



THE TRANSFORMATION LEGACY

COMPANY
PROFILE

www.transformationlegacy.com



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ABOUT US

The Transformation Legacy Is an enterprise development company providing impact-driven enterprise & supplier development programmes that are geared towards empowering Small, Medium and Micro Enterprises (SMME) to significantly grow their businesses. We are a team of passionate experts specializing in developing and supporting SMME's to propel their businesses to become sustainable enterprises.

We partner with corporate companies to design and implement impactful Enterprise & Supplier Development (ESD) programmes that go beyond the development of SMME's and the enhancement of the B-BBEE scorecard. In addition, our programmes result in effective and measurable access to markets opportunities for SMME's as well as ensuring that companies have suitable and reliable SMME suppliers that they can procure services from.

We provide SMME's with result-driven business mentorship programmes and business growth strategies whilst building sustainable businesses that can outlive the founder.

OUR MISSION

- Significantly increase the success rate of entrepreneurs
- Grow and develop sustainable businesses that will leave a lasting legacy
- Create entrepreneur change agents: entrepreneurs who will change status quo and go beyond current circumstances to make their vision come alive

OUR VISION

Is to be a leader and game-changer in the development and mentorship of entrepreneurs in the African continent.

OUR WAY



OUR SERVICE OFFERING

Corporate Companies & SMME Development Institutions

In essence, the Transformation Legacy team becomes an extension of your Enterprise & Supplier Development (ESD) department through the following services:

- Development and Implementation of Enterprise & Supplier Development initiatives
- Sourcing & Selection of ESD beneficiaries (SMME taking part in the ESD programme) or potential suppliers to the corporate company
- Business Diagnosis, Assessments and baseline reports for ESD beneficiaries
- Supplier Development support for ESD beneficiaries
- Development & Implementation of Monitoring & Evaluation tools to assess ESD programme performance
- Skills Development programmes- provide SETA accredited NQF level 4 Business Skills training
- Socio-Economic Development programmes- training and mentorship of unemployed youth in township and rural regions
- We partner with you as a corporate, with your contribution we design and implement your ESD programme. Our mission is to be an effective bridge between SMME and corporates by assisting the corporate company to successfully integrate suppliers into their supply chain and providing sustainable access to markets opportunities to SMME's that form part of our supplier development programmes.



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"We have the means and the capacity to deal with our problems, if only we can find the political will."

~ Kofi Annan

Enterprise & Supplier Development Programmes

The offering includes the following:

- Research & analysis: In-depth understanding of the client's requirements and specific needs
- Stakeholder engagement: understanding the different stakeholder/s involved in order to get buy-in from all relevant parties
- Programme Design & Development
- Programme Implementation
- Programme monitoring & evaluation

Sourcing & Selection of suppliers

Identifying, vetting and selecting entrepreneurs eligible to become suppliers to your corporate company

Supplier Development Support

We provide supplier on-boarding support to ensure that all suppliers understand requirements and expectations and ensuring that service delivery is in line with client requirements and expectations

Business Skills Training

We provide NQF level 4 accredited Business Skills training programmes

TTL Enterprise Development Programmes

The Transformation Legacy team roll-out a number of successful ED programmes throughout the year. Any of the following programmes can contribute to your Enterprise & Supplier Development spend, if you choose to come on board as a funder.

Township Youth Entrepreneur Development Programme

Business mentorship and training programme specifically targeting unemployed youth residing in the township and rural areas.



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Services For Entrepreneurs

The Transformation Legacy adds value to SMMEs and their businesses through the following interventions:

Business Development Support Programmes

All our programmes offer mentorship as the core intervention supported by training and other development initiatives. Personal development is a critical aspect of all our interventions, as we believe that the entrepreneur is the engine of the business; thus their performance directly impacts the growth of the business. We design and implement customized enterprise development programmes with clear key performance indicators which ensure that the SMME achieves their business goals.

This offering includes:

- Personal Development & Self-Leadership Coaching
- Business diagnosis & needs analysis
- Business Mentorship
- Business Skills training
- Financial Mentorship
- Technical Expert consultation
- Accounting & Financial performance monitoring
- Developing access to markets strategies
- Business performance monitoring & evaluation

One-on-One Mentorship

Our approach to mentorship focuses on harnessing the potential of the entrepreneur and ensuring that they have the right capabilities and tools to grow their businesses. Our mentorship programmes address the most critical aspects required to build businesses that have structured and consistent growth.

The mentorship takes place in a form of:

- One-on-One business mentorship sessions
- Monthly mentorship sessions
- Monthly business performance reports

Business Start-up Programme

The Transitioning Entrepreneur Programme

It is a pure hand holding process, where The Transformation Legacy team journeys with potential entrepreneurs – those who are currently employed and wish to take a leap into running their own businesses on a full-time basis.

The programme provides aspiring entrepreneurs with the right tools and practical processes, as well as helping them to develop entrepreneurial mind-set and spirit required to run a successful business.

The programme involves the following:

- Four full-day training sessions taking place on Saturdays to accommodate full-time employees.
- Business mentorship sessions
- Free telephonic or email advice for 6 months after completing the course.
- Practical online business tools

Entrepreneur Leadership Development Programme

Infinite Wisdom Facilitation Programme

This is a personal development programme that awakens self-awareness and deeper understanding of oneself – resulting in maximising one's potential and achieving higher levels of self-mastery. We undertake a process where an entrepreneur learns to understand their inherent talents, capabilities, strengths as well as weaknesses. Through this process, we also identify areas of improvement and address them. The objective of the programme is to capacitate entrepreneurs to become more effective and as a result improve the performance in their businesses.

The programme involves the following:

- Using the Innermetrix Advanced Insights assessment to profile and understand the entrepreneur
- Developing a personal development plan together with the entrepreneur based on result of the assessment
- Personal mastery & self-leadership workshops
- Personal development coaching sessions



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NQF LEVEL 4 NEW
VENTURE CREATION
ACCREDITED

Business Skills Training

Through practical and interactive sessions, we deliver outcomes-based training designed to suit needs, circumstances of the entrepreneurs as well as consideration for the level at which their respective businesses are at.

Our training programmes include the following:

- Personal Mastery & Self-Leadership
- Strategic Planning & Business Modelling
- Business Planning
- Financial performance analysis and management
- Professionalism & Business Image
- Operational Efficiency
- Marketing & Sales Strategy
- Problem Solving & Decision-making

Business Consultancy Services

- Business Plan Development
- Feasibility Studies
- Operational Manual Development
- Strategic Plan development
- Marketing Plan

TTL Benefits to Entrepreneurs

We are more than just an enterprise development company. Through our passion and our service offering, entrepreneurs stand to benefit as follows:

- Tools to grow your business in terms of turnover
- Ability to implement suitable systems and processes to anchor the foundation of the business
- The Transformation Legacy becomes an associate that is your sound-board for ideas and an objective advisor
- An opportunity to grow your entity to a business and brand that is sustainable
- An opportunity to see your business through the eyes of a loving expert
- Having a partner to help you grow the capacity of your team and staff members

OUR CLIENTS



enterpriseroom



eSTUDY



GIBS



WHY CHOOSE US

We are 100% black women owned and are catalysts for true empowerment

We measure impact and effectiveness of our interventions.

Our clients see real value in what we do - the impact is evident in their operations and their turnover growth.

We are passionate about the growth of entrepreneurs and their business.

We relate to entrepreneur challenges and we have extensive experience in entrepreneur development

We strike a balance between academic insights and lived business experience to achieve success

70% Of mentored businesses are more successful than non-mentored businesses

"The role of a mentor is not to single-handedly transform a mentee. It is to bring out in the mentee the desire and capacity to transform themselves" ~ Busi Raphekwane



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TESTIMONIALS

The biggest mind set shift for me, was that – it's not only about the bottom line! The programme has taught me the importance of strategy and analysing and reviewing every component of my business. ~ Nthateng Seleka | Director | Octavian Group

I am excited that the programme speaks directly to my business needs and not a one size fits all approach. I have attended various business development programmes and this is one of the best. A bonus for me is to deal with people who are open minded, accommodative and understand my thinking regarding the direction I want to take to grow my business. ~ Bongiwé Monakedi | Founding Member | Monabo Hygiene Services

Through the TTL ESD programme, I have learned to think outside the box and not to become a one-man show by directing my time to work on my business and not in my business. Some of the lessons I have implemented in my business are: strategic thinking, continuous review of financial performance, cash flow and doing proper budgeting. ~ Jubi Nkumane | Managing Director | Jubzin Security Services

I would like to thank you for your efforts in training and mentoring our entrepreneurs over the past few weeks. We appreciate it a great deal. I am passionate about impactful teachings that will bring about meaningful thinking and learning for entrepreneurs, and you have managed to do exactly that. I cannot begin to tell you how much the entrepreneurs appreciate it. Thank you again. I look forward to working with you again in the future. ~ Lebogang Mashego | Business Advisor | National Youth Development Agency (NYDA)

Keep up the good work. Really inspiring. The passion was really unbelievable. Your contribution will make South Africa a better place. Thank you so much for your support in this tough and lonely journey. ~ Ramano Geraud | Managing Founder | Divine Automation Solutions

The Transformation legacy has a unique offering. They are committed to making a meaningful impact in the businesses that they grow. Their services extend beyond just being an ESD service provider they grow businesses thereby creating Socio economic impact ~ Fiona Ally| Group Lead: Enterprise & Supplier Development| MMI Holdings

OUR TEAM

The Transformation Legacy's mission is championed by a qualified team of experts led by these executives.

The dynamic team is championed by Sibusiso Raphekwane. We have over 30 years collective experience in entrepreneur development, enterprise & supplier development, business coaching & mentorship and entrepreneur business skills capacity building.

Together, the founder, staff members and consultants include; enterprise & supplier development specialists, Business Mentors, Financial management specialists, Marketing strategist, Business Model & Strategy development specialist, Personal Development specialist, Fund raising specialist and Market research & Product Development specialist.



Busi Raphekwane | Director, Business Mentor & Entrepreneur Development Expert | Masters' Degree

Busi is a passionate entrepreneurship advocate and development enthusiast at heart, she talks and walks enterprise development. With 13 years of corporate experience and 9 years in the enterprise development sphere as an entrepreneur development consultant and business mentor, it is no surprise that she is the co-founder and director of The Transformation Legacy. Her work is aimed at the economic liberation of the disenfranchised through the development of sustainable Small, Medium and Micro Enterprises (SMME's)



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CONTACT US

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