



# Absa Small Business Enterprise Development Centre

# SBEDC Purpose

- To create a structured environment that aims to foster and support entrepreneurs
- To provide access to skills development services through partnerships with alliance partners, which provide quality, focused development opportunities
- To facilitate access to the financial products and services
- To develop sustainable and competitive SME's through the provision of training interventions, workshops and relevant business information

# SBEDC Objectives

- To meet/exceed the Financial Services Charter requirements
- To strategically position Absa as the preferred banker to SME's
- To be a catalyst for economic growth and social development
- To provide superior support systems to SME's A1
- Attracting new clients to create sustainable platforms for future growth of Small Business



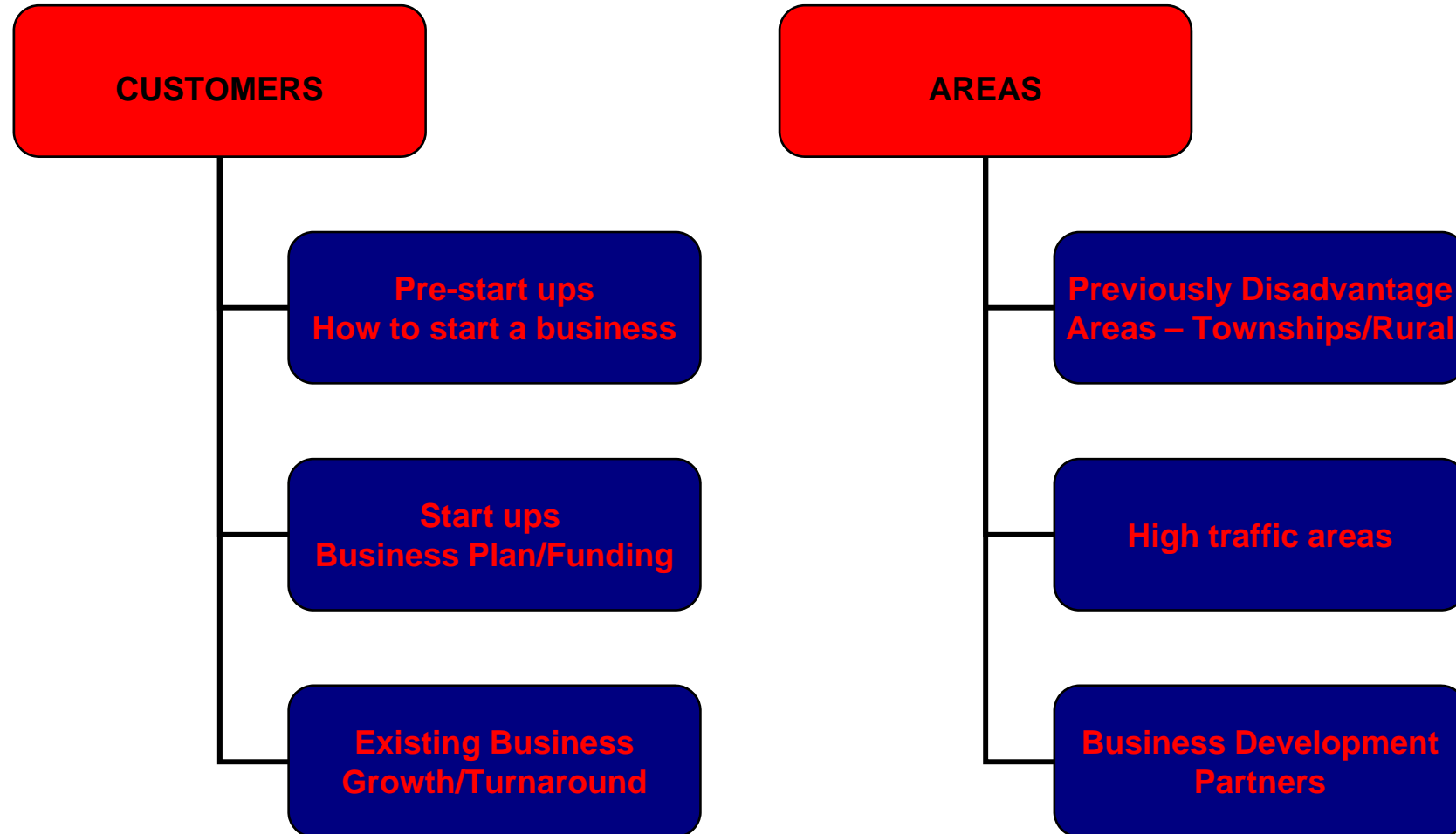
# Benefits

- Differentiated service offering – “Beyond Banking”
- Competitive edge within the SME environment
- Demonstrates Absa’s commitment to the development of SME’s and economic growth
- Expand footprint and reach within the black market
- Meet FSC requirements
- Skills development needs met creating potential for financial growth

## Key outputs & deliverables

- To provide access to support and development services to SME's
- To facilitate access to the financial products and services
- To develop sustainable and competitive SME's
- To drive initiatives that enables Small Business to exceed their Enterprise Development targets
- To build a strong business referral approach for the external sales force
- To establish and maintain relationships with relevant external stakeholders that are key to delivering on our objectives, such as SEDA , SARS, UYF, etc.

# Key market focus



# What the Centre does for you!!!

## *Enterprise Development Services*

- Guidance on creation and review of business plans, cash flows etc
- Provide guidance on licenses, permits, registration regulations and other forms and documents required to start and/or register a business
- Facilitate entrepreneurial skills development
- Facilitate workshops and seminars
- Provide mentoring and networking opportunities
- Provide access to information for business development

## *Enterprise Development Workshop*

- To offer Enterprise Development guidance and through the following channels :
  - ✓Workshops
  - ✓Seminars
  - ✓Face to Face interaction

# What the Centre does for you!!!

## *Information Services*

**The use of an established user friendly reference area on site providing easy access to the following :**

- Up-to date leading edge information booklets, pamphlets, brochures, articles-all geared to the needs of the entrepreneur.
- Access to current resource materials including directories, trade indexes and books that can be perused on site
- Import and export information (ECDC and Tradepoint Centre)
- Information on patents, copyright and trademarks etc (CIPRO)
- Tender Information (Municipalities )

# What the Centre does for you!!!

## *Access to information on finance and banking*

- Provide information on payment mechanisms that may be suitable to their needs e.g.. Business Credit Cards, Garage Cards and business transact cards and internet banking.
- To provide information and guidance on products/loans that will suit the financial need of the Emerging Market/Small business. Price sensitivity to be considered with a more relaxed credit policy.
- Provide information on efficient use of various bank channels bank branch, ATMs and internet as primary channels used for Emerging Market/Small Business banking.
- To provide information on the advisability of making various insurance and assurance alternatives to guarantee continuity and sustainability of businesses in the emerging market which can be included in bundled offerings.

# Workshops : What to expect

- Turning your ideas into business
- The Purpose of a Business Plan
- Business Registrations & Requirements
- Business to Start
- Tendering
- Funding Options
- Cash Flow Management
- People Management
- Tools to grow your Business
- Identifying Business Opportunities for you

# Information Required when visiting the Centre

- Your Business needs
- Business Registration Documents
- Company Profile
- Business Plan (Complete, with all supporting information).
- Copies of ID's
- Letters of Intent
- Tenders/Contracts etc.....

# Important information to REMEMBER!!!

- Applications will go to a Credit Manager, & will be assessed at Source, the Centre will put through the application and make recommendations, the Centre does not approve or decline applications.
- 4 – 6 Weeks for a payout of a Loan  
During the consulting Sessions, all Credit Requirements will be discussed .

# SERVICES OFFERED

- BUSINESS REGISTRATIONS , CC'S & COMPANIES
- OPENING OF SMALL BUSINESS ACCOUNTS
- SCREENING OF BUSINESS PLANS
- FACILITATING ACCESS TO FUNDING
- BASIC BUSINESS GUIDENCE
- INVESTMENT OPTIONS DISCUSSED
- LINK TO BROKERS
- LINK TO OTHER ABSA UNITS, PROPERTY FINANCE, AND VEHICLE AND ASSET FINANCE
- ALL REQUIRED BANKING SERVICES

# Who can assist



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# Location.....

**85 Oxford Street**

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**043 704 2010**

# Absa Enterprise Development Centre

Thank You