



Small Businesses in the Supply Chain - **Tony Cunningham** (*Managing Director*)

Social development takes on many forms but few improve the value proposition for both recipient and donor. The proverb 'give a man a fish and you feed him for a day; teach a man to fish and you feed him for a lifetime' is why uplifting small businesses is so critical to our country.

A Business Compliance - group scheme has been specifically designed to meet the demands of a fast-emerging economy. It is our view that whilst southern Africa's emerging market is reliant on each sector's development for success, too few emerging businesses have the business tools to succeed.

Through circumstance and the need for tremendous effort to develop and sustain a small business, it is not unusual for some to have disorganized record keeping, informal business systems and inconsistent business processes. Because of these and other weaknesses, small businesses are perceived as high risk organizations.

Consequently, investors and prospective customers are hesitant to enter relationships with them.

It is precisely this challenge that the Business Compliance programme is designed to overcome. The capacity building service is inexpensive and the process relatively simple, the consequences of following the process and the value of the related returns for all parties is significant. The confidence it brings and the solid foundation it develops for sustained growth is a compelling reason to follow this option.

The programme is focused on developing the small businesses management system. By using a risk-based approach the foundation for a sustainable business is developed. Success is measured by using the prestigious ISO 9001:2015 international quality management standard. Gaining certification provides assurance and credibility, thus removing potential barriers to trade.

2017 is **ISO's 70th anniversary!** We are celebrating with ISO on their 70th anniversary this year and we asked our clients to join with us **#ISO70years.**

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