

Entrepreneurship in Mining Forum

22–23 May 2017 | JOHANNESBURG

A FOCUS ON NEW BUSINESS IN THE VALUE CHAIN

TOPICS

Business Development

Compliance

Finance

Procurement

BACKGROUND

Goods and services are exchanged at every stage of the mine value chain. This provides an excellent opportunity for the enterprising individual to do business within the mining industry. However entrepreneurs and professionals that want to do business in mining perceive the South African mining industry as difficult one to enter. Most small businesses (SMME's) and start-ups usually struggle to sustain their business beyond the first 18 months of starting a business. There are challenges related to regulatory compliance, access to funding and access to markets. The aim of the conference is to #OpenUpTheIndustry by providing a platform for:

- the entrepreneur or small start-up to gain a practical understanding of how a **new business** can penetrate the mining space
- the small business owner or business development manager looking for **new business** to build networks and get exposed to opportunities for growing a successful enterprise
- big business looking to procure goods and services to interact with **new business** partners who meet regulatory compliance requirements.

OBJECTIVES

The forum will aim...

- To provide insight on the relationship between the mining industry and their service providers
- To create a platform to establish business relationships between larger mining companies and other small businesses
- Provide an understanding of the tender process for larger contracts and considerations when submitting a bid
- To understand documentation required for registration on a Vendor database for a major company

- To understand government initiatives on what is planned for small businesses with a focus on government assistance point and policies to help assist small business enterprises.
- Provide a platform for business coaching on best practise for starting a enterprise
- To create an understanding of small best practise
- To provide B2B networking

WHO SHOULD ATTEND

This conference should be of value to all professionals across the entire minerals industry value chain, including:

- Entrepreneurs starting up a business that require assistance on requirements to do business with the mining industry and what would be required from a compliance perspective
- Small to Medium sized mining business owners and managers, seeking to develop their business
- Procurement managers and supply chain practitioners
- Business development managers
- Company Directors
- Independent consultants
- Government policy makers
- Industrial relations and community involvement practitioners
- Community Stakeholders
- Professionals in legal, health, finance, engineering and mining
- Persons that have an interest in the mining industry

First Announcement

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