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Dear Sir/Madam

**Date: 15 November 2022**

**MPUMALANGA PROVINCE: INVITATION TO 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 Commission 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 Mpumalanga.
- 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 the Mpumalanga Province. The target appointment of ESD Beneficiaries in Mpumalanga Provinces as indicated in the above paragraph is as follows:

<b>ESD Initiative</b>	<b>Mpumalanga Province</b>
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 respective Provinces.

1.5 Where deem 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; Oracle Hyperion; Oracle Webscentre; Oracle 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 Summary 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 Mpumalanga Provinces.
  7. Registered business addresses of the company should be in the targeted Mpumalanga Province.
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:  
[maureen@nlcsa.org.za](mailto:maureen@nlcsa.org.za)

8. All enquiries to be directed to Maureen Senyatsi Tel: (012) 432 1470



## 9. 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 [maureen@nlcsa.org.za](mailto:maureen@nlcsa.org.za)