



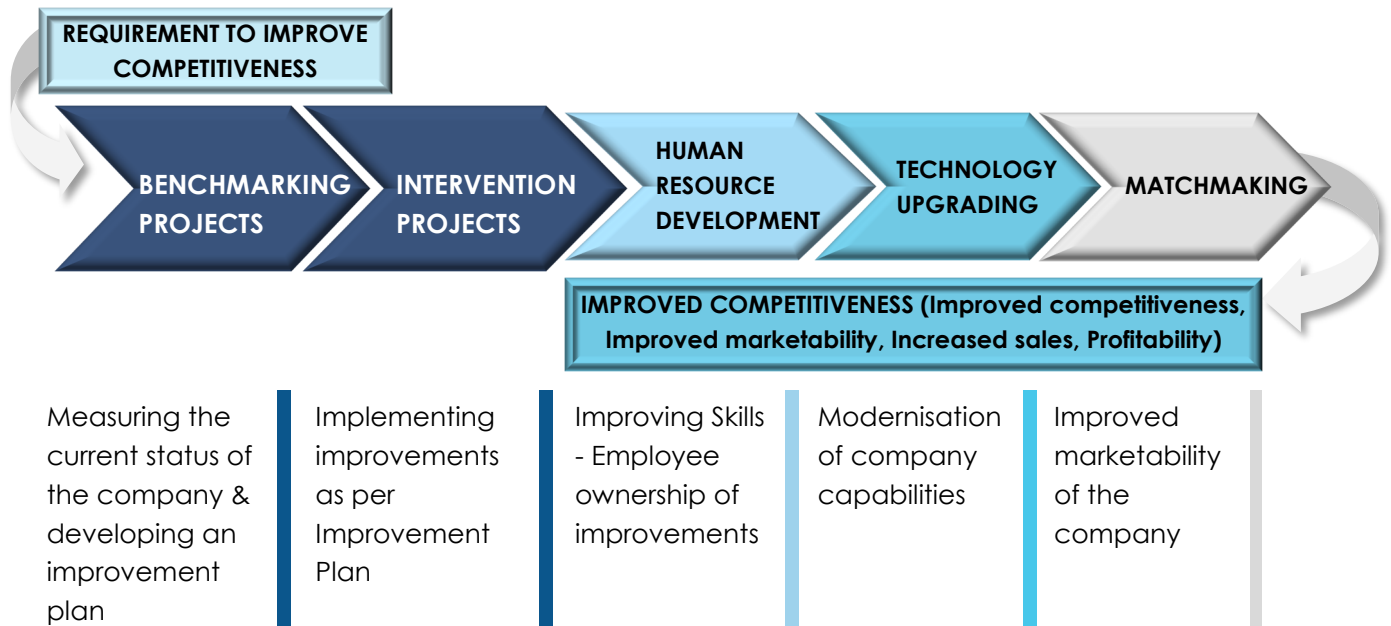
PtSA Enterprise Development Service Offering

Improve Your Company's Competitiveness

PtSA Enterprise Development Programme

PtSA offers the tool, die, mould and special machining industry (TDM Industry) a PtSA Enterprise Development Programme to improve the competitiveness of the TDM industry in support of manufacturing in South Africa.

This Programme forms part of a Structured Value Chain:



PtSA has partnered with the **Werkzeugbau Akademie GmbH (WBA)** - the world leaders in tooling- specific research and consulting - to implement the Programme through the PtSA project management and implementation company.

The Programme covers 12 areas of focus in four categories:



Market Intelligence
(Market Knowledge)



Service Integration
(Product Support)



Collaboration
(Clustering)



System Environment
(Advanced Support
Systems)



Market Appearance



Product Innovation



Manufacturing
Process Structure



Technology
Capability



Strategy



Product Focus



Shop Floor
Management



Employee
Qualifications (Skills)

MARKET

PRODUCT

PROCESS

RESOURCES

What does the TDM Industry think about the PtSA Enterprise Development Programme?

Quote from Riedwaan Roberts (Toolroom Foreman at Bowler Plastics):

"The Benchmarking and Intervention Project has given us the opportunity to take a look at ourselves and to start to implement the improvements which we had wanted to do, but had not yet got around to doing. The assistance from PtSA and WBA has been a good catalyst for us to start our improvement process".

Quote from Ashley Lodewyk (Toolroom Manager at Nampak Liquid):

"As a result of the Intervention Project, a number of changes and improvements have been implemented which have certainly improved our efficiencies. These include improved workflow, setting up a visual management system, implementation of daily operational meetings and weekly safety meetings, improved storage systems and implementation of an employee suggestion system. The most positive improvement being that everyone is taking accountability for themselves as well as each other. Management is so impressed with the improvements that they have set these as the standard for all the workshops in Nampak Liquid Packaging. It was definitely the right decision to partner with PtSA/WBA".

Quote from Lasni Millar, MD at Wagner Systems:

"We participated in a re-benchmarking exercise by PtSA Enterprise Development (ED), and the effects of the intervention in 2017 was still clearly visible when comparing our current results with those of the initial benchmarking exercise in 2017. Being able to benchmark against best practice of not only South African, but German and Chinese tooling and precision engineering companies, is most useful. We are planning to work closely with the PtSA ED team to better understand and implement the areas recommended for improvement at our company following the benchmarking process."

Cost Structure:

The costs for the **PtSA Enterprise Development Programme** are subsidised by **the dtic**.

ELEMENT	OVERALL COST	COST TO PARTICIPATING COMPANY		
		COMPANY TURNOVER	NON-MEMBER	PtSA MEMBER
BENCHMARKING	R154 000	R35m +	R15 400	R5 400
		R5m-R35m	R10 000	R3 500
		R5m -	R5 400	R1 900
INTERVENTION PROJECT	R182 000	R35m +	R18 200	R8 200
		R5m-R35m	R11 800	R5 300
		R5m -	R6 400	R2 900

(All costs exclude VAT)

How to Participate:

Please complete the Application Form to participate in the **PtSA Enterprise Development Programme**.

Note: Priority will be given to the TDM Industry and to PtSA Members.

Note: only companies which have been previously Benchmarked will be eligible to participate in an Intervention Project.

In order to participate in these projects, contact the Regional Manager in your area:

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