

ZEVO LI

ENTERPRISE +
SUPPLIER
DEVELOPMENT

Towards Unlocking Inclusive Growth in South Africa.

We are growth catalysts

We create unexpected opportunities for **meaningful connections** between **entrepreneurs and corporates** to unlock tangible commercial growth and success.

We exist to unlock shared value

Our clients benefit from our ability to marry their strategy with that of the SMEs they nurture for their **mutual benefit** whilst complying with **local legislation and global sustainable development goals**.



Over time, we have taken our clients from “How do we initiate BEE and ESD?” to “How do we optimise ESD?” to

“How do we innovate whilst achieving shared value?”

We love working with clients who allow us to develop innovative solutions that scream

“business unusual”.

We've been rethinking the Traditional Approach to ESD

We have been given the platform to be **disruptors** in how brand loyalty and brand consumption are defined, measured and **how the definition of success is determined.**

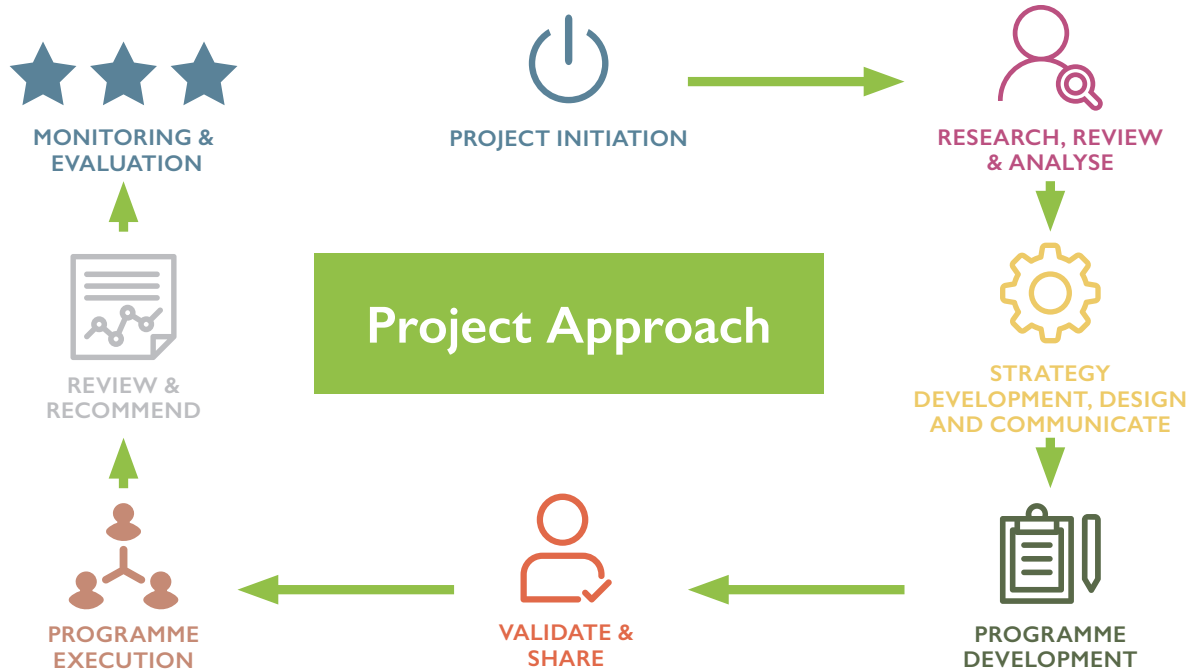
We challenge the belief that new suppliers are risky...we demonstrate merit in turning these vendors into strategic partners that can help cut costs, improve product designs and bring unexpected innovations.

In certain markets the magic lies in creating **brand ambassadors and entrepreneurs** that will not only speak well of your brand, but also **consume your products and services.**

Our difference

We believe in **loyalty**,
we **challenge the norm**,
we subtly introduce the **principles of social
entrepreneurship** into **corporate culture**, and
we act as a **bridge** between corporates and
entrepreneurship communities.

How We Work Corporate Practice



How We Work Enterprise Practice

01 ACCESS TO MARKETS

02 MENTORSHIP & COACHING

03 ACCESS TO FUNDING

04 TRAINING & DEVELOPMENT

05 BUILD SUPPLIER DATABASE



Our Key Propositions

Corporate Practice



Enterprise Practice





UNIQUE
SOLUTIONS

Bizniz in a Box with CCBSA



Coca-Cola Beverage Company South Africa (CCBSA) through its YEP program demonstrates the marriage between their commercial objective and the importance of contributing to the eradication of the socio-economic challenge of youth unemployment.

The programme achieves this by providing young people with sustainable, income-generating opportunities which will reward them with business ownership, skills development and entrepreneurship development.

CCBSA together with Zevoli Consulting identify, source and select participants who are taken through dynamic, rigorous testing stages in order to determine their suitability to own and run a mini retail shop in their township.

Successful businesses have an opportunity to set up a shop and are supported through ongoing mentorship and coaching.

REGIONAL / LOCALISATION RESOURCES & SUPPLIERS



SOURCING



ASSESSMENT



BOOTCAMP



IMMERSION



TRADE



BUSINESS DEVELOPMENT
SUPPORT

Zevoli is ACSA's ESD Partner



- As part of Airports Company South Africa's Strategy 2025, the Company has identified an "Economic Transformation Framework" as a key strategic initiative.
- As part of its Enterprise and Supplier Development (ESD) programs, the company will seek to develop small, medium and large size businesses with a broad objective of changing the face of business at Airports Company South Africa to an industry that is reflective of SA demographics.
- In line with this, the Company has appointed Zevoli as an ESD strategic partner to assist, guide and implement high impact, results-driven ESD initiatives over a five year period.



RESEARCH



STRATEGY



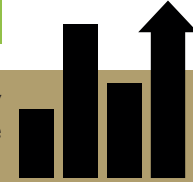
IMPLEMENTATION

What you need To Know About Us



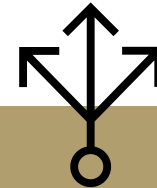
As a 100% black women owned advisory and project management company, our special focus is enterprise and supplier diversity / development.

We enable our clients to achieve organic growth and success by engineering creative solutions that unlock and create tangible value.



We design fit for purpose solutions that address commercial growth whilst ensuring sustainability of an inclusive society

We enable organisations on their transformation and growth path, we ourselves have grown from an EME to QSE in the last 4 years



A highly qualified team of 12 permanent staff and 6 strategic partners

Meet the founders



Hepsy Mkhungo

Hepsy has over 10 years' experience with some of the top JSE listed companies. She has had experience as an executive and manager responsible for the advisory, positioning, strategy planning and development of all economic development strategies. Hepsy has been at the helm of building sustainable and practical ED solutions that support the bottom line. She has vast experience ranging from the banking sector, in the consulting and project management industry and the FMCG industry.

Using a complex but effective framework and ecosystem, Hepsy has designed and re-engineered a variety of programmes and initiatives aimed at developing entrepreneurs and small medium enterprises. The success of the programmes has been measured by their contribution to job creation and general improvement of business skills.

Meet the founders



Mpopi Khupe

Mpopi is a Broad-based Black Economic Empowerment (B-BBEE) practitioner with over eight years' experience with B-BBEE advisory services. Mpopi's experience includes providing services on B-BBEE and transformation within Government, its parastatals and in the private sector. She is involved in work that enables her to contribute her skills, knowledge and expertise to the process of measuring transformation and ensuring that progress is made in the implementation of high impact empowerment initiatives. She was part of the core team that produced the initial version of the formulation of the Codes of Good Practice on B-BBEE (Codes) and formed part of the team that assisted the dti with the recent review of the B-BBEE Act and the review and update of the Codes.

Our Footprint



ZEVO LI

T +27 (0) 11 100 4727

info@zevoliconsulting.co.za

www.zevoliconsulting.co.za