ECONO BEE

Conference: BEE Procurement and Enterprise Development

Procurement is one of the most important elements of the BEE scorecard. It is worth 20 points for generic companies and 25 points for QSE's – this is nearly one quarter of the entire BEE scorecard. Enterprise Development is worth an additional 15 points and 25 for QSEs. The two together are the single biggest pillar of BEE – even more important than ownership and management!

This conference will ensure you get your procurement right and assist your enterprise development activities!

Date: 15th November 2012 – CPT - Belmont Conference Centre
22nd November 2012 - JHB – Montecasino Conference Centre
29th November 2012 – DBN – Makaranga Garden Lodge

Time: 8:30 for 9:00 – 17:00

Price: R3500 excl VAT (R3990 incl VAT)

Introduction:

We are pleased to announce another exciting EconoBEE initiative to help assist companies and government understand and implement their Preferential Procurement Policies to maximise BEE points. In addition we will take them through developing Enterprises that are closely associated to them to get the most out of Enterprise Development.

Making Business Sense out of BEE
Making BEE Sense out of Business

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011 483 1190 info@econobee.co.za
www.econobee.co.za

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What you will get:

- A detailed user manual and CD
  - Including all the presentation material
- Spreadsheets that will help you to analyse your BEE spend
- Assistance with identifying the BEE levels of your suppliers and procurement score calculations – discount on the BEE Procured Procurement Management system, which has an ongoing database that contains thousands of companies and their scorecards.
- Sample BEE questionnaires to send to suppliers
- Sample documents justifying why specified procurement is excluded from your calculations
- Sample letters to specific companies appointing them as enterprise development beneficiaries
- Sample "thank you/acknowledgement" letters from enterprise development

What we cover:

- Understanding how BEE procurement works
- How to identify what constitutes BEE procurement and what does not
- How to ask your suppliers for a scorecard in such a way that they respond to your request
- Little known facts about the procurement scorecard that will increase your scorecard by another 5 points
- How to calculate your BEE procurement scorecard
- How to identify specific suppliers who could help improve your scorecard
- How to find alternative/additional suppliers who have good BEE levels
- What is enterprise development and how it benefits you by linking to procurement
- How to earn 15 Enterprise Development points (25 for QSEs) just by doing business with certain suppliers

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- Enterprise Development ideas to help grow your business and earn you the points
- Future implications of the revised B-BBEE Codes

What enterprises should attend?

- Large generic companies
- Smaller QSEs that wish to earn BEE points on procurement
- Government departments

Who should attend?

- Directors/financial directors
- Procurement managers/supply chain managers
- Creditors managers
- Production managers
- Enterprise Development managers
- BBBEE Managers

Book Now

Fill in the form below

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22nd November 2012 - JHB – Montecasino Conference Centre

29th November 2012 – DBN – Makaranga Garden Lodge

R3500.00 excl VAT

This full day course will help you earn the 35 points in Preferential Procurement and Enterprise Development that you can't afford to do without.

20 Points Preferential Procurement

15 Points Enterprise Development

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Time:

8:30 for 9:00 to 17:00

Lunch is from 13:00 to 14:00 with a tea break mid morning and mid afternoon.

Pricing:

R3500 excl VAT (3990 incl VAT)

10% discount if 3 or more delegates from the same company attend

Early Booking Discount

Free EconoBEE V3 Scorecard software if booked AND paid 2 weeks before your attendance

BEE Procured

20% discount on BEE Procured Procurement Management system to all delegates

Booking:

To book please fill in the booking form on the last page of this document and fax it to 011 483 1195 or contact us directly on 011 483 1190 or info@econobee.co.za.

Terms and Conditions:

Full payment must be made prior to the attendance of a delegate on the conference. All bookings are final, however a booking is not confirmed unless payment has been affected.

There is a minimum 7 working day cancellation period. A cancellation fee of 50% of the conference fee is liable if cancelled less than 7 working days prior to the commencement of the conference and a 10% cancellation fee is payable to all bookings if cancelled more than 7 days after the booking was made.

Should a delegate not attend the conference or advise us with less than 1 working day to go that he/she will not be attending, then the company will be liable for the full amount of the conference. Substitutions will be allowed anytime before the conference.

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About Us

About BEE Procured:

BEE Procured is an innovative BEE Procurement Management system. It is an online website which consists of a database of BBBEE Scores. This database will be continually updated saving you hours trying to get a scorecard from all of your suppliers.

About EconoBEE:

Keith Levenstein, CEO of EconoBEE. Keith has many years experience in business and training, and has accumulated vast expertise in BEE and related issues. He is the designer of EconoBEE Scorecard. He has presented to thousands of delegates at workshops and seminars around the country.

ECONO BEE

EconoBEE is a management consultancy specializing in BEE and the elements of BEE, including skills development and enterprise development. EconoBEE is a division of EconoServ. EconoBEE also provides the intellectual property for the BEE Expert Group – an organization that assists BEE consultancies and ratings agencies with developing and maintaining their high standards.

EconoLog – EconoBEE's 10 Step Process:

EconoBEE's flagship BEE management system, it is an easy, cost effective "set of tools" specifically designed to help companies work through the "10 Steps of BEE Compliance".

No points without PROOF EconoLog

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EconoBEE Booking Form

Please fax this registration form to 011 483 1195

A Tax Invoice will be issued.

Full Payment is required prior to the BEE Procurement and Enterprise Development Conference to confirm your attendance.

The price of the course is R3500.00 excl VAT per delegate. Seats are limited so advanced booking is required. To book fill in the form or call 011483 1190/0861 11 3094 or email info@econobee.co.za.

Payment needs to be made in full to gain entry to the conference.
Once you have filled in the form, we will confirm your request via email or telephone and issue you with a VAT invoice. This must be paid to confirm your attendance.

Title: _____ First Name:_____Surname:_____

Email:_____ Position: _____

Company Name: _____ Vat Reg no. _____

Box Address: _____

_____

Physical Address: _____

_____

Telephone: _____ Fax: _____ Cell No: _____

Brief Description of Company: _____

No of Employees: _____ Industry in which you operate: _____

Special Dietary Requirements: _____ No. of Delegates:_____

Names of Delegates:_____

_____

Venue: **Johannesburg - Cape Town - Durban**

I agree to the terms and conditions of this conference

Signature

_____

Contact Details:	Bank Details:
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