

Supply chain & BBBEE Presentation



Challenges faced – accessing supply chain

- ❑ **Gatekeeping system:** – RFQ and RFP process presents challenges in business development process and relationship building
- ❑ **Process and sub process:** – lack a feedback at different adjudication stages
- ❑ **Buyer and end-user interface:**- decision makers are not always clear and solution required reduced to shopping list
- ❑ **Supply development not aligned with capital projects:-** small companies are forced to partner with big cooperates to participant on infrastructure capital projects.
- ❑ **Supplier evaluation:-** CIDB rating and other criteria presents a barrier in accessing opportunities
- ❑ **Vender registration and supplier classification:-** supplier classification during vender registration may present opportunities for buyers
- ❑ **Blanket sourcing strategy:-** same buyer for high technical solution and for general consumables presents challenges in obtaining information

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