Collaborating Successfully
Jean Chawapiwa
Country Director
WEConnect International in South Africa
Four South African WBE Collaboration Groups

Started at WEConnect session, hosted by Johnson & Johnson in November 2017

Focus on different sectors

Reviewing opportunities with different stakeholders

Different approaches to legal structures

Norming
Working with each other

Storming
Challenging each other

Performing
Working as one

Forming
Learning about each other

Differing Successes & Challenges

Stronger together

Women owned

Lessons learnt
African Women in Agriculture

- Formed to change the face of agriculture
- Encourage & empower young women to take part in agriculture opportunities
- Tackling urban farming through development Programmes
- Challenging Corporates to turn their sky-scrapers into green-hubs
- Assisting members to own urban Hydroponics farms
- A strong collaboration group that works with Government, Corporates & other stakeholders to impact job creation, SDGs
- Provide access to women in agriculture through partnerships
African Women in Corporate Technology

• A collaborative platform, specialising in IT services and technology solutions
• Network has footprint within southern Africa aiming to grow into the rest of the continent
• Members are made up of experienced & qualified technical specialists
• 100% shareholding is split into 75% held by African women, 25% African youth & 50% people with disabilities
• Aim to work with Governments & Corporates & Education institutions to help them access women in Tech for projects, employment, training and supply chain.
African Women in People Development

• A women in business collaborative solution to assessing, training and developing people to ensure readiness in the changing world
• Vision is to contribute to enhancing productivity & performance within the workplace, helping to increase staff levels of engagement to function effectively in the 4th Industrial Revolution
• Offer innovative solutions to people development across the country and aim to grow across the continent
• Collectively have experience in training and coaching across many large organisations in over 20 countries on the continent
• Multiple training and coaching accreditations
African Women in Facilities Management & Construction

- Aims to create a happy, environmentally-friendly and productive space for tenants and employees to thrive
- Mission is to offer a seamless and integrated women owned facilities management, one-stop shop with the best sustainability and green solutions practices
- Strategic partner to our clients, creating the right property, tenant and customer value, whilst creating employment opportunities for women, youth and people with disabilities
- African business women, collaborating to bring about greater efficiency, and value for our clients
WBE & Corporates Matchmaking & Collaboration Sessions

WEConnect INTERNATIONAL
CONNECTING WOMEN-OWNED BUSINESSES TO GLOBAL OPPORTUNITIES.

Educate  Train  Assess  Connect
Access to Markets Workshop for North West Women Entrepreneurs in the Environment Sector

16 October 2019: Site Visit
WEConnect International’s women business enterprises (WBEs) and women business owners from Women’s Property Network met for the first time at the Growthpoint Training Centre in Sandton, for a one of a kind matchmaking session.
Partnerships - Collaborations
Annual Conference 2019

2020 CONFERENCE WILL BE ON 6 March 2020 – JOIN US IN JOHANNESBURG
Recommendations

• Get to know each other. It’s important to be aligned on values
• Agree on roles and responsibilities
• Get expert advise, know the pros and cons of the legal structure you choose to operate under
• Look externally beyond the needs and opportunities within the WEConnect Corporates
• Your success externally should help you get the bigger opportunities with our corporates
• Know how your Collaboration group can be strengthened
• Understand that trust takes a while to build
• Be innovative, dream big and have fun
• Collaborate beyond your own network
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Connecting Women’s Enterprises with Market Opportunity