

The BPS Academy

Introduction

Blue Future Investments (Pty) Ltd and its subsidiary **Blue Power Solutions (Pty) Ltd (BPS)** invites Finnpartnership / Matchmaking Service support for **The BPS Academy**.

The suitable Finnish investor company will assign technical and entrepreneurial candidates to work under the guidance and mentorship of the BPS board of directors.

BPS's role will be to work with the Finnish companies and investors to achieve significant growth of their capital in South Africa whilst at the same time use the BPS projects to provide working experience and skills for young entrepreneurs.

Share allocations will be issued to the investors who will appoint a CEO designate to take over the reins of the business after 5 years into the 15-year project.

The persons assigned will work as core members of a dynamic team; consulting and advising.

BPS has defined and will further develop the market opportunity once funding is secure.

The Project

BPS is proud to announce two key objectives to generate value for a market segment that has a strong need for entrepreneurial support and business development.

1. Entrepreneurial Support.

- a. Seeking ambitious young, qualified Finnish businesspersons with little business experience; perhaps they have just completed a Masters in Business Administration?

These individuals will join the BPS management team to work under BPS guidance and mentorship to assume a role in the business for a 12-month period as an intern. The option will be to either extend the period for another 12 months or return to Finland based on requirements as laid out by The Finnpartnership objectives.

To commence a project of this size requires local knowledge of the market, the business environment, regulations as well as an existing network of service providers and professionals. You will need at least two or three individuals that you can trust and rely on for advice and guidance, mentorship and an ability to be business partners.

Experience comes at a cost and quite often the willingness to learn by being receptive of making mistakes and learning the lessons is an important attribute. These basic experience lessons can be very costly and could lead to setback or even failure for younger and inexperienced individuals, where it can be

overwhelming and lead to the collapse or failure of projects, money cannot buy this safety net.

The idea is that ambitious, bright and qualified young businesspeople can work on an assignment based upon criteria that The Finnpartnership sets. These individuals will take up an internship in a management capacity but under the mentorship of the BPS team. Both Niall and Peet each have 30+ years business experience and have mentored many individuals in work relationships. The ultimate goal is that this process is repeated, and the opportunity provided to a few candidates over a period of 3 to 5 years to allow the business to mature and such candidates will then be able to take on the role as CEO designate.

- b. Seeking young, qualified electricians or technical persons that aspire to get international and/or renewable energy experience?

These individuals will be encouraged to further their technical experience in the field working hands-on with installation and design teams for the projected thousands of installations.

- c. Seeking young South African electricians or technical persons that aspire to train as technical entrepreneurs.

Aimed at local young South African talent keen to obtain higher occupational levels. Our enterprise and supplier development strategies are focused on the promotion of entrepreneurship especially in the townships where unemployment is a massive problem. We aim to create income for our beneficiaries by promoting technical entrepreneurship. We do this by starting a selection of business hubs hosting approximately 30 local entrepreneurs who may own or have aspirations for a local SMMEs. These SMMEs will have access to training, business support, computers, printing, phone, internet, office facilities and micro funding.

2. Business Development?

The current desire is for more households to move and live in the suburbs of big metropolitan areas. This movement ensures there is an overwhelming dependence on infrastructure provided by major utilities in these cities, often publicly owned and subject to stringent regulatory framework.

The power to these existing and often new homes is used for everyday life, lighting, cooking, food, heating, water, TV, wi-fi and all other modern common household items.

It is the current regulations that typically drives the base requirements for the generation of power to these households often produced far away from the point of consumption and regionally distanced locations.

Power generated is fed via a complex, sophisticated and often expensive distribution network of high voltage cables across the country with considerable losses. This can be over hundreds

of kilometres through various substations before the last mile connection to the home that pays for the service.

This has created a huge dependence on the electrical grid to households that cannot function without this electricity supply.

An electrical supply has become an absolute necessity for our modern lifestyle across most classes. It is the lower and middle classes suburban lifestyle that has the greatest demand and often has the lowest tolerance when power might be interrupted.

It therefore makes sense for this lower and middle class to adopt greater energy efficiency and to become more adaptable to other sources of power such as embedded photo-voltaic (PV) solar generation. Providing a source of electricity on the roofs or surrounding areas of our homes removes regulatory obstacles and the geographical need for a distributed electrical supply as the point of generation and consumption becomes one and the same as local micro- or mini-independent power producer (IPP) sources.

This creates local ownership for the utilisation of the electricity and savings, and hence lower costs have a huge bearing on customers likelihood for signing up to such a service.

This market sector has reached a place where it has become even more attractive in Southern Africa with the collapse of the national utility. Eskom with its over eighty percent plus (>80%) dependency on coal fired power stations has an ageing fleet of power stations, a depleting source of coal and no other realistic source options given the state of its balance sheet. Meanwhile Gauteng, the major province based upon Johannesburg & Pretoria, has seen a population growth of over 33%.

The Solar industry in South Africa is growing but still in its infancy phase.

Accreditation for PV solar installers has been established and many installers service the market without repeat business and one-off installations; they often do not stick around when the requirement for an upgrade or replacement for their installation becomes possible.

They may also not be available in cases where there are problems with the system due to poor installation, poor design, changing behaviours and dynamics that impact electricity usage.

Given this and the capital outlay upfront there is a hesitation on behalf of the consumer to sign up. Options to remove the initial capital outlay and provide a service agreement creates an environment where both consumers and installers have a win-win situation over a realistic 15-25 year period. This peaks serious interest from most homeowners who are required to spend several hours in the dark due to the inability of the utility and city councils to provide electricity whenever it is required.

Providing a battery bank ensures that if the utility fails to supply electricity a household can function. Thus, supporting key elements of UN sustainable development goals (SDG) that

allow households to function during night-time hours. Many homes are willing to pay a premium to acquire the self-sufficiency that promotes these opportunities.

The Requirement

The solar industry in Southern Africa requires investment in entrepreneurs, learning and technical skills to train qualified solar technicians to support this demand and the capital to provide these installations on a full maintenance lease/rental basis.

BPS aims to establish an academy for entrepreneurs and small businesses offering the skills to train solar installers. The classroom environment is available country wide at various FET colleges and the funding for the students is covered by sponsoring employers who contributes 6% of their payroll to promote Skills development under the B-BBEE code that applies to most South African businesses to promote transformation and reduce poverty and increase employment.

The curriculum: Course / National Certificate:

Course Name: New Venture Creation, SAQA 06120/18, NQF Level 02 with 138 Credits.

Duration: 12 Months

Course Modules:

1. Entrepreneurships
2. Financial & Industry Aspects
3. Finances and Contracts
4. Business Plan
5. Marketing & Sales
6. Ethics and Customer Service
7. Operations & OHS
8. Numeracy Skills
9. People & Meetings
10. Deal with HIV / Aids
11. Occupational Learning & Business Writing

The course will allow someone that has completed their technical high school certificate with electronics as a subject, to complete and obtain their PV Green Card.

Once they have achieved this, they will be required to complete a two-year internship with one of the BPS teams. Typically, they will be part of a team and would attend to at least 100 different installations in this period and on a rotational basis, ensuring they get signed off for all the technical skills and maintenance aspects of such installations.

Selected BPS qualified installers can apply to establish their own enterprise at this stage.

This entails working with a business coach who will provide mentoring and coaching whilst supporting them through an incubation phase for their own solar installation business.

The assisted funding for establishing and supporting the start-up of their own businesses is also available under the pillars of Enterprise and Supplier development in the B-BBEE codes.

The objectives are aimed at assisting/accelerating development, sustainability and ultimate financial independence for such individuals.

BPS will also support existing businesses to drive the expansion of financial and/ or operational capacity.

This Enterprise Development is a necessity – not only by law but also because it is the future for prosperity and stability of our country.

The objective of **enterprise development** is to grow **sustainable business enterprises** - create jobs and grow the economy.

BPS will support and assist the marketing campaigns of any of these enterprises. Funding will be made available through loans and grants or a hybrid of the two.

Some of these entrepreneurs will be supported to join some of the bigger organisations to become approved service providers for them.