

IoDSA Corporate Membership Proposal

Bank Seta

07 March 2022

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Attention: Candice Perumalsami (Company Secretary)

Via email: Candicep@bankseta.org.za

07 March 2022

Dear Candice,

Thank you for the opportunity to submit this proposal related to IoDSA Corporate membership to **Bank Seta**.

In this proposal we set out a brief description of the eligibility criteria for Board members, the value that will be derived from taking up Corporate membership for your directors as well as the investment for 2022.

Everyone in the team is enthusiastic about the prospect of bringing your directors on board as IoDSA members and we look forward to servicing you in 2022 in this regard.

Yours Sincerely

IoDSA Team

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IoDSA overview

The IoDSA is a non-profit company (NPC) with members and is the only professional body for directors that is recognised by the South African Qualifications Authority. The IoDSA operates throughout South Africa (with some activities also taking place outside our borders), primarily from premises in Sandton.

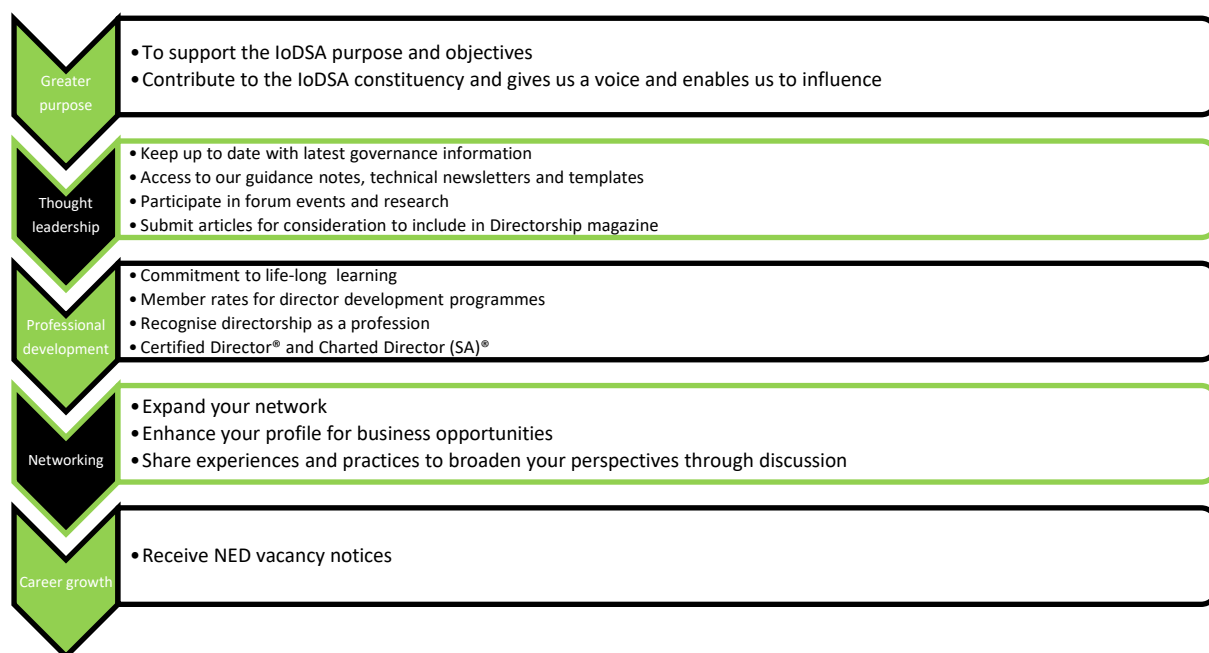
The IoDSA positions itself as the custodians of corporate governance and directorship in South Africa and as a brand of excellence for governance services both in the business-to-business and business-to-consumer markets. The IoDSA is also the owner of the King IV™ Report on Corporate Governance for South Africa.

The IoDSA offers companies the ability to register five or more of their Board of Directors or senior executives as individual members at a reduced fee. While the company will hold Corporate Membership, the directors will hold individual membership and will qualify for the normal member benefits associated with this member category (see Annexure B).

Individual membership and benefits

IoDSA membership consists of over 9 400 prestigious and diverse South African business leaders, providing for a rich and unique opportunity for networking and business development across all sectors and industries in South Africa.

Why belong to the IoDSA?



To view the full list of benefits see Annexure B. To view our full member value proposition please visit: https://www.iodsa.co.za/page/value_proposition.

Corporate membership

By taking our Corporate membership for your Directors and/or senior executives, you signal to corporate South Africa your commitment to promoting corporate governance in your industry and sector.

Added benefits of Corporate membership include:

1. The discounts on the membership rates increase as the group number increases. For example, the cost of 5 members through a group is the same as the cost for 4 individual memberships.
2. Through the Corporate Membership your organization is able to transfer membership, i.e. should anyone currently allocated leave the organization, you could then replace that person within the membership term.
3. Only one invoice is sent to the designated contact person so that each member does not receive invoices and/ or payment reminders.

Membership eligibility

An applicant must be over 21 years of age, with 1 or more years' experience as:

- A director or alternate of a company
- A company secretary
- Trustees
- A executive
- A partner, associate or senior manager of a professional practice
- A member of a close corporation
- A director – general, head of department or accounting officer or member of the accounting authority in the public sector
- Tertiary academic personnel at the level of, or equivalent to, professor or senior lecturer.

Candidates that are approved as member of the IoDSA may use the post nominal M.Inst.D after their name.

Investment

Corporate member fees are calculated on a sliding scale. Normal individual membership fee is **R3580.00** (incl VAT) per member.

Membership rates 2022 (12 Months Membership Subscription)			
All fees below are inclusive of VAT			
Group options (groups of 5 or more)	All areas – Per person		
5 members	discount 20% each	R 2870 NPO – R 2010	until Dec 2022
6 to 10 members	discount 25% each	R 2690 NPO – R 1880	until Dec 2022
11 to 15 members	discount 30% each	R 2510 NPO – R 1760	until Dec 2022
16 to 20 members	discount 35% each	R 2330 NPO – R 1630	until Dec 2022
21 members or more	discount 40% each	R 2150 NPO – R 1510	until Dec 2022

Corporate Membership Rates:

R2330.00 P/member x 18 = R41 940.00

Corporate Membership Rates (NPO/NGO):

R1630.00 P/member x 18 = R29 340.00

Individual Membership Rates:

R3580.00 P/member x 18 = R64 440.00

Terms and Conditions

All standard Terms and Conditions as listed on the IoDSA website applies.

The above fee is valid for a period of 1 month.

IoDSA Membership Contacts



Mr Chamendren Govender

Manager: Membership

Email: chamg@iodsa.co.za

Tel: +27 11 035 3013



Mrs Mampho Tsoane

Senior Administrator: Corporate Membership

Email: mamphot@iodsa.co.za

Tel: +27 11 035 3039

IoDSA Executive Contacts

Mrs Sherma Malan

Executive: Certification and Member Services

Email: shermam@iodsa.co.za

Tel: +27 11 035 3000

Ms Vikeshni Vandayar

Executive: Governance and Corporate Services

Email: vikeshniv@iodsa.co.za

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WHY CHOOSE THE IoDSA AS YOUR PROFESSIONAL BODY OF CHOICE?

The IoDSA can help you improve your corporate governance knowledge and application

Non-profit company

- BBBEE Level 2
- Profit is not distributed but re-invested into the business to promote and improve corporate governance and directorship in SA

SAQA recognised professional body

- Only recognised professional body for directors in SA
- 2 professional director designations: Certified Director® and Chartered Director (SA)®

World class faculty

- Our facilitators are currently serving directors
- Collectively our faculty has over 350 years of practical boardroom experience
- Various sector experience

Brand you can trust

- 60 year old brand
- Publication and ownership of each King Report on Corporate Governance®
- Leading industry experts and specialist service provider
- African and International Corporate Governance affiliations

IoDSA the brand you can trust!

WHAT IS OUR EXPERIENCE?

We have over 9 000 active members, have trained more than 50 000 delegates and a database of 40 000 that we engage with regularly

Customer Reviews

CERTIFICATION

"I am proud to be a Chartered Director (SA)® because now more than ever, competent and courageous directors can help make business a force for good" - **Zellah Fuphe, CD(SA)®**

DIRECTOR DEVELOPMENT

"The course was fantastic; the facilitator was engaging with loads of life experience" - **Thabo Monyamane, programme attendee**

MEMBERSHIP

"My IoDSA membership has helped me enormously from a training and development, networking and professionalism point of view. Being a Fellow of IoDSA is a great honour" - **Prof Shirley Zinn, Fellow Member**

Certification

- Chartered Director (SA)[®] designation recognises the mastery of knowledge, skills and experience in directorship
- Certified Director[®] designation acknowledges proficiency in corporate governance knowledge
- Having a designation lends credibility to the profession and the individual
- Ascribing to a higher Code of Professional Conduct increases trust in the individual holding a designation

Individual Director Development

- Improve your current skills and knowledge to function at director level
- Develop your understanding of director and board requirements
- Training courses that will assist in obtaining the Certified Director[®] designation

Training courses include: Being a Director part 1 to 4, Governance of Ethics, King IV insights, Mastering Board Leadership and various Board Committees courses

Membership Services

- Active network of prestigious and diverse business leaders
- Enriched customer experience through carefully selected professional and lifestyle benefits
- Exposure to exclusive and complimentary member events
- NED vacancy adverts and CV searches places members in the hands of nominations committees countrywide

Board Performance Evaluations

- Leading best practice evaluation questionnaires based on industry knowledge
- Use of both qualitative and quantitative assessments
- Informative and practical evaluation results to aid improvement of your board's effectiveness

We offer a number of different evaluation options including board, committees, individual director, chair and company secretary evaluations and action plan workshops

Customised Board Development

- Tailored training and development programmes to meet your specific needs
- Sessions include 2 hour snapshots, half day or full day programmes
- Certificate of attendance and CPD points earned on all programmes

Programmes include board inductions, our trademarked Being a Director[™] series, King IV workshops and any other related corporate governance topics

Governance Advisory Services

- Practical governance advisory services
- Aimed at developing your organisations understanding of the application of King IV and improving overall implementation

Our services include King IV[®] governance assessments, drafting and reviewing charters, governance mapping and bespoke facilitated advisory workshops

Board Composition Services

- Understand your current board composition
- Ensure the required knowledge, skills and competencies needed are on the board
- Improve the selection criteria for board vacancies

Our services include skills gap analysis; NED vacancy ads; independence and conflicts of interest advisory guidance; serving as independent interview panellist; and review and drafting of nomination and selection terms of reference clauses

Annexure B

Member benefits

Benefit	What it is	Individual	Future Leader	Fellow CD(SA) & Cert. Dir	Alumni
Contemporary Gazette	Complimentary legislative e-publication – Legal updates and summaries in a searchable format with key amendments/ highlights of SA legislation	•		•	
getAbstract	Complimentary access to an online library and have summaries of the latest business book of your own choice	•	•	•	
Harvard Leading Edge	Complimentary access to the latest thought leadership, concepts and frameworks from the Harvard Business School faculty.			•	
Governance Alerts	Complimentary governance newsletter containing governance topics and themes	•	•	•	
E-mag	Complimentary electronic bimonthly newsletter accessed by 9000 members	•	•	•	
Events and networking	Complimentary attendance to selected events and networking sessions	•	•	•	•
Director Development Programmes	Subsidised rates for members approx.20% off advertised price on range of presentations, workshops and courses	•	•	•	
Advisory and Board Appraisals	Subsidised board services rates for members up to 20% off advertised price 10% member d	•	•	•	
NED vacancies	Complimentary access to available board level positions of which IoDSA members apply	•		•	
CV search	NED Portal- allows for companies to search for IoDSA membership for non-executive candidates	•		•	
PrivySeal	provides you with a seal that you can insert in your email signature, LinkedIn profile, website, or any other electronic platform you choose.			•	
(AA) Automobile Association	10% discounts for access to accident assistance, emergency medical assistance and motor related legal services	•	•	•	
AVIS	Hassle free vehicle reservation and collection, preferred membership, 4% member discount with a dedicated help desk, no queuing, no paperwork	•	•	•	
Europcar	At least 10%member discount on the best available rate of the day and chauffer services, Free weekend upgrades, no queuing, no paperwork.	•	•	•	
Legacy Lifestyle Gold Membership	Complimentary gold membership with legacy lifestyle and gain rewards or purchasing luxury and niche lifestyle products	•	•	•	
Mercedes Benz	3% member discount on NEW vehicle purchases, complimentary premium drive package valued at R60 000	•	•	•	
BMW	Guaranteed minimum discount of 8% on your next purchase of a new BMW and other service offerings	•	•	•	
Jaguar Land Rover SA	Preferential prices on new JLR vehicles and 10% discount on JLR merchandise, preferential price on chauffer drive service for GP only and invite to product launches	•	•	•	
Tsogo Sun	Automatic platinum status which is usually achieved after R20 000 spending and 15% member discount on accommodation and a 10% discount on food, beverage, entertainment and events.	•	•	•	