

How corporates and SMEs are winning at Enterprise Supplier Development *plus* success stories

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Meeting B-BBEE compliance requirements is one of the ways corporates benefit from [Enterprise Supplier Development \(ESD\)](#). In order to gain [B-BBEE scorecard points](#) corporates need to show that they are developing SMEs.



Vivian Reddy, head of the access business unit for Edge Growth, an ESD specialist firm, gives a breakdown of how both SMEs and corporates can win in these programmes.

In this article, you will also find out what's behind the success of some of South Africa's biggest ESD programmes.

Read full article on SME South Africa [here](#).

Also read: [A Guide to Some of the Biggest Enterprise Supplier Development Programmes](#)

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