FutureMakers.
Bringing ideas to life.

Our story, six months down the line...
As at 30 November 2015.

Tomorrow starts today
FutureMakers is Telkom’s enterprise and supplier development programme. Launched in May 2015, FutureMakers supports strategic start-ups and existing small businesses as well as other entrepreneurial ventures aligned to the technology sector and the Telkom value chain.

Telkom FutureMakers and its strategic partners provide financial and non-financial support to enable enterprises to become future ready, in four key areas.

**Introduction**

Through FutureMakers, Telkom is creating real value for South Africans and connecting them to better lives by:

- **01 FutureMakers Fund**
  - **Financial empowerment**
  - Supporting and enabling suppliers and enterprises in the technology sector and beyond.

- **02 FutureMakers Hubs**
  - **Space and connectivity**
  - Providing virtual and physical business incubation and development support to innovative technology businesses.

- **03 FutureMakers Proof**
  - **Partnerships**
  - Building strategic relationships with key industry players to promote innovation, drive broadband uptake and improve technology usage in small business.

- **04 FutureMakers Sourcing**
  - **Link to opportunities**
  - Enhancing our value chain through supplier and distributor development opportunities.

- **Supporting**
  - Small business development and growth in South Africa.

- **Creating**
  - Jobs (directly and indirectly) across the nation.

- **Contributing**
  - To technology uptake through increased use of technology solutions by SMMEs.

- **Improving**
  - Internet access for people in under-serviced areas.
The vibrant and inclusive information society that is envisaged by the National Development Plan will remain out of reach, until we collectively bridge our nation’s digital divide.

Sipho Maseko
CEO, Telkom

The Small Business Development department and ministry is excited to be partnering with Telkom, because we believe that what Telkom is offering is exactly what the department is looking for.

‘As the National Development Plan says, the future is also with small business development. Small business is Big business!

‘The biggest challenges small businesses speak to us about are access to finance and skills development, but more than anything else it is also about infrastructure and being able to get opportunities.

‘Our responsibility is to create a conducive environment for SMEs, but of course the ball is also in their court, because when you’re an entrepreneur, it’s about getting out there and finding opportunities…

‘And we have to make sure we support them in their endeavour.

Lindiwe Zulu
Minister of Small Business Development
Telkom FutureMakers launch, 7 May 2015

Did you know?

By 30 November 2015, FutureMakers had:

- Received 728 enquiries
- Processed 329 applications
- Completed 233 assessments
- Supported 282 beneficiaries

By 31 March 2016, FutureMakers aims to deliver:

- 80 internet cafés in disadvantaged areas across South Africa
- 15 third-party distributors supported
- 1,000 black SMMEs trained by TechSavvy
- 10 beneficiaries supported by Cisco FutureLegacy
- R30m worth in fund investments made
- Collaboration opportunities pursued in townships and peri-urban areas

FutureMakers will report twice a year, in the hope that our lessons and stories are of use to big and small businesses who are making their own future.

Contact us: www.telkom.co.za/about_us/procurement/futuremakers/index.html
Dear FutureMakers partners, stakeholders and supporters

As FutureMakers, our aim and goal is to create a programme which is inclusive, embracing and truly sustainable.

A programme which focuses on how established value chains can ‘collaborate to compete’, by leveraging the strengths of our strategic partners as well as direct support from Telkom.

A programme which looks at new and established businesses, and is known for always asking: how do we take this great proposition and make it totally awesome?

A programme which concentrates on the individuals that form businesses, and always, always provides tough love and ongoing support, coaching those entrepreneurs who are up for the challenge of their lives.

A programme which will change the way that large organisations stimulate entrepreneurial activity, and support young, small business to thrive and become old, big businesses.

A programme that seeks to redefine the ways that big businesses and small businesses work together to stimulate our economy.

A programme that is unafraid to dream, and unafraid to make mistakes.

A programme prepared to learn by doing and to redefine the space as it matures.

A programme which itself is a FutureMaker.

Are you a FutureMaker too?

Regards,

Ian Russell
Chief Administration Officer, Telkom
Supporting and enabling suppliers and enterprises in the technology sector and beyond

Our 2020 ambition
Invest R100 million towards developing and growing black-owned small businesses.

Our journey so far
FutureMakers Fund is fully operational and has approved investments worth more than R28 million.

Sectors covered
Information and communication technology and services, media, e-commerce, education, construction, manufacturing, agriculture, health and retail.

Types of capital
Expansion and growth capital, start-up and equity.

Coming up
The investment team is actively developing its pipeline of deals ranging from R250,000 to R20 million.

To contact or refer a small business to FutureMakers Fund:
E: FutureFund@idf.co.za
T: Koketso 0861 433 163 / Nonku 063 047 8856
FutureMakers Fund is the funding and investment arm of the FutureMakers programme.

Its primary objective is to enable the growth of qualifying enterprises and to promote technology innovation in the Telkom value chain and the broader technology sector through financial support and appropriate business development support.

Qualifying businesses can be:

- **Existing suppliers:** Active in Telkom’s supply chain, from any sector
- **Potential suppliers:** With potential to sell products or services into Telkom (including third-party sales, distribution and services)
- **General technology sector:** Businesses under any one of the Information and Communication Technology sub-sectors in the B-BBEE Codes. Innovative development, technology-enabling, or technology-enabled enterprises within or outside the sector (such as health, education, agriculture) also qualify.

FutureMakers Fund seeks investment returns commensurate with the risk associated with each transaction. Two-thirds of its funding targets existing and potential Telkom suppliers. The fund is managed by Identity Development Fund Managers (IDF Managers), a specialist SMME development financier.

In partnership with IDF Managers and others, the FutureMakers Fund has offered multiple events over the past six months to assist entrepreneurs to build their business footprint and access funding and supply chain opportunities.

These include:

- **I’M IN Entrepreneurial Challenge:** A six-week investment readiness programme which offered business mentoring, coaching and evaluation to 30 entrepreneurs from the technology, manufacturing, construction and engineering sectors. Seven entrepreneurs were identified as potential investment candidates for the FutureMakers Fund.
- **THUDFest:** Focusing on collaboration, community, connection and contribution, this event at Constitution Hill featured hackathons, boot camps, lean pitch sessions and a WiFi-enabled FutureMakers work space, offering breakaway and networking areas for entrepreneurs.
- **Hackathon:** A successful hackathon was held with selected businesses who were asked to come up with innovative solutions to sectoral problems in a short space of time, in order to identify and develop a potential pipeline for FutureMakers Fund and the FutureMakers programme.

FutureMakers Fund is augmenting investments made by the owner and the plane leasing company, Solenta Aviation.

By investing in Fly Blue Crane, Telkom is able to assist in developing not only an enterprise but also a potential supplier, as it could use the company as a preferred airline.

A six-week investment readiness programme for Southern African regional airline, Fly Blue Crane, partnering with IDF Managers and FutureMakers Fund could not have come at a better time, as its support goes beyond merely assisting an airline that services under-traded, secondary routes. FutureMakers understands the depth of aviation’s developmental impact on our country as well as Fly Blue Crane’s mission to alleviate youth unemployment through job creation. FutureMakers supports not only the first majority black woman-owned commercial airline but also the broader vision to positively contribute to the socio-economic development of our country and continent by growing thinner markets and creating intra-Africa connections that will further boost business and tourism within the region. 

Jerome Simelane
General Manager, Isando, Gauteng

For Southern African regional airline, Fly Blue Crane, partnering with IDF Managers and FutureMakers Fund could not have come at a better time, as its support goes beyond merely assisting an airline that services under-traded, secondary routes. FutureMakers understands the depth of aviation’s developmental impact on our country as well as Fly Blue Crane’s mission to alleviate youth unemployment through job creation. FutureMakers supports not only the first majority black woman-owned commercial airline but also the broader vision to positively contribute to the socio-economic development of our country and continent by growing thinner markets and creating intra-Africa connections that will further boost business and tourism within the region.

FutureMakers Fund is augmenting investments made by the owner and the plane leasing company, Solenta Aviation.

Fly Blue Crane is a new single class airline carrier that services the domestic market, with short-term plans to enter the regional market.

FutureMakers Fund and IDF Managers have partnered with a combined facility for a pilot project that will see 30 small businesses discounting their invoices to bridge their working capital needs.

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By building a formal relationship with both the small businesses raising invoices and the corporations paying them, Bright On Capital is able to improve customer service and reduce risk. Bright On Capital’s system also allows corporations to offer invoice-based financing to their suppliers.

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Bright On Capital (Pty) Ltd

www.brightoncapital.co.za

Bright On Capital has identified a gap in the market for affordable cash-flow financing at all levels, with an online loan system for small businesses.

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‘IDF has played an anchor and catalytic role in the establishment and launch of the Bright On Capital platform. Through its incubation programme, IDF has provided us with technical support as well as physical and communications infrastructure. Further, the IDF finance team assisted us with the refinement of our back office systems and processes, and the IDF legal team was critical in the strengthening of our legal structures and online agreements. IDF has also played a pivotal role in facilitating our interactions with Telkom, which has provided us with access to a much needed database of potential customers.’

Koena Headbush
Co-founder, Johannesburg
Fibretronic Sales assists Telkom with network infrastructure maintenance, installations, integration, cabling and commissioning of various systems, including microwave, radio frequency, and other systems. FutureMakers Fund is providing finance for tools and working capital.

‘We in Fibretronic Sales feel privileged to be the beneficiary of the Telkom FutureMakers programme. As a beneficiary of this programme, this has become a stepping stone into the promising future. Our business is to provide telecommunications network infrastructure services (implementation services) to telecommunication companies and operators including transmission and access services.

‘Telkom, in particular, has always been our biggest customer and we owe our current being to them. Being part of this programme has presented to us a potential of being more competitive by boosting our resource base. There is no doubt that our delivery and financial capacity to do business will be strengthened through this programme, hence our ability to expand our customer base and achieve growth.’

Dillo Lehlokoe
CEO, Newton Park, Port Elizabeth

Basadzi Personnel and Media cc

Basadzi is a personnel and response handling agency that has been in business for 10 years. Over time, the business expanded into media buying, starting with print media. In 2015, the business approached the R20 million turnover mark, with opportunities to participate in broadcast media buying, and has signed Eskom on as a new client.

FutureMakers Fund and IDF Managers are providing a combined investment to help the business with guarantees for more media buying.

‘I would like to extend our appreciation to Telkom. Your financial contribution made a huge positive impact in the growth of the business through the extension of media booking capacity and the purchase of media buying and planning software. With the combination of these major industry software products and the increase in our buying power, Basadzi will be able to continue its growth journey from a medium to large player within the media space.

‘We are excited about the new avenues for greater bulk media buying, as well as the streamlining of the media planning, booking and analysis process which will make large-scale client management a viable possibility for our company.’

Duduzile Ntuli
Managing Director, Lynnwood, Pretoria

What we’re really looking for with Telkom is taking things to the next level, and really amplifying the impact right throughout the country and the continent.’

Joshin Raghubar
Chairman, The Bandwidth Barn

‘Our immediate concern was a venue to deliver on a contract we had won, and we were provided with space and 11 computers to deliver training to government healthcare employees.’

Phillipine Francke
HashTopic, Bandwidth Barn beneficiary

‘The monthly, centralised reporting sourced by FutureMakers will enable us to get to grips with the financial health of our business and deliver statements at the end of our financial year.’

Mohammed Dalwai
TOMPSA (The Open Medicine Project SA), Bandwidth Barn beneficiary

‘FutureMakers secured a supplier to SETA-accredit the training materials we have developed, and to train our facilitators. This will make it possible for us to offer our leadership training as an NQF Level 4 ‘New Venture Creation’ package, allowing us to tap into our corporate partners’ Skills Development budgets.’

Naadiya Moosajee
WomEng, Bandwidth Barn beneficiary
Providing virtual and physical business incubation and development support to innovative technology businesses

Our 2020 ambition
Support eight hubs and incubate (virtually and physically) 200 technology enterprises.

Our journey so far
Total beneficiaries supported in all hubs: 200

18 Bandwidth Barn enterprises being incubated.
Bandwidth Barn projects include:

- **MediaTech**
  - 45 beneficiaries recruited & trained at LifeLab sessions
  - 126 beneficiaries

- **InnoTech**
  - 117 tech business ideas & concepts collected through national campaign
  - 3 incubatees

- **MediaTech**
  - 15 fellows selected for Phase 1

- **Propella (Port Elizabeth)** activated:
  - Ideaation
  - Training & workshops
  - Physical incubation

- **InnoTech**
  - 7 fellows selected for Phase 2

- **Tshimologong (Johannesburg)** under renovation

The Bandwidth Barn

www.citi.org.za/citi-blog/

The Bandwidth Barn, a CTI-operated initiative recognised as Africa’s leading business incubator and accelerator, is a key partner in Telkom’s FutureMakers Hubs initiative, and will be the home of the FutureMakers Innovation Support programme for at least the next three years.

The programme combines research, start-up support and business acceleration to assist Telkom in realising innovative technology solutions to meet future market demands.

**MediaTech**

Through in-depth research and facilitated ideation workshops, this initiative generates market intelligence and business concepts that seed ideas with the potential to be developed and commercialised through mobile applications, games or other platforms.

Special attention is paid to the digital economy, particularly where under-connected small and micro black-owned businesses are concerned and the barriers they experience in consuming data. Focus areas include social media, mobility, digital content and big data.

The Barn Khayelitsha allows local community users and Khayelitsha residents participate in a creative space, transforming ideas into innovative technology products and services that will improve their daily lives.

The Barn has worked with iXperience in a process that sees university students from the United States working with community members to solve social problems with apps.

**InnoTech**

This initiative incorporates entrepreneurial and enterprise development, focusing on web and mobile applications development, software development and design, and gaming. It assists in commercialising new and viable products and services, stimulating the creation of new businesses and supporting the growth of existing companies through the uptake of technology and innovation capability.
The first course is currently underway, having started in August 2015, and will finish in March 2016. After attending an assessment workshop, entrepreneurs and small businesses currently working with concepts or early prototypes are selected for an intensive eight-week process to assess the commercial viability of their ideas.

Shortlisted candidates then continue into a 12-week process, during which they receive business and technical support to launch a product into the market. They are supported with space and connectivity in the Bandwidth Barn throughout this process.

Innotech candidates currently include:

CareRott
CareRott is an online community that connects ambitious secondary school learners from disadvantaged areas with mentors in their desired tertiary institutions and fields of study. Learners receive the same orientation and advice they would receive if physically present and studying at university, but on their phones while still in school.

EduCade
EduCade is a start-up which re-programs arcade game consoles with educational content, rewarding junior school children for learning through play. The machines are available in public access areas and tuckshops, and can also be hired for school open days / fund days and birthdays.

InTune Tutoring
InTune Tutoring is an online curated marketplace that connects high school and university students with vetted and experienced local home tutors in Maths and Science.

MuniServe
MuniServe is the MuniServe app connecting municipalities and home-owners for fault logging, status tracking and billing. Municipalities are currently connecting with their customers through SMS, telephone, social media, email and websites. MuniServe is the only dedicated digital platform that connects municipalities and home owners in real time.

SkyWalk Innovations
SkyWalk Innovations develops a range of solutions including booking systems, customer relationship management, reporting and business intelligence tools, and facilities and asset management.

Accelerator
Three relatively established, high-impact, black-owned SMMEs in the production or deployment phases of their businesses are receiving infrastructure, capacity building and mentorship support in the Woodstock Barn. These entrepreneurs benefit from targeted support aimed at unblocking areas identified as barriers to growth for their businesses.

‘One of our core strategic objectives is the fostering of inclusive innovation. This partnership with Telkom enables us to leverage and convert our historical enterprise development success into tech-enabled innovation, incubation and acceleration goals that are aligned with Telkom’s innovation and enterprise development objectives.’

Ian Merrington
CEO, CTI and The Bandwidth Barn

Tshimologong Precinct

Wits University is developing Johannesburg’s first major digital innovation hub in Braamfontein, to be called Tshimologong Precinct (from the Setswana word ‘for new beginnings’). The hub will catalyse urban regeneration and will attract both students and other Johannesburg residents with an interest in digital technology innovation and entrepreneurship.

Although the precinct is still under construction, several activities have already been hosted in a temporary space known as The DIZ (Digital Innovation Zone), with the aim of developing skills, encouraging innovation and promoting new enterprises.

These include:

- Hack Jozi Challenge: A R5 million entrepreneurship competition sponsored by the City of Johannesburg.
- DIZ Spark: A campaign to encourage Wits students to start using The DIZ.
- Fak'ugesi Festival 2015: A festival for all things digital in Africa, including software conference Agile Africa, independent game development event AMAZE, Body Tech, which combines digital technology and dance, and a whole lot more.

Telkom is sponsoring the refurbishment of a building to create a co-working and incubation space for its FutureMakers programme.

‘Having Telkom’s Future Makers programme located in the Tshimologong Precinct will greatly enhance the scope and reach of this very strategic Wits University initiative.’

Prof Barry Dwolatzky
Director of the Johannesburg Centre for Software Engineering at Wits University and Founder of Tshimologong Precinct

Propella

www.propellaincubator.co.za

Business incubator Propella was conceptualised and implemented by innovative, a commercialisation company wholly owned by the Nelson Mandela Metropolitan Municipality, and private sector business support company Engel Enterprise Development to stimulate the commercialisation of technology-based innovation companies in the greater Nelson Mandela Bay area.

It is supported by the IDC and private sector partners such as General Motors of South Africa and BASF, as well as Telkom.

Propella offers business support and mentorship to local companies, and market linkages are provided by the private sector partners. Propella also houses the Regional Innovation Forum, and through this association and other strategic co-location arrangements an innovation precipit is being developed in the Propella locality.

Propella’s focus areas are:

- Energy efficiency and related technologies, processes and services
- Renewable energy generation and related technologies, processes and services
- Advanced manufacturing (products, processes and methodologies)
- Information and communication technology.

With technology an integral part of mainstream manufacturing, Propella supports digital-based technology and innovation entrepreneurial endeavours, and is an implementation partner for FutureMakers. Propella will play a leading role in stimulating and supporting tech-based entrepreneurs and companies, with incubation services for new companies and acceleration support for existing companies.

‘Being part of the incubator is a great opportunity and platform to grow our young business. It gives us a chance to get mentorship from experienced individuals so that we can learn how to deal with challenges. The programme is going to help define our vision, strategy and roadmap to building a successful company.’

Nathi Mngqeni and Thabo Linake
Kashier Enterprises and Developers, Propella beneficiaries

‘I’m excited about the Propella Business Incubator because I am part of something new and exciting in the Bay, change has come. I am expecting business development and growth. My business is finally being implemented and becoming a reality, instead of just an idea.’

Thulani Mhoholi
Vulindawo, Propella beneficiary

‘I strongly believe in businesses that make an effort in building and supporting smaller business in their growth journey so that they also can employ South African citizens to help sustain the economy. The programme has chosen its partners strategically and this allows me as a small business owner to gain access to a whole lot of support services which I feel will add greater value to the growth of my business so that it becomes a great asset to our country.’

Siya Mahokoto
Cabby Candi, Propella beneficiary
FutureMakers believes that partnerships with key players will make it possible to build a stronger technology industry by fast-tracking the development of sustainable businesses, expanding broadband and data use, building a pipeline of customers and suppliers, and creating sustainable jobs.

Building strategic relationships with key industry players to promote innovation, drive broadband uptake and improve technology usage in small business

Our journey so far

- **159** black-owned small businesses trained in PE and Cape Town
- **10** small businesses selected and inducted; business diagnostic concluded for all 10
- **12** small business assessments underway for inclusion

Coming up

We are progressing and evolving work on active partnerships, while bedding down new ones.

We are investigating partnerships for seed finance, start-up banking, software, hardware, legal / secretarial processes, and so on.

Cisco FutureLegacy growth strategies are in development and technical learning processes will kick-off soon.
Cisco FutureLegacy

www.cisco.com

Telkom and Cisco have partnered to develop a pool of technical and business-ready small businesses that can competently and sustainably meet the growing technical service needs of the South African technology sector.

Leveraging the two corporates' core competencies and resources, the FutureLegacy collaboration bridges the SMME skills gap by providing Cisco-certified training to small business staff at no cost. FutureMakers’ role is to provide business development support to all companies in this programme and facilitate access to new market opportunities.

Both Telkom and Cisco are continually exploring opportunities to integrate supported small businesses into their value chains, either as suppliers or go-to-market partners.

Five of the 15 businesses enrolled for the first phase have active supply contracts with Telkom. Most are already accredited Cisco partners.

Microsoft BizSpark

www.microsoft.com/bizspark/

Microsoft BizSpark and FutureMakers have partnered to leverage their combined strengths, product offerings and expertise in order to develop technical and business capabilities for local South African technology enterprises.

Qualifying FutureMakers beneficiaries will receive access to Microsoft’s enhanced BizSpark enterprise support offering including technical interventions and audits, basic accounting, marketing, sales and HR product packages, as well as mentorship, access to development camps and more.

Twelve FutureMakers beneficiaries are currently being assessed for inclusion in the BizSpark programme.

TechSavvy

www.smtechsavvy.com

TechSavvy aims to increase technology uptake by training 1 000 small businesses outside the Telkom supply chain by April 2016.

So far, 196 black-owned businesses from six sectors have been trained in the Western and Eastern Cape and Gauteng. Several SMME development agencies and stakeholders including NYDA, SEDA, Bandwidth Barn and Propella were involved in the pilot rollout.

As small businesses go through different stages of growth, their technology needs become more complex and expensive. Knowing how to make effective buying decisions is essential.

TechSavvy offers interactive, four-hour workshops – sponsored by the Telkom FutureMakers programme – to help growing businesses by training them on technology’s potential for increased business efficiencies and improved marketing and customer service.

TechSavvy training shows how:

- Technology can drive business productivity as the business grows
- To make the right buying decisions for the business lifecycle stage and industry
- To plan technology buying decisions for a growing team
- To connect to customers across South Africa and access global markets
- To use technology in order to gain competitive advantage.

‘The workshop really exposed me to the various products that Telkom has and how I can use them. Things like cloud storage, which I had heard of but didn’t know how it worked. It also really opened my eyes to see how I can use technology to make my business more efficient and realise where I can save money and reduce costs. Being an industrial engineer, who teaches people to be efficient and productive in their businesses, I will surely be a Telkom ambassador too, as their products speak to the work I do in helping people and companies to save money and reduce costs and become more efficient. Thanks a million for the opportunity!’

Violet Lupuwana
Managing Director, Chumile Consulting

To partner with us, please email FutureMakers@telkom.co.za
Enhancing our value chain through supplier and distributor development opportunities

Our 2020 ambitions
Develop 100 leading-edge, black-owned suppliers.
Fast-track the growth of 25 third-party distributors.
Train 1 000 enterprises.

Our journey so far
We’ve been busy with business diagnostics, funding applications, business incubation, dealer on-boarding, and product training workshops for internet cafés.
We have also finalised the independent field technician selection process.

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<td>total third-party distributors onboard</td>
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Engeli Enterprise Development

www.engeli.co.za

Telkom FutureMakers is providing practical support to Engeli Enterprise Development’s Sabela Learning Academy, through workspace within the Booysens Telkom Centre for Learning.

The six-month sponsorship is valued at R2.1 million and includes access to 10 rooms for offices and training facilities.

As a result, Engeli has been able to recruit and roll out its first wave of learnerships to beneficiaries with disabilities, with Mpact Printers and BASF as its first clients.

Engeli will also use the training facilities to conduct a variety of courses aimed at entrepreneurial and leadership development, including:

- International Labour Organisation Start and Improve Your Business Programme
- Telkom TechSavvy training
- Skills programmes for new venture creation
- Ideation workshops for school leavers.

Engeli will use the sponsorship as a launch pad for alternative training facilities once the sponsorship matures.

Silulo Ulutho Technologies

www.silulo.com

Long before FutureMakers arrived on the scene, Silulo Ulutho Technologies was the self-made success story of Luvuyo Rani.

A former teacher who spotted a viable opportunity when he saw his colleagues struggling to use computers, Luvuyo has grown Silulo from a single car boot to 37 centres in the Eastern and Western Cape.

Silulo’s mission is to empower people in emerging communities to be part of the digital movement by bringing technology closer to their doorsteps and connecting them to knowledge, opportunity and each other. Through FutureMakers, Telkom is supporting Silulo to develop a franchise model that will enable expansion to 200 branches by the end of 2018.

‘With Telkom, we have a partnership that is allowing us to add the services that people need, and our communities will benefit tremendously…’

‘Being a teacher, for me, is when you see people being transformed…When a mama in Khayelitsha runs a B&B and is able to connect with people in the UK and USA…Customers, taking business, using technology.’

Luvuyo Rani
CEO, Silulo Ulutho Technologies

FutureMakers interim report 2015
Internet cafes fulfil a vital role for many communities who require connectivity and digital goods and services close to home. FutureMakers is supporting internet cafe owners with capacity building, business tools, technology, connectivity, selected infrastructure as well as the establishment of new revenue streams. Those with exceptional entrepreneurial skill and talent are encouraged and supported to expand their businesses to multiple branches or in-community sales of Telkom products.

Telkom FutureMakers is co-opting partners to contribute to the internet cafe programme so as to maximise the benefit to the entrepreneurs. The target is to roll out 200 internet cafes by June 2016, of which at least 100 should be defined as start-ups. FutureMakers will provide fully shop-fitted retail spaces for entrepreneurs, either in a business building or private premises, and a 24 month broadband contract.

The package includes selected hardware, such as a router and PCs, appropriate software such as Office 365, and data bundles. Telkom mobile products and services as well as general office admin and design services will provide revenue. FutureMakers plans to roll out this model across multiple under-serviced areas, expanding Telkom’s local market share and creating sustainable businesses which improve access to technology.

Bizniz in a Box

FutureMakers has partnered with Associated Beverage Industries (ABI) to support their Bizniz in a Box youth economic inclusion and empowerment programme. The programme provides training, mentorship, business and technical support to assist unemployed youth to own and run internet cafe-cum-spaza shops in refurbished shipping containers.

Telkom’s product offerings, particularly Internet connectivity and prepaid services, bring a sustainable additional revenue stream to these young entrepreneurs whilst also creating value for local communities.

To qualify for the programme, Bizniz in a Box candidates must have matric, be unemployed and have limited prospects for finding employment. They also need entrepreneurial skills, commitment and tenacity.

ABI has completed the first phase of entry-level training to empower entrepreneur candidates to operate their own micro businesses. Product specific training will be provided through Telkom’s business mobile department.

Beneficiaries must repay a portion of the capital cost. These funds are earmarked for future rollouts in order to support even more entrepreneurs to build sustainable businesses.

The first 22 container businesses will start in Thabong, Kutlwanong and Meloding (close to Welkom in the Free State) in December 2015, and a further 78 will roll out by March 2016.

Independent Field Technicians pilot project

FutureMakers recognises that every individual and business that acquires new technology and tools will require technical support. The Independent Field Technician (IFT) project will ensure appropriate supply for this demand.

FutureMakers offers structuring funding for iFTs enabling them to lease technician vehicles. The project is in the final stages of identifying an initial cohort of technicians, the lease arrangements and the operational model for a targeted pilot launch.
So... what's your idea?

Tomorrow starts today