



## ABOUT US

HSP Group was established in 1995 (as Health and Safety Professionals) and continues to grow, setting the benchmark in Occupational Health in South Africa, as we merge medicine and industry.

With our constant and established team of qualified experts in the field of occupational health care and safety services, and extremely well-equipped referral centers, mobile units and on-site clinics we offer unique solutions to company's Occupational Health and Safety compliance.

HSP Group aims to offer effective, relevant, compliant and good quality Occupational Health and other related professional services throughout industry.

In 1995, Mandy Steyn saw a need developing across corporates and industries for effective Primary Health Care and Occupational Health Services, thus Health and Safety Professionals was born. In 2013 it was re-registered as a (Pty) LTD and thus became HSP Group SA (Pty) LTD.

Along with her specialised, passionate team, their many years in the industry brings a level of experience Group to deliver the highest quality service, as well as ensuring our clients get the best possible and expertise to finding compliant solutions for their clients – be it personal or corporate, primary or occupational health care.

The service levels offered by HSP Group are largely owing to the management team providing a large part of the consultancy services themselves. This hands-on approach allows HSP advice with management accountability.

Our clients enjoy the benefits of our excellent reputation in industry.

Working through us to achieve their ends, our clients have found that HSP Group has earned a large degree of recognition with all the leading auditors and contract managers. This favourable notice allows us to get medical clearances clients would otherwise be unlikely to enjoy. Furthermore, we operate independently and are not affiliated to any particular hospital group, insurance company or other service provider.

This ensures that our advice is objective and that our fee structure is competitive and can be structured to suit individual clients and risk. We have a reputation for efficiency and integrity that we take very seriously.

Our services include:

- Occupational Health Services including mobile units and referral centres
- Primary Health Care
- Safety and Environmental Services
- Travel Clinic
- Training

## FRANCHISEE PROFILE

We are look for a Franchisee who is an independent, entrepreneurial-minded individual with a burning desire to succeed in a business of his/her own. To be a successful Franchisee you will need to be self-motivated, determined and persistent to make your business a success.

A Franchisee will need to have strong communication and interpersonal skills. Successful Franchisees are hands-on operators that are committed to and enthusiastic about getting involved in the business.

The Franchisor believes that their Franchisees should have the following characteristics to enable them to make a success of their franchise:

• Sales-driven	• Hardworking
• Service-driven	• Excellent communication and listening skills
• Quality-conscious	• Good management skills
• Be self-disciplined and resilient	• Time management skills
• Be action, customer and quality orientated	• Persistence or tenacity

## BENEFITS

- a. Having your own successful business under the umbrella of a reputable brand.
- b. Support and advice from franchisor
- c. Monthly visits to motivate you to maintain a high standard.
- d. Good return on investment

## TRAINING AND SUPPORT

The initial franchise fee will include:

- Access to Intellectual Property e.g.: Operations and Procedures Manual
- Franchisor initial training and support/advice
- Limited rights to the trademarks and trade name as reflected in the agreement
- Use of HSP Group Brand and Business system
- Assistance with setting up the business (turnkey)

## FINANCIAL INFORMATION

The total investment costs is estimated to be **R1 249 475** including VAT\* to set up a referral centre.

*\*Please note that the figure is an indication and may vary dependent on location and size of site.*

Please note you will need to have a minimum of 50% of the total investment available in the form of unencumbered funds (cash) in order to apply for a franchise.

### **These costs include:**

Initial Franchise Fee, Shopfitting and Furniture, Equipment and Working Capital

### **Ongoing (monthly) franchise fees**

Management Service Fee	8% of turnover each month
National Marketing Contribution	3% of turnover each month

## Franchise Application Process:

1. Applicant to complete and return application form, confidentiality undertaking and all supporting documentation to Franchisor
2. Franchisor will review the information received in order to ensure it is compliant with the Franchisor's requirements and will proceed to conducting the necessary credit and reference checks.
3. Franchisor will request Applicant to pay for and complete the E-Test (an online psychometric test to ascertain if prospective Franchisee characteristics are suited to being a franchisee – cost R 3000 including VAT).
4. Once E-Test is completed and both parties have reviewed the E-Test feedback, Franchisor will send the Applicant a copy of the Franchise Disclosure Document and unsigned copy of Franchise Agreement to allow the Applicant to conduct an assessment on the business opportunity.
5. An interview will be arranged.
6. After observing relevant waiting periods as prescribed by Consumer Protection Act, the Franchise Agreement can be signed.

## CONCLUSION

This investment enables you to acquire your own successful business with excellent returns which can be spectacular if you are focused and performance driven. With returns like these, you should recoup your investment within 3-5 years while creating an appreciating, saleable asset.