



Tushiyah Xchange

GROW PEOPLE GROW BUSINESS



9001:2015 certified



INTRODUCTION TO TUSHIYAH

Date: APRIL 2025

Submitted by: TUSHIYAH XCHANGE



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COMPANY OVERVIEW



Tushiyah
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45+

- ESD and CSI projects delivered

4000+

- Entrepreneurs and SMMEs assisted

50+

- Business advisors and facilitators upskilled and certified

R60M+

- Access to finance facilitated

R300M+

- Access to markets facilitated

90%+

- Satisfaction rate from entrepreneurs and SMMEs

About Tushiyah

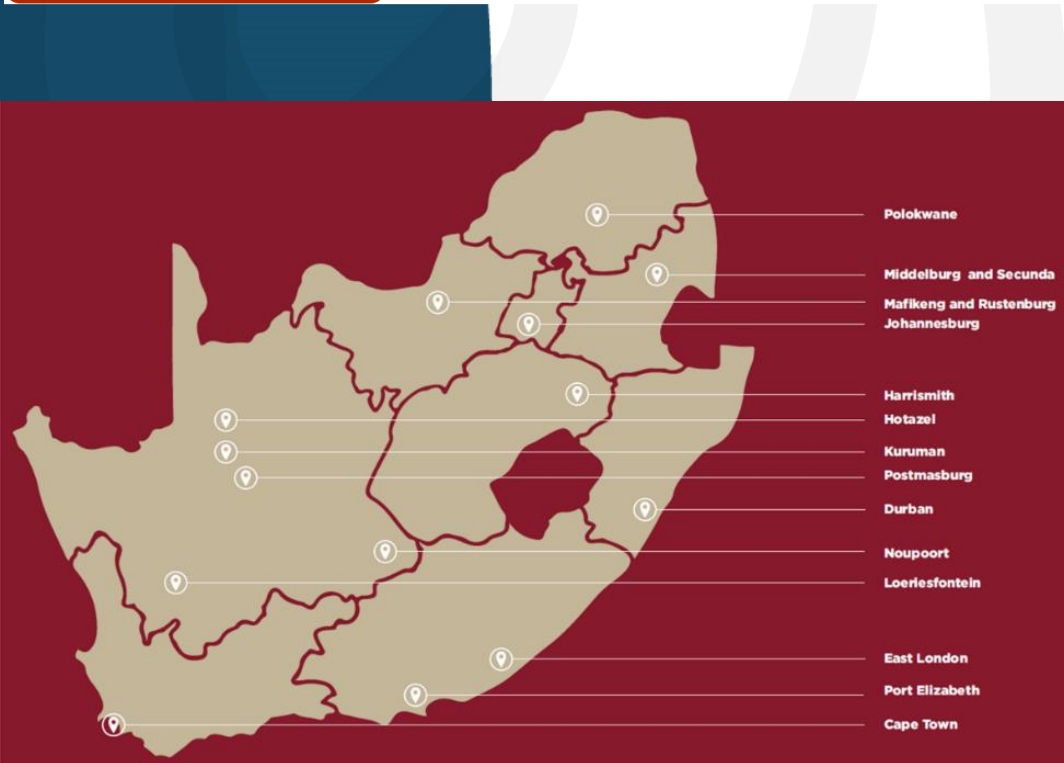
Tushiyah is a pioneer and one of the first implementers of **Enterprise and Supplier Development (ESD)** in South Africa. The organization is dedicated to empowering entrepreneurs to build sustainable, purpose-driven businesses that contribute meaningfully to local economic growth. Our work promotes the development of safe, secure, and thriving communities.

We achieve this by delivering comprehensive business development support, shifting mindsets, breaking down geographical boundaries, connecting ecosystem partners, and enabling effective collaboration.

Over the last 15+ years Tushiyah has worked with blue chip companies to facilitate and execute impactful Enterprise and Supplier Development. Tushiyah supported several companies with the implementation and project management of their ED and SED projects and have supported 4000+ MSMEs and **facilitated in excess of R60 million in finance and R300 million in market opportunities for MSMEs in our projects.**

Our reach spans across the African continent, with a strong national footprint and established satellite offices in all 9 Provinces across South Africa where our projects have been successfully implemented.

We are internationally certified by the IFC (International Finance Corporation World Bank Group), the LPI (Learning & Performance Institute), and have SETA/QCTO accreditation in South Africa. We are also certified through the National Credit Regulator (NCR) and can manage developmental funds. Our Company Profile can be accessed [here](#).



HOW WE POSITION OURSELVES

Tushiyah Xchange empowers entrepreneurs to build sustainable, purpose-driven businesses that contribute to local economic growth and help create safe, inclusive, and thriving communities where we all GROW.

We achieve this by delivering comprehensive business development support, shifting mindsets, removing geographical barriers, connecting ecosystem partners, and enabling meaningful collaboration—all through our technology-enabled Xchange Village.

BREAKING THE DEPENDANCY



Our Track Record

Over the years, Tushiyah has built up a portfolio of clients and references. References will be provided on request and case studies available on our website: <https://www.tushiyah.co.za/project.php>



Our skills and local empowerment

Upskilling Professionals in facilitation and business development support:

Our facilitators and experts are certified by Tushiyah with the relevant industry bodies and are selected based on their expertise in a business management or industry topic. This helps provide participants with a greater insight to the topics being discussed. Through our practical approach, we facilitate an experiential learning “learn by doing” approach which our team is trained on to deliver. View our Business Development Methodology [here](#).

We pride ourselves in our solid reputation as developers of local talent. Our ability to attract and develop local resources and transfer skills as we recruit locally on all our programmes, results in a better “connect” with participants sharing the same geographical background. The selected local team undergoes TOT (IFC internationally certified Trainer of Trainer course), as well as a QCTO accredited Business Advisory Course, to prepare for their role as supporters and facilitators.

Our local experts are available online and can be accessed through our Xchange Village – click [here](#).

OUR VALUED TUSHIYAH TEAM



Marisa Botha
Managing Director



Cheryl Pillay
Finance, Administration & HR Lead



Nishol Partab
Operations Director



Juchen Pramlall
ICT, Systems Lead



Lizette Gradidge
Training Specialist



Bongani Mlilo
Finance Specialist



Lorna Ernst
Market Specialist



Amogelang Morengwa
Business Development Specialist



Khensane Sithole
Finance & Project Admin



Thabang Mototo
Marketing & Sales Support

We continue to provide outstanding service, fostering trust and loyalty through our unwavering dedication.



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PRODUCTS AND SERVICES

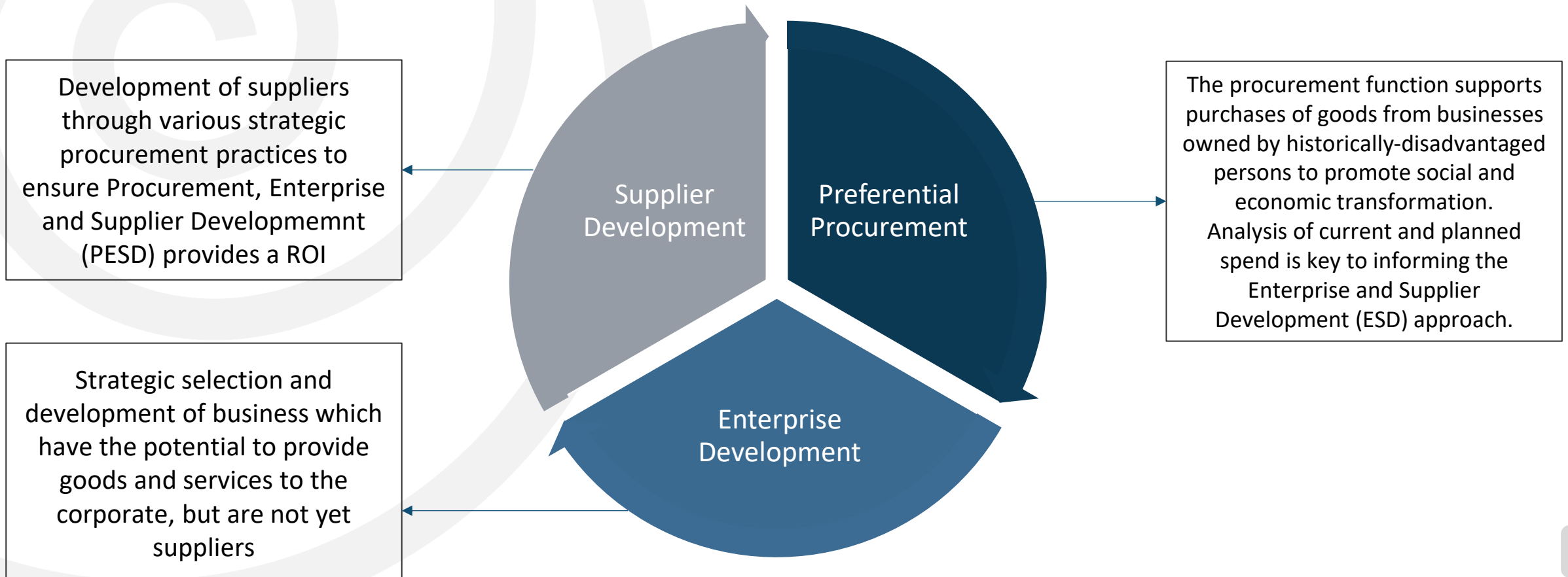


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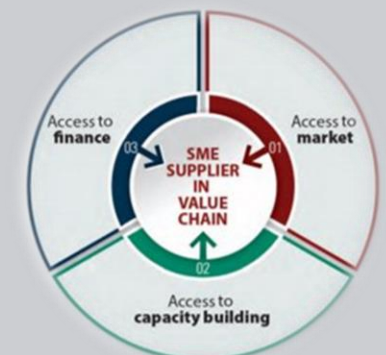
GROW PEOPLE GROW BUSINESS

Tushiyah is aligned with the country's transformation objectives and therefore our approach to support Preferential Procurement, Enterprise and Supplier development.

Tushiyah would gladly support our corporate partners, driving commitment to support entrepreneurs across all industries, as well as increase its commitment towards increasing procurement spend to achieve our country's goals of:



Category of different support	Examples of specific support
<p>Assess to Capacity Building</p> <ul style="list-style-type: none"> • Training • Business Advisory/Coaching/mentoring • Consulting/specialized support 	<ul style="list-style-type: none"> • Assessment needs of SMMEs (inclusive of technical requirements, also gaps identified in contract delivery) • Programme design • Business strategy and growth planning & modelling • Business skills Training • Group and one-on-one coaching / mentoring • Access to business advisory, coaching and mentoring support for ad hoc interventions • Technical support (Industry specific): Legal and regulatory compliance, bookkeeping, auditing and tax advice, pricing, operations and quality management, ICT and systems and health & safety requirements.
<p>Access to markets and procurement linkages</p>	<ul style="list-style-type: none"> • Linkages with support partners including government development agencies. • Bidding platform for set-aside commodities / support with looking for opportunities. • Market research • Market and industry information sharing • Trade fairs and immersions • Product exhibitions • Networking opportunities and meetings • Subcontracting and outsourcing
<p>Assess to finance and financial support</p>	<ul style="list-style-type: none"> • Business finance and compliance desk to support businesses with: CIPC; SARS; CSD, register with DoL, Tax compliance, etc. • Access to applications for bookkeeping, training on MS Office suite, etc. • Bridging and purchase order financing, factoring and invoice discounting. • Equity financing • Operational financing • Capex financing • Facilitating supplier credit facilities • Equipment leasing and rental • Funding application • “Pitching for funding”



Our Xchange Village

Our [XChange Village](#) is a space to collaborate with entrepreneurs, business owners and corporate organisations; to access opportunities, exchange ideas and questions on our **Forums, Access Business Development Support, Markets and Finance 24/7**

The screenshot displays the Xchange Village website interface. At the top, there is a navigation bar with an 'XCHANGE MENU' icon on the left and a 'GHOST USER' profile on the right. Below the navigation bar is a yellow menu with icons and labels for 'Xchange', 'News', 'Bulletins', 'Opportunities', 'Experts', 'Training', 'Forum', and 'Back-A-Business'. The main content area features a large 'Xchange village' logo on the left. To the right of the logo is a section titled 'Business Bulletins' with a sub-header 'Business Bulletins'. Below this is a paragraph of text explaining that Tushiyah Advisory Services have partnered with various corporate organizations to assist and implement a streamlined procurement process. The text notes that the following business bulletins are not PURCHASE ORDERS nor are they LETTERS OF APPOINTMENT. They are REQUEST FOR QUOTATIONS or REQUEST FOR PROPOSALS. All potential applicants should read and follow the instructions on the individual business bulletin before responding to it. Please also submit all relating supporting documents aligned to the request.

Below the text are two featured articles. The first is titled 'BACKaBUSINESS Coupons' with the subtitle 'Where Needs meets Solutions'. The article features a blue background with a silhouette of a person playing a saxophone. The text reads: 'We play YOUR tunes'. Through corporate partnerships, Tushiyah has facilitated more than 3,500 sponsored SMMEs & Entrepreneurs through ESD (Enterprise and Supplier Development) programmes. Now even easier for Corporates to sponsor Entrepreneurs with our BACKaBUSINESS COUPONS, which offers HASSLE-FREE ESD spend from R500 per coupon. The article is dated 'Monday, 28 August 2023'. The second article is titled 'BUSINESS MANAGEMENT SKILLS DEVELOPMENT TRAINING' and features a lightbulb surrounded by various business icons and diagrams. The article is dated 'Monday, 5 February 2024'.

Register for Notifications

Name
Your Name

Surname
Your Surname

Email Address
Your Email Address

Are you a Robot?
This is a control question we introduced to filter out robots. In the well known movie franchise Star Wars Princess Leia

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