



COMPANY CASE STUDY

nFold's participation in our public sector procurement program demonstrated their professionalism, reliability, and expertise. They shared timely and relevant information about upcoming public sector procurement regulations changes, which we had not known previously. This showcases nFold's commitment to staying informed and delivering accurate, up-to-date information to clients.

Introduction

The Johannesburg Business School Centre for Entrepreneurship (JBSCE) at the University of Johannesburg is dedicated to teaching small businesses how to operate efficiently and sustainably.

The Centre provides integrated entrepreneurial development support, including training, mentorship, and business coaching. However, they identified a gap in their short learning programmes, specifically in proposal writing and tendering. To address this challenge, JBSCE partnered with nFold, a strategic proposal and pitch consultancy, experienced in proposal writing and tendering, to provide the training for their SMEs.

Problem

Many SMEs at the Centre for Entrepreneurship struggled to access markets and create persuasive value propositions and business proposals, particularly for public sector procurement.

This issue led to many small businesses and entrepreneurs failing to advance past the first stage of adjudication in the private and public sectors, as well as for grant funding.

The problem was not due to the quality of their products or pricing, but because they could not effectively communicate their value proposition or meet tender requirements.

Solution

To address this challenge, JBSCE engaged nFold to facilitate proposal and tender writing classes for their SMEs.

nFold's experienced professionals provided real-life examples and guidance, bridging the gap between textbook learning and practical implementation. The training included insights and up-to-date information on public procurement regulations.

nFold's hands-on approach and industry expertise ensured that the SMEs received practical, relevant, and current information.



"nFold has consistently shown professionalism, reliability, and expertise, which has led to successful outcomes for our students. Their industry recognition and impact are evident in the positive feedback we have received from students who have benefited from their training"

Carol Keshy

Senior Operations Manager
at the Johannesburg
Business School Centre for
Entrepreneurship





"I am delighted to endorse nFold as a valuable partner for organisations aiming to enhance their tender processes and efficiency."

Omphile Modise-Mashishi

Project Manager for the Enterprise and Supplier Development Program at the Centre for Entrepreneurship

RESULTS

The training provided by nFold had a measurable impact on the small businesses, as evidenced by the feedback they received from students.

Many reported a better understanding of the requirements and expectations for proposal and tender submissions. One SME even secured funding following the training.

This indicated that the training was beneficial and allowed SMEs to progress further in the adjudication process than before.

The programs presented by nFold led to several key outcomes.

1. SMEs gained valuable knowledge about public sector procurement, enabling them to compete effectively in the public sector.
2. SMEs learned how to create standout proposals, enhancing their chances of winning contracts.

As a result, SMEs were better prepared to succeed in the public sector and contribute to the economy.

CONCLUSION

nFold's tendering and proposal writing training proved to be an invaluable addition to the JBSCE's curriculum. By partnering with nFold, JBSCE was able to address a gap in its offerings and provide SMEs with the tools needed to win business and secure funding. The combination of textbook knowledge and real-life experience from nFold made the learning process effective and engaging.

"We highly recommend nFold to other institutions, peers, and business schools looking for industry-specific training and support in public sector procurement and persuasive proposal writing."

Their expertise, hands-on approach, and commitment to providing up-to-date information make them a valuable partner for institutions seeking to empower their entrepreneurs.

