



# 2023

## PARTNERSHIP PROSPECTUS



**12-13 September**

**2023** 📍 Gallagher Convention Centre, Midrand

**20 September**

**2023** 📍 Online



Enterprise & Supplier  
DevelopmentEvent

Sponsored by



SmartProcurementWorld  
CORPORATE EXPO

# SA's leading Proposal, Pitch & Procurement Professional Development Event

This year's theme:

**"Back to Basics"**

There is no doubt that the global pandemic has put a spotlight on the role of procurement and supply chain as it is now seen as a strategic business advisor to internal stakeholders.

APMP SA and Smart Procurement has enjoyed supporting the role of proposal and procurement professionals. We do this by bringing the industry together to learn, share and collaborate.

The new normal is here to stay and local and global supply chains are taking a stand to make sure that they are relevant and thriving.

We are excited to have a physical event and keeping the online conference model for both audiences.

Do you have relevant solutions or products to showcase to this audience?

Join us for our co-located events:

Physical Conference at Gallagher Convention Centre:

**12 September 2023 - APMP SA Conference**

12-13 September 2023 - Smart Procurement World Indaba  
Online event  
20 September 2023

Will you be a part of this exclusive, leading and trusted industry gathering?





# i Who are we

The Association of Proposal Management Professionals (APMP) is the internationally accepted authority serving and educating those who win business to drive revenue to their organisation. It is the industry that serves all industries and promotes the professional growth of its members by advancing the arts, sciences, and technologies of bids and proposals.

The APMP South Africa (SA) Chapter was formed in 2009 and is dedicated to increasing recognition in our region and expanding into the rest of Africa. We are a not-for-profit organisation committed to professional growth.

**Our purpose is to empower professionals with the skills and confidence to win business, fuel growth and safeguard the sustainability of our economy.**

APMP offers a global network of professionals in over 72 countries with **11 400 members** and growing. APMP has been home to Bid, Proposal, Pitch, Capture, Business Development, Graphics Professionals and more since 1989. APMP is where we take winning seriously.

Smart Procurement is a division of Commerce Edge South Africa. A level 1 BEE Company. Smart Procurement engages the procurement community from across the country to over **24 000 professionals** annually.

Smart Procurement represents Africa's largest professional online community through Africa Supply Chain in Action and Made in Africa. These initiatives bring together 4 000+ African businesses and practitioners.

Smart Procurement World continues to link SMMEs to buyers across South Africa and the conference and exhibition will once again run alongside the Absa ESD conference and expo, which will be attended by 200+ of our top blackowned suppliers hosted by our corporate partners.

**By bringing proposal and procurement professionals together, we enable collaboration from both sides of the table.**

The event provides a dedicated focus on each profession with shared networking.

## Our Audience

APMP & Smart Procurement engages a wide public and private sector audience through:

- Online community
- Conference events



11,400+  
Members  
12,900+  
Certified Professionals



200+  
Members  
350+  
Certified Professionals

## Smart Procurement World Social Media community



LinkedIn  
24 000+



Facebook  
3200+



Twitter  
1800+



Instagram  
500+





# Your Opportunity

The Annual APMP SA and Smart Procurement World Indaba will be hosted physically for the second time since 2019. An additional online event will run on another day. This will ensure maximum networking and engagement opportunities whilst still maintaining safety protocols and catering to both audiences.

The annual national event will bring together 500+ live event attendees and 500+ online proposal, supply chain and procurement professionals from South Africa and beyond.

**Book now to be part of it.**

This is a community for them to:



*Share and engage to meet the profession's skills gap.*



*Showcase leading case studies, products and services.*



*Identify partners and future strategies to take their organisation to the next level.*

As a solutions provider, this is your opportunity to tap into this platform, showcase your offering and do business with SA's largest professional gathering.

## Who you will meet

- Bid/Proposal Managers • Proposal Writers • Win Strategists • Success Managers
- Content Managers • Knowledge Managers • Business Development Managers
- Sales Managers • Bid/Proposal Administrators • Success Enablers • Editors
- Graphic Designers • Account Managers • Chief Procurement Officers • Heads of Supply Chain • Chief Buyers • Transformation Managers • Supplier Development Manager • Tender Managers • Purchasing Managers • Sourcing Managers
- Commodity Managers • Category Managers • Contract Managers • Logistics Managers • Supply Chain Managers • Operations Managers • Portfolio Managers

## Absa ESD Event

### Service Providers

- Proposal Automation
- Sales Automation
- Content Management
- Printing & production
- Marketing
- ICT and Telecoms
- E-Procurement
- Contract Management
- Commodity Sourcing

### Consultants

- Proposal & Pitch
- Procurement
- Supply Chain
- Cost Management
- Asset Management
- Business Process Outsourcing
- Forensics
- Legal
- Risk Management

## Buyers who Attended



### A

ABSA GROUP LTD  
ADAPT IT HOLDINGS  
ADDIS ABABA UNIVERSITY  
AECI LIMITED  
AECI MINING LIMITED  
AECI WATER  
AFMS GROUP (PTY) LTD  
AFRICAN OXYGEN LIMITED (AFROX)-  
HEAD OFFICE  
AFRIMAT LTD  
AFRISAM SOUTH AFRICA (PTY) LTD  
AGILUS SOLUTIONS  
AGRICULTURE AND RURAL  
DEVELOPMENT NORTH WEST  
ALAN DAY CAPITAL (PTY) LTD  
ALEXANDER FORBES  
ALPLA PACKAGING PTY LTD  
ALTO TRAINING  
ANGLO AMERICAN SOUTH AFRICA  
ANGLO AMERICAN ZIMELE LTD  
ARENA HOLDINGS (PTY) LTD  
ARMSCOR- ARMAMENTS CORPORATION  
OF SOUTH AFRICA SOC LTD

### B

BANK OF UGANDA  
BARLOWORLD SIYAKHULA (PTY) LTD  
BEE123  
BELGIUM CAMPUS ITVERSITY  
BIDVEST FACILITIES MANAGEMENT  
BIDVEST INTERNATIONAL LOGISTICS  
BLACK UMBRELLAS  
BMW SOUTH AFRICA (PTY) LTD  
BORBET SOUTH AFRICA (PTY) LTD  
BOSCH REXROTH  
BOTSWANA ASH (PTY) LTD  
BOTSWANA COMMUNICATIONS  
REGULATORY AUTHORITY- BOCRA  
BOTSWANA HOUSING CORPORATION  
bp SOUTHERN AFRICA (PTY) LTD  
BRYTE INSURANCE COMPANY LTD

### C

CANYON COAL (PTY) LTD  
CAST PRODUCTS SOUTH AFRICA  
(PTY) LTD  
CBRE FACILITIES MANAGEMENT (PTY)  
LTD  
CCBSA - HEAD OFFICE (COCA-COLA  
SOUTH AFRICA)  
CELL C (PTY) LTD.  
CGC CONSULTING SERVICES  
CHARTERED INSTITUTE OF LOGISTICS  
AND TRANSPORT SOUTH AFRICA  
(CILTSA)  
CITIBANK SOUTH AFRICA  
CITY OF TSHWANE METROPOLITAN  
MUNICIPALITY  
COCA COLA BEVERAGES AFRICA  
COCA-COLA BEVERAGES SOUTH  
AFRICA (PTY) LTD - CCBSA (PE)  
COMMERCE EDGE SOUTH AFRICA  
(PTY) LTD  
CUMMINS SOUTH AFRICA (PTY) LTD  
CURRO HOLDINGS LTD

### D

DELOITTE - HEAD OFFICE  
DENEL CORPORATE OFFICE  
DEPARTMENT OF ECONOMIC  
DEVELOPMENT, ENVIRONMENTAL  
AFFAIRS AND TOURISM - EASTERN CAPE  
DEPARTMENT OF SCIENCE AND  
INNOVATION  
DEPARTMENT OF WOMEN, YOUTH AND  
PERSONS WITH DISABILITIES (DWYPD)  
DEPARTMENT: HUMAN SETTLEMENT,  
PUBLIC SAFETY AND LIAISON- NORTH  
WEST  
DFC CARGO PTY LTD  
DHL EXPRESS SA  
DHL INTERNATIONAL (PTY) LTD

DIMENSION DATA (PTY) LTD- GROUP  
HEAD OFFICE  
DISCOVERY HEALTH (PTY) LTD  
DOOKA  
DYY INVESTMENT

### E

EOH  
ESWATINI COMMUNICATIONS  
COMMISSION

### F

FINANCIAL SECTOR CONDUCT  
AUTHORITY (FSCA)  
FIRST NATIONAL BANK OF SOUTH  
AFRICA LIMITED-FNB  
FM SOLUTIONS (PTY) LTD  
FORD MOTOR COMPANY  
FRASER ALEXANDER (PTY) LTD  
FREE STATE DEPARTMENT OF  
ECONOMIC, SMALL BUSINESS  
DEVELOPMENT, TOURISM &  
ENVIRONMENTAL AFFAIRS - DESTEA  
FREE STATE DEPARTMENT OF SPORTS,  
ARTS, CULTURE AND RECREATION  
FREE STATE OFFICE OF THE PREMIER  
FRY'S METALS A DIVISION OF ZIMCO  
GROUP (PTY) LTD  
FUZZY LOGIC

### G

GAMAGARA LOCAL MUNICIPALITY  
GIBELA RAIL TRANSPORT CONSORTIUM  
GJIMA TECHNOLOGIES  
GLAXOSMITHKLINE (GSK)GAUTENG  
GOVERNMENT EMPLOYEES MEDICAL  
SCHEME (GEMS)  
GROWTHPOINT PROPERTIES  
MANAGEMENT SERVICES (PTY) LTD  
GUARDRISK

### H

HENSOLDT OPTRONICS (PTY) LTD

### I

IMM GRADUATE SCHOOL  
IMPERIAL GROUP  
IMPERIAL LOGISTICS  
IMPERIAL SASFIN LOGISTICS  
INDUSTRIAL LOGISTIC SYSTEMS  
INDUSTRIAL LOGISTIC SYSTEMS (PTY)  
LTD  
INFRA AFRICA HOLDINGS  
INKOMATI USUTHU CATCHMENT  
MANAGEMENT AGENCY  
INVESTEC ASSET MANAGEMENT

### J

JSE LIMITED

### K

KWAZULU NATAL PROVINCIAL TREASURY

### L

LAFARGE INDUSTRIES SOUTH AFRICA  
(PTY) LTD  
LAKWEMA CONSULTING LTD PTY  
LEAN ENTERPRISE ACCELERATION  
PROGRAMMES (PTY) LTD  
LESOTHO COMMUNICATIONS  
AUTHORITY  
LEXIS NEXIS SA  
LIBERTY GROUP LTD  
LIFE HEALTHCARE (PTY) LTD  
LIMPOPO PROVINCIAL TREASURY  
LINKAGE PTY LTD  
LUMI TECHNOLOGIES

### M

M&S LOGISTICS  
MAKRO SA (PTY) LTD  
MARSHAN TECHNOLOGIES  
MASHOBANE ADVISORY SERVICES

MASSMART HOLDINGS  
MCKINSEY & COMPANY  
MINOPEX (PTY) LTD  
MINTEK (COUNCIL FOR MINERAL  
TECHNOLOGY)  
MIWAY  
MTC NAMIBIA  
MTN SOUTH AFRICA (PTY) LTD  
MULTOTEC MANUFACTURING (PTY)LTD  
MVELO CONSULT CC

### N

NEDBANK CAPITAL  
NEDBANK LTD - HEAD OFFICE  
NEOPAK CORRUGATED  
NERSA - NATIONAL ENERGY REGULATOR  
OF SOUTH AFRICA  
NILE FREIGHT BROKER (PTY) LTD  
NORTH WEST DEPARTMENT OF FINANCE  
NORTH WEST DEPARTMENT OF HEALTH  
NORTH WEST DEPARTMENT OF  
LOCAL GOVERNMENT AND HUMAN  
SETTLEMENTS  
NORTH WEST DEPARTMENT OF RURAL,  
ENVIRONMENT AND AGRICULTURAL  
DEVELOPMENT  
NORTH WEST PROVINCIAL TREASURY  
NORTHERN CAPE DEPARTMENT OF  
EDUCATION  
NXTXN

### O

O FEARGHAIL (PTY) LTD  
OLD MUTUAL INSURE- JOHANNESBURG  
OPEN WINDOW INSTITUTE  
ORACLE CORP (SA) (PTY) LTD  
OXALYS TECHNOLOGIES

### P

PEARSON HOLDINGS (PTY) LTD / C/I  
PERISHABLE PRODUCTS EXPORT  
CONTROL BOARD (PPECB)  
PPC CEMENT  
PROCURESENSE  
PRODUCTION X  
PROFITSHARE PARTNERS  
PROTEA CHEMICALS - WADEVILLE  
PROVINCIAL TREASURY - GAUTENG

### R

RAND WATER - HEAD OFFICE  
RAND WATER - SCIENTIFIC SERVICES  
(VEREENIGING)  
RARA AVIS FREIGHT & LOGISTICS  
RIO TINTO  
ROYAL BAFOKENG ENTERPRISE  
DEVELOPMENT  
ROYAL BAFOKENG PLATINUM  
ROYAL BAFOKENG PLATINUM MINES

### S

SA BREWERIES (ABINBEV)  
SAINT-GOBAIN CONSTRUCTION  
PRODUCTS SA  
SAINT-GOBAIN HEAD OFFICE  
SAMSUNG ELECTRONICS SA  
SAMSUNG SDS  
SAP IS & BN  
SAPICS  
SASOL OIL (PTY) LTD  
SASRIA SOC LIMITED  
SCAN GLOBAL LOGISTICS SA (PTY) LTD  
SEARCHLIGHT  
SEPHAKU CEMENT (PTY) LTD  
SERVEST (PTY) LTD  
SIBANYE STILLWATER  
SIEMENS SOUTH AFRICA  
SILULUMANZI  
SIYANDA BAKGATLA PLATINUM MINE  
SOUTH AFRICAN FORESTRY COMPANY  
(LTD) (SAFCOL)  
SOUTH AFRICAN LOCAL GOVERNMENT  
ASSOCIATION - SALGA

SOUTH AFRICAN MANUFACTURING  
TECHNOLOGY DEMONSTRATION CENTRE  
(SMTDC)  
SOWETO BUSINESS ACCESS  
STANDARD BANK OF SOUTH AFRICA  
LIMITED  
SUN INTERNATIONAL LTD

### T

TCS  
TELKOM SA (LTD) - CENTURION  
TELKOM SA SOC  
TETA  
THE AFMS GROUP  
THE DE BEERS GROUP OF COMPANIES  
THE DEPARTMENT OF TRADE AND  
INDUSTRY - DTI  
THE DIFFERENCE MAKERS NPO  
THE IQ BUSINESS GROUP  
THE SOUTH AFRICAN BREWERIES  
(PTY) LTD  
THUNGELA RESOURCES  
TIBS  
TIGER BRANDS LTD  
T-MARC HOLDINGS  
TOTAL ENERGIES MARKETING SOUTH  
AFRICA  
TOURVEST TRAVEL SERVICES  
TRANSNET ENGINEERING - HEAD OFFICE  
TRANSNET FREIGHT RAIL - HEAD OFFICE  
TRANSNET PROPERTY  
TRANSNET SOC LIMITED  
TRANSPARENT RECOVERY SOLUTIONS  
TRANSPARENT SA  
TRANSTECH CONSOLIDATION AND  
PROCUREMENT (PTY) LTD  
TSEBO SOLUTIONS GROUP

### U

UMGENI WATER SERVICES PTY LTD  
UNITED NATIONAL BREWERIES (UN-  
BREWERIES)  
UNIVERSITY OF JOHANNESBURG - UJ  
UNIVERSITY OF PRETORIA  
UNIVERSITY OF THE WITWATERSRAND

### V

VELIZO MANAGEMENT  
VISA  
VOLKSWAGEN FINANCIAL SERVICES  
SOUTH AFRICA (PTY) LTD  
VOLVO GROUP

### W

WACO AFRICA (PTY) LTD  
WANAMA SOLUTIONS  
WDBO  
WESTERN CAPE DEPARTMENT OF  
TRANSPORT AND PUBLIC WORKS  
WESTERN CAPE GAMBLING AND RACING  
BOARD  
WHOLESALE AND RETAIL SECTOR  
EDUCATION AND TRAINING AUTHORITY  
(W&R SETA)  
WIL ( WORLDWIDE INTEGRATED  
LOGISTICS)  
WILAT  
WITS UNIVERSITY  
WOOLWORTHS (PTY) LTD  
WOOLWORTHS FINANCIAL SERVICES

### Y

YAFRICA

# Best of **both** Worlds

## Benefits of Participation:

# 1 000+ Targeted Audience



### Physical Event

- 2 Day access to an exclusive live audience of 700+ key senior decision-makers.
- Leverage the appetite for face to face engagement.
- Showcase your leadership and innovation via the physical exhibition.
- Leverage the opportunity to launch new products/solutions.



### Online Benefits

- Greater audience reach
- Managed metrics of audience engagement
- Extended exposure of your brand via the Smart Procurement World Online Community
- Flexibility for innovative engagement with delegates
- Interactive dedicated eventing platform

### Bonus

All event conference and exhibition partners get a premium booth and partner presence at the one-day Smart Procurement World Online Indaba 2023.



# Partnership



There are various levels of partnership options that span from having a presence in the conference agenda and showcasing your industry leadership to having an exhibition stand to network and leverage facilitated delegate meetings.

Due to our commitment to delivering a world-class 17th annual and the second live event in 3 years, whilst still maintaining all safety protocols, event participation is limited and on a first-come basis.

## Partnership Options

Benefits	Diamond	Platinum	Gold	Silver	Bronze
<b>Physical Conference</b> 12-13 September 2023					
Exhibition Stand Size	20	12	12	9	6
Panel Participation	●	●	●		
Host Panel Discussion	●	●			
Stand Alone Session	●				
Conference Delegate Passes	10	7	5	3	1
Advert in Conference brochure / manual	●	●	●		
Delegate List	●	●	●		
Facilitated Meetings	●	●	●		
Pre/Post/Onsite Marketing	●	●	●	●	●
	Premium	Premium	Premium	Standard	Standard
<b>Online Conference</b> 20 September 2023					
Virtual Booth	●	●	●	●	●
Unlimited Delegate Passes	●	●	●	●	●
Video Advert in Conference	●	●	●		
Analytics of Engagement	●	●	●	●	●
Pre/Post/Onsite Marketing	●	●	●	●	●
	Premium	Premium	Premium	Standard	Standard
<b>Investment ZAR</b> (excl VAT)	<b>R310 000</b>	<b>R245 000</b>	<b>R210 000</b>	<b>R110 000</b>	<b>R65 000</b>

### Custom Partner options to Sponsor

- » Session
- » Cocktail
- » Lunch
- » Speed Networking
- » Inserts in Delegate Bags
- » Delegate Bags
- » Lanyards
- » Registration
- » *Custom Packages on request*





[View the 2022 Indaba post event report](#)



# Contact us



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APMP SA

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APMP SA

Smart Procurement World



**Twitter**

Smart Procurement World

@SmartProcure



**Instagram**

Smart Procurement World



**YouTube**

Smart Procurement

Let us help you  
tailor-make a  
package to suit  
your specific  
strategy and  
budget.



**SmartProcurement  
World**

# Past Partners

Professional Body Partner



Official Regional Government Strategic Partner



Gauteng Province Partner



Industry Body Partners



Strategic Local Government Partner



Platinum Sponsors



Platinum Sponsor & CxO Host



Official Courier / Signage Partners



Gold Sponsors



Official Print Partner



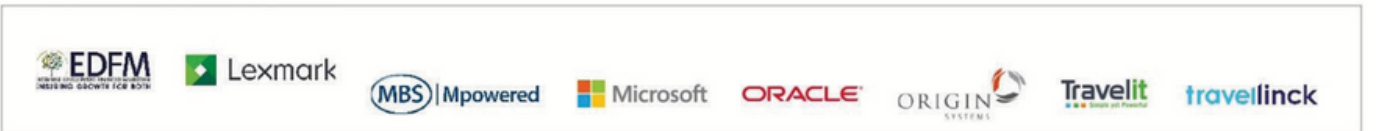
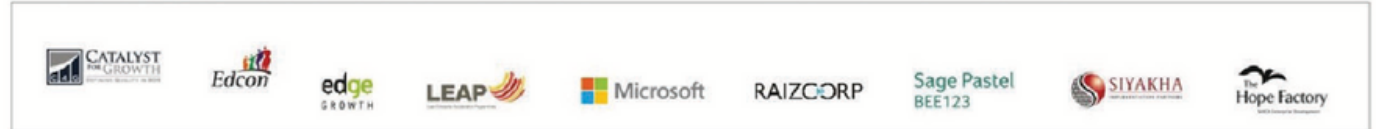
Official Accommodation Partner



Enterprise Development Hosts



Enterprise Development Partners



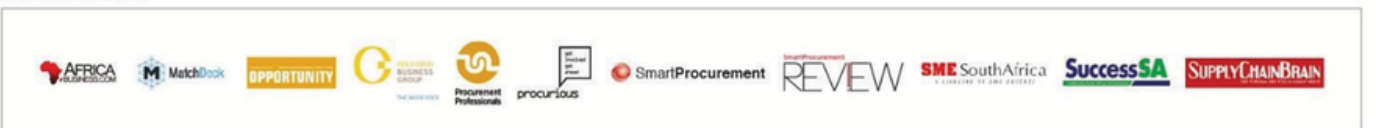
Exhibitors



Affiliates



Media Partners





Enterprise & Supplier  
**Development**Event

South Africa's leading  
Proposal, Pitch &  
Procurement Professional  
Development Event