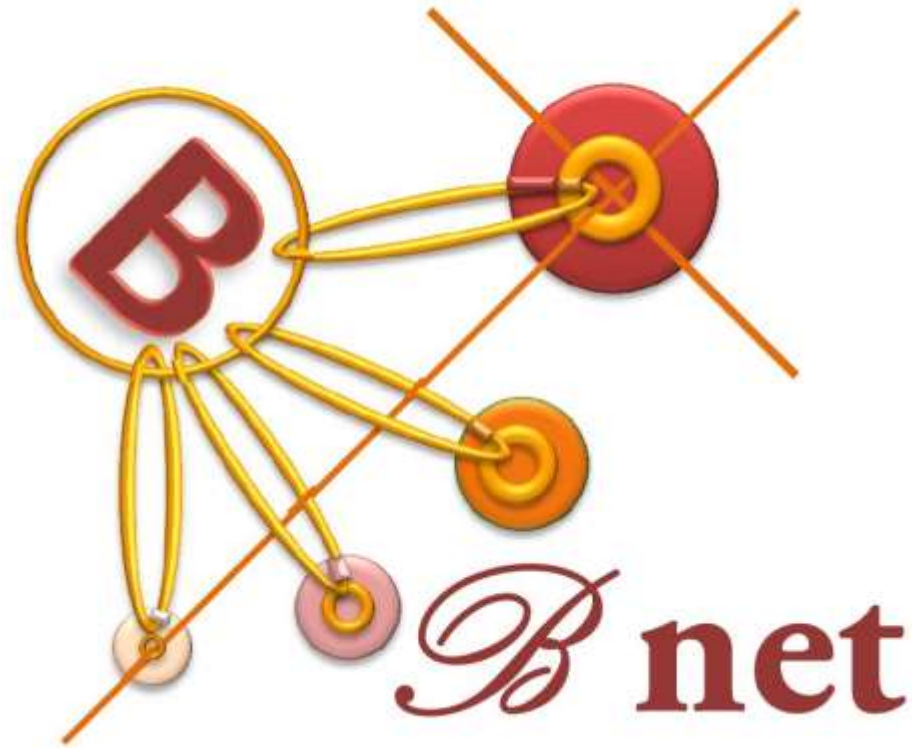


A sunset scene with silhouetted trees and a bright sun on the horizon. The sky is a gradient of orange and red, and the sun is a bright yellow circle on the right side. The trees are dark silhouettes against the bright sky.

***“Kingdom lifestyle
supports and operates
kingdom business”***



Connecting the dots

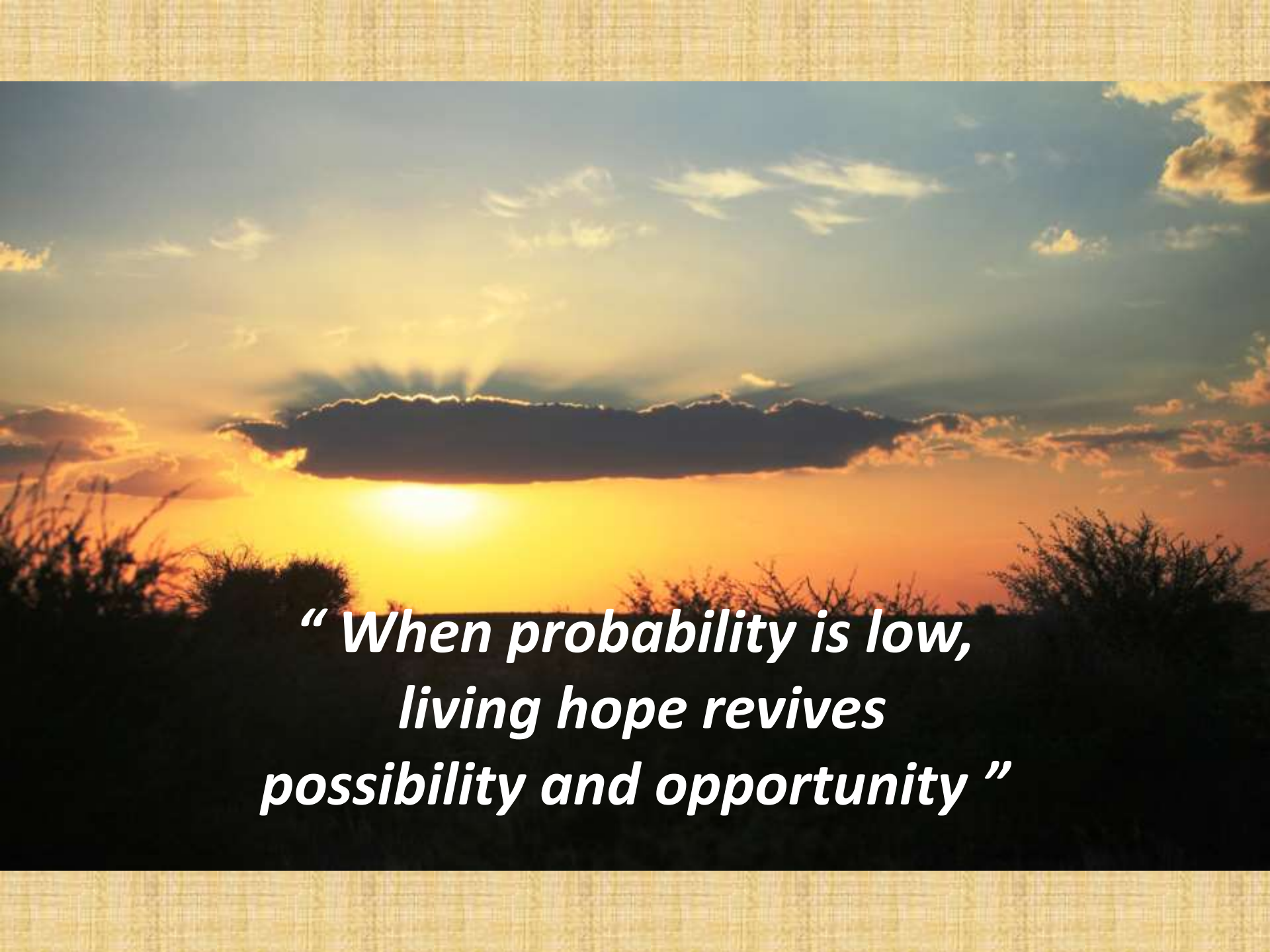
26 April 2018



Agenda

- 1) **Welcoming**
- 2) **Attendance Register**
- 3) **General**
 - Facebook Page
 - Web Site
- 4) **Membership**
 - Survey 100 community businesses
 - First 50 receive free membership for a year
- 5) **Discussion Topic: Business Model Development**
- 6) **Group discussion**
- 7) **Next meeting**
 - 31 May 2018
 - Topic: Changing Role of Local Informal Economy





***“ When probability is low,
living hope revives
possibility and opportunity ”***

Connecting the dots



@



Directory



Forum



Support Network





Community B-Net

• Community BNet online

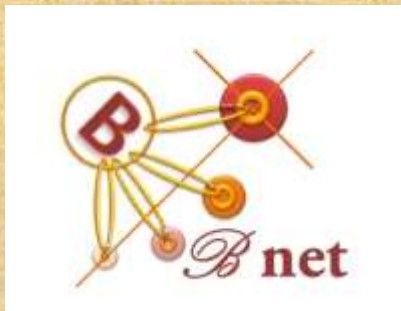
Web site:

<http://www.communitybnet.co.za/>

Facebook page:

@Community BNet





Community Business Survey



COMMUNITY BUSINESS FORUM

Community Business Survey (Voluntary Participation)

Purpose of survey:

The recently established BNet Community Business Forum initiated a voluntary survey to establish current trends and needs in the local small and micro enterprise subsector in the south eastern section of Tshwane. We believe that this economic subsector will experience significant transformation over the next 5 years. The impact of increasing numbers of start-ups, changes in the community buying patterns and the use of e-commerce technology and related new business models are relevant. The objective of the forum is to provide a platform for community business to share thoughts and have access to potential advice and support from a concentration of highly skilled members within the larger community.

Affiliation:

The forum is organised by Community BNet, a private initiative, that works in close collaboration with the Jacobs Well branch at the Pharos Community Centre in Garstfontein.

For more information refer to web site: <http://www.communitybnet.co.za>

Access to survey results:

Only members of the Forum as well as all participating businesses will have access to the survey results. The target is to complete minimum 100 questionnaires to facilitate representative samples from different types of business models operating in the community.

Questionnaire: (Just tick Yes or No)

No.	Question	Yes	No
Group 1:			
1.1	Do you buy and sell products?		
1.2	Are the products manufactured or produced in South Africa?		
1.3	Can you also buy these products on the Internet?		
1.4	Are these products regarded as luxuries?		
1.5	Can you expand your business with e-commerce?		
1.6	Are the products deliverable within 24 hours?		
1.7	Can you improve on the quality of the products?		
Group 2:			
2.1	Do you sell services?		
2.2	Are you a professional person?		
2.3	Are these services regarded as essential?		
2.4	Can these services be provided remotely?		
2.5	Are you aware of business models that can improve service efficiency?		
2.6	Are you and/or your staff producing income for more than 80% of the time?		
2.7	Can you efficiently outsource some of the work?		
Group 3:			
3.1	Are you interested to grow your business?		
3.2	Are you reviewing your business plan regularly?		
3.3	Do you employ people?		
3.4	Do you regard the timing of a start-up as critically important?		
3.5	Are you willing to share business experience in a non-competitive situation?		
3.6	Would you be interested in business coaching or mentoring?		
3.7	Does your business cater for the millennium generation culture?		
3.8	Are you interested to become a member of the BNet Forum?		



Please use a tick mark to select the economic sector in which your business operates

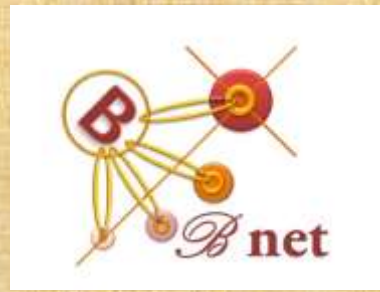
Refer to Schedule of the National Small Business Act No 102 of 1996.

Economic Sector or sub-sectors in accordance with the Standard Industrial Classification	Size or class	Total full-time equivalent of paid employees less than:	Total Annual turnover less than:	Tick a box ✓
Agriculture	Small	50	R 3 m	
	Very Small	10	R 0.50 m	
	Micro	5	R 0.20 m	
Mining and Quarrying	Small	50	R 10 m	
	Very Small	10	R 4 m	
	Micro	5	R 0.20 m	
Manufacturing	Small	50	R 13 m	
	Very Small	10	R 5 m	
	Micro	5	R 0.20 m	
Electricity, Gas and Water	Small	50	R 13 m	
	Very Small	10	R 5.10 m	
	Micro	5	R 0.20 m	
Construction	Small	50	R 6 m	
	Very Small	10	R 3 m	
	Micro	5	R 0.20 m	
Retail and Motor Trade and Repair Services	Small	50	R 19 m	
	Very Small	10	R 4 m	
	Micro	5	R 0.20 m	
Whole sale trade, Commercial Agents and Allied Services	Small	50	R 32 m	
	Very Small	10	R 6 m	
	Micro	5	R 0.20 m	
Catering, Accommodation and other Trade	Small	50	R 6 m	
	Very Small	10	R 5.10 m	
	Micro	5	R 0.20 m	
Transport, Storage and Communications	Small	50	R 13 m	
	Very Small	10	R 3 m	
	Micro	5	R 0.20 m	
Finance and Business Services	Small	50	R 13 m	
	Very Small	10	R 3 m	
	Micro	5	R 0.20 m	
Community, Social and Personal Services	Small	50	R 6 m	
	Very Small	10	R 1 m	
	Micro	5	R 0.20 m	

<https://www.acts.co.za/national-small-business-act-1996/schedule>

Contact Detail (Confidential)

Company Name	
Company Owner/Representative:	
Physical Address	
Telephone	
e-mail	



Community BNet Forum



Community Business Forum

Business Model Canvas – 9 Steps

<https://www.youtube.com/watch?v=IP0cUBW>

[TgpY](#)

10 minute video clip














9 Part Business Model Canvas

The Business Model Canvas

Designed for: _____ Designed by: _____ Date: _____ Version: _____

Key Partners 	Key Activities 	Value Propositions 	Customer Relationships 	Customer Segments 
	Key Resources 		Channels 	
Cost Structure 			Revenue Streams 	

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Business Model Concepts

No	Business Model	Basic Principals	Why it works	Examples
1	Being a Middleman	Compete against monopolies Quality product at a lower price	Price saving advantage Direct contact with clients Save consumers money	Warby Parker- Eyewear Scarosso – Shoes Cel C?
2	Being a Marketplace	Bring supply and demand more efficiently together. Sharing economy Savings in improved utilization	E commerce platform Little assets and overheads Improved efficiency and comfort Lower rates	AirBNB, Lekkerslaap Amazon Uber Take-a-lot
3	Subscription	Subscription services stabilise supply and demand	Large business created the culture Reduces business risk, Comfortable for users Reduced user software cost High-end quality at affordable monthly subscription	Dollar Shave Club Netflix, DSTV, Skillshare (EdTech) MS Office 365, News 24

Refer to Huffpost article https://www.huffingtonpost.com/nina-tomaro/9-proven-business-models- b_7949932.html



Business Model Concepts

No	Business Model	Basic Principals	Why it works	Examples
4	Customization	<p>Response to consumer shift towards more personalized items</p> <p>Smaller niche markets</p> <p>Lower volumes associated with higher value</p>	<p>Growing high end market willing to pay 25% more for customization</p> <p>Use of customization configurators on the internet facilitates and control option selection.</p>	<p>Audi – Automotive industry</p> <p>Nike – Sneakers</p> <p>Indochino - Clothing</p>
5	On-demand	<p>The <u>on-demand economy</u> has a growing appetite for greater convenience, speed, and simplicity.</p>	<p>Mobile phones</p> <p>Millennial culture</p>	<p>Uber - Transport</p> <p>Handy – Handymen</p> <p>Washio – Dry cleaning</p>
6	Modern direct sales	<p>The startup designs, produces, and markets products. Interested sellers or merchandisers can sign up and create their own online store to sell their products and earn a commission.</p>	<p>Water trading opportunity</p> <p>Additional income generator</p>	<p>Trumaker Outfitters</p>



Business Model Concepts

No	Business Model	Basic Principals	Why it works	Examples
7	Freemium	<p>Combination of free and premium services</p> <p>The model offers a basic service to consumers for free, while charging for premium services</p> <p>Conditioning of demand</p>	<p>Proven start-up market penetration strategy</p> <p>Market accustomed to style</p> <p>Market willing to pay for expansion to more sophisticated functionality</p>	<p>Linkedin – Network</p> <p>Dropbox – data storage</p> <p>X-Mind</p>
8	Reverse auction	<p>Buyers who care about price offer bids for a service to the seller,s and if the seller accepts the bid, the buyer must agree to all of the seller’s terms and conditions.</p> <p>Conditioning of demand</p>	<p>Price sensitive buyers satisfied</p>	<p>Priceline</p> <p>MyHammer</p> <p>Stayful</p> <p>Squeezify</p>
9	Virtual good model	<p>Virtual goods are online only products users pay for normally in games or apps such as upgrades, points, gifts etc.</p>	<p>High margins</p> <p>Trend in app obsessed world</p>	<p>Facebook virtual gifts</p>



Your model?

No	Business Model	Basic Principals	Why it works	Examples
10	Your model	Think	Address problems and needs	Watch this space



BNet Business Model - Example

Community Bnet Business Model

Date: 26 April 2018

Version: 1



"KINGDOM LIFESTYLE SUPPORTS AND OPERATES KINGDOM BUSINESS"

8. Key Activities	6. Key Resources	1. Value Propositions	4. Customer Relationships	2. Customer Segments
<p>Forum activities Existing business review Mentoring and coaching Entrepreneurs Development Potential evaluation Training Business startup Mentoring and coaching Water trading startup Real time incubation</p> <p>What?</p>	<p>Assets: Start up capital</p> <p>Human Resources: Management team Mentors and coaches Ad hoc advisors</p> <p>Bnet Blog co-ordinator Bnet surveys co-ordinator</p> <p>How?</p>	<p>Solve Problems:</p> <ol style="list-style-type: none"> 1) Change too low growth in the informal economic sector. 2) Avoid good business potential to fail. 3) Avoid losing valuable experience and skills. 4) Mobilise early retirees with longer life expectation. <p>Start with Why?</p>	<p>Begin small dream big. <u>Get Customers:</u> Survey Word of mouth First 50-100 free <u>Keep Customers:</u> Quality and speed of service Ensure value added Use technology <u>Grow Customers:</u> Create awareness Communicate good news</p> <p>How?</p>	<p>Existing community businesses</p> <p>Developing entrepreneurs</p> <p>Retirees with energy to share.</p> <p>People between jobs exploring alternative income options.</p> <p>Who?</p>
	<p>7. Key Partners</p> <p>Jacobs Well (Formal Incubator) Pharos Community Centre Lux Mundi (Facilities) ReconnectToday (Share models) Helplift (Share models) Unashamedly Ethical (Systems) Web hosting</p>	<p>Needs:</p> <ol style="list-style-type: none"> 1) Employment opportunities 2) Revive community business 3) Adapt to changing IT culture 4) Assist new start-ups 	<p>3. Channels to Customers</p> <p>Jacobs Well@Pharos Bnet Forum Bnet Networks Halftime Forums Community Bnet Web Site Community Bnet Facebook Page Community Bnet Blog Other Jacobs Well Branches Church communities</p>	
<p>9. Cost Structure</p> <p>IT Systems and Services (Data use) Web site hosting (Annual) Printing Banking cost Admin services Accounting services Staff cost</p>		<p>5. Revenue Streams</p> <p>Use combination of the Freemium, Subscription and Being a marketplace models Future revenue potential:</p> <ol style="list-style-type: none"> 1) Forum membership 2) Advertising (Bnet Directory) 3) Facilitation fee (Commission) on providing professional business services 4) Operation and selling of water trading businesses 5) Training Workshops 		



Discussion





**Thank you for attending
Those interested in membership
please provide your detail
at the table at the entrance.**

