

INVITATION TO ICT SMALL AND MEDIUM ENTERPRISES (SMEs) TO PARTICIPATE IN THE SOUTH AFRICAN PAVILION AT ITU TELECOM WORLD 25 – 28TH SEPTEMBER 2017

The Department of Telecommunications and Postal Services, together with other stakeholders, is inviting South African ICT SMEs to apply to participate in the South African National Pavilion at the ITU Telecom World in Busan, South Korea. Successfully selected ICT SMEs will receive funding to participate in the National Pavilion at ITU Telecom World in Busan, South Korea, from the 25th-28th September 2017.

There is increasing international recognition of the importance of SMEs for socio-economic development, including within the UN System, and in particular through the International Telecommunications Union (ITU), which is the UN specialised agency for ICTs. The DTSP, together with participating organisations, is seeking applications from ICT SMEs with innovations in Information and Communication Technologies and in ICT applications to deliver services.

1. **The Benefits for ICT SMEs to participate in Telecom World through the South African National Pavilion:**

- Valuable international exposure;
- Investment and partnership potential;
- Knowledge transfer – sharing best practice, solutions and ideas;
- Unprecedented access to high-level audience of ministers, regulators, industry CEOs;
- Peer networking and business matchmaking;
- Expert insight and understanding of critical ICT issues; and
- Capacity-building workshops.

2. **The criteria for selection of applicants:**

- SMEs applying to be part of the South African National Pavilion should provide a motivation detailing the ICT Innovative products/services/solutions they provide, their business model and who their customers or target customers are.
- The motivation should also indicate the ambition and ability of the applicant to scale up or replicate their services in other countries, explaining why their services will be of interest in other countries or to international investors, and the measures they may need to put in place to facilitate such interest.
- Applicants should also indicate successful projects they may have been involved in, that benefit their communities or enable other services.
- Consideration will be given to the extent that the applicant's innovative approach and projects contribute to improving people's lives or to economic development.

- We are particularly interested in SMEs that may be eligible to compete for ITU Telecom Awards in the following categories:
 - Best Business model
 - Most innovative use of ICTs
 - Greatest social impact
 - Most scaleable solutions
- Applicants should also provide information and evidence about the company, including size of operation (in line with the National Small Business Act definition and turnover/employment thresholds), information about the company's leadership/key personnel, and competence in providing reliable services that benefit their customers.
- Geographical representation is a consideration, to try and ensure an inclusive approach between provinces and urban and rural SMEs as much as possible.
- SMEs should also provide tax certificates to demonstrate that they are tax compliant.

3. **Process for the identification and selection of SMEs to participate in the South African National Pavilion**

- The opportunity for SMEs to participate in the National Pavilion (the exhibition partners) will be advertised through government websites and on-line facilities and through their databases.
- Applications from interested SMEs should include information about the company in line with the selection criteria set out above.
- A selection panel will be established by DTSP to decide on the selection of SMEs, based on the innovative use of ICTs as highlighted in the motivation, the ability to scale up operations or develop partnerships to reach international markets, and on the other information provided. The funding available will determine the final number of SMEs to be selected.

Applications must be received by the 11th August 2017

at the following email addresses:

jpaterson@dtps.gov.za or imalebye@dtps.gov.za

Responses to specific enquiries will be distributed via the website.