|  |
| --- |
| Profiling and Mapping Project |
| Conducted by  School of Business & Finance  University of Western Cape  Questionnaire  The Project seeks to profile the Capabilities and Capacities of Service Providers in the Oil and Gas Sector and the associated Subsectors Outcomes will include:   * Development of a Rating System * Facilitation of interventions on various levels (certifications, marketing etc.) * Facilitation of Skills Development * Enhancement of Local Content Initiatives * Informing Government on industry Capabilities & Capacities |
| **For queries regarding the project:** [sgool@uwc.ac.za](mailto:sgool@uwc.ac.za)  **Difficulties with the online questionnaire**: [abdulg@live.com](mailto:abdulg@live.com) |
|  |



Supplier Development Profiling Questionnaire

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1 ORGANIZATIONAL INFORMATION

|  |  |  |  |
| --- | --- | --- | --- |
| Name of Company |  | | |
| Physical Address |  | | |
|  | | |
|  | | |
| Tel: |  | Fax |  |
| Email: |  | Website |  |
| Head Office (Province) |  | | |
| Branches (Province) |  | | |
| Name of CEO / MD |  | |  |

## Legal status:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Sole proprietor / Partnership | **** | Close Corporation / Private Company | | **** |
| Trust | **** | Other Specify |  | |

## Number of years in existence:

|  |  |  |  |
| --- | --- | --- | --- |
| 0-2 years  **** | 3-4 years  **** | 5-10 years  **** | 11+ years **** |

# Nature of the business

## What is/are the primary activity/ies of your business? (In which subsector is your company located?)

|  |
| --- |
|  |
|  |

## What is/are the secondary activity/ies of your business?

|  |
| --- |
|  |
|  |

## Description of Products / Services:

|  |  |
| --- | --- |
| Products |  |
|  |  |
| Services |  |
|  |  |

# Key search words to capture your company activities

|  |
| --- |
|  |
|  |

# Revenue from the Oil and Gas Sector and Other

## What are the sources of Revenue?

|  |  |  |
| --- | --- | --- |
| **Revenue** | **National** | **International** |
| Oil and Gas Sector |  |  |
| Other Sectors |  |  |
|  |  |  |

## Which economic sectors are your client/customers in?

(Please enter the values as numbers. eg, 25%)

|  |  |
| --- | --- |
|  | **Percent of Revenue** |
| Oil & Gas |  |
| Renewable Energy |  |
| Tooling |  |
| Automotive |  |
| Agriculture |  |
| Mining |  |
| Other |  |
|  |  |

## What is your company’s main market?

(Please enter the values as numbers. Other Provinces exclude Western Cape)

|  |  |  |
| --- | --- | --- |
| **Market** | **Percentage of Revenue** | |
| **Other provinces** | **International** |
| Business to Business |  |  |
| General public |  |  |
| Government |  |  |
| Other (specify) |  |  |

## Where are your main markets situated? – complete table

|  |  |
| --- | --- |
| **Country** | **Exports %** |
| China |  |
| UK |  |
| Germany |  |
| US |  |
| Southern Africa |  |
| Northern Africa |  |
| Eastern Africa |  |
| Western Africa |  |
| Other International |  |

# CertificationS and AccreditationS

|  |  |  |
| --- | --- | --- |
|  | **Yes** | **No** |
| ISO 9000 |  |  |
| ISO 14000 |  |  |
| ISO 18000 |  |  |
| Other: |  |  |
|  |  |  |

# Suppliers

## What percentage of your procurement (by value) is imported? \_\_\_\_\_\_\_\_\_\_\_\_

## Where do your imports originate from?

|  |  |
| --- | --- |
| **Country** | **% of total Imports** |
| China |  |
| UK |  |
| Germany |  |
| US |  |
| Other |  |
|  |  |

## Your three main local (South African) suppliers and products/services supplied

|  |  |  |  |
| --- | --- | --- | --- |
| **Supplier** | **Location of Supplier** | **Product/Service** | **Percent of Cost of Goods Sold** |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

## Local Content

(eg. R 20 000 000)

|  |  |
| --- | --- |
| Revenue for previous financial year |  |
| Cost of imported goods |  |
| Cost of imported services |  |
| Cost of imported capital goods (Equipment) |  |

# Operations – Asset base

## Equipment

Name the equipment and in each cell put the number of pieces.

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **Size - Capacity** | | | **Age – Years** | | | | **Number** |
| **Equipment** | **Large** | **Medium** | **Small** | **0 - 5 yrs** | **5 – 15 yrs** | | **> 15 yrs** | **Total** |
| Eg. Lathe | 0 | 2 | 1 | 1 | 1 | | 1 | 3 |
|  |  |  |  |  |  | |  |  |
|  |  |  |  |  |  |  | |  |
|  |  |  |  |  |  |  | |  |
|  |  |  |  |  |  |  | |  |
|  |  |  |  |  |  | |  |  |
|  |  |  |  |  |  | |  |  |
|  |  |  |  |  |  | |  |  |

# Labour & skills

## #Number of Non-Peak (Normal Baseline) labour / Peak or Casual Labour

|  |  |  |
| --- | --- | --- |
|  | **Non-Peak (Normal Baseline)** | **Peak** |
| Casual Labour |  |  |

## Number of Employees

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Employees** | **0-10 ** | **11-20 ** | **21-50 ** | **51-100 ** | **101-200** | **201+ ** |

## Category of employment: (number employed in each category)

|  |  |
| --- | --- |
| **Occupational Group** | **Total** |
| Management |  |
| Professional |  |
| Skilled |  |
| Semi-Skilled |  |
| Unskilled |  |
| Clerical |  |
| Other (Specify) |  |

## Details of Specialised Skills?

|  |  |  |
| --- | --- | --- |
| Occupational Group | **Specialized Skill** | Number |
| Professional |  |  |
| Management |  |  |
| Skilled |  |  |
| Clerical |  |  |
| Other: |  |  |

## Which SETA/s are you registered with?

|  |  |  |  |
| --- | --- | --- | --- |
| MERSETA | FP&M SETA | TETA |  |
| CHIETA | Construction CETA | ServicesSeta |  |

## Do you receive SETA funding? Yes  No 

# BB-BEE Levels

## Empowering Supplier Yes  No 

## BBBEE level

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Level 1 **** | Level 2 **** | Level 3 **** | Level 4 **** | Level 5 **** |
| Level 6 **** | Level 7 **** | Level 8 **** | Not Compliant **** |  |

# Financial

### Revenue in the last financial year?

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| <R3m   | R3m- R10m  | R10m-R25m  | R25m-R50m  | R50m-R100m  | R100m-R250m  | >R250m  |

### How does this compare to the previous year?

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Decreased by >10%  | Decreased by <10%  | Stayed roughly the same  | Increased <10%  | Increased by >10%  |

## Costs

Indicate your main input costs

|  |  |  |  |
| --- | --- | --- | --- |
| **Type** | **Percentage of total Costs** | **Percentage** | |
| **Local** | **Imported** |
| Raw material |  |  |  |
| Labour |  |  |  |
| Overheads |  |  |  |
| R&D |  |  |  |
| Consulting |  |  |  |
| OTHER Specify \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |  |  |  |

## Investment

What investments in infrastructure / services will you make this financial year?

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **R million** | **<1** | **2 – 5** | **5 - 10** | **10 - 50** | **> 50** |
| Machinery and equipment |  |  |  |  |  |
| R&D |  |  |  |  |  |
| Technology |  |  |  |  |  |
| New products |  |  |  |  |  |

## Skills Investment

What investments in skills development will you make this financial year?

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **R million** | **<1** | **2 – 5** | **5 - 10** | **10 - 50** | **> 50** |
| On-the-job training |  |  |  |  |  |
| Skills development |  |  |  |  |  |
| University (bursaries) |  |  |  |  |  |
| Other Specify |  |  |  |  |  |
|  |  |  |  |  |  |

# Future outlook

## Growth prospects - What are your expectations for growth next year?

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Decrease by >10%  | Decrease by <10%  | Stay roughly the same  | Increase <10%  | Increase by >10%  |
| Comments |  | | | |

## Barriers

What are the main barriers that impact the growth and development of your business?

Rate the following on a scale from 1(no impact) to 5 (Huge Impact)

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Lack sufficient capacity (Size) *(Jobs too large to quote on)* |  |  | Uncertainty about future demand |  |
| Labour market inflexibility  *(Ability to hire and fire workers)* |  |  | Cheap Imports  *(low duties on imported finished goods)* |  |
| Lack of appropriate technology *(don’t have the proper technology to meet required standards)* |  |  | Delayed payment to SMMEs  *(incompetent & unsympathetic administrative staff)* |  |
| Finance not accessible  *(Collateral required from SMMEs excessive)* |  |  | Skills shortage |  |
| Location (Western Cape) *(most of business is with Gauteng)* |  |  | High duties on imported Inputs *(cannot compete with imported finished goods)* |  |
| High Cost of Compliance *(Regulations, BEE, Labour Law)* |  |  | Other: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |  |
| Other: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |  |  | Other: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |  |

## Key Enabling Factors

What are the key factors that will enhance the growth and development of the industry?

Rate the following on a scale from 1(no impact) to 5 (Huge Impact)

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Clustering  *(collaboration between companies)* |  |  | Development of good Quality Management Systems |  |
| Make the Setas more responsive to the needs of industry  *(Need to be more industry focused)* |  |  | Develop multi-skilled apprentices |  |
| Increase tariffs on exported raw materials to encourage beneficiation |  |  | Other (please specify) |  |
| Other (please specify) |  |  | Other (please specify) |  |

|  |  |
| --- | --- |
| Comments |  |
|  |
|  |

Return questionnaire to: Fax: 021 9591518 Email [sbf@uwc.ac.za](mailto:sbf@uwc.ac.za)

# Appendix

## Green Cape Questions

### What is your average monthly energy consumption?

|  |  |  |  |
| --- | --- | --- | --- |
| **Electricity Consumption (KWhr)** |  | **Peak Demand (KVA)** |  |
| **GAS** |  |  |  |
| **Diesel** |  |  |  |
| **Other: Specify** |  |  |  |

### Energy efficiency

### Have you implemented any energy efficiency interventions in the past year? Yes  No 

(If yes, please specify nature, investment amount and savings achieved)

|  |
| --- |
|  |
|  |

**Questionnaire Extras**

Would you like to comment on the Questionnaire?

|  |
| --- |
|  |
|  |
|  |

Would you like to comment on this initiative?

|  |
| --- |
|  |
|  |
|  |

Are there any other questions that you think should be addressed?

|  |
| --- |
|  |
|  |
|  |

Is there any advice that you would like to give SAOGA?

|  |
| --- |
|  |
|  |
|  |