



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

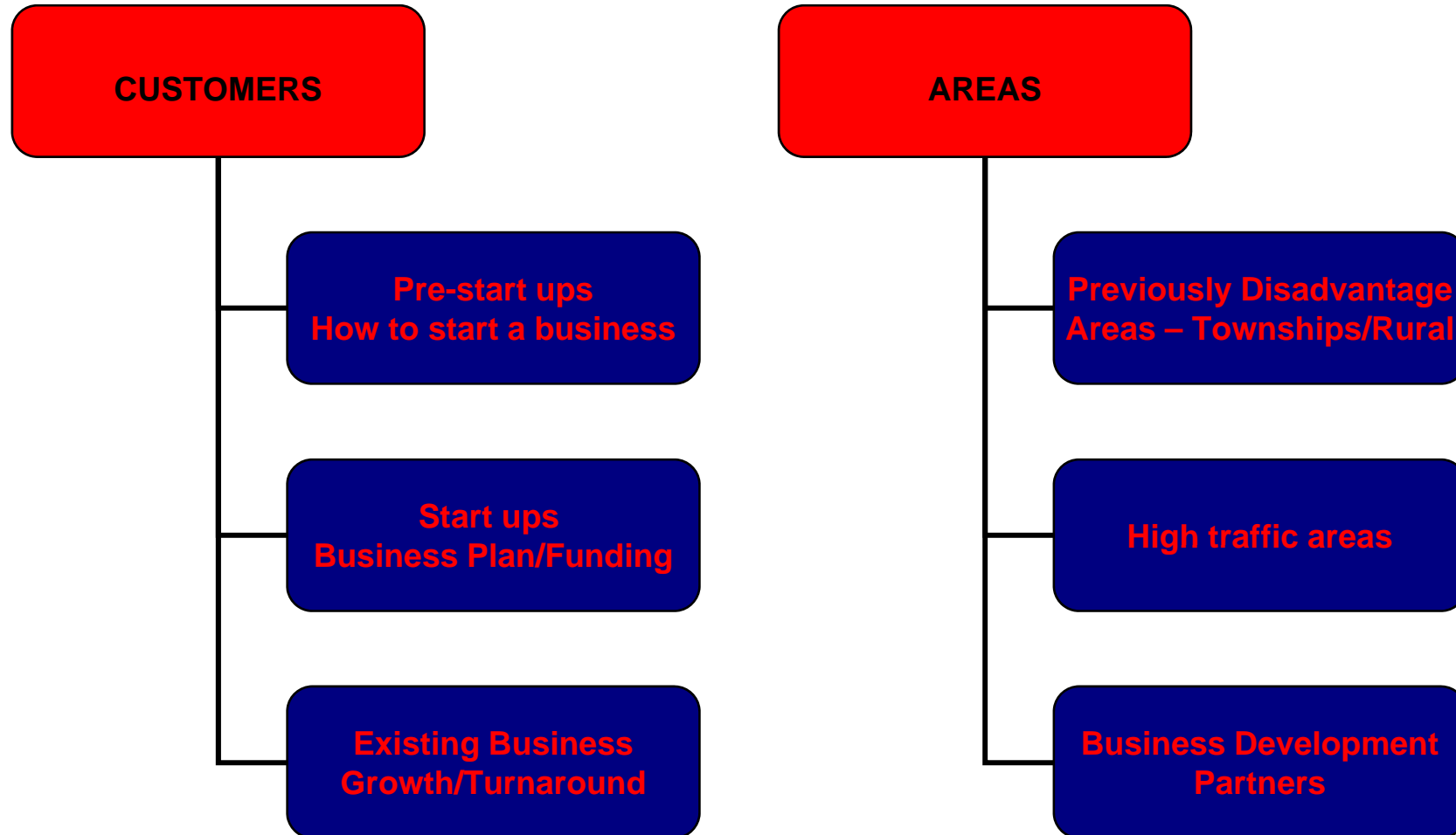
Benefits

- 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.....

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Absa Enterprise Development Centre

Thank You