

Performa



**Practical Management of
Enterprise Supplier Development
(ESD)**

Information Pack

**Providing a
platform for the
integrated
management,
communication
and reporting of
ESD activities
between all
stakeholders,
including project
owners, suppliers,
contractors,
agencies and
suppliers**

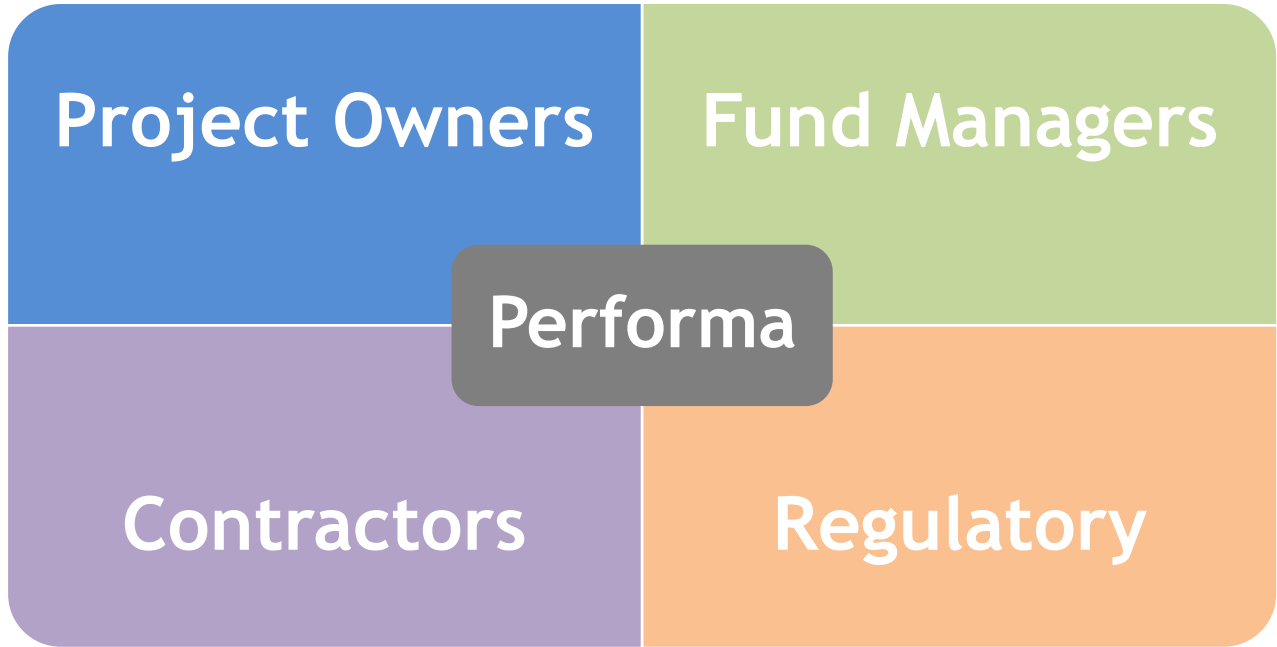


The Performa solution has been developed to centralise and simplify the ESD components in the management of ESD projects.

The customisable browser-based workflow system, allows project owners, contractors and subcontractors to report on a single centralised portal – eliminating the need for unreliable spreadsheet and emails

Integrated Modular Solution

Typically, corporates involved in ESD programmes incorporate the attainment of ESD through procurement programmes and spend, and the management and auditing of these programmes to ensure ESD compliance is accompanied by voluminous documentation and external verification so that correct scoring can be attained.



The Performa portal provides a single point of information and activity so that all stakeholders involved in the ESD process can monitor and report on the programmes and have automatic access to embedded supporting documentation.

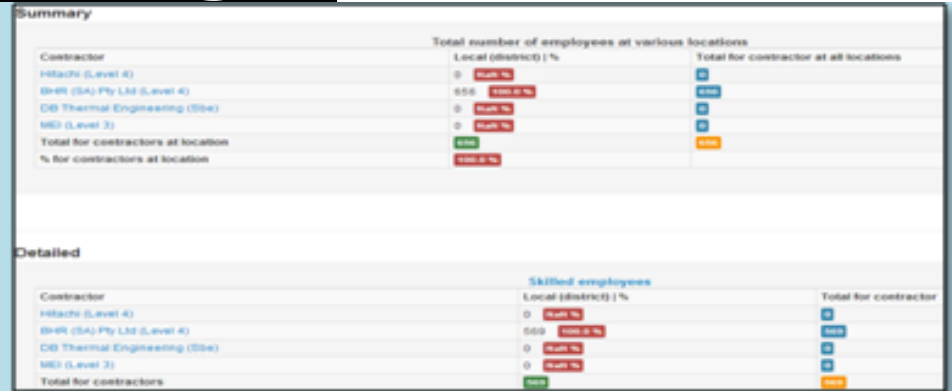
This simplifies and significantly reduces the compliance and reporting costs, whilst providing discrete visibility for all parties



Reporting

Employment Statistics

By Contract, by contractor, by skill level



Actuals (Expenditure)

Procurement Annual Actuals

| Target Elements | Percentage(%) | Contract(s) Price | Spent So far | 2012-2013 | | | | Total |
|-----------------|---------------|-------------------|-----------------|-----------------|------------|----------------|---------------|-----------------|
| | | | | Q1 | Q2 | Q3 | Q4 | |
| Level 1 | 50.0 | 127521.0 | 60333.0 | 65000.0 | 0.0 | 0.0 | 0.0 | 125000.0 |
| Level 2 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Level 3 | 50.0 | 995434.0 | 262179.0 | 189000.0 | 0.0 | 94322.0 | 9754.0 | 291000.0 |
| Level 4 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Level 5 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Ben | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Site | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Tr | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Lib | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Site | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Local content | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Foreign content | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Local to site | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Totals | 50.0 | 1122955.0 | 262179.0 | 639000.0 | 0.0 | 94322.0 | 9754.0 | 917000.0 |

Procurement

Obligation versus Commitment, by time period, by BEE type

Skills Development Professional

Reporting by Contract, Contractor, Professions type, location, Targets vs Achieved

Skills Development Professional

Summary

| Training Programme | Skills Level | Profession | Program Target | Program Actual | % Target Achieved |
|--|--------------------|--|----------------|----------------|-------------------|
| Changehands | Grade 11 | Basic construction formal work grade 2 | 0 | 0 | 0.00 |
| Shutter board grade 2 | Grade 11 | Shutter board grade 2 | 0 | 0 | 0.00 |
| Shutter board grade 3 | National diploma | Changehands | 0 | 0 | 0.00 |
| Shutter board grade 4 | Grade 11 | Plant operator | 0 | 0 | 0.00 |
| Concrete form grade 3 | Mathematics degree | Shutter board grade 2 | 0 | 0 | 0.00 |
| Concrete form grade 2 | National diploma | Plant operator | 0 | 0 | 0.00 |
| Reinforcing form grade 1 | Mathematics degree | Mathematics | 0 | 0 | 0.00 |
| Reinforcing form grade 2 | Grade 11 | Basic construction formal work grade 2 | 0 | 0 | 0.00 |
| Plant operator | Grade 11 | Concrete form grade 2 | 0 | 0 | 0.00 |
| Plant operator | Grade 11 | Shutter board grade 2 | 0 | 0 | 0.00 |
| Mathematics | Mathematics degree | Mathematics | 0 | 0 | 0.00 |
| Quality officer | Mathematics degree | Mathematics | 0 | 0 | 0.00 |
| Basic construction formal work grade 2 | Mathematics degree | Changehands | 0 | 0 | 0.00 |
| Total | | | 0 | 0 | 0.00 |

Reporting

Skills Development (Trade and Training)
 By Contract, by contractor, by skills programme, by race,
 by outcome level

Summary

| Skill development progress report - Trade And Trainings | | | | T=Target, A=Achieved | |
|---|------------------|--------------------------------------|----------------|----------------------|------------|
| Training Programme | Intake Level | Outcome | Project Target | Project Actual | % Achieved |
| Chargehands | National diploma | Concrete hand grade 2 | 951 | 0 | 0.0% |
| Shutter hand grade 1 | Grade 12 | Plant operator | 568 | 0 | 0.0% |
| Shutter hand grade 2 | Grade 11 | Shutter hand grade 2 | 101 | 0 | 0.0% |
| Shutter hand grade 3 | Grade 12 | Shutter hand grade 2 | 646 | 0 | 0.0% |
| Concrete hand grade 1 | Grade 12 | Basic construction hand task grade 2 | 112 | 0 | 0.0% |
| Concrete hand grade 2 | Bachelors degree | Shutter hand grade 1 | 941 | 0 | 0.0% |
| Reinforcing hand grade 1 | Grade 11 | Basic construction hand task grade 2 | 575 | 0 | 0.0% |
| Reinforcing hand grade 2 | Grade 10 | Safety officers | 967 | 0 | 0.0% |
| Plant operator | Grade 10 | Plant operator | 725 | 12 | 1.66% |
| Crane operator | National diploma | Mechanics | 538 | 0 | 0.0% |
| Mechanics | Grade 11 | Safety officers | 437 | 0 | 0.0% |
| Safety officers | Bachelors degree | Concrete hand grade 1 | 644 | 0 | 0.0% |

Level 5

| 1st tier | | | | | | |
|----------------------------------|----------|---------------|----------------------------------|--------------------------------------|--------------------|-----------------|
| Contractor | Location | Vendor Number | Scope Of Work | Order Placed By | Payments Quarterly | Payment To Date |
| Actom Power Systems (Contractor) | Kusile | N/A | Core steel assy-supply () | Kusile Power Station (Project owner) | | 0.0 |
| Actom Power Systems (Contractor) | Kusile | 11026791 | Supply large TP's () | Kusile Power Station (Project owner) | | 0.0 |
| Actom Power Systems (Contractor) | Kusile | 11004985 | Cold Commissioning () | Kusile Power Station (Project owner) | | 0.0 |
| Actom Power Systems (Contractor) | Kusile | N/A | Transformer Transport () | Kusile Power Station (Project owner) | | 0.0 |
| Actom Power Systems (Contractor) | Kusile | N/A | Supply of E/T/F & E/Resistors () | Kusile Power Station (Project owner) | | 0.0 |
| Actom Power Systems (Contractor) | Kusile | N/A | Provision of bonds () | Kusile Power Station (Project owner) | | 0.0 |
| Actom Power Systems (Contractor) | Kusile | 11026382 | Fire Control System () | Kusile Power Station (Project owner) | | 0.0 |
| Actom Power Systems (Contractor) | Kusile | 11027943 | Supply of winding Copper () | Kusile Power Station (Project owner) | | 0.0 |
| Actom Power Systems (Contractor) | Kusile | 11044765 | Large installation and | Kusile Power Station | | 0.0 |

Procurement by Supplier

Spend by supplier, nature of work, value and location

Spend by Service Category

Reporting by type of spend

Shows the category of services provided by each contractor and the amount allocated on each category





Project Owner

In most cases, the project owner is the company or corporate who will be reporting on their ESD programmes. So as part of their initiative, contracts that gets awarded by project owners may have an underlying obligation on the recipient to perform the work within the ESD targets as set out by the project owner. This could relate to BEE spend, training etc

Performa allows the project owner to manage this process from a centralised portal

Key Features

- Project owners allocate projects and additional work scopes to contractors within the portal
- Contractors acknowledge receipt and terms within the portal
- Contractor can view the requirements as contained in the project or work allocation and can report back within that particular project
- A record of payments is allocated across the various reporting categories
- Insight into procurement spend as well as training performance

Benefits

- Differentiated access and permission ensure that information is segmented according to user and organisation type**
- Workflow driven solution providing communication and defined visibility**
- System provides multi level reporting, including a t project owner level, contractor, as well as at an individual project level**
- Embedded documentation provides evidence based and supported reporting as well as remote auditing**

Key Outputs

- Performa provides Project Owners with a set of predefined reports . These are
- Employment Statistics
- Procurement statistics
- Professional skills development
- Trade related skills development
- Procurement spend
- Multiple projects, business units, and contractors can now be reviewed and reported on within a single secure portal



Contractor

Typically, the contractor is the company or corporate who has to supply the information regarding ESD activities to the project owner.

As many contractors and or sub contractors are SME businesses, it places an additional administrative burden on them to keep records and prepare submissions to the project owners. With a tool like Performa, contractors can update information on variety of interfaces and upload documents thereby simplifying the compliance aspect

Key Features

- Perform is designed to minimise the amount of data and information that the contractor has to deal with
- Based on their role, they will only have access to a minimal amount of screens that is used to directly update relevant information
- This reduces the training and change management engagement required for reporting

Benefits

- **Differentiated access and permission ensure that information is segmented according to user and organisation type**
- **Workflow driven solution providing communication and defined visibility**
- **System provides multi level reporting, including a t project owner level, contractor, as well as at an individual project level**
- **Embedded documentation provides evidence based and supported reporting as well as remote auditing**

Key Outputs

- From a contractor perspective, they will have simplified views relating to their adherence to the underlying contract
- Eliminates layers of mis-communication
- Simplifies the audit and verification work undertaken by external auditors or consultants
- Provides a centralised document storage functionality for contractors
- Contractors can also store other information such as BEE and Tax certificates



External parties (Auditors, Fund Managers)

To ensure that information supplied for reporting purposes are verifiable, project owners often use the services of 3rd parties to audit and verify overall compliance with ESD targets.

Performa as a portal enables these 3rd parties to have defined access to the underlying contracts and contractors so that they can conduct remote verification and more cost effective random audit and verification work.

Key Features

- Project owners allow defined access to the 3rd parties for review and reporting activities

- The standardisation of information and reporting introduces efficiencies into the process and more strategic reporting and guidance can be delivered without a deluge of documentation and emails

Ability to track performance at contractor, project and geographical location level;

Tracking of individual contractor performance across projects, and consolidation of such performance where a contractor has multiple concurrent projects

Accessibility of information on a multi-tier level of contractors, where necessary

Benefits

Assurance on data quality

Detection of invalid information (e.g. duplicate claims for performance)

Early warning on non-performing contractors and early intervention;

Business intelligence for future decision-making related to further employment of contractors based on history of ESD performance;

Creation of a database of beneficiaries of ESD initiatives and tracking of progress;

Key Outputs

- Ability to collect and collate portfolio of evidence;

Ability to have auditable data in real time;

Ability to produce standardised and to design own custom reports;

Design of workflow that enables SD&L to delegate responsibility

To provide input into the ESD strategy based on results gleaned from the ESD tracker.

Reduced cost and time of performing assurance reviews and audits

Risk-focussed audits



Customisable Setup

Customisable configuration ensures that clients can define and manage an extensive range of categories and types.

Key Features

- The following fields and categories are a sample of the configuration available:
- BEE Status
 - Seta name
 - Profession name
 - Intake levels
 - Training Qualification names
 - Training programme name
 - Financial periods
 - Work scope and category

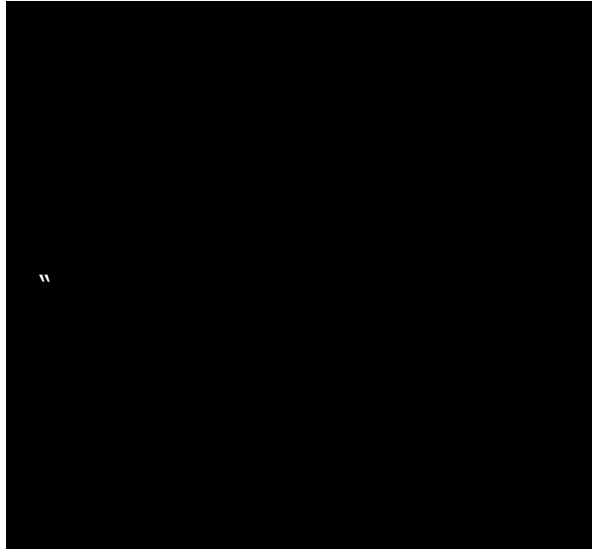
Benefits

•Configure the setup and admin as per organisation requirements

Key Outputs

- Ability to search and export data and information from system in various formats
- Complete audit trail of all activities across all sections
- Intuitive filtering and lookup of key information





Contact Us

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Guideline Pricing

| Project owners | Contractors | Other |
|--|---|--|
| <ul style="list-style-type: none">• Up to 50 contractors• Up to 50 contracts• Monthly Fee of R6250• Implementation fee [TBD]• Custom pricing available | <ul style="list-style-type: none">• No sub contractors• R Nil• Custom pricing available | <ul style="list-style-type: none">• R Nil• Custom pricing available |

Prices shown above are exclusive of VAT, and excludes system integration, additional customisation, travel and disbursements
Fees are determined with reference to our assumptions, and will be amended if the assumptions are adjusted.

NetTreasury is a BEE owned and operated, independent, Systems Company focused on delivering superior software systems and solutions to the corporate and governmental segments.

NetTreasury is operated and owned by BEE entrepreneurs with a direct BEE shareholding of approximately 55% and taken together with staff this amounts to approximately 61% BEE shareholding.

Management comprises of

66% BEE

33% BEE Female

Total overall BEE scoring is 75