



Ignite. Enhance. Advance

SAICA ED SUPPORT FOR NATIONAL GAZELLES.

By
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SAICA
THE SOUTH AFRICAN INSTITUTE
OF CHARTERED ACCOUNTANTS

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NATIONAL
GAZELLES



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ABOUT SAICA ED



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Business Accelerator Programme



Three Focus Areas

- **Back office support**
- **Finance Boot camps**
- **Finance clinic and coaching**
- **Access to finance** – improving your investment readiness, to become more attractive to investors

Financial
Excellence



- **Workshops and Clinics**
- Changing behaviours and improving performance, whilst focusing on entrepreneurs goals
- **Business model, Business Strategy, People and Processes**
- **Commercialise innovation**
- **Sales and Marketing Strategy**
- **Entrepreneur Advisory Board**
- **Supplier Development**
- **Market Linkage**

Business
Development



- **Strengthen Leadership Skills**
- **Self-Mastery Clinics and Coaching**

Leadership
Mastery



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Training

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Coaching

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Mentoring

Financial Excellence Offering

- SMPs (Small & Medium Accounting Practices)
- Graduates absorption under SMPs

Back Office Support

Finance Boot Camp

- SMPs (Small & Medium Accounting Practices)

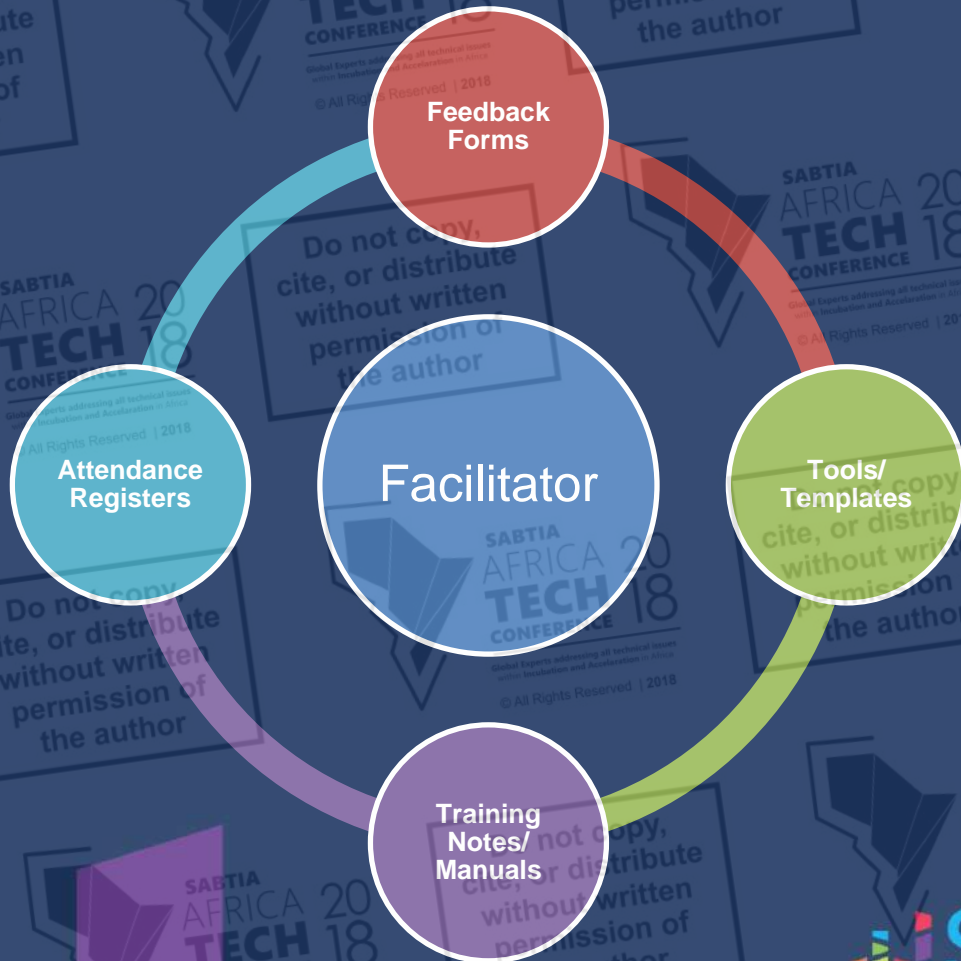
- SMPs (Small & Medium Accounting Practices)

Finance Clinic /Coaching

Reports, Compliance and business statutory requirements

- Project Manager

Classroom Training & Boot camps



Mentoring Process





The Mentoring wheel

Mentorship Philosophy:
(T.R.I.M) Teach, Recognise, Inform & Monitor



Leadership & Self Mastery Coaching

Leadership Assessment

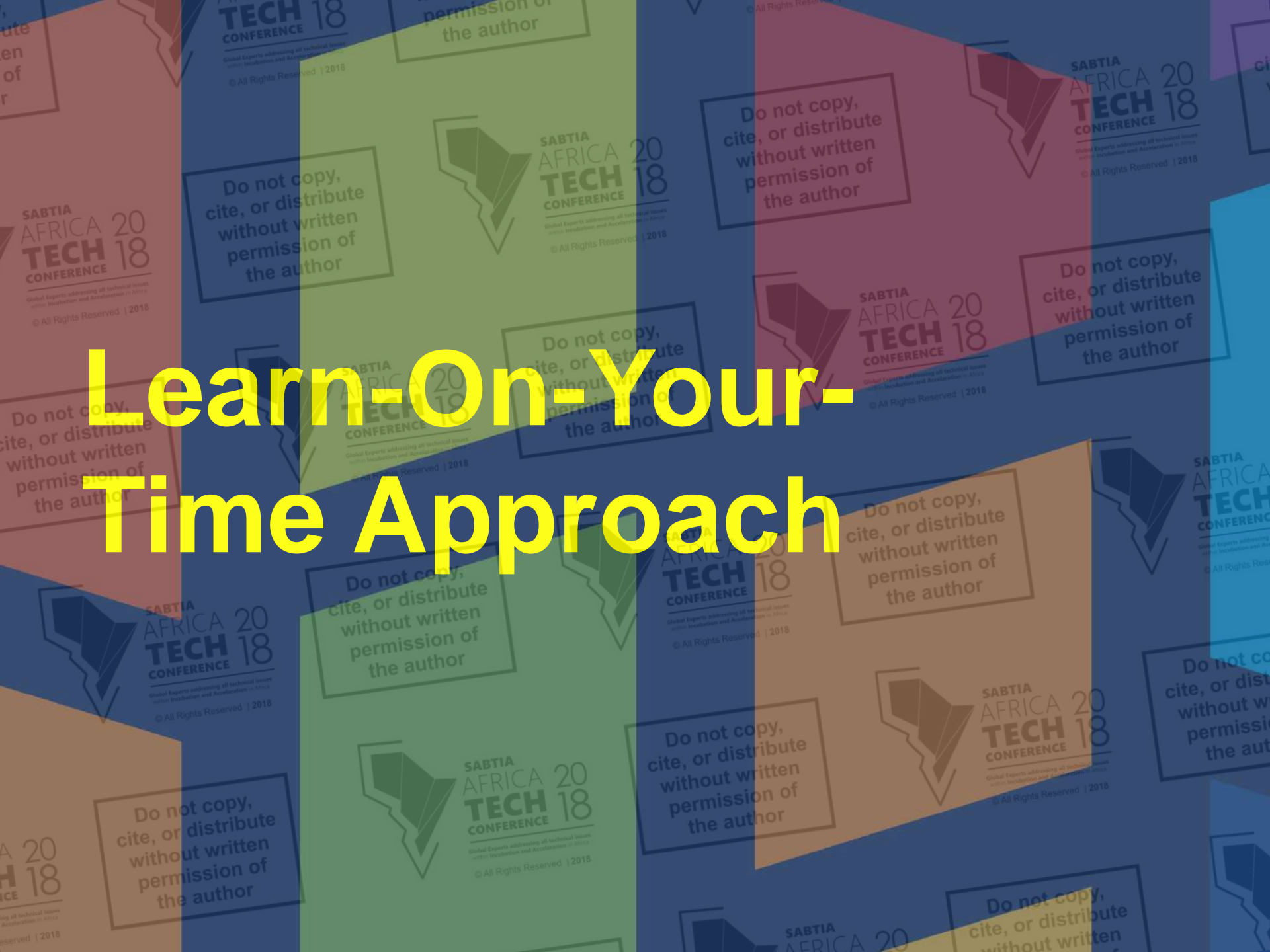
Personal Development Plans & Goals

Quarterly Leadership Development Workshops

Quarterly Personal Development Clinics

Impact Report

Learn-On-Your-Time Approach



The Curriculum

The National Gazette Accelerator Programme - 2018/2019

Month	1	2	3	4	5	6	7	8	9	10	11	Graduation	
	Entry											Exit	
Business Development		Business Growth Plan, Model Development & Goal Setting		Brand Building, Market Access & Supply Chain	Commercialised Innovation	Entrepreneurial Human Resources Management	Business Stats & Project Management	Business Environment & Economics	Entrepreneurial Legal Management	Information & Technology Management	Business Exit & Legacy Planning		
	B u s i n e s s e s s & s p e r n o n a l	Supply Chain Alignment		Goal Tracking									
		Attitude Development Exercises											
Personal Development		Personal Effectiveness & Self Management	Presentation & Business Communication	Time Management & Productivity Skills	Innovation, Creativity, Problem Solving	Entrepreneurial Leadership & Team Skills	Negotiation Skills & Resource Mobilisation	Opportunity Discovery, Networking, Partnerships	Risk Management & Contracts	Perseverance & Worklife Balance	Conflict Management		
		Financial Clinics and Coaching											
		SME Financial Literacy development (Finance Boot Camps)	Classroom setup where Financial Topics will be Covered	Introduction & Financial Diagnostic	Strategy: Finance & Business Canvas	Personal Finance & Wealth Management	Financial Projections	Financial Interpretation	Cost structure and Cost Drivers	Working Capital Management	Taxation		
Financial Excellence		Accounting Back Office Clean Up	Monthly Bookkeeping, Taxation & Payroll	Monthly Back Office Accounting Support									
		Access to Funding and Application											
	Bi-Annual Performance Assessment and Reports												
Monitoring and Evaluation	Programme Induction				Entrepreneur Advisory Board	Entrepreneur Progress Review						Entrepreneur Advisory Board	
	Programme Handbook					Programme Impact Assessments Review						Final Report submission	

National Gazette Programme Portal

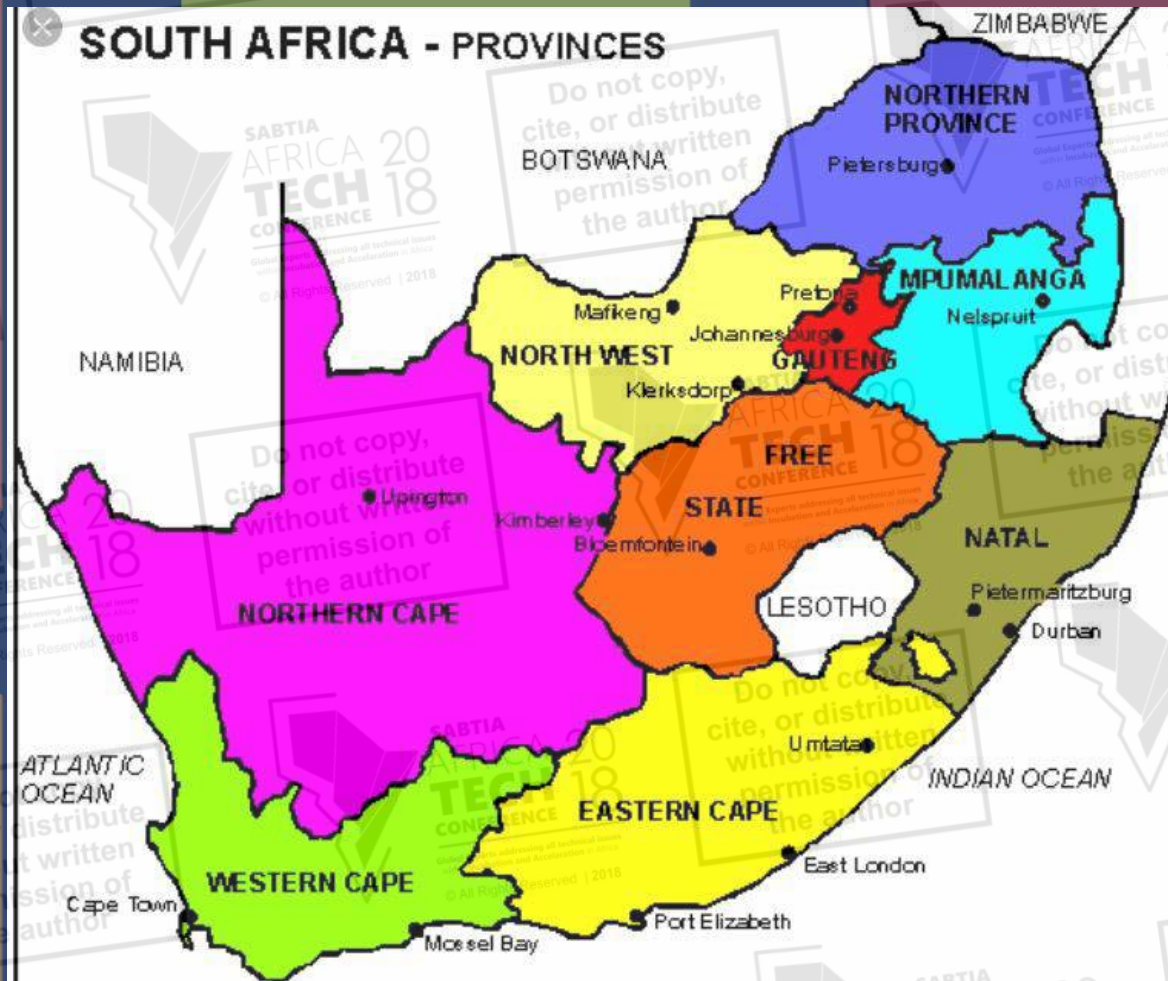
- Business Analysis, Business Development Plans, Goals & Milestones
- Mentorship & Coaching Monthly Minutes & Meeting Attendance Tracking Sheet
- Webinars, Online Library, Business Templates
- Bi-Annual Programme Performance Reports
- Bi-Annual Entrepreneurs Progress Reports
- Operational Investment Application & Access to Funding applications
- Tools & Templates

Possible Strategic Partners



A subsidiary of the Gauteng Growth and Development Agency

Programme Roll-Out Plan



National Gazelles Top 80 SMEs

2016

Province	Number of Entrepreneurs
Gauteng	10
Limpopo	5
Kwa Zulu Natal	8
Mpumalanga	2
Free State	2
North West	3
Eastern Cape	5
Western Cape	4
Northern Cape	1
TOTAL	40

2017

Province	Number of Entrepreneurs
Gauteng	8
Limpopo	0
Kwa Zulu Natal	8
Mpumalanga	0
Free State	2
North West	5
Eastern Cape	9
Western Cape	8
Northern Cape	0
TOTAL	40

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Contact Us

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Development Programme



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