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National Lotteries Commission (NLC)
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Enquiries: Njabulo Mavuma

Tel: (012) 432 1302

Email: thobile@nlcsa.org.za

Dear Sir/Madam

Date: 17 November 2022

GAUTENG PROVINCE: INVITATION TO THE NATIONAL LOTTERIES COMMISSION ENTERPRISE AND SUPPLIER DEVELOPMENT PROGRAMME 2022/23 FINANCIAL YEAR

1. Enterprise and Supplier Development Background

- 1.1 The National Lotteries Commission (NLC) is a public entity established by Lotteries Act No. 57 of 1997 as amended to regulate the South African lotteries industry. The functions of the NLC can be divided into two (2) categories, namely “regulation of National Lottery and other Lotteries” and “administration of the National Lottery Distribution Trust Fund (NLDTF)”.
- 1.2 The NLC is committed to the transformation of the South African economy through the adoption of the Broad-Based Black Economic Empowerment (B-BBEE) Framework. It is this belief that drives the NLC philosophy behind sustainable procurement practices related to Enterprise and Supplier Development (ESD). For the financial year 2022/23, the NLC through SCM would like to partner with SMMEs companies through the ESD initiative in Gauteng.
- 1.3 The invitation is towards ESD, and the process entails working collaboratively with suppliers to improve or expand their capabilities. The ESD involves embracing supplier expertise and aligning its business needs towards empowerment. The NLC is in a process of identifying at least 2 possible ESD beneficiaries in Gauteng. The target appointment of ESD Beneficiaries in the Province as indicated in the above paragraph is as follows:

ESD Initiative	Gauteng Province
Enterprise Development	1
Supplier Development	1

1.4 ESD Applicants are required to apply for the ESD Direct Support for not more than R 250 000.00 (Vat Inclusive) on each Initiative in the Province.

1.5 Where deemed necessary and possible, the NLC may split the direct support to more than the targeted number as indicated in the table provided in paragraph 1.3 above.

2. The aim for the Enterprise and Supplier Development Programme

The aim of the ESD is to increase the participation of black-owned Small, Medium and Micro Enterprises (SMMEs) within Supply Chain Management (SCM) and in the wider economy through our innovative ESD Programme.

3. Enterprise and Supplier Development Objectives

- 3.1 Involve suppliers in entrepreneurial upliftment.
- 3.2 Contribute to the sustainability of SMME's.
- 3.3 To fast-track existing SMMEs that exhibit good potential for growth into the mainstream economy.
- 3.4 To grow black-owned enterprises by fostering linkages between black SMMEs and corporate and public sector enterprises.
- 3.4 To complement current affirmative procurement and outsourcing initiatives of corporate and public sector enterprises.
- 3.5 To enhance the capacity of ESD recipient enterprises to successfully compete for corporate and public sector tenders and outsourcing opportunities.

4. Enterprise and Supplier Development Target for 2022/22 Financial Year



The ESD Initiative is targeting the following industries/sectors:

4.1 Information, Communication and Technology (ICT) Sector

The application will be limited to the following ICT Services:

4.1.1 Enterprise

Siebel CRM; Oracle Fusion; Oracle EBS; Windos OS; Linux OS;
CRM; Ecommerce; Oracle EBS; Orale Hyperion; Oracle Webscentre;
Oracl Siebel; Oracle Solaris; Oracle SOA; Oracle Business Intelligece;
Oracle Exadata; Oracle Fusion ERP

4.1.2 Business Applications

Microsoft; Adobe; Veeam Backup; Fogligh; Symantec UTM; VmWare;
Forescot Network Security; Darktrace Network Solution; Carbon Black
Network Security; Oracle Database; VMWare; Veeam; Symantec;
Fortigate Services; Redhat Partner; Micro Focus Partner; Trend Micro
Partner; Software patch Management; VMWare Partner; Veritas
Partner; Veeam Partner; Mobileiron UTM; MySQL DB; Linux;
Wordpress; Symantec UTM; Nessus UVeeam Backup; Cloud Backup

4.1.3 Network Infrastructure

Cisco; Juniper; Huawei; LAN; Mikrotik

4.1.4 Computing Infrastructure

Cloud Services (IaaS); Compute Platforms; Dell; Lenovo; HP; Asustor
Storage; Qnap Storage; Oracle ZFS Storage

4.2 Agriculture, Food and Nutrition Security Sector;

4.3 Environmental Management Sector i.e., Waste Management, Recycling,

Renewable Energy.

4.4 Marketing, Advertising and Communications Research Industry Sector

The application will be limited to the following marketing, advertising and communication Services:

4.4.1 Marketing Services

- a) Conceptualisation and production of advertising material (for television, radio, print, out-of-home, online and social media).
- b) Media buying and placement.
- c) Brand activations.
- d) Digital marketing.

4.4.2 Public Relation Services

Strategy development

4.4.3. Media monitoring and evaluation

4.4.4. Media liaison services

4.4.5. Dissemination of press releases

4.4.6. Development and packaging of press kits

4.4.7. Securing interviews

4.4.8. Planning press conferences and media tours

4.4.9. Media database management

4.4.10. Identification of media publicity opportunities

4.4.11. Reputation management and crisis communication

4.4.12. Media and social media training for staff and key representatives

4.4.13. Provide survey services

4.4.14. Social media campaigns and customer engagement

4.4.15. Search engine optimisation

4.4.16. Digital newsletters and blogs

4.4.17. Corporate messaging campaigns



4.5 Travel and Tourism Sector.

5. QUALIFYING CRITERIA TO THE PROGRAMME

The ESD Applicant must meet the following to be considered:

1. Exempted Micro Enterprise (EME) (R10 million and less annual revenue) and Qualifying Small Enterprise (QSE)- annual revenue of between R10 million and R50 million) that are 51% or more black owned and 30% or more black women owned.
 2. Members/shareholders of the company are black South African citizens.
 3. The company must be registered with CIPC and compliant with SARS. CSD Registration Report.
 4. The ED/ESD beneficiary must not have committed to any ESD in the past two (2) years. The ESD Applicant to be disqualified should the NLC found out that the ESD Applicant has committed to any ESD in the past 2 years.
 5. The company must be in operation for at least two (2) years; and
 6. The company must be fully based in South Africa and located in Gauteng.
 7. Registered business addresses of the company should be in the targeted Province (Gauteng).
6. Attached to the invitation letter is the ESD Application Form to be duly completed, signed and submitted electronically with supporting documents on or before the due date (2 December 2022 @11h00) to the following:

Attention: Acting Senior Manager: Supply Chain & Facilities

Email address for submission of ESD Applications & Enquiries:
thobile@nlcsa.org.za

7. All enquiries to be directed to the following NLC Officials:

Province	Contact Person



Gauteng	Njabulo Mavuma Tel: (012) 432 1302
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8. Submission and Closing Date

Interested and qualifying EME/QSE in the targeted industry/sector and commodity/service areas must respond on 2 December 2022 at 11h00 by sending the completed and signed ESD Application Form and supporting documents to thoile@nlcsa.org.za

NATIONAL LOTTERIES COMMISSION

ENTERPRISE AND SUPPLIER DEVELOPMENT APPLICATION FORM FOR DIRECT SUPPORT

ESD/2022-23 GP

SUPPLIER DEVELOPMENT FORM 2022/23 FOR GAUTENG PROVINCE.

SECTION A: BUSINESS DETAILS

Company Name	
Name of the Province applying for	
Municipal Area	
Business Address	
B-BBEE Status Level	
Representative Name & Surname	
Contact Number	
Email Address	
Previous Public/Private Funding (Yes/No)? If yes, please provide with the details of funding and the value of funding.	
Name of the industry / sector operating under	
Please select the relevant targeted industry available from the ESD Invitation Form on paragraph 4.	

CHANGING LIVES

Board Members: Prof NB Pityana (Chairperson), Ms B Ferguson, Dr C Lubisi, Ms P Mvulane, Mr W Hofmeyr, Adv N Nene (Company Secretary)

Established in terms of the Lotteries Act 57 of 1997, as amended

<p><i>*ESD Applicants who apply for more than 1 targeted industry / sector will be disqualified.</i></p>	
<p>Please provide with full description of the commodities/services you are applying for. Refer to the ESD Invitation Form paragraph 4.</p> <p><i>* Commodities/Services outside the targeted industry/ sectors will be disqualified. ESD Applicants are required to apply only once for relevant sector selected.</i></p>	

SECTION B: QUALIFYING CRITERIA FOR SUPPLIER DEVELOPMENT APPLICANTS

Enterprise and Supplier Development (ESD) initiative is targeting the following enterprises:

1. Exempted Micro Enterprise (EME) and Qualifying Small Enterprise (QSE) that are 51% or more black owned.
2. Enterprises with 30% or more black women owned, 51% youth owned/living in rural areas and owned by people with Disability will be an added advantage.
3. Members/shareholders of the company are black South African citizens.
4. Registered business address of the company is in the Gauteng Province.
5. The company must be registered with CIPC and compliant with SARS.
6. The company must be willing to participate in a formal ESD Programme.
7. The SD applicant must not have committed to any ESD in the past two (2) years.
8. The company must be in operation for at least twelve two (2) years from the closing date of ESD Submission.
9. The company must be fully operational and based in the Gauteng Province; and
10. The company must be fully based in Gauteng. Kindly attach proof of residence that reflect the Director's Name or Company Name in a form of Lease Agreement, Municipality Bill & Tribal Authority Letter/ relevant confirmation letter for residence from Local Community Leader.

SECTION C: MANDATORY REQUIREMENTS FOR ESD APPLICATIONS

1. All ESD Applicants must submit mandatory documents as listed below ESD Applicants that do not fully comply with the mandatory requirements will be disqualified and not to be considered. The following documents must be submitted for compliance:
 - a) CIPC Report for the last three (3) months.
 - b) Recent CSD Summary Report (NLC to download from the CSD) with full compliant to SARS;
 - c) Copy of certified B-BBEE Sworn Affidavit for Exempted Micro Enterprises (EME) and Qualifying Small Enterprise (QSE);
 - d) NLC Consent Request Form; and
 - e) Proof of residence that reflect the Director's Name or Company Name should be submitted in a form of Lease Agreement OR Municipality Bill OR Local Councilor Confirmation of residence signed letter. For companies in rural areas, Tribal Authority Confirmation Letter of Residence OR relevant confirmation letter for residence from Local Community/Council Leader.

SECTION D: BUDGET

1. ESD Applicants are required to apply for the ESD Direct Support for not more than R 250 000.00 (Vat Inclusive) on each Initiative in the Province.
2. Please complete the following and kindly attach supporting documents in a form of minimum of three (3) price quotation for the commodity/services required for funding.

ESD Funding Values (Amount Vat Inclusive)	Please select the Funding Value of the commodities/ services applying for by ticking with X
R 0 – R 50 000.00	

R 50 000.00 – R 100 000.00	
R 100 000.00 – R 150 000.00	
R 150 000.00 – R 200 000.00	
R 200 000.00 – R 250 000.00	

SECTION E: RESPONSE BY THE ESD APPLICANT

Description	Response by the ESD Applicant
1. What will be the impact of the ESD Direct Support to the economy of South Africa?	
2. Will the ESD Direct Support contribute positively to government priorities i.e., National Development Plan (NDP)? Please elaborate on how the ESD Direct Support will contribute to the NDP?	

3. Will there be any new job created for youth for this ESD Direct Support? Please provide with the details of job creation for youth employment.

4. Please provide with convincing reasons to be selected as ESD Beneficiary.

5. Please provide with the detailed explanation and motivation on the required ESD Support.

The ESD Applicants are required to submit the detailed explanation and motivation required for the ESD Support. Kindly submit a 1-page detailed explanation and motivation as *'Annexure 1'* for the ESD Support aligned to the needs, selected budget and sustainability of the company.