



# 2020 Enterprise Supplier Development (ESD) Round Table

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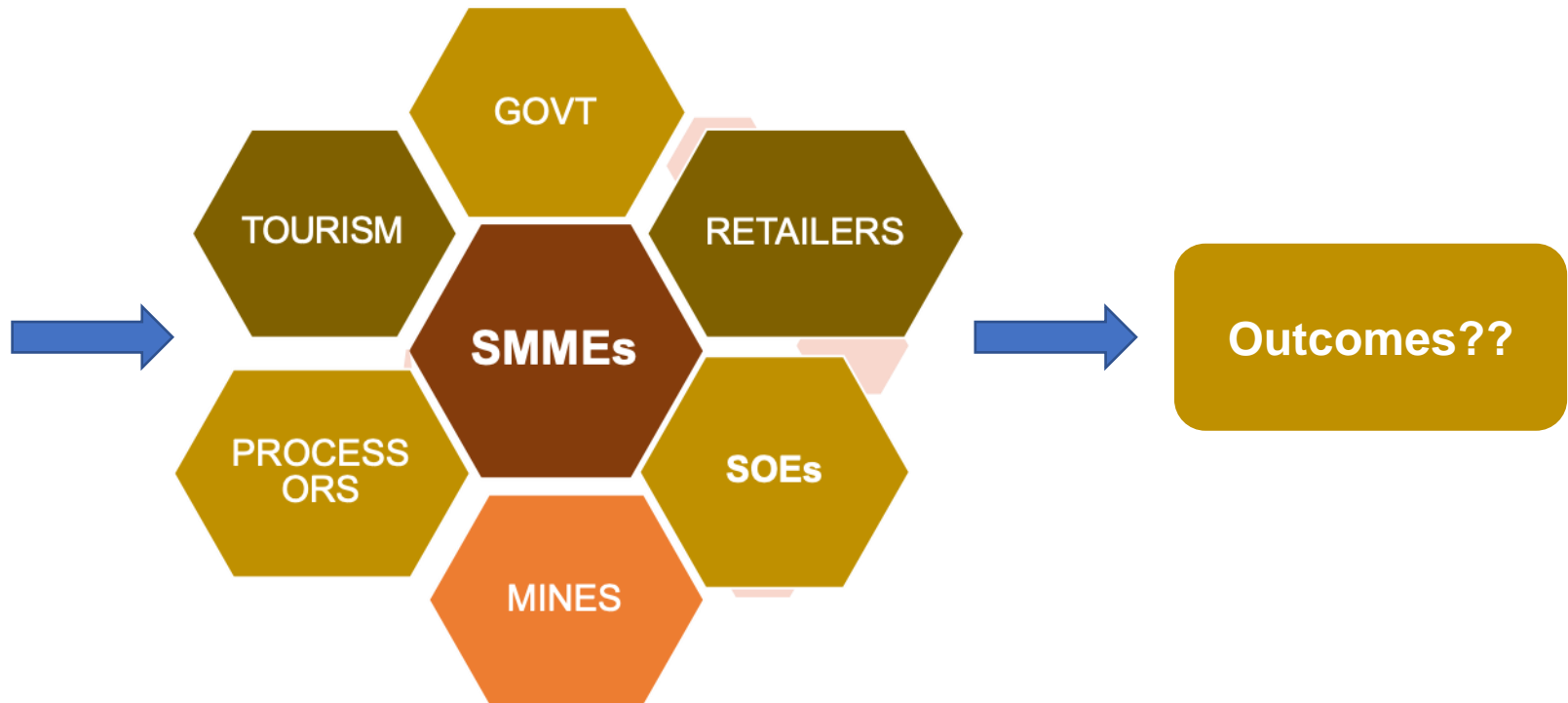
# Towards Growth and Sustainability of Small Businesses



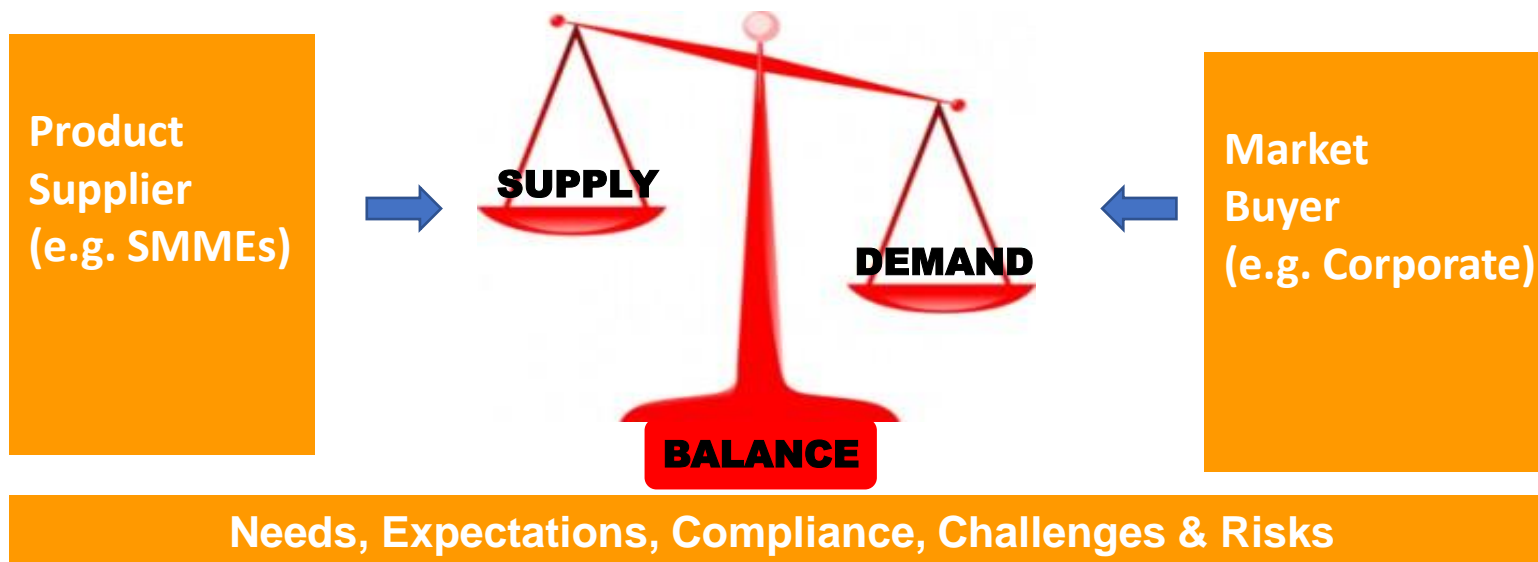
**KRA 1:**

**Competitiveness of SMMEs**, & their ability to meet procurement requirements of large multinational/local corporations, government & SOEs is improved

**Key Actors**



# Expected – business to business linkages



SMMEs competent to negotiate and deliver on standards required by the markets

Support systemic change from evidence and replication of best practices

Strategic partnership development

- Coordination
- Collaboration

Facilitators between dynamic forces



# Objectives of the Round Table discussion



1. To bring together a ecosystem players, including, government, private sector, industry bodies, associated organisations and entrepreneurs in a participatory dialogue to advance collaboration and business recovery through ESD;
2. To develop the initial working relationships to improve public-private partnerships with creative ESD solutions to support business survival and sustainability in the “New Normal”;
3. To facilitate an ESD innovation platform to support future partnerships and bring interventions and solutions – for a pro-SMME focus.





**Hypothesis: CEOs want real ESD outcomes, but supply chain managers / buyers have different priorities:**

*How can ESD be institutionalised?*



**Hypothesis:** Government is not sufficiently leveraging its procurement spend and set-asides

*Can Government and SOEs show how it's done?*



# Hypothesis: ESD has become a box-ticking and compliance exercise:

*What can be done differently?*