



MLB Strategic Support (Pty) Ltd

A truly empowered exempted micro enterprise (EME), Level 1 specialising in consulting on transformation-related issues, procurement and the facilitation of sponsorship and funding agreements.

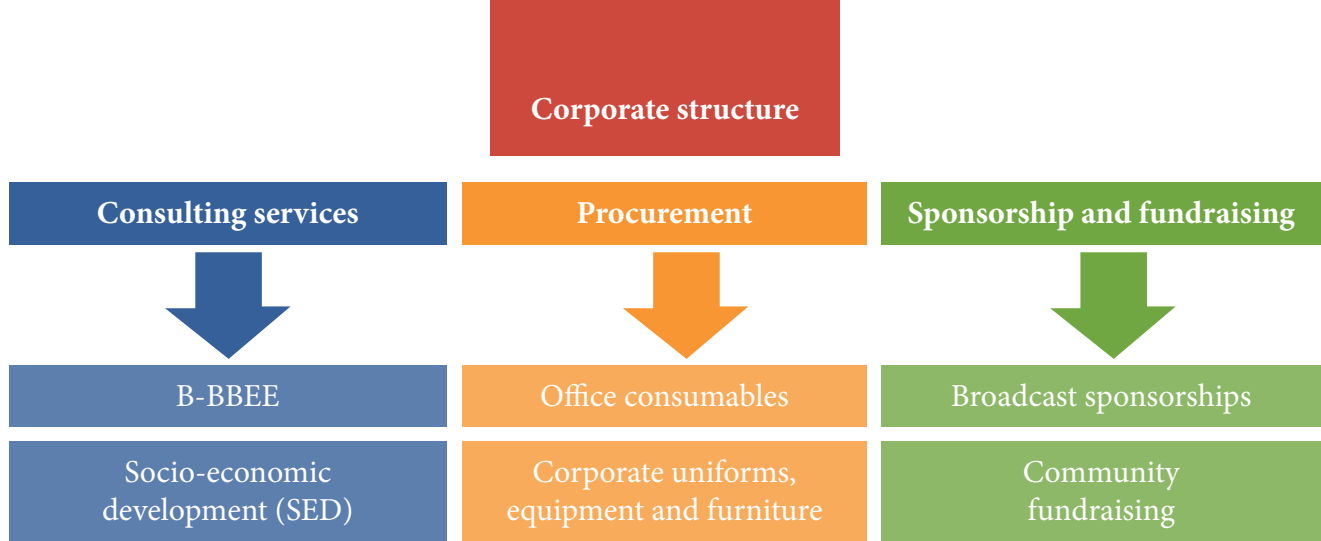


MLB Strategic Support (MLB) positions itself as an extension of the client's business through meaningful partnerships and value-added services. Led by Don Ray Malabie, whose experience in the corporate sector goes back 25 years, the company develops intimate knowledge of clients' business needs in order to continually and proactively identify opportunities to add more value.

The company was registered in 2016, 100% black owned, and it is a Level 1 B-BBEE compliant. Its expertise lies in:

- consulting on Broad-Based Black Economic Empowerment (B-BBEE)
- consulting on socio-economic development (SED)
- procurement of goods on behalf of clients
- negotiation of broadcast sponsorships
- fundraising for community development initiatives





Consulting services: B-BBEE

We understand the broad-based black economic empowerment terrain

MLB provides consultation services regarding B-BBEE to a wide range of clients, ranging from the simplest and most straightforward questions to the most complex issues and challenges. We provide tailored services to meet each client's unique requirements and transformation vision.

Our services include:

Knowledge transfer – what transformation and B-BBEE is all about

Review of existing independent B-BBEE ratings – analysis, propose targets and strategy development

Transformation policies – review of policies related to B-BBEE

Documentation – collation and completion of documents in preparation for independent B-BBEE ratings

Rating – management of the entire independent rating process

Review of new independent ratings – advice on the outcome of the rating and strategies to improve and maintain performance

We offer dedicated and value-adding services, allowing our clients' employees to focus on implementing the business strategy and growing the bottom line.

Consulting services: SED

We are passionate about sustainable social development

We offer advisory services regarding the planning and implementation of corporate social investment programmes, with a specific focus on socio-economic development (SED), as defined in the B-BBEE Codes of Good Practice, where it is aimed at achieving and sustaining positive social and economic development.

We implement quality solutions from strategy inception to implementation of activities, performance and financial management as well as monitoring and evaluation. Our offering also facilitate the capacity building of the beneficiaries of SED initiatives. We understand that non-profit organisations (NPOs), public benefit organisations (PBOs) and community-based organisations (CBOs) generally have a shortage of skills and require support in executing their project objectives.

Our services include:

Review of current initiatives and strategic guidance

Identification of appropriate opportunities

Facilitation and management of all contractual formalities between the donor and recipients

Management of programme implementation

Monitoring, evaluation and reporting



SED areas covered include:

- **Education**
Support for community education facilities and programmes at secondary and tertiary levels aimed at creating conducive learning environment
- **Training**
Community training, skills development for the unemployed, adult basic education and financial literacy
- **Development**
Relevant developmental programmes for the youth and communities
- **Environment**
Support of conservation projects, community clean-up projects and food garden initiatives
- **Job creation**
Relevant initiatives aimed at addressing high unemployment
- **Arts and culture**
Support of programmes aimed at developing talent
- **Health**
Support of community clinics and health programmes
- **Sport**
Support of recreational facilities and sports development programmes

Working in various sectors has afforded us the opportunity to gain valuable broad-based experience to implement SED initiatives for small and large businesses. We also have established relationships and partnerships with organisations that provide in-depth research and impact assessment for such programmes.

Our commitment

- Guaranteed return on investment
- High ethical standards
- Established partnerships
- Protection of the client's interests at all times



Procurement

Benefit from our extensive procurement expertise

MLB helps clients source goods that are essential to the successful implementation of their business strategy. We develop intimate knowledge of our clients' business needs in order to continually and proactively find opportunities to add more value. We endeavour to stay ahead of the curve by creating innovative new ideas and products, testing them and supplying them.

Our service comprise:

Sourcing – identifying products relevant to clients' needs

Negotiation – securing good value for money for clients

Management – ensuring quality and delivery of goods

Communication – keeping clients informed at each step in the process

Accountability – managing purchase orders, invoices and reporting

Our commitment

- The best price on time and on budget
- Consistency of supply and delivery
- Quality assurance
- Realistic turnaround and response times
- Long-term partnerships with clients



Sponsorship and funding

Partner with us in implementing your sponsorship and CSI funding strategies

MLB has experience in cultivating and managing various types of sponsorships, including broadcast sponsorship, as well as funding of a variety of corporate social investment (CSI) community initiatives.

We identify programmes that have values the brand can share, strengthening the company's image in a subtle but influential way. We always ensure that the sponsored initiative is a good fit with the brand's personality, demonstrates strong social commitment, creates community goodwill and, ideally, offers a unique partnership with the brand.

We help clients:

Identify appropriate sponsorship, donation and funding opportunities

Prepare a business case

Develop and negotiate agreements

Implement, monitor and measure success and compile reports

Manage client and community relationships





Our commitment

We pride ourselves in our expertise and professionalism as a truly empowered South African enterprise. We would be delighted to help you meet your transformation, procurement and sponsorship objectives.

If you would like to know more, please get in touch with us using the details below.



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