



The Franchise Association of South Africa is the only recognised represented body for the franchise industry in South Africa which generates almost 10% of GDP.

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## Need Help to Secure Developmental Funding

November 14, 2017 by FASA Admin

With mounting pressure on business in general to diversify supply chains (aligned to the B-BBEE codes) and localise procurement through industrialisation by taking a strategic and structured view of supplier development (a focus of the National Development Plan), to transformation of the franchise sector in a more sustainable manner. Uzenzele, a Level 1 BEE compliant Service Provider with procurement recognition can help.

The franchise sector can play a vital role in identifying commodities which may be in high demand but for which there is limited supply locally at the price or quality required to meet the high standards of buyers, or may have foreign exchange risks or seasonality constraints in supply, among other supply side issues.

Often, these buyers engage with aspirant suppliers who are not appropriately capacitated to meet the demands of a corporate buyer. Through structured supplier development programmes, these suppliers can be identified and appropriately capacitated and capitalised through development finance – including cost-sharing incentives for businesses – such as:

- Black Industrialist Scheme (51% Black owned and managed manufacturers, qualify for up to R50 million in grants),
- Agro-Processing Scheme (Level 1 – 4 manufacturers, qualify for up to R20 million in grants),
- Strategic Partnership Program (for Supplier & Enterprise development programs, qualify for up to R45 million in grants),
- Various debt financiers geared toward development including the Industrial Development Corporation, Corporate ESD funds, etc.

By taking a strategic and structured view on supplier development, and with strong understanding of development finance through various financial institutions, both short and long-term benefits can be gained in BBBEE procurement requirements as well as rapid job creation through industrialisation – contributing to transformation of the franchise sector in a more sustainable manner.

According to Nadia Rawjee, co-founder and director, Uzenzele Holdings is a niche consulting firm specialising in the facilitation of access to developmental grants and loans from governmental and commercial institutions. “Uzenzele helps you, as a business, access your portion of the billions of Rand that the South African government has allocated to supporting businesses with grants and loans; impacting your bottom line and enhancing your balance sheet. We will help you identify the funds applicable to your business and its growth plans, ensuring time-saving and higher success rates. “We will help you identify the funds applicable to your business and its growth plans, saving you time and ensuring higher success rates.”

For more information contact +27 12 346 5174; [info@uzenzele.com](mailto:info@uzenzele.com) or visit [www.uzenzele.com](http://www.uzenzele.com)

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