

TOTAL Coal Mine - Supplier Development in the Mining sector



TOTAL

What they say about LEAP



"Total Coal SA engaged with LEAP to assist with its supplier development at its Dorstfontein Mines near Kriel. LEAP worked with the local community to select the most suitable candidate for Total's facilities management which comprise of gardening and catering services. LEAP prepared all the necessary financial models and legal documents for the suitable candidates, ensuring quality service was adhered to at the most effective rates and conditions whilst taking into consideration entrepreneurial development of these companies. We would recommend LEAP's services to other companies that need assistance with supplier development."

In the mining sector LEAP has done a supplier development programme for Total Coal Mine; Dorstfontein East & West near Kriel in Mpumalanga. LEAP assisted with development of companies providing services in Facilities Management, namely gardening and catering (one of the beneficiaries opened a canteen on both mines). LEAP further assisted Total in sourcing the local suppliers and with the tender process by:

- Identifying the scope of work and SLAs
- Liaising with the procurement department and the representatives at the mine to establish tender guidelines
- Managing the process of selecting and appointing suppliers in the community including collection of applications, screening and interviewing process, overall business health check, technical assessment as well as appointment of the supplier and communication to unsuccessful candidates

LEAP has further assisted with the development of the supplier in the area of quality and delivery of the services to the required standards. Our teams prepared relevant financial models for the suppliers and educated them about the financial management issues. Our legal team drafted MOUs and Service Level Agreements to ensure compliance to payment schedules and health and safety requirements.

LEAP also provided the business owners of the suppliers with an understanding of how to hold meetings, prepare minutes, and set up structures to maintain shareholder's relations and management controls.

