



# About GEP

**GEP is an agency established under the auspices of the Gauteng Dept. of Economic Development to provide support to SMME's in Gauteng**

## Vision

Africa's leading enterprise development and business support agency.

## Mission

To enable entrepreneurs.

## Values

Professional  
Accountable  
Focused  
Accessible

# GEP's six strategic priorities



- Provision of efficient and timely business development support to SMMEs towards increasing their professionalism and sustainability
- Provision of efficient and timely financial support to SMMEs towards facilitating their development
- Contribute to the creation of an enabling environment for SMMEs growth and sustainability
- Identify business opportunities and enhance business facilitation and business partnerships for, and between SMMEs
- Facilitate increased SMME participation, including of women, youth and people with disabilities, in the Province's economic growth sectors and GPG's priority socio-economic development projects
- Ensure effective and efficient management of GEP

# Our Goal

- **To facilitate increased SMME participation in mainstream economy,**
- **and their contribution to economic growth and development and employment in Gauteng**

# National and Provincial goals

## National goal

Halve poverty and unemployment by 2010

## Provincial Priorities

- Enabling faster economic growth and job creation
- Fighting poverty and building strong and sustainable communities
- Developing healthy, skilled and productive people

# GDS Priorities

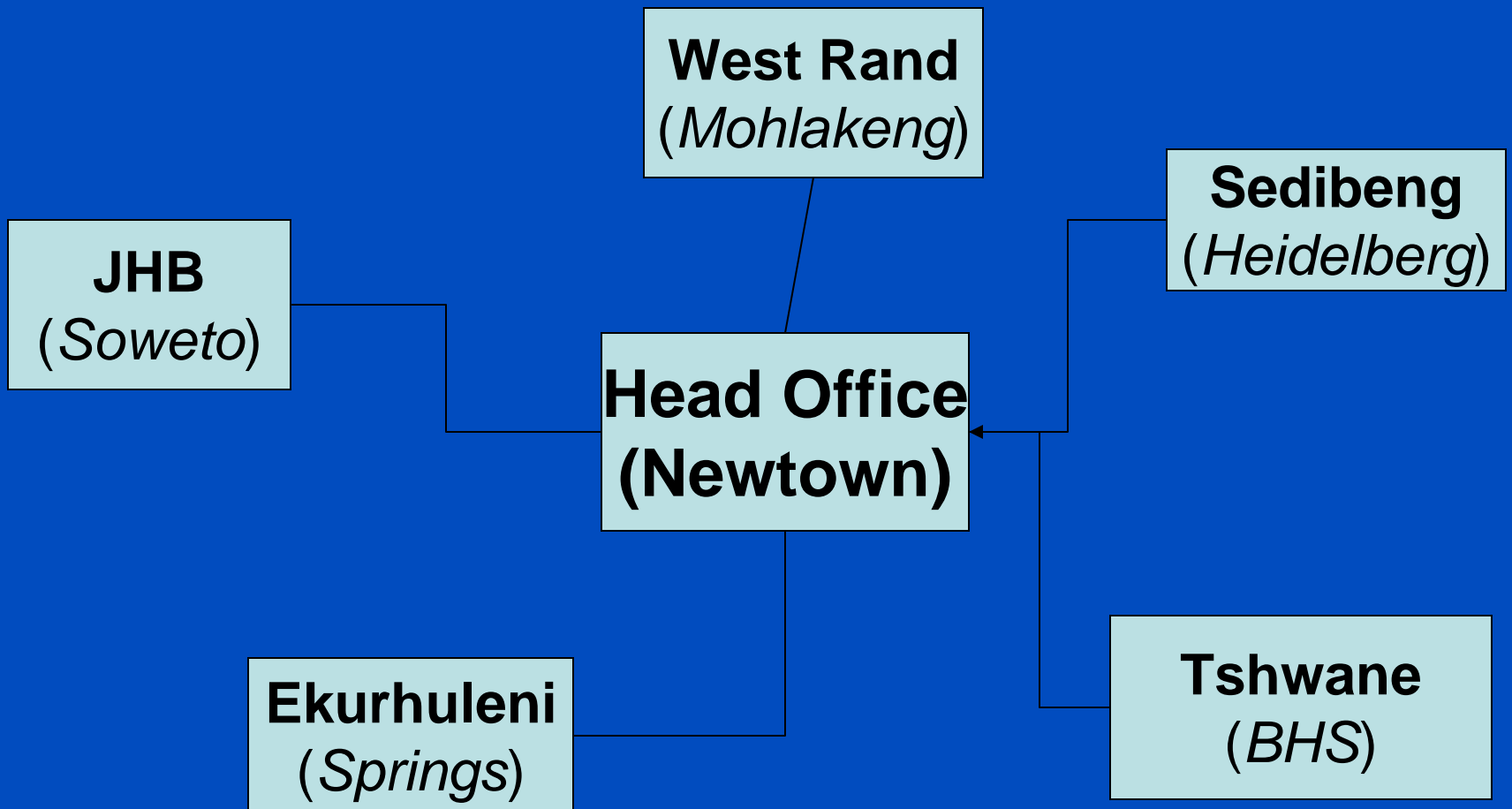
- Growth, development and sustainability must be integrally linked to the overall socio-economic growth and development strategy and plans of the Province
- Growth and sustainability must contribute to reducing poverty and unemployment and to growing the provincial economy
- The growth sectors reflected in the GDS and the priority socio-economic programmes identified by GPG provide a clear enough indication of the areas of need that can be filled by SMMEs.

# GPG growth sectors

**We need to encourage participation of SMMEs in the growth sectors as identified by the Growth Development Sectors (GDS).**

- Smart Industries (ICT, Pharmaceuticals)
- Trade & Services
- Tourism
- Agri-processing
- Manufacturing (steel related industries)
- Infrastructure expansion & investment

# Regional offices



# GEP Programmes



- Enterprise Support

*To optimally manage the regional operations and foster partnerships*

- Financial Support

*To provide creative, realistic and timeous financial solutions to SMMEs*

# Enterprise Support



## Non-Financial support interventions

- **Financial Management Support**
  - Preparation of Budgets
  - Accounting/Bookkeeping
  - Setting up a debtors/creditors system
  - Setting up a stock control system
- **Technical Support**
  - Product testing and Development
  - Feasibility Studies
  - ISO Accreditation
- **HRD Support**
  - Setting up HR policies and Systems
  - Setting up Payroll Systems

# ES (contd...)

- **Operational Support**
  - Business Administration
  - Mentorship and coaching
  - Production Management
- **Planning Support**
  - Business Plan
  - Business Turnaround Plan
  - Productivity Improvement Plan
- **Legal Support**
  - Joint Venture Agreements
  - Purchase Agreements

# ES (contd....)

## How do we foster development to enterprises?

- Information and advice
- Mentorship
- Training
- Facilitation of business opportunities for SMMEs (through partnerships)
- Access other government incentives
- Increased participation of SMMEs on BEE
- Procurement (partnership with GSSC)

# ES (contd....)

## Benefits to entrepreneurs

- Subsidised and affordable rates;
- Information, advice and guidance on business issues;
- Gain valuable experience and knowledge;
- Personal and aftercare service through our Business Relationship Managers;
- Improved business efficiency;
- Free business tools and fact sheets;

# GEP FUNDING AND BDS SOLUTION



GEP Funding Solutions will be paired with appropriate business development support to enhance probability of success,

## • Financial Support

- Debt and Equity financing
- Tailored to Business need:
  - Start-up/growth
  - Franchise,
  - Contract/non-contract
- Designed to be accessible – ***viability-driven, not security driven***
- Fund leveraged with financial institutions, eg ABSA-GEP Leverage Fund



## • Business Development Support

- Financial Interventions
- Operational Interventions
- Human Resource Interventions
- Technical Interventions
- Planning Interventions
- Assistance in obtaining Incentives

# INVESTMENT CRITERIA



	<b>GEP CAPTIVE FUND</b>
<b>Ownership</b>	South African Citizen
<b>Business Location</b>	Gauteng
<b>Finance Required</b>	
- Minimum	R50 000
- Maximum	R5 mil
<b>Industry Focus</b>	All Sectors (preference will be given to industries targeted through GDS Strategy)
<b>Minimum Requirements</b>	<ul style="list-style-type: none"><li>-Business Plan</li><li>-Projected financial statements</li><li>-Economic viability</li><li>-Entrepreneurial Involvement</li><li>-Black owned/Managed</li><li>-Demonstrate commitment</li></ul>

# Funding Questions



QUESTION	ANSWER
<b>What is the money needed for?</b>	The answer yields the loan amount needed
<b>Is it a short-term or long-term need?</b>	The answer determines the duration of the loan
<b>What will you give up for the capital?</b>	The answer determines what sort of requirements the owner must adhere to in order to get the funding
<b>What rate of return can be expected from the success of the business?</b>	The answer indicates how much interest on a loan or return on investment can the business afford to pay

Thank you