



# Technical support and coaching intervention on the internal quality systems Information session

## 17 November 2023



**forestry, fisheries  
& the environment**

Department:  
Forestry, Fisheries and the Environment  
**REPUBLIC OF SOUTH AFRICA**

THE **ABS**  
CAPACITY  
DEVELOPMENT  
INITIATIVE



Schweizerische Eidgenossenschaft  
Confédération suisse  
Confederazione Svizzera  
Confederaziun svizra

Swiss Confederation

Federal Department of Economic Affairs,  
Education and Research EAER  
**State Secretariat for Economic Affairs SECO**

# ABioSA project timeline

## ABioSA phase I

(Feb'18 – Oct'21)

1. Development of 6 Sector plans
2. Capacity & financial support to 36 SMMEs

## ABioSA phase II

(Nov'21 – Dec'24)

1. Implementation based on selected SDPs
2. Additional capacity & financial support to SMMEs linked to selected SDP species

# 1. ABioSA project introduction

**Funder:** Swiss state secretariate for economic affairs (SECO)

**Implementer:** Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)

**Govt partner:** Department of Forestry, Fisheries and the Environment (DFFE)

## GIZ ABioSA phase II (Nov 2021 – Dec 2024) objective

Support the development of a resilient gender-responsive ABS-compliant *southern African* biotrade sector, through a systemic competitiveness approach to increase market access for value-added natural ingredients and products.

### Component 1

Fostering southern African SMME innovation and growth with technical and financial support (micro-level).

### Component 2

Support the strengthening the sector through sector-level technical and financial assistance (meso-level)

### Component 3

Developing and brokering of knowledge products, tools and processes as a vehicle for stakeholder engagement (micro-, meso- and macro-levels)

# ABioSA Implementation

## Component

### 1

Fostering southern African SMME innovation and growth with technical and financial support (micro-level)

1. Support the strengthening of the BioPANZA finance cluster and the NIPF manager to respond to SMME needs.

2. Financial support to ABS compliant/investment ready southern African SMEs.

3. Technical support to emerging southern African SMMEs.

Call for individual SMMEs in January/February'23 ABioSA 

# ABioSA Phase II Log frame/Results Matrix

## Module Indicators/targets

1. Increased confidence in the South(ern) African ABS compliant value chains by EU markets for traceability, quality, safety, consistency etc. by **2** confidence points on a scale from 1 - 10
2. **19** ABS compliant SMMEs access existing/new local and global markets with new products of which **50%** SMMEs are women owned/led
3. Creating **150** new permanent and **1500** new seasonal jobs (higher income/improved employment & new jobs) of which **50%** jobs are women
4. Increased annual trade volume of **USD 1 million by end of 2024** of sustainably produced biotrade products from South(ern) Africa is generated

# Start-ups/emerging SMME

- Small, Medium and Micro Enterprises (SMMEs) in the biotrade sector struggle to respond and meet compliance requirements for local, regional and international markets.
- Accessing these markets is a growing challenge for start-ups/emerging SMMEs when it comes to dealing with non-tariff barriers that are multiplying (these include)
  - Health standards,
  - Food safety standards
  - Environmental certification
  - Export quality standards
- The primary gap identified during Phase I financial support for Round 2 SMMEs specifically was the absence of **quality management systems**

# Internal quality systems

Good Harvesting Practice (GHP), Good Agricultural and Collection Practices (GACP), Good Manufacturing Practices (GMP) and Hazard Analysis Critical Control Point (HACCP)



# Technical support call

The successful contractor will be responsible for the following tasks:

1. Present technical concept and design of workflow and expected outcomes of the capacity development and results orientated business coaching programme to be implemented.
2. Conduct and facilitate an introductory workshop with pre-selected short-listed SMMEs and provide support with the final SMME selection.
3. Support 10 SMMEs with the application and implementation of the internal quality system tool kit.
4. Submit final integrated report and present the findings at the final meeting with the project team including relevant outcomes, recommendations and lessons learned for the overall programme and each SMME.



# Technical support call

- The assignment is to support each SMME to assess and quantify the gaps through a self assessment tool and design a **training and coaching program/road map** that will support the SMMEs to address the gaps based on an **already designed/prepared internal quality system toolkit**.
  - The existing internal quality system toolkit should address 3 levels of documentation hierarchy:
    - Level 1: Good manufacturing practices (GMP/HACCP) manual
    - Level 2: Standard Operating Procedures (SoPs)
    - Level 3: Forms (documented records)
- The road map should guide each SMME with:
  - What is needed (i.e. step-by-step process and/or standard operating procedure (SoP) on how and what to do.
  - Set clear focus areas and goals on what is required for implementation (coaching is mostly online with one physical meeting).
  - The documented records required for each SMME.
  - How to present their GMP systems to customers (in particular for the African biotrade festival).

# African biotrade festival

## Objectives:

- Exhibit sustainable use, value add & market access of African plant biodiversity
- Promote the new story of Africa:
  - at the right *quality, consistency, safety and traceability*
  - *With TK & community (incl. women and youth) inclusion*

**Event:** 2 -3 days event that will primarily be live, physical and in person;

**Venue:** Johannesburg

**Date:** September 2023

**The event will include an exhibition, presentations, workshops**

# African biotrade festival aims

- Create new networks and connections between biotrade companies with buyers, local and international markets
- Create an awareness of selected indigenous species, their applications, SMMEs within these value chains, support institutions and applied research.
- Profile small businesses and their indigenous biotrade products – to local and international buyers, wholesalers, retailers, traders etc.
- Promote the potential of southern African indigenous ingredients and products
- Profile opportunities arising from biotrade and how the sector helps to achieve many strategic government aims
- Use the festival as a platform to discuss and engage on key areas/challenges within the sector

# Outcome

- SMMEs are prepared and capacitated to respond to the requirements of potential new customers and buyers.
- SMMEs are prepared for the participation of the African biotrade festival in September 2023.
- SMMEs are able to move on to start addressing international compliance issues for the different end markets such as cosmetics, food and health.

# 6 Sector Development Plans

1. *Aloe ferox*
2. Buchu
3. Baobab
4. Honeybush
5. Marula
6. Essential oil cluster with *Lippia javanica*, Cape chamomile and *Helichrysum*.

1. Buchu
2. Baobab
3. Honeybush
4. Marula
5. Sceletium



# SDP implementation

No	Species	SDP key areas addressed					
		1. Sector management, governance & M&E	2. Legislation & Compliance	3. Conservation & Sustainable supply	4. Market access & generic marketing	5. R&D and innovation	6. Quality, registrations & competitiveness
1	Honeybush	X	X	X	X		
2	Sceletium tortuosum	X	X	X	X	X	X
3	Baobab	X	X		X	X	X
4	Buchu	X	X	X	X	X	
5	Marula				X	X	

# Important dates

- ❖ A voluntary information session will be held virtually on **17.11.2022 on MS teams from 13:00 – 14:30.**
- ❖ Expression of Interest forms shall be available to download at the following link <https://www.giz.de/en/worldwide/115292.html>
- ❖ Closing date for EOI is **25.11.2022 @ ZA\_Quotation@giz.de** not late submissions shall be accepted.
- ❖ **Period of assignment 13 February until 30 November 2023.**

**If you do not receive further correspondence in this regard from us by 20.01.2023 please consider your EOI as unsuccessful.**

**Please note: Do not send a copy of your EOI to my email address as it will lead to your EOI being disqualified.**