
**Request for Proposals for Provision of New Venture Creation opportunities
for learners in the Wholesale and Retail Sector.**

1. BACKGROUND TO W&RSETA

W&RSETA is a statutory body established through the Skills Development Act of 1998 to enable its stakeholders to advance the national and global position of the wholesale & retail industry. As guided by its mandate the W&RSETA is as such an agent of transformation by promoting employment equity and broad-based BEE through skills development. In this context the W&RSETA is keen to form sustainable partnerships that will further promote its support for transformation.

2. BACKGROUND TO PROJECT

Experience in previous New Venture Creation projects by the W&RSETA has highlighted the importance of having tangible New Venture opportunities available before one can even start putting people through interventions that are intended to train them in New Venture Creation. Starting a New Venture Creation programme without specific opportunities results in people being trained and then left to their own devices without the proper support mechanisms being put in place to support them and this is not acceptable to the W&RSETA. Evidence also exists that there is a better success rate where people are trained whilst starting new businesses or are already in business on their own.

Proposals to participate in this project must therefore clearly demonstrate the ability of the bidder to work in partnership with the W&RSETA in ensuring that the beneficiaries of this grant are assisted to start new ventures. This means that at the end of the programmes there must be operating entities which will be in existence 12 month after the

withdrawal of the material aid from both parties. The objective of this RFP is to identify organizations that are able and willing to train and support learners in starting new businesses that will have the capacity to be sustainable over a period of 12 months after the completion of the formal New Venture Creation training.

Due to the time limitations, organizations that are already in the process of assisting individuals in starting businesses, such as franchises, will be favorably considered as these companies have already identified opportunities for the learners.

3. OBJECTIVE

To have 65 learners trained in New Venture Creation, having this being translated into either Wholesale or Retail related businesses opened or franchises started and having enabled such ventures be in existence for a period of no less than 12 months in order to ensure sustainability thereof.

3. PROJECT AIM AND OBJECTIVES

This project is intended to find partners that will enable the SETA to meet its New Venture Creation target. The W&RSETA has made grants available to companies and partners that can assist in meeting NSDS Objective 4, Success Indicator 4.3 which states:

“By March 2010 at least 10 000 of young people trained and mentored to form sustainable new ventures and at least 70% of new ventures in operation 12 months after completion of programme.”

This implementation strategy is informed by Regulation No.R.713 of the Skills Development Act No. 97 of 1998.

4. SCOPE OF PROJECT

Developing and implementing a New Venture creation model, inclusive of a structured training and mentorship phase, for the training, capacitation and mentoring of learners within the borders of the Republic of South Africa and falling in the following categories:

- Young people between the ages of 18 and 35 years
- People already in the process of starting a business
- “New” franchisees (having signed the franchise agreements)
- Preference will be given to implementation in rural areas

6. EXPECTED OUTCOMES AND DELIVERABLES

65 New ventures, sustainable for a period of at least 12 months, subsequent to a structured capacitation, training and a 12 month mentorship phase

7. SUBMISSION REQUIREMENTS

Technical proposals shall be submitted in the following format. Failure to adhere to this format requirement will lead to the bid being regarded as non compliant:

1. Geographic and Demographic spread of the learners
2. Implementation strategy with clear linkages between well defined business, learning programme and mentorship model
3. Clear indication of funding model, including the detail regarding financial / material contributions
4. Proof of previous similar interventions with contactable references
5. Detailed project plan and CV’s of team members
6. Proof of understanding of the Wholesale and Retail occupational environment as well as proof of knowledge of the W&RSETA and its

processes.

8. QUALITY ASSURANCE REVIEWS OF THE WORK

The W&RSETA requires quality assurance of the assignment by the provider in the form of regular reporting.

8. MONITORING PROGRESS OF ASSIGNMENTS

The W&RSETA shall monitor the progress of assignments through deliverables on an ongoing basis

9. INDEPENDENCE AND OBJECTIVITY OF STAFF

In carrying out the work, the service provider must ensure that its staff maintains their objectivity by remaining independent of the activities they execute.