

PROFESSIONAL SKILLS

NETWORK

TRANSFORMATIONAL COMPETITIVE

PROFESSIONAL

SKILLS PROFESSIONAL

COMPETITIVE TRANSFORMATIONAL

PETITIVE NETWORK

SKILLS COMPETITIVE

NETWORK

TRANSFORMATIONAL SKILLS

TRANSFORMATIONAL

NETWORK

PRO

BBB

BUSINESS  
BEYOND  
BOUNDARIES



**Cost-effective B-BBEE consultancy services that  
deliver exceptional business benefit**

[www.bbb-marketing.co.za](http://www.bbb-marketing.co.za)



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## B-BBEE Consultancy Services

### Introduction

Business Beyond Boundaries (BBB) has developed a unique, holistic, commercially-driven approach to addressing Broad-Based Black Economic Empowerment (B-BBEE) as a non-negotiable condition of doing business in South Africa.

The company is focused on the provision of expert consultancy and the delivery of turnkey managed services that reduce the cost of compliance to virtually ZERO while at the same time creating competitive advantage based on enhanced business development opportunities.

### B-BBEE Consultancy Services

BBB offers a retainer-based consultancy and administrative support service that is designed to provide clients with expert professional counsel on the setting of commercially-driven B-BBEE objectives and administrative support to help ensure full compliance at a targeted beneficial rating level.

These services are delivered within a nominal monthly retainer that is dependent on the size and complexity of the prospective client's requirements and determined by mutual agreement.

Retainer-based services are provided within the framework of a formal agreement that provides guarantees of strict confidentiality, service level performance and professional integrity based on a 12-month contract period. The retainer is deemed to be inclusive of the following:

- 1.1. At the outset of the engagement BBB will provide a competitive analysis to help determine what the targeted B-BBEE level should be based on a commercially justified basis. The Client to identify and nominate up to five major competitors in its chosen market as a foundation in which to base the analysis.
- 1.2. A Gap Analysis which will help identify what steps need to be taken by the Client in order to move from its current B-BBEE status to a level that offers measurable business benefit and other quantifiable commercial opportunities.
- 1.3. Development of a B-BBEE strategy and implementation plan designed to maximise the Client's B-BBEE scorecard in accordance with objectives identified by the Gap Analysis and within the confines of the B-BBEE ACT and The Codes of Good Practise.
- 1.4. Guidance on the successful implementation of mutually agreed and accepted strategic initiatives.
- 1.5. Administrative assistance in order to facilitate the recovery of up to 95% of the cost of compliance via SARS by utilising various legitimate additional Income Tax grants and incentives.
- 1.6. Telephonic support on all B-BBEE related issues.
- 1.7. Guidance throughout the measurement period to ensure that the maximum possible scorecard is achieved given the specific circumstances of the Client.
- 1.8. Preparation of the annual Verification file, subject to the Client supplying the information within a prescribed deadline and in the required formats. Note: The Client is responsible for compiling and providing the required information so that it contains all relevant disclosures that could materially affect any of the conclusions to be drawn from the content of such information and to ensure that it is free from material misstatement, whether due to error or otherwise. Failure by the Client to supply BBB with the appropriate information on time and in the required formats could result in additional charges being levied by BBB.
- 1.9. Liaison with the Verification agent responsible for the audit on behalf of the Client to ensure that the required B-BBEE certificate is issued by due date.
- 1.10. BBB will advise on the interpretation of the information to ensure that each element of the Scorecard can be maximised in all material respects in accordance with the B-BBEE Act and related legislation.
- 1.11. Meetings with identified strategic suppliers in an effort to assist them to improve their B-BBEE levels for the benefit of the Client's own Scorecard.
- 1.12. Meetings with identified strategic customers to explain and defend the Client's current B-BBEE position, explain the future strategy and identify any specific requirements the customer may have in order to justify an increased level of support for the BBB client.



## About BBB

Business Beyond Boundaries (BBB) is a 51% black-owned company specialising in the provision of independent consultancy and the delivery of turnkey managed services concentrated on key elements of the Broad-based Black Economic Empowerment (B-BBEE) scorecard as a non-negotiable condition of doing business in South Africa.

The company's own B-BBEE credentials as a Level 2 Black-owned company also makes a significant contribution to procurement score of all clients.

Solutions offered are uniquely focused on dramatically reducing the cost of B-BBEE compliance while at the same time creating competitive advantage based on greatly improved business development opportunities at an enhanced level of operational profitability.

Just as importantly, BBB enables its clients to generate a measurable and sustainable contribution towards addressing the imbalances of the past by enhancing the dignity of previously disadvantaged individuals and communities by providing them with career prospects and access to regular income.

BBB brings a strong commercial perspective to BEE rather than striving only for legislative compliance. The focus is not only on assisting clients to achieve the maximum BEE Scorecard points available to them at the lowest possible cost, but also to help ensure that measurable business benefits are quantified so that informed decisions can be made about how to achieve the best and most appropriate B-BBEE scorecard rating.

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## About the services

The Broad-based Black Economic Empowerment (BEE) consultancy and turnkey managed services offered by Business Beyond Boundaries (BBB) are headed up by the company's Chief Executive Officer, Hansie Fourie.

A qualified Chartered Accountant with a wealth of operational experience based on having held a number of executive management positions in several blue-chip companies in South Africa, he brings an exceptionally strong commercial, benefit-driven approach to B-BBEE as opposed to treating the subject as a pure compliance or risk mitigation issue that is so often adopted by other in-house or external advisors.

He is backed by an experienced team whose focus is to innovatively improve the B-BBEE Scorecards of measured entities in the best interests of genuine transformation and within the parameters of the law while at the same time ensuring that the cost of compliance is driven down to the lowest possible level.

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## For further information

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