



# COMPANY PROFILE

## Who We Are

Most modern enterprises realise that succeeding in today's business environment is not just about doing good business anymore; it's also about becoming a better business from within in order to comply with current legislation. More and more companies are feeling the pressure of suppliers and government to obtain a favourable BEE rating to do business, but don't have the necessary knowledge or time to go through the process of acquiring a BEE certificate.

Pinnacle B-BBEE Solutions was established to bridge this gap by providing a complete, customised B-BBEE solution to entrepreneurs, business enterprises and corporates through our select business partners.

We recognise that, as a business owner, you don't want to deal with exuberant expenses or long-winded processes that cut into your core operations. What you want is a simple solution to manage your business and staff efficiently.

When partnering with Pinnacle, you can expect nothing less than the highest level of service. Our products and services are designed to add value to our clients through the implementation of best practise business solutions that are streamlined to meet customer objectives, budgets and timelines.

Furthermore, our product providers are recognised as being amongst the best in their respective fields of expertise.

In short, we take the hassle out of the BEE verification process by offering businesses a complete package, which includes on-site pre-audits, support throughout the verification process, procurement guidance, BEE training and value-added advisory services. We strive to provide cost-effective, efficient and professional solutions to your BEE challenges.

## Why use Us?

### ▶ SANAS Accreditation

We offer the option to have your BEE certificate issue through a selection of four different SANAS accredited verification agencies

### ▶ Full-service BEE Solutions

We tailor a one-stop, complete package to fit your needs and reach your business goals, from on-site pre-audits through to verification and on-going support.

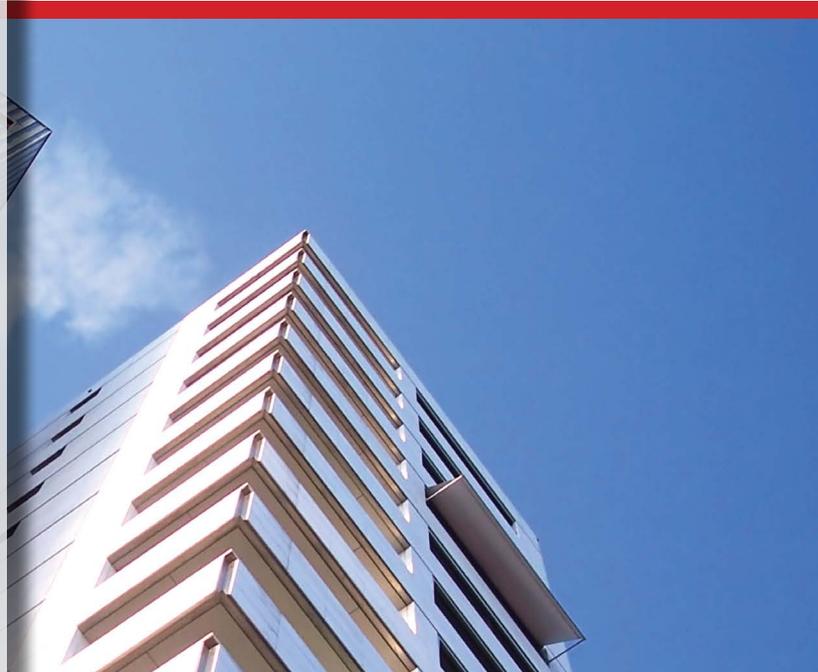
### ▶ Streamlined Processes

We deliver excellent service and simple solutions that aim to take away the hassle and remove the guesswork out of BEE, allowing you to focus on what's important – your business.

### ▶ Expertise & Understanding

Our team brings expertise and experience to quickly identify problem areas and seek opportunities to maximise your BEE score.

Pinnacle can confidently tackle any challenge that requires a unique and flexible approach to improve your compliancy level.



## What We Do

### BEE Scorecards

The BEE audit process can be very frustrating and time consuming if you don't know what you're doing. We have the expertise and the intricate know-how to smooth out the process for you.

#### How we do this:

- A comprehensive one-on-one pre-audit visit on-site, assisting you with your file preparation as well as the completion of the verification manual on your behalf
- Assisting with the collection of your suppliers' BEE certificates by matching your supplier list against our database of 80 000 scorecards at a nominal rate
- Providing you with advice to enhance your BEE score, including a FREE value-added document entitled "A Practical Guide to Improve Your BEE Score" to get you started
- A choice of four SANAS accredited options for the renewal of your scorecard
- On-going support and advice
- BEE Advice
- Our understanding of and experience with various verification agencies allows us to effectively identify opportunities and provide reliable advice on how best to improve your scorecard level.

#### How we do this:

- Assess/Analyse your current BEE status
- Design sustainable strategies and plans to improve your BEE score
- Assist with the implementation of BEE strategies
- Monitor progress on a monthly basis
- Simplify the verification process
- Assist with file preparation for your BEE audit
- Provide additional assistance throughout the audit process
- Provide cost-effective, efficient, professional and credible BEE consulting services

### BEE Procurement

Making up a large percentage of the BEE scorecard, the procurement element is critical to obtaining a good B-BBEE rating. Pinnacle provides a cost-effective solution to help you optimise your procurement score for a better rating.

#### How does this process work?

- We have in excess of 80 000 current BEE scorecards in our database
- We import and match your supplier list into our database
- Scorecards of non matching suppliers will be requested via e-mail
- Your suppliers' certificates will be made available to you via Pinnacle Certificate Search within 5 working days (depending on the number of suppliers)

### BEE Training

Changes to BEE legislation can have a significant impact on your company. To help you understand how these changes affect your business, we offer in-house workshops/training from the basics of BEE to the intricacies of the verification process and how to maximise your BEE score.

The purpose of this training program is to give clients a better understanding of:

- The different elements of a BEE scorecard
- How each element is evaluated
- Practical examples of what can be done to score points in each element
- The documentation needed to claim points
- Different sector codes
- Document preparation for the audit
- The BEE audit process, etc.

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