of today are the resources of tomorrow at yesterday’s prices”.

A recent National Geographic report noted that every year we transform more than 100 billion tons of raw material into products. Less than a quarter becomes buildings, cars, or other long-lasting assets, with less than 10 percent recycled back into the economy – the balance either emitted as pollution or sent to landfill. The circular economy movement aims to address this untenable reality.

The vision of a “circular economy”—where we use resources sparingly and recycle endlessly—is the driving passion of Andrew Rist in the establishment of Loop Solutions. Andrew has more than 25 years of local & international industrial engineering experience. Loop seeks to combine science & technology to create new, practical solutions and deliver viable alternatives, from what is currently regarded as waste. Materials can either be used in their current format or in combination with other waste elements to create a new product which can re-enter the market. Current projects with major multinationals and corporates are underway.

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