

TEP Assists World Famous Soweto Restaurant To Launch New Venture

Highlights

- Wandies Place wins tender to operate restaurant in the International Departures, OR Tambo.
- TEP linkages helped Wandie to prepare his tender and secure finance
- TEP linkages helped Wandie to prepare his tender and secure finance

Wandi Indaba started by operating an illegal shebeen from his house in 1981. Without a license and with threat of police raids, he struggled through the next decade, relying on the loyalty of his regular clientele.



Over the past few years Wandies Place has become a South African institution. Visited by hundreds of foreign tourists and many eminent personalities this ordinary Soweto house has become a landmark and major tourist attraction for Gauteng, patronized by the rich and famous.

Today, almost 16 years later, Wandies is ushering in a new phase. Wandies approached the Tourism Enterprise Programme (TEP) to assist with the preparation of a tender for the opportunity to operate a food & beverage outlet in the International Departures Landside for a period of 5 years. TEP Business Development Consultant, Wandile Lukuzo, linked Wandie to a TEP registered Service Provider, OSMC.

Wandi says "TEP has helped put us in contact with companies we would not have been able to on our own, like OSMC. This impacted highly on our success and growth"

- TEP assisted Wandies with:
 - Website development
 - Tender preparation and research
 - Business Plan
 - Account specialist
- At registration with TEP, Wandies employed 2 permanent staff. It now employs 17 permanent and 3 temporary staff
- New venture has potential to employ 86 people and achieve turnover of R3million pa

OSMC assisted Wandie with the tender submission including the preparation of tender documents, meetings with the various role players, the evaluation of the retail opportunity, sites inspections, access readiness, an operational plan, a concept proposal, detailed market research, a marketing plan, and financial compliance to service standards.

On the 28th of June 2007, Wandies was officially awarded the ASCA tender. This opportunity will provide local and worldwide marketing with the potential to create 86 permanent positions and an increased turnover of approximately R 3 million per annum.

Having been awarded the tender, Wandie also needed to raise capital to fund the new establishment and ensure that new financial systems are implemented. TEP assisted with the development of a business plan which was successful in raising R 3 million from the Umsobomvu Youth Fund. The same business plan was submitted to a large South African bank and negotiations are currently underway for a further R 2 million loan. TEP also helped with the costs of an accounting specialist to bring the current financials up to date and to implement new systems.

Future plans include assisting Wandies with staff service training and project management training for key personnel. The new establishment will become operational in November 2007. Wandie is looking forward to working with TEP in the future "We are happy to be mentored by TEP and believe they'll continue to hold our hands as we grow and create jobs".

For more information on TEP, [click here](#)

.....

Tel: 011 612 2000 | Fax: 011 612 2004 | Web www.btrust.org.za | Email info@btrust.org.za