

Export Development Operational Plan for 2021/2022

Q	Event & Destination	Date	Sector	Theme	Target Audience	Resp. Person	Estimated Budget
Training Sessions							
1	TIKZN/SIPPO Export Marketing Plan Training	1 April through to 30 September 2021	Processed Foods & Natural Ingredients	The development of a workable export marketing plan	10 Companies	FB	TBA. Still on tender.
1	Advanced Exporter Training	26-27 May 2021	Various	Trade Agreements, Methods of Payment, SARS and Customs compliance, Incoterms 2020, Merchancing.	10 Existing Exporters	FB	TBA. Still on tender.
1	Productivity SA (ECEP)	23 June 2020	Multi Sector	Productivity & Export Awareness Session	30 Various levels of companies	FB	EDTEA Funded
1	Emerging Graduation Programme 4 months programme	Q1	Various Emerging Companies	Export 101 training for Emerging new companies	20	NR	R300 000 (still need to send out TOR's)
1	Product Quality, Labelling and Packaging	Q1	Various Emerging Companies	Product quality, labelling and packaging of products - packaging List	20	NR	R15 000
1	Exhibitions Do's and Don'ts	Q1	Various Emerging Companies	Exhibition Do's and Don'ts	20	NR	R15 000
Information Sessions							
1	Nigeria Business & Export Forum	12 May 2021	Multi Sector	Export opportunities in West Africa	40 Existing/ Seasoned companies	FB	R4 500.00
1	Virtual PUM Information Session	24 June 2021	Multi Sector	The working of the PUM Programme	15 attendees	FB	Zero
1	Virtual SES Information Session	29 June 2021	Multi Sector	The working of the SES Programme	20 attendees	FB	Zero
Q1 Total Cost							R334 500.00
Training Sessions							
2	Advanced Exporter Training (2 days) Graduation Programme	25-26 August 2021	Multi Sector	Cargo Insurance and freight forwarding, role of customs, and financial institutions. Customs Acts.	10 Existing Exporters	FB	TBA
2	PUM Mentorship Programme	Dates TBC	Sector-Specific	Specific Mentorship	1 pre-selected company	FB	R20 000

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2	Pitfalls of Exporting	15 September 2021.	Multi Sector	Training on being Export ready	30 Seasoned	FB	R2 000
2	PUM Mentorship Programme	Dates TBC	Sector-Specific	Specific Mentorship	1 pre-selected company	FB	R20 000
2	SES Mentorship Programme	Dates TBC	Sector-Specific	Specific Mentorship	1 pre-selected company	FB	R20 000
2	Productivity SA (ECEP)	23 September 2021	Multi Sector	Productivity & Export Awareness Session	30 Various levels of companies	FB	EDTEA Funded
	TIKZN/SIPPO Export Marketing Plan Training	c/f from Q1 to 30 September 2021	Processed Foods & Natural Ingredients	The development of a workable export marketing plan	10 Companies	FB	TBA. Still on tender.
2	Trade Agreements	Q2	Various	Understanding and benefits of Trade Agreements	10	NR	R10 000
2	Costing	Q2	Various Emerging companies incl. Creative Industries	Product costing, export quotations	10	NR	R10 000
2	Intellectual Property - Trademarks; Patents; Designs, Copyrights	Q2	TPT Emerging companies	Importance of protecting your products	20	NR	R15 000
2	HS Codes and Risks	Q2	Various Emerging companies	Importance of correct coding	20	NR	R10 000
Information Sessions							
2	Hong Kong Outreach Programme	19 August 2021	Multi-Sector	Doing business with China via Hong Kong	20 Seasoned and Existing companies	FB	R2 000
2	Info. Session with Standard Bank	2 September 2021	Multi-Sector	Offshore Banking and Hedge-Fund Management	20 Seasoned and Existing companies	FB	R2 000
2	Information Session with SGS	30 September 2021	Multi Sector	Services as offered by SGS as well as the ensuing verification, certification and calibration certificates as issued.	15 Seasoned and Existing companies	FB	R1 500
Q2 Total Cost							R70 500.00
Training Sessions							

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3	PUM Mentorship Programme	Dates TBC	Sector-Specific	Specific Mentorship	1 pre-selected company	FB	R20 000
3	SES Mentorship Programme	Dates TBC	Sector-Specific	Specific Mentorship	1 pre-selected company	FB	R20 000
3	PUM Programme Info. Session	28 October 2021	Multi Sector	Information Sharing session covering the advantages of the PUM Programme.	20 Seasoned and Existing companies	FB	R2 500
3	Advanced Exporter Training (2 days)	10-11 November 2021	Multi sector	Methods of payment, comprising of cash-up-front, bank collections, and the workings of a letter of credit. Initial aspects of VAT on exports.	20 Seasoned and existing companies	FB	R40 000
3	PUM Mentorship Programme	Dates TBC	Sector-Specific	Specific Mentorship	1 pre-selected company	FB	R20 000
3	Productivity SA (ECEP)	7 December 2021	Multi Sector	Productivity & Export Awareness Session	30 Various levels of companies	FB	EDTEA Funded
3	International Standards and Certification	Q3	Various Emerging companies incl. TPT companies	Certificates required for Exports eg ISO, HACCP, HALAAL etc	20	NR	R20 000
3	Export Risks	Q3	Various Emerging companies	Risks associated with Exports	20	NR	R10 000
3	Product and Quality Development	Q3	TPT companies	How to improve a product	10	NR	R15 000
Information Sessions							
3	Information Session with Intertek	3 November 2021	Multi Sector	Intertek export markets and advantages of certification.	30 Seasoned and existing companies	FB	R2 000
3	Export Registration and SARS regulations and compliance.	1 December 2021	Multi Sector	Export Registration with SARS	25 Emerging, seasoned and existing companies	FB	R2 000
Q3 Total Cost							R131 500.00
Training Sessions							
4	SES Mentorship Programme	Dates TBC	Sector-Specific	Specific Mentorship	1 pre-selected company	FB	R20 000
4	PUM Mentorship Programme	Dates TBC	Sector-Specific	Specific Mentorship	1 pre-selected company	FB	R20 000

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4	Advanced Exporter Training (2 days)	17-18 February 2022	Multi Sector	Continuation on VAT and exports, Merchenting, the working of the USP System, the working of SAD 500.	20 Emerging companies	FB	TBA
4	SES Mentorship Programme	Dates TBC	Sector-Specific	Specific Mentorship	1 pre-selected company	FB	R20 000
4	Productivity SA (ECEP)	16 March 2022	Multi Sector	Productivity & Export Awareness Session	30 Various levels of companies	FB	EDTEA Funded
4	Market Research	Q4	Various Emerging companies	Fundamentals of foreign market research	20	NR	R10 000
4	SARS Tariffs and Duties	Q4	Various Emerging companies	Understanding SARS tariffs and duties	20	NR	R10 000
Information Sessions							
4	PUM Programme Info. Session	23 February 2022	Multi Sector	Information Sharing session covering the advantages of the PUM Programme.	20 Seasoned and Existing companies	FB	R2 000
4	SES Programme Info. Session	28 February 2022	Multi Sector	Information Sharing session covering the advantages of the PUM Programme.	20 Seasoned and Existing companies	FB	R2 000
Q4 Total Cost							R77 000.00
Total ESTIMATED Annual Operational Cost							R613 500.00