

SUCCESSING IN SOUTH AFRICA

Achieving the right goals

Hosting the FIFA World Cup promises to create enormous opportunity in South Africa. Many now see it as the gateway to the African continent. The country has moved out of its 17-year long recession and the South African government has launched several major public works projects not only in traditional infrastructure such as transport and housing but across other sectors including the communications industries, energy, manufacturing and agriculture and this should create 4.5 million new jobs by the middle of the next decade.

Better future for everyone

Both local and non domicile businesses can benefit from the emerging markets. Companies seeking to do business in South Africa, however, do need to understand the body of regulatory legislation that underpins this vision. 'Broad Based Black Economic Empowerment (BBBEE) was introduced not only to empower the black population but improve the economy, reduce crime and corruption and provide a better future for everyone.

BBBEE pre-verification

BBBEE is a score card system and eligibility will require bidders to achieve a minimum percentage according to predetermined criteria. DSG recommends that companies new to South Africa understand the BBBEE process before preparing for verification. Non domicile organisations should then enter joint

ventures and partner with approved and BBBEE verified local companies.

Pre-verification is strongly advised by DSG because it saves time, makes it easier to gain compliance and opens doors to a wide range of government projects. Independent pre-verification consultancies such as DSG's partner 'Independent BEE Consulting Services' help companies understand the process of verification and offer essential services based on analysis of immediate requirements.

Tailor made seminars and workshops explain the process and provide strategic advice to help with the preparation of corporate policies. The registration of minority Employee Ownership Schemes contributes to the scorecard. Matchmaking with appropriate, credible, local Black partners is vital as is liaison with official Verification agencies; self assessment Scorecards prepared by qualified BBBEE consultants ensure accuracy and their advice on Equity Equivalent programs minimises risk.

Book your CPD "Succeeding in South Africa"

DSG provides an insightful seminar on BBBEE. It is designed to give architects and property developers an informed approach to successfully bidding on projects by looking at BBBEE key requirements. These are: Ownership, Management Control, Employment Equity, Skills Development, Preferential Procurement, Enterprise Development and



Socio-economic Development. To arrange the CPD "Succeeding in South Africa" email steven@dsgquantitysurveyors.co.uk or call 01635 277670

About DSG

DSG Quantity Surveyors Limited is a firm of building consultants in Newbury. Unusually for a growing company of around 12 people the company offers unique insight to operating in South Africa and the principals have experience of major infrastructure development both in South Africa and the UK. The company works alongside Independent BEE Consulting Services in Durban in South Africa to provide a wide range of BBBEE verification services.

Within the UK, DSG provides Blank Bills for main contractors and a full spectrum of commercial and project management services for architects and property developers.

Whether you are interested in opening markets in South Africa, require a pre-development feasibility study, an outline cost estimate or a full blown consultancy service from initial planning to completion – DSG will bring certainty to your project. Find out more today by visiting our website: www.dsgquantitysurveyors.co.uk or calling 01635 277670. Talk to DSG and build with confidence.



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