

The logo for ESDT23, featuring the text 'ESDT23' in a bold, sans-serif font. The '23' is stylized with a white outline. The logo is set against a white rectangular background with a thin teal vertical bar on the left side.

**ESDT23**

A background image showing two hands shaking, symbolizing agreement or partnership. The image is overlaid with a purple gradient and a geometric pattern in the bottom left corner.

**BUILDING AND DEVELOPING  
SUSTAINABLE AND SUCCESSFUL  
BLACK-OWNED BUSINESSES**

The logo for BEET23, featuring the text 'BEET23' in a bold, sans-serif font. The '23' is stylized with a white outline. Below the text is the tagline 'TECHNOLOGY | PEOPLE | IMPACT' in a smaller, all-caps font.

**BEET23**  
TECHNOLOGY | PEOPLE | IMPACT

# WE ARE BEE123

The world of Broad-Based Black Economic Empowerment (B-BBEE) can feel difficult, complex and even intimidating. With BEE123, it need not be.

## **We make transformation manageable for HR, finance, transformation and executive managers.**

We combine leading-edge technology and expert advice into an end-to-end solution that enables your organisation to achieve true compliance. From implementation and planning to practical management and verification support, we work to make the process simpler for you – in ways both large and small.

Importantly, we offer you simple, tangible, hassle-free ways to improve your Scorecard.

Hundreds of South African businesses trust our market-leading solutions to help them have a meaningful impact on economic transformation, while achieving B-BBEE compliance.



**What's more, we walk our talk:**

**BEE123 is proud to be a 65% Black-Owned Level 2 B-BBEE contributor.**

### **BEE123**

It's not just software and it's not just consulting. It's both, with reliable systems and valuable data combined with human intelligence and subject matter expertise to give you the best results.

### **ESD123**

Smart, customised and impactful solutions for Enterprise and Supplier Development. ESD123 ensures benefit for both sponsor and beneficiary businesses.

### **SKILLS123**

Seamless outsourced solutions that brings together strategic impact, cost-effectiveness, and implementation for your Skills programmes, whilst structured to optimise costs via tax incentives and rebates.

### **YES123**

For impact, compliance and completion, YES123 provides a full offering for end-to-end YES programme facilitation, administration and management.

### **SED123**

Participate in our seamless outsourced Socio Economic Development solution, with our flagship Schools' Capacitation Initiative, offering impact from the very first Rand.



# Strategic, impactful and tangeable solutions for Enterprise and Supplier Development – fully managed

## What is Enterprise and Supplier Development?

Small businesses play a vital role in our economy, creating jobs and yielding growth.

The Enterprise and Supplier Development (ESD) element of the B-BBEE Scorecard is designed to facilitate the support, development and growth of small Black-owned business, to help them to operate more sustainably and successfully.

Per the B-BBEE Scorecard, 3% of your Net Profit After Tax must be allocated to this all-important element.

## ESD123: an ideal solution for you

ESD123 is a smart, flexible, customised end-to-end solution that benefits both sponsor and beneficiary businesses – and has helped to grow over 100 small businesses so far.

At ESD123, our approach is marked by engagement: we engage with clients, to get to grips with their strategic objectives, and we engage with SME businesses, so we genuinely understand what they do and their needs.

### It ensures:

- that your ESD contributions are strategically aligned with both your Scorecard and business objectives;
- that your ESD is carried out properly;
- that beneficiaries experience the most positive impact possible; and
- that your ultimate ESD verification is simple and risk-free.

In addition, if you invest funds, time and effort in a beneficiary business, and it fails, the waste is considerable. This is why we are committed to connecting you with quality beneficiaries that can become and remain reliable suppliers for your own business.

In order for your company's ESD efforts to have the most meaningful impact, our process incorporates a comprehensive business and systems diagnostic, based on which we compile a customised Business Bundle – aligned with the sponsor's ESD budget.



*“ESD123 have not only provided us with the relevant knowledge around what is needed to obtain the required level of scoring in terms of our B-BBEE scorecard but have empowered us to plan our B-BBEE spend more carefully and with greater impact.” – Clair Harris, Driverisk*



## BESPOKE BUSINESS BUNDLES

The right business tools, services and skills can mean success or failure for a small business. We spend a lot of time analysing the beneficiary business, to compile an appropriate, customised Business Bundle that incorporates the products and services they need to be more profitable, professional and sustainable.

Most of the elements of our solution are web-based, so that beneficiary businesses can access them from anywhere, any time and on any device – and so that you, the sponsor, can have remote insight into their progress.

**Our Business Bundles are customised based on the needs of the beneficiary business, and incorporate a variety of products and services.**

**Components may include:**



### Products\*:

- website with e-commerce functionality and search engine optimisation
- web-based accounting system,
- web-based payroll and HR system,
- CRM system,
- both general and niche-specific software
- access to appropriate directories

\* All including licensing, training, and support



### Services:

- book-keeping and accounting
- payroll and HR
- marketing, social media, and community management
- business gap analysis,
- business development, performance evaluation and coaching
- small-business-specific B-BBEE advice
- progress reporting

**Our team at ESD123 conceptualises innovative products and services to meet the bespoke needs of beneficiary businesses.**



*The ESD123 team pro-actively presented the best possible fit by aligning our business needs and that of our beneficiaries, resulting in successful implementation of our Enterprise and Supplier Development initiatives*  
- Pervasheni Mohanlal, MediscorPBM

# HOW THE ESD123 PROCESS WORKS

## 1. Engagement with Sponsor

- ESD123 conducts an analysis of the sponsor business' supply chain and identifies strategic areas for development or utilisation of Black suppliers
- ESD will facilitate a session with the sponsor business to confirm business alignment and strategic benefit for sponsor through ESD initiatives, and to assist in quantifying the budget to be spent on ESD.

## 2. Beneficiary Selection

- Beneficiaries are selected from among SME beneficiary businesses that the sponsor business has put forward, or from SME beneficiary businesses that ESD123 has sourced, based on agreed criteria.

## 3. Systems, Gap and Needs Analysis

- ESD123 meets with SME beneficiary businesses to conduct comprehensive systems, gap and needs analyses exercises, culminating in a detailed analysis report

## 4. Bundle Compilation

- Based on analysis report, ESD123 creates customised Business Bundle for each SME beneficiary business, aligned to its needs and sponsor's budget.

## 5. Project Roll-Out

- ESD123 administers and oversees roll-out of all Bundle components, providing full project management and oversight.

## 6. Feedback and Reporting

- ESD123 regularly reports to sponsor on effective Bundle delivery and implementation, and impact of interventions on SME beneficiary business.

## 7. Administration and Paperwork

- ESD123 compiles all paperwork and documentation required for sponsor's B-BBEE audit.

## THE BOTTOM LINE

ESD123 is committed to concrete and sustainable development for beneficiaries, in ways that have real impact on their businesses and the economy. What's more, as an ESD sponsor, you benefit enormously from ESD123's fully outsourced approach to developing and supporting Black-owned beneficiary businesses, while optimising Scorecard points.

Let us help you. Call 0861 233 123 now.

# WHY "123"

Moving from **1** through **2** to **3** is a journey. A path characterised by structure, transparency, and knowing where you'll end up.

BEE123 has three central pillars:

**Technology. People. Impact.**



## Technology

Technology is our foundation. It's where we began, and how we started the process of mastering the ins and outs of B-BBEE in South Africa. Our industry-leading software enables our clients to access insights, intelligence and new efficiencies.



## People

Software becomes meaningful when applied by, and to, people. And this is where our shared calling comes in. BEE123 is known as a company of passionate and unified teams; each team, a collective of skilled individuals delivering real value to and creating partnerships with our clients.



## Impact

We've found, ultimately, that when the tech and the people come together, the result is impact: upliftment, empowerment, and economic transformation. What we do at BEE123 helps clients to make a difference in the lives of ordinary South Africans, and that's important to us.



[www.BEE123.co.za](http://www.BEE123.co.za) | 0861 233 123 | [info@BEE123.co.za](mailto:info@BEE123.co.za)