

# Agenda



<b>WEBINAR TOPIC</b>	<b>Exploring opportunities for incubators to build and develop corporate Enterprise and Supplier Development (ESD) partnerships</b>		
<b>Date</b>	21 August 2020 (TBC)	<b>Time:</b>	11.00 am – 13.00 pm
<b>Venue</b>	Zoom Webinar		
<b>Link</b>	Please click the link below to join the webinar: <a href="https://seda-pta.zoom.us/j/91811200000">Bit.ly/InQuB83</a> <a href="https://seda-pta.zoom.us/webinar/register/WN_ypvm-aHORPOacMoKC8juiA">https://seda-pta.zoom.us/webinar/register/WN_ypvm-aHORPOacMoKC8juiA</a>		

## Background

The Covid-19 pandemic has reduced incubator funding and revenues, while seriously impacting operations and incubatee sustainability. At the same time, the corporate sector is re-looking its ESD supply chain models. This presents an opportunity to explore how incubators can create or step up programmes to develop SMMEs to meet the new requirements in ESD – and thus build new revenues by becoming real supply chain development partners to the corporate sector.

## Webinar Objectives

The Covid-19 pandemic has reduced incubator funding and revenues, while seriously impacting operations and incubatee sustainability. At the same time, the corporate sector is re-looking its ESD supply chain models. This presents an opportunity to explore how incubators can create or step up programmes to develop SMMEs to meet the new requirements in ESD – and thus build new revenues by becoming real supply chain development partners to the corporate sector.

Friday 21 August 2020			
Item	Time	Content/Topic	Responsible
1.	11.00am	Hosting of Zoom call	Daniel Chiwandamira, EDSE
2.	11.00 – 11.10 (10')	<b>Introduction and welcome remarks:</b> EDSE programme and context of the Enterprise and Supplier Development webinars.	<b>Martin Feinstein</b> , EDSE Component Lead for BDS <b>Nosipho Khonkwane</b> , Executive Manager, Seda Technology Programme
3.	11.10 – 11.25 (15')	<b>Session 1: Incubators as corporate supplier development specialists: where are the opportunities?</b>  It might mean making some changes to your programme, but there is a market for sector-specific supplier development with a strong technical component.	<b>Jayshree Naidoo</b> , CEO - Yiedi

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Item	Time	Content/Topic	Responsible
4	11.25 – 11.40 (15')	<p><b>Session 2: Have you got what it takes to be a supplier development incubator for a corporate client?</b></p> <p>What does a corporate decision-maker look for in an incubator partner? How do you need to construct your value proposition for this market?</p>	<b>Mmathebe Zvobwo</b> , Executive: FutureMakers – Enterprise and Supplier Development, Telkom
5.	11.40 – 11.55 (15')	Facilitated Q & A	<b>Martin Feinstein</b> , EDSE
6.	11.25 – 11.40 (15')	<p><b>Session 3: Township Entrepreneurship Alliance – potential for partnerships in township supply chain development</b></p> <p>What are the new ways that corporates can create collaborative partnerships and how can incubators and SMMEs tap into them?</p>	<b>Bulelani Balabala</b> , Head: Township Entrepreneurship Alliance
7.	12.10 – 12.25	<p><b>Session 4: Expectations and needs of large resource and manufacturing businesses in respect of supplier development</b></p> <p>Industrial corporates have complex and demanding supply chains – can incubators help to support supplier capabilities and compliance?</p>	<b>Yumna Ameer</b> , Enterprise and Supplier Development AECOM SA (Pty) Ltd
8.	12.25 – 12.55 (25')	Facilitated Q & A: Discuss options and key issues / choices for consideration. Identify any key gaps or concerns that must be addressed.	<b>Martin Feinstein</b> , EDSE
9.	12.55	Closure of Zoom call	<b>Daniel Chiwandamira</b> , EDSE

## PANELLISTS



**Jayshree Naidoo – CEO of YIEDI**

Jayshree Naidoo is the CEO of YIEDI, a company that focuses on Innovation and Strategy Consulting, Incubation Design and Management, Entrepreneurship and Supplier Development and Digital and eLearning solutions. She was the founder and Head of the Standard Bank Incubator programme that focused on growing and developing entrepreneurs and improving the innovation stack of the bank and its corporate clients. The seven pillar Incubator model that she created was also applied to launch the 1st Incubator outside of South Africa for the bank within Maputo in Mozambique.

She has held several leadership roles in SA that include positions at Development Bank of Southern Africa, Discovery, ABSA and Internet Solutions. She was previously the CEO of Feenix, a crowd funding platform for students launched by the bank, a board member of JASA (Junior Achievement South Africa), as well as the Chairperson of SAINe (The Southern African Innovation Network), and held a seat on NACI (The National Advisory Council on Innovation).

She is a professional speaker and has been featured in several magazines including CEO Magazine, SA Innovator, Destiny, Fast Company and has been published in the Innovation Journal. She is a guest lecturer at many of SA's top universities on the topics of Innovation, Incubation, Strategy and Digital Disruption. She was previously identified as one of the Top 25 Global FinTech Influencers.

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**Mmathebe (Lobega) Zvobwo CA – Executive: FutureMakers – Enterprise and Supplier Development, Telkom**

Mmathebe Zvobwo is a finance professional and a qualified Chartered Accountant with experience in funding startups and developing entrepreneurs. She oversees a team at Telkom that designs, executes, manages and monitors compliance of ESD in Telkom with over five years in supply chain in different organisations. Her passion is innovative start-ups as Telkom seeks to create new technologies and innovation for the future.

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**Bulelani Balabala – Township Entrepreneurs Alliance**

Bulelani Balabala is a young entrepreneur & business speaker. He has earned the name Township entrepreneur developer & youth ambassador because of the work he does aimed at empowering township and rural entrepreneurs. He is CEO of IAF brands a township based award winning social media marketing company, through his company he has serviced local and international brands. He is the founder of Township Entrepreneurs Alliance (TEA) an organisation aimed at developing entrepreneurs in the informal & rural areas through this platform TEA has directly impacted over 43000+ entrepreneurs & 20 000+ high school students. He is a professional speaker who covers brand developments, entrepreneurship & transformation. He is featured on multiple media platform where is gives thought leadership. He has shared platforms with business, industry and government leaders. He lives by the motto #GetThingsDone.

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**Yumna Ameer, Enterprise and Supplier Development Manager at AECOM SA (Pty) Ltd**

Yumna Ameer is the Enterprise and Supplier Development Manager at AECOM SA, the world's premier infrastructure consulting firm. Her passion is in SMME development, collaboration, participation, dissecting information and putting together the pieces of the puzzle for a wider audience. She has translated over 12 years of ESD expertise for construction teams developing unique and engaging customer-focused programmes. She specialises in needs and providing solutions to create SMME success stories.

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