



**DELIVERING WORLD-CLASS
SUPPLY CHAIN COMPETENCE**

BUY • MAKE • MOVE • SELL • PLAN



Commerce Edge
COMPETENCE DELIVERED




Commerce Edge

COMPETENCE DELIVERED

COMMERCE EDGE CONSISTS OF FOUR CORE DIVISIONS THAT OFFER FOCUSED SOLUTIONS TO MEET YOUR UNIQUE BUSINESS REQUIREMENTS.



Academy

LEARNING · KNOWLEDGE · RECOGNITION



Commerce Edge

ADVICE · TRAINING · COACHING



SmartDevelopment

CONTINUOUS PROFESSIONAL DEVELOPMENT



Learning Innovation



Commerce Edge
COMPETENCE DELIVERED

INTRODUCTION TO COMMERCE EDGE

Commerce Edge specialises in delivering “World Class Supply Chain Management” competence solutions. We are a Level-1 BBBEE provider of holistic competency-development solutions that enable organisations to leverage their capacity, competency and capability.

We utilise the latest learning technologies and teaching methods to help establish, grow and sustain the culture, leadership and performance metrics necessary to enable high-performance supply chain organisations. Commerce Edge is the only Chartered Institute of Procurement and Supply Management (CIPS) study centre outside of the United Kingdom with a “Centre of Merit Status” award. We are accredited with numerous SETAs as well as the Quality Council for Trades and Occupations (QCTO). Commerce Edge is the Supply Chain faculty of Da Vinci Institute (A private university)

Approved by CIPS and CILT (Chartered Institute of Logistics and Transportation), Commerce Edge is a specialist ‘people development’ provider that offers employer groups tailor-made solutions across the primary areas of the supply chain as indicated in the framework.

STRATEGIC FRAMEWORK FOR SCM COMPETENCE			
PROFESSIONAL BODY	SETA	QCTO	CHE
STEPS - Specialized Training Enhancing Purchasing and Supply chain (Procurement, Logistics, Distribution, Storage / Warehousing, Planning and Supply Chain Overall - 100 + Programs.	VARIOUS	-	-
APICS - Association of Operations management	VARIOUS	-	-
CIPS - Chartered Institute of Purchasing & Supply	Various Incl. Learnership	-	NQF 5 - 8
CILT - Institute of Transport & Logistics	VARIOUS	-	NQF 5 - 8



PEOPLE ENABLEMENT

People are key drivers to achieving business success. A strong alignment of people, processes and technology with an organisation's strategic goals is crucial. However, aligning processes, structure and systems with strategic objectives is one thing; aligning competency, accountability and engagement of employees is often a far greater challenge.

Organisation development

Organisational development focuses on aligning internal processes, values, behaviours and leadership styles with an organisation's strategic objectives. The support of key metrics enables the organisation's leadership to own and drive execution, success and sustainability.

People alignment

People alignment assists organisations to identify, plan and execute strategic initiatives with a focus on engaging and enabling its leadership team and employees. We enable organisations to create environments that attract and retain the best talent, through values, culture, strategic communication and performance processes. People alignment assists with creating agile organisations that are able to adapt to external and internal change.

Capability development

Capability development focuses on improving organisational performance by providing unique, integrated and customer-specific training and development solutions. After a consultation to understand your requirements we tailor a solution that can incorporate instructional design and training facilitation, competency development as well as fully integrated e-Learning and online academies - all utilising leading technologies and bringing best practice to our clients.

Service context (industry)

A persistent skills shortage is a challenge across all industry sectors in South Africa. Skills initiatives (training and education) often fail to deliver anticipated levels of investment returns. However, if business and competence development meet on a strategic and operational level, progress in terms of addressing skills shortages can be made.

To achieve this, training providers should move beyond training to become strategic business and competence partners who understand the business' competence needs and can translate these into closing skills gaps. Competence partners must tailor education solutions that will result in meaningful business improvement. Training materials and people performance improvement solutions must be relevant to the organisation.

Service overview

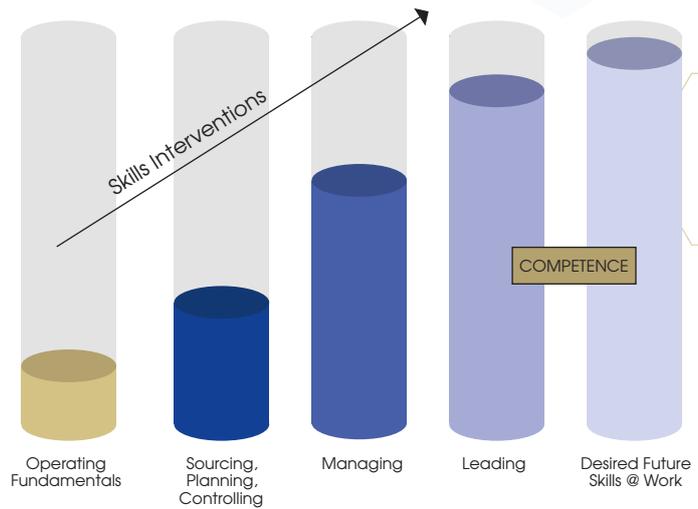
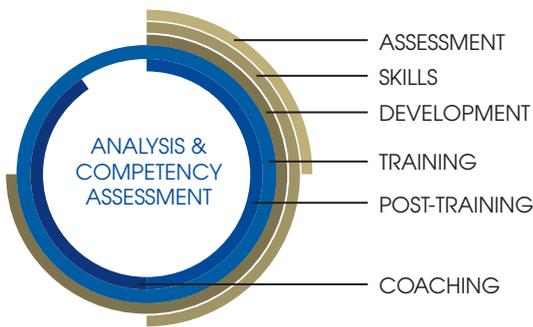
We create improved organisational performance through unique, client-specific solutions. Our goal is to optimise processes and technology systems through proper implementation and competence solutions. The key to optimal organisational mechanics lies in people enablement and change management. Our team provides customised instructional design, policies and procedures, skills development, process management and human resource solutions.

Our strategic positioning as a facilitator of training and education for many organisations in both the public and private sectors contributes to meet transformation and human resource development needs in our country. It also plays a fundamental role in developing professionals to focus on service delivery.

Supply chain practitioners will gain enhanced supply chain skills and an ability to think creatively and innovatively in solving problems throughout the supply chain. This will help them to effectively deal with complex and unpredictable challenges in the areas of procurement, logistics, planning, operations, distribution and sales in the wider supply chain context.

Current Scenario

Personal Mastery Skills



EDUCATION PATHWAYS

Development Dialogue	Competency Design	Self Assessment	Objective Assessment	Individual Reports & Dept Reviews	Annual Review	DESIRED COMPETENCE
CIPS Education Pathway	Level 3 (CIPS) Learnership	Levels 4-6 (MCIPS)	B Com (Da Vinci Institute)	Corporate Awards	MER	DESIRED KNOWLEDGE AND APPLICATION
CILT Education Pathway	CILT Level 2, 3	CILT Level 5, 6	Supply Chain Education			
QCTO Supply Chain Practitioner	NQF Level 5	NQF Level 6, 7	Supply Chain Education			

COMPETENCY DEVELOPMENT

We develop people’s competency in line with specific business objectives. We also develop leadership to support improved decision making, synergy, strategy execution and talent management.

Our team specialises in the following key areas:

- ‘Development Dialogue’ and competency assessment
- Organisations incur unknown risks, lose advantage and clients and perform poorly against peers when employees lack key skills. We provide an assessment of your professionals according to more than 450 world-class supply chain competencies, customised to the organisation’s talent management programme. This is followed by a comprehensive plan, training interventions and the creation of educational pathways.
- Education and professionalisation pathways

Commerce Edge Academy has achieved a centre of merit status for the Chartered Institute of Procurement and Supply (CIPS) and is also an accredited study centre for the Chartered Institute of Logistics and Transport (CILT)

We are also an associate of the Da Vinci Institute at its Supply Chain Faculty. Our Academy offers the supply chain component of the Da Vinci Institute's BCom qualification (Bcom Business Management) as applied to Supply Chain.

As a study centre, the Academy supports students on the various bodies' qualification programmes and provides blended learning tuition at all study levels.

Our education partner status with CILT completes our ability to integrate professional bodies and designation status to individuals within each of the dominant pillars of supply chain management.

Continuous professional development

Commerce Edge business unit Smart Development focuses on continued professional development of individuals through exposure to online publications, supply chain jobs, conference events, seminars, expos and networking workshops.

Instructional design

Our instructional design and training team develops fit-for-purpose, accredited training curricula and material to align knowledge and skills with business processes and system needs. We empower people to achieve and even exceed their key performance indicators (KPIs), closing a critical gap that puts people in a position to perform better at work. We are able to adapt our best-practice approach to suit the needs of every organisation. Our solutions range from defining training and development strategies to implementing learning solutions that are aligned with the educational skills framework. All solutions are focused on specific outcomes and long-term benefits.

We are renowned for our extensive experience in instructional design. This service offering includes development of learning programmes in formats such as e-Learning. Our approach is to customise material in line with specific client needs, geared to improve employee performance.

Training facilitation

We are a leading provider of world-class supply chain training in South Africa, through off-the-shelf and customised training courses, competency assessments, personalised development programmes, workplace integration of learning and proof of competence results.

Training and coaching are aimed, firstly, at executive- and senior-management development requirements. Thereafter, intermediate- and junior-level training can be conducted. To ensure the right business results, our training can focus on an organisation's data and even specific commodities and spending areas. Our solutions incorporate the following capabilities:

- Training consulting
- Strategy development consulting
- Workplace skills plans and annual training reports
- Soft skills training, training programme development and e-Learning solution design

E-Learning

Blended learning is important for cost and time savings with training interventions. Customised, engaging and measurable solutions are available. Training can be tracked via a Learning Management System (LMS).

Scope of impact

We strive to be the service provider of choice in addressing an organisation's training and development needs. Not only does training through us enable you to reclaim skills levies; it holds the advantage of training geared towards identifying, developing and retaining your critical talent.

WE OFFER THE FOLLOWING KEY BENEFITS:



- Relevant skills development programmes. These are related to the client's organisational needs and are linked to the latest international leading practices.
- Future-proofing the client's investment. Education and training in the context of the National Qualifications Framework will result in portability and progression for future career paths.
- Ease of implementation and detailed reporting. Utilising cutting-edge technology and project management capabilities that give clients detailed management information.

Our people-development solutions effectively align with and integrate professional bodies in each of the primary areas mentioned above, together with short-course training interventions and blended e-Learning solutions. All of this is supported by a dedicated project management team underpinned by an online administrative portal.

OUR APPROACH INCLUDES:



- A commitment to the 70/20/10 mode of learning. (With Kolbe learning styles)
- A thorough understanding of the learning cycle and its application.
- Significant in-house supply chain expertise.
- Content provision and development.
- Assessment tools.
- Professional designations and learning pathways.
- Project management and stakeholder management.

OUR CREDIBILITY WITH PROFESSIONAL AND ACCREDITATION BODIES



- First Study Centre outside the UK to achieve Centre of Merit
- 1600 students
- High pass rate
- Designations (MCIPS)
- CIPS Accreditation No: 005298600



- SCM Faculty (Learnership)
- 7 cohorts
- Integrated SCM curriculum with 5 streams of specialisation (procurement, logistics & transport, freight forwarding & clearing, public procurement & warehouse & operations)



- First study center in SA
- 300 + students
- Candidacy Programme (2 cohorts)
- Designations (MILT)
- CILT Accreditation No: 2018/COMM/00005



- First to get accreditation
- NQF Level 5 – Supply Chain Practitioner
- ID No. SAQA ID: 99111
- Quality Council for Trades & Occupations No: QCTOSDP00180607-918



- Qualification 50060: National Certificate in Public Administration (141 credits)
- National Treasury, NSG, WC, FS, NW, KZN, GP, EC – this qual includes 3 US of strategic sourcing (1000 + Officials Trained)
- PSETA Accreditation No: P21/0114/GP506



- Accreditation no. LGRS-1781-180425
- Qual: 48965 (Municipal Finance Management)
- LG SETA Accreditation No: LGRS-1781-180425



- 74 149 – NQF L5 – SCM
- Learnership – National Treasury (44 learners)
- 3 Bid Committees
- Unit Standard-based (Contract Management)
- TETA 14-480



- Accreditation no. 1402
- Qual: 50080 – Project Mgt (NQF 4)
- Qual: 59201 - Generic Management
- Qual: 61595 - Business Administration



- Listed with National Treasury as a preferred service provider

Why Us?

Commerce Edge is a SETA, (TETA, LGSETA, PSETA and Services SETA) Accredited, Level 1 B-BBEE training organization and is uniquely positioned to offer a specialised training solution. The key reasons for this are detailed below:

Experience

Commerce Edge has successfully trained more than 2000 people from more than 300 organisations. 97% of attendees rate our events as Very Good or Excellent. We have become the preferred vendor regarding this type of training to various blue chip organisations, having serviced them over many years.

Customers in South Africa include:

Absa, Absa CRES, Anglo Platinum, Appletiser, AfriSam, Avis, Barloworld, Barrick, Bamangwato Concessions, Bidvest, British American Tobacco, BHP Billiton, Broadband Infracore, Boart Longyear, Cadbury, Cell C, Ceres, Chevron, City of Cape Town, City of Johannesburg Property Company, City Power, Clover SA, Coca-Cola SABCO, Correctional Services Management, CTICC, Daimler Fleet Management, Denel, De Beers, Drake and Scull, Department of Health Western Cape, Department of Science & Technology, Department of Transport Western Cape, Dept of Water & Forestry, Derivco, The Development Bank of Southern Africa, FNB Metro, Engen, Eskom, Exxaro, Fedics, First National Bank, Free State Development Corporation, General Mills, Gold Fields Shared Services, Goodyear, Govt of the North, GSSC, Hatch, Hewlett Packard, Hulamin Limited, Investec, Johannesburg Development Agency, Johannesburg Fresh Produce Market, Johannesburg Social Housing Company, Johannesburg Water, Joy Mining Machinery, Kraft Foods, Kumba Resources, Letseng Diamonds, Lesotho Electricity Corporation, Liberty Group, Lonmin, Limpopo Treasury, Metro Rail, Metropolitan Life, Mittal Steel, Mobile Telecommunications Namibia, MQA, MTN, Murray & Roberts, Multotec, Namakwa Sands, Namibia Dairies, National Brands, Nampak, National Ports Authority, National Treasury, Nissan SA, Nedbank, Old Mutual, Optimum Coal Mine, Parmalat, PBMR, PFG, Plessey, Premier Foods, R.B.C.T., Richards Bay Minerals, Rand Merchant Bank, Rand Water, Resourcery Limited (Nigeria), Road Accident Fund, Rotran, SAA, SABS, SABC, SA Breweries, Samancor, Sea Harvest, SAPPI, SASSETA, SASOL, SANDF, SARS, Shaft Sinkers, Siemens, Sishen Iron Ore, SITA, Spar, Standard Bank, Total SA, Transnet, Transvaal Sugar, TCTA, TFMC, Tigerbrands, The Rare Group, UCT, University of Westville Durban, Wits University, Umgeni Water, Vodacom, Xstrata Alloys and many others.

Independence

While we maintain relationships with most of the key consulting houses currently active in South Africa, we are free of any vested interests (either by distribution agreement or alliance) with any of them, enabling us to ensure that the client's interests are always protected. Additionally we dedicate a great deal of time and effort to research to keep ourselves abreast of developments in the industry. The value this adds to our clients is that they gain an "expert" on the issues surrounding their business with a low vested interest and relatively free from internal political issues.

Time to Benefit

Our industry specific knowledge and proprietary technology (the Calibration Tool, Computer Based Testing and Support Forum) enable our clients to realise benefit sooner than would ordinarily be the case if these products still had to be developed.

Reduced Risk

Our extensive experience in training has enabled us to effectively transfer skills to the trainees thus protecting our client's return on investment.

For example: More than 2000 people from 300 organisations have already attended our training courses. As a result, over a period of 8 years, our course material and the process for training has been refined extensively. Our calibration capability enables our clients to spend their training budget exactly where it is needed.



Ronald Mlalazi,
Managing Director,
Commerce Edge
South Africa.

Ronald Mlalazi is the **Managing Director of Commerce Edge South Africa**. He is an accomplished Supply Chain professional who has also achieved the coveted Chartered Institute of Procurement and Supply - UK Fellowship status (2012), as a result of his outstanding contributions over the years in Procurement and Supply Chain. He also holds a master's degree in procurement and supply chain from South Wales University.

Recently elected as **CIPS** Congress representative for Africa (2016-2019), he currently works for Commerce Edge as the Head of the Commerce Edge Academy. Researched and developed Public Administration Leadership and Management Academy (PALAMA) South Africa Training Programme Development on Public Sector Strategic Sourcing. He has written several articles on Procurement and Supply Chain published through Smart Procurement. Presented and assessed Strategic Sourcing courses with the National Treasury. Has served on the **Smart Procurement World Conference Advisory Council** since 2012 to date.



Dr Ernst van Biljon,
Supply chain
and process
management,
Automotive
Industry

Dr Ernst van Biljon, holds a **Doctorate in Business Management, specializing in strategic supply chain and process management in the automotive industry**.

Ernst held several academic positions at the Port Elizabeth Technikon between 1980 and 2005. He lectured at undergrad and post-grad level in Purchasing Management, Supply Chain Management, Logistics Management, Business Management, Advanced Strategic Management and Operations Management. He also initiated the Department of Economics and Logistics Management, was appointed as Professor in the Department of Economics And Logistics (2000), and then appointed as Campus Principal (**at level of Dean**) of the George Campus (**NMMU**) in 2000. He has also lectured various supply and logistics courses at the University Of Port Elizabeth (**UPE**), the South African Breweries (**SAB**) and the Institute of Packaging South Africa.

Ernst has authored two university textbooks which are prescribed reading in Supply Chain Management and Procurement programmes: co-editor of Purchasing and Supply Management, now in its fifth edition; co-editor of Supply Chain Management: Logistics in Perspective



Bernie van Niekerk,
CEO,
Commerce Edge
International

Bernie van Niekerk is **CEO of Commerce Edge International**. He is also Publishing Editor of The Smart Procurement Review, an African thought leadership publication dealing with leading trends in procurement and inbound supply chain management. He edits and directs SmartProcurement.co.za, a monthly newsletter with 24 000 readers, most of whom are procurement. He is the moderator of ProcurementTips.com, a leading international forum for procurement professionals.

As a respected consultant, he has been exposed to the latest international thinking around procurement and has personally overseen or participated in some of the leading procurement re-engineering efforts in South Africa. Many of South Africa's largest companies have retained Bernie's services to restructure their procurement environments at a strategic level.

He has also been publicly acknowledged by leading institutions, including the Commonwealth Business Council, for his ongoing contribution to the rapidly emerging concept of strategic sourcing and its inextricable link to Africa's long-term industrialisation and socio-economic development



Vaughan Zoutendyk,
Commercial
Head, Education
and Training,
Commerce Edge

Vaughan Zoutendyk is the **Commercial Head of Education and Training at Commerce**

Edge. Vaughan is a seasoned facilitator and speaker and is passionate about making sure that learning is implemented in measurable ways in the workplace for maximum impact and for a clear return on investment. He co-creates solutions with his key account customers through the "Commerce Edge Key Account Premium Service", overseas distribution and client servicing, and really enjoys pursuing innovation for the business and its customers. He also manages contracts in line with **SLA** expectations with Key Accounts and Suppliers

Vaughan has managed the creation and implementation of learning Solutions for customers like **SAB, ABI, GSK, CCBA (Coke), Babcock International, Bidvest, Standard Bank** and **Nampak.**

Vaughan holds several qualifications in Marketing and Financial Planning and he serves on the Commerce Edge Advisory Council.



Professor Douglas Boateng,
Professor
Extraordinarius
for Supply and
Value Chain
Management,
UNISA

Professor Douglas Boateng (Emeritus) formally joined the Commerce Edge Advisory Council in 2008 after many years of advising the companies, **founder and Chief Executive.** Dr. Boateng is Professor Extraordinarius for Supply and Value Chain Management at UNISA.

Professor Douglas BOATENG, Africa's first-ever appointed Professor Extraordinaire for supply and value chain management (**SBL UNISA**), is an International Professional certified Chartered Director and an adjunct academic. Independently recognised as one of the vertical-specific global strategic thinkers on procurement, governance, logistics, and industrial engineering in the context of supply and value chain management, he continues to play leading academic and industrial roles in supply chain strategy development and implementation, both in Africa and around the world. His present and past directorships and supervisory responsibilities include the Chairmanship of the Public Procurement Authority of Ghana, Chairman Chartered Institute of Procurement and Supply Africa Advisory board and Deputy Chairman of the South Africa Supplier Diversity Council.

He holds, amongst other qualifications, an Institute of Directors Graduate Certificate and Diploma in Company Direction, MSc in logistics in Manufacturing systems and a Doctor of Engineering (Warwick). He is also an elected FELLOW of Institute of Directors - UK & South Africa; Society of Operations Engineers - UK; Institution of Plant Engineers - UK; Chartered Institute of Logistics and Transport - UK & South Africa; Chartered Management Institute - UK; Chartered Institute of Procurement and Supply - UK; Institute of Business Consulting - UK; Professor Boateng has been an elected member of the UK's Institute of Directors for over 20 years, and continues to assist local and international organisations and CEOs with board level, directional, accountability, and governance matters.

Recognized for his outstanding contribution to the academic and industrial advancement of local and international aspects of supply chain governance and management and industrialisation he was bestowed with a Platinum Life Time Global Achievers Award (2016) and a Life Time Achievers Award (2013 & 2015) by the Chartered Institute of Procurement and Supply, and its various local industry associations. In 2016, Professor Boateng was honored by CEO Titans Building Nations with a Lifetime Achievers Award for exceptional work done in the area of industrial engineering, procurement, and supply chain management in a developing world context. In 2018, American multi-national Hewlett Packard (HP) the world's largest computer and printer manufacturer honored Professor Boateng with its first-ever functional specific lifetime Achiever Award for his extraordinary contribution to making policymakers public and private sector leaders further appreciate the link between supply chain management and the UN Sustainable development Goals.

He has also been publicly acknowledged by leading institutions, including the Commonwealth Business Council, for his ongoing contribution to the rapidly emerging concept of strategic sourcing and its inextricable link to Africa's long-term industrialisation and socio-economic development.

Commerce Edge South Africa (Pty) Ltd.

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Commerce Edge South Africa is Services SETA Accredited (Decision no 1402). Commerce Edge SA is an Approved Study Centre for The Chartered Institute of Procurement and Supply® (CIPS) and also an accredited study centre for the Chartered Institute of Logistics and Transport (CILT). Commerce Edge consistently achieves a high BBBEE rating.

Enquiries for assistance with enrolment on 'public' or 'in-house' training courses, please contact **Commerce Edge Training**
National: 086 133 4326 | Email: training@commerce-edge.com

Enquiries for Corporate Customised Solutions (qualifications, short courses and e-learning) please contact **Vaughan Zoutendyk**
National: 086 133 4326 | Email: vaughan@commerce-edge.com

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