

YIMS

"Finding the ways that work"

YIMS FOUNDATION – PROPOSAL/ EXPRESSION OF INTEREST

24 March 2020

REF: DONOR PROJECT STRATEGIC PROGRAMME / EXPRESSION OF INTEREST

SPECIFICATIONS: ICT/SOFT SKILLS/ VOCATIONAL SKILLS PROGRAMMES

YIMS

"Finding the ways that work"

INTRODUCTION

Young Innovatorz Marketing Solutions (NPO) is planning to focus on the following key pillars:

1. Soft Skills Development (Online and offline Content) 2. ICT Technical Support & Basic Computer Training 3. Development Programs (Vocational Training) 4. Job creation 5. On the job mentorship and support 6. Enterprise Development 7. Informal Settlement Conferences/Workshops (Entrepreneurship Training) 8. Job Fairs

We have gone through an extensive length in developing this proposal and also outline a proposed implementation plan for the project. We therefore wish Donor to take time and read this plan hoping that YIMS would be considered for this opportunity. YIMS **Vocational education and training** is very **important** in today's world, students don't have proper skills and interest because of the regular trainings attended by almost everyone (which leads to less job creations). **Vocational education and training** is basically for improving student's skills and develop an interest regarding their choice of interest. After the research/interviews we've made, we know vocational **training** will equip the students with practical experience and technical skills in a specific type of field, which will make it easy for us to place (jobs) and raise future entrepreneurs.

We are striving to be skills development and job creation leader in South Africa with an extensive corporate social investment, job creation and (real) enterprise development project and Accenture (Skills to Succeed). YIMS is mainly appointed by various companies/organizations to run IT Technical Support and deliver skills development (Rural Development Programs) and job enterprise development economic opportunities.

YIMS proposal focuses on Skills development, enterprise development and job creation in the following province and Municipality:

- **South Africa – All Provinces**

We wish you could consider our proposal for real job creation and economic opportunity creation for all the graduates.

Warm regards
YIMS Management
Oscar Tsatsa
CEO

Young Innovatorz Marketing Solutions Volunteers (NPO)

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Oscar Z Tsatsa

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Eastfield Ext 16

Vosloorus 1475

24 March 2020

Dear Donor Team,

DONATION/SPONSORSHIP REQUEST

YIMS SA, is a Non-Profit Organisation (132-487 NPO) with a PBO status (SARS TAX 18A).

We have been assisting the disadvantaged youth and schools with soft/Technical (IT) programmes. However, the organisation focuses on the following key pillars:

1. **Soft Skills Development (Online and offline Content)**
2. **ICT Technical Support & Basic Computer Training**
3. **Job creation through Volunteering**
4. **On the job mentorship and support**
5. **Enterprise Development and opportunity creation /Commercialization / Market penetration**
6. **Cooperative/Entrepreneurship sustainability and scalability (self- sustenance)**
7. **Informal Settlement Conferences/Workshops (Entrepreneurship Training)**
8. **Job Fairs**

Our efforts to run the above services can't take effect unless we have support from the donors.

I'm writing to ask you to donate **R200 000 - R500 000**, we have projects in South Africa and would really appreciate if **your company can assist us in order for us to be able to reach the communities, we humbly ask Donor** to be our partner in assisting the community, the donation will help fund and maintain the operation of the project and raise funding for all the projects so that we can reach other provinces. By donating, we will be able to transfer soft and technical skills to the youth in South Africa and set up our YIMS office and computer lab, any form of donation will be greatly appreciated and we will be sharing reports with the company and also include the company logo on all our marketing material.

Our goal is to acquire sufficient funds from sponsors to strengthen the foundation of our team and to ensure the future success of the program. Given that we are a non-profit organization, your donation is tax-deductible and serves as an excellent way to give back to your community. We graciously accept any assistance you can offer, and we thank you in advance for your support for our organisation.

I will be following up with you within the next few days to discuss your interest. Please feel free to reach out to me with any questions/feedback at **081 313 8133** or **tsatsa@yimsfoundation.org**

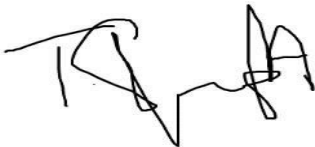
YIMS Foundation is a Level 1 B-BBEE Public Benefit organisation (PBO) that assists beneficiaries through our youth development programmes. We assist companies achieve points on their B-BBEE scorecard under the Socio-Economic Development element.

Companies who donate to YIMS Foundation will not only receive B-BBEE points but will assist by positively impacting the lives of beneficiaries and help break the cycle of poverty and inequality in South Africa

Donations to YIMS Foundation are tax deductible with Section 18A certificates being issued.

Warm Regards,

ZO Tsatsa
YIMS SA
CEO



PROPOSAL SUMMARY

Rural Tech-Proposed programs

Name of programme	Programme Type	NQF Level	Number of learners
S2S Workplace Readiness Programme	Unit Standard Based Short Skills Program	4	250
Soft Skills Development	Work Readiness Program	4	250
CISCO Training (Technical Support) & Job Placements	Unit Standard Based Short Skills Program & Work Readiness Program	4	40
Mobile/Cellphone/Tablet repair training & Enterprise Development	Unit Standard Based Short Skills Program & Work Readiness Program	4	30
DSTV Installation training & Job Placements and Enterprise Development (basic computer skills)	Unit Standard Based Short Skills Program & Work Readiness Program	4	15
Shoe Repair Training & Enterprise Development (Basic Computer Skills)	Unit Standard Based Short Skills Program & Work Readiness Program	4	20
Photography training & Enterprise Development (Basic Computer Skills)	Unit Standard Based Short Skills Program & Work Readiness Program	4	20
Corporate Printing Training & Enterprise Development (Basic Computer Skills)	Unit Standard Based Short Skills Program & Work Readiness Program	4	25
Construction & Enterprise Development (Basic Computer Skills)	Unit Standard Based Short Skills Program & Work Readiness Program	4	40
Hospitality (Baking) & Enterprise Development (Basic Computer Skills)	Unit Standard Based Short Skills Program & Work Readiness Program	4	20
Electronics & Enterprise Development (Basic Computer Skills)	Unit Standard Based Short Skills Program & Work Readiness Program	4	20
Total number of candidates Ref YIMS-Donor Project			420

YIMS 2020 Plan

Month	Projects	Program	Action
Feb 2020	Website Development	YIMS Website development/Update	Done, awaiting publishing of the website.
March 2020	High School Guidance Project (GP)	1.High Schools Skills to Succeed, 2. Career Guidance/Mentorship session, 3. Soft Skills Development	Pending...
April – May 2020	Cisco IT Essentials	30 Candidates to be trained on Cisco IT Essentials, Soft Skills Development and Entrepreneurship / Mentorship	Pending...
April 2020	CV Development	Assist candidates with editing their CV's with the latest template 2020.	Pending...
May	Enterprise Development	Entrepreneurship/Mentorship session/Community Upliftment	Pending...
June - July 2020	IT Essentials, End User Computing, Soft Skills Online development platforms.	50 Candidates training	Pending...
June 2020	Youth Seminar / Job Fair	Youth Exhibition/ Job Fair/ Career Guidance Exhibition	Pending...
June 2020	Enterprise Development	Entrepreneurship/Mentorship session/Community Upliftment	Pending...
August 2020	Business Seminar	Leadership and Entrepreneurship workshop/seminar/Funding Opportunities	Pending...
September 2020	High Schools IT Development	Upgrading the schools IT systems, fixing printers/computers	Pending
September - October 2020	Grade 12's Development	Soft Skills Development, Gradesmatch and University Applications	Pending...
November 2020	Schools Project (CoE)	Schools Career guidance / NSFAS	Pending...

December 2020	Mentorship and Reporting	Evaluation of the previous candidates we have trained / Provide Mentorship / Reporting to sponsors	Pending
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CAPACITY MODEL

Partners	Roles
Donor	(1)Strategy Development (2)Quality Assurance (3) Scalability
Provincial municipality partners	(1) Youth Centres in Ekurhuleni and Vodacom Foundation Centres
Enterprise Development Partners	(1) NYDA (2) Mzwehlale Consulting
Provincial technical support teams	T-Zone Enterprises (IT Support)
Partner NGOs	YIMS Foundation will partner with 5 reputable NGOs in all the selected provinces Ref: Capacity partnership for venues, infrastructure and related skills development requirements
Cisco Academy	Technical Support training to be certified by Cisco
Vodacom Foundation	Vodacom Centres (9 Provinces) can be used by YIMS Foundation
Placement Partners	Matrix Warehouse, T-Zone Enterprises, Mzwehlale Consulting, Nkosie Auto Mechanic, Perkas Chemicals, Ukuphepha Holdings, Incredible Connections, SA Wireless, Wirulink, Schools with Computer Labs, Community Centres with Computer Labs

OUR TARGET MARKET

- 1. Youth that is interested in obtaining vocational skills**
- 2. Entrepreneurs who are looking at starting new cooperatives/companies**
- 3. Established cooperatives looking at growing/ expansion interventions**

RECRUITMENT AND SELECTION MODEL

1. Selection criteria

- A. Black – African candidates
- B. Age: 16-45
- C. Previously disadvantage community members
- D. Ability to pass our testing processes including our aptitude tests for various programs
- E. Ability to demonstrate passion, eagerness and willingness to learn
- F. Ability to write a motivation letter

2. Leadership team aptitude and business knowledge evaluation

- A. High level and in-depth management evaluation

3. Soft Skills testing & evaluation as part of the recruitment process

- A. **Accenture powered S2S (Skills 2 Succeed) digital system-** YIMS Foundation will use the S2S system to train the selected individuals on key competitive skills
- B. **FICA documents** – FICA documents are part of the cooperative evaluation Ref member FICA document submission

4. Capacity management

- YIMS Foundation will deploy provincial coordinators.

Provincial Coordinators	Province	Years of experience	Role
Sibusiso Mphuthi	Gauteng(COE)	8 Years	Co-ordinator
Solomuzi Majozi	Gauteng (COE)	10 Years	Co-ordinator
Zanele Ntsoelongoe	Gauteng (COE)	7 Years	Co-ordinator
Sibusiso Mgaga	Gauteng (COE)	5 Years	Co-ordinator
		30 Years (Combined experience)	

YIMS SWOT ANALYSIS – REF: PROJECT

Strengths	Weaknesses	Opportunities	Threats
National / Provincial project roll out and management	Less public sector connections	Creation of real trading enterprises by the Donor graduates	Not being afforded an opportunity to implement the proposed Donor project
Enterprise development and commercialization track record and expertise		Opportunity for the organisation to partner with our main sponsors such as Cisco, Vodacom Foundation.	
Job Placements			

ABOUT YIMS FOUNDATION

YIMS is an NPO founded in 2014 focusing on Industry Specific ICT, Enterprise Development and Rural Development programs. A global aspirant NPO with an aim to become a leader in Africa. We are running in nine (9) provinces in South Africa

Key focus areas: Computer training (Microsoft Office: Typing, data capturing, technical support (CISCO) and Coding), Enterprise Development, ICT Entrepreneurship, NPO capacity training and Entrepreneurship, Soft Skills (Job readiness). Rural Development programs: Phone Repair, DSTV Installation, shoe Maker training, photography training and Corporate Printing program.

Key differentiator: YIMS trains for specific job opportunities, enterprise development (entrepreneurship)

Key value add: Global competitive Industry driven curriculums, technologies delivered to ordinary African youth in townships and rural South Africa and a 75% employment /entrepreneurship creation model.

Key innovations: YIMS Seminar, YIMS Entrepreneurs Academy and YIMS Innovation hub.

Key Sponsors: Vodacom Foundation, CISCO Academy, BJK and T-Zone Enterprises
Training Centre Sponsor: Dipaliseng municipality, Klerksdorp municipality, Vodacom foundation

Key strategic partners: Accenture, NYDA, BJK Industries

Objectives

Train ICT/Tech rural development programs and Soft Skills Development then place 50% while the rest of the beneficiaries start their businesses by September 2022.

- Soft Skills Development
- Running basic computer skills
- Partner with specific foundations and CSI (Corporate Social Investment) units to complement their current education programs in order to create meaningful job opportunities and entrepreneurs

Details about YIMS project

What is the motivation for this project?

YIMS Vocational education and training is very important in today's world, students don't have proper skills and interest because of the regular training's attended by almost everyone (which leads to less job creations). Vocational education and training is basically for improving student's skills and develop an interest regarding their choice of interest. After the research/interviews we've made, we know vocational training will equip the students with practical experience and technical skills in a specific type of field, which will make it easy for us to place (jobs) and raise future entrepreneurs

How will we approach the implementation of the project? *

The strategy is as follows: The candidates will all have to attend a soft Skills Development programme to change the attitude. Then we enter to the actual training of which is vocational training, as soon as they done with the skills development programme we then run Entrepreneurship programme to make sure candidates get the knowledge to start their businesses (Our Enterprise Development takes over). We then approach companies and do placements to make sure that the candidates receive relevant experience.

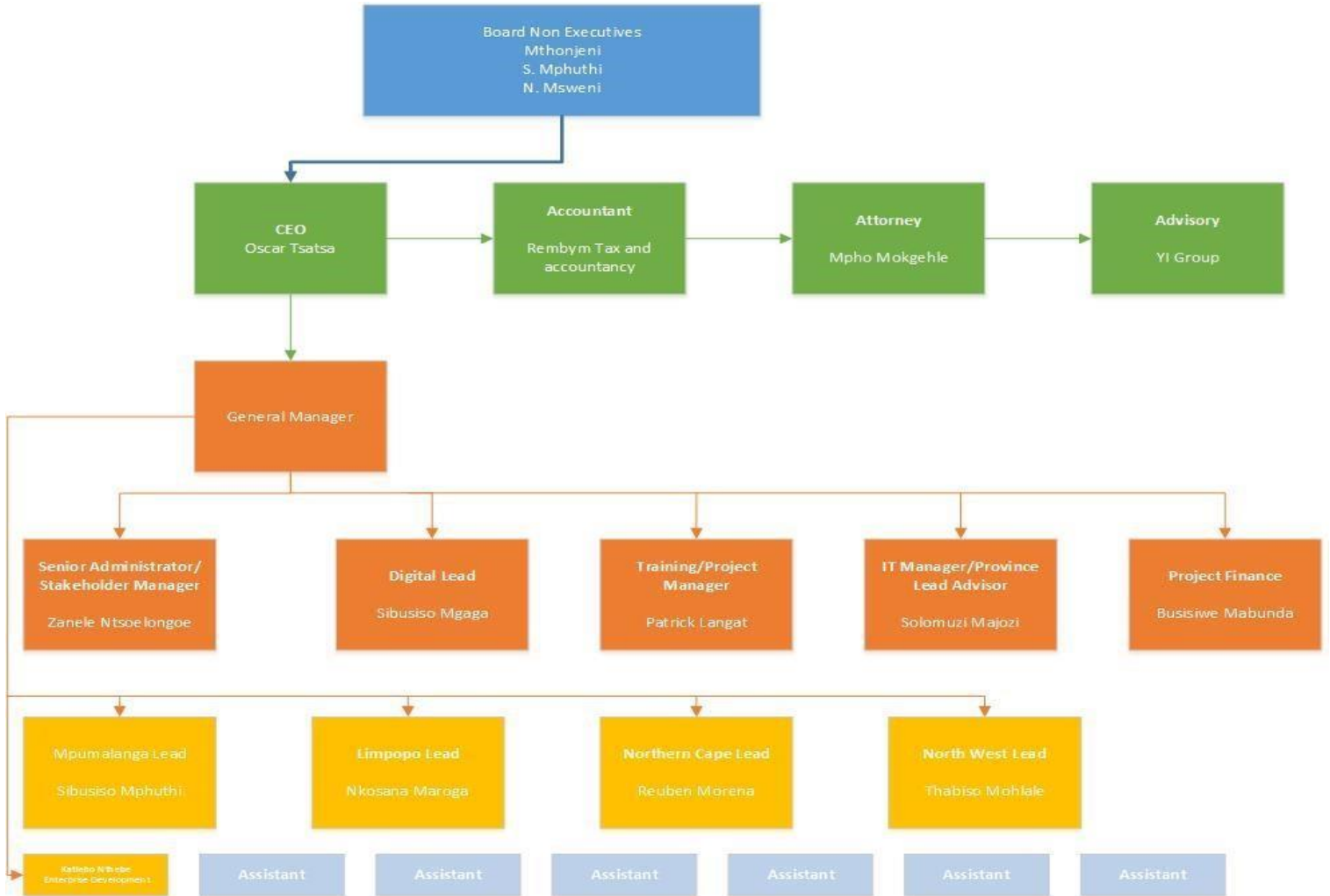
What change or impact are you expecting to make with your project? *

. It will change the attitude of the candidates through Soft Skills Development, 2. Candidates will be computer literate through our computer programmes since we live in a 4IR world. 3. Vocational Skills will give candidates something to and be able to start their businesses because at the end the project will give the candidates entrepreneurial skills.

Where will the project be conducted? *

- South Africa – All Provinces

Organization structure



OUR ENTERPRISE DEVELOPMENT SKILLS DEVELOPMENT AND BUSINESS OPTIMIZATION CONTENT

SOFT SKILLS TRAINING
Business Etiquettes training
Communication skills training
Soft skills training
Personal development training
Personal finance management training
Group finance management training
Confidence building training
Personal branding and leadership style training
ENTERPRISE DEVELOPMENT TECHNOLOGY
EUC training (computing) - Optional
Business writing (Email) training
Tech Conferencing training
Cloud storage (Dropbox, Drive, Sky One) training and installation
CRM (Customer Relations Management) Android/ Apple application training and installation
Digital invoicing systems (Android/ Apple) training and installation
Google analytics and Search Engine Optimization (Placing of cooperative adverts)
Social media training and installation
Digital poster marketing and real-life advert postage
Budget monitoring training
Stakeholder management training
COOPERATIVE / BUSINESS PROCESSES
New business development training

Business planning & writing training
Business profiling training
Business marketing training
Business financial management
Introduction to Pastel Accounting
COMPLIANCE
Compliance and governance training
SARS , Tax and VAT training
Business Management and process management training
MENTORSHIP
Pairing of cooperative leaders with commercial mentors

ENTERPRISE DEVELOPMENT TIMELINES

Summary:



- Recruitment, selection, skills development, administration support, digitalization, certification – (3-6 Months)

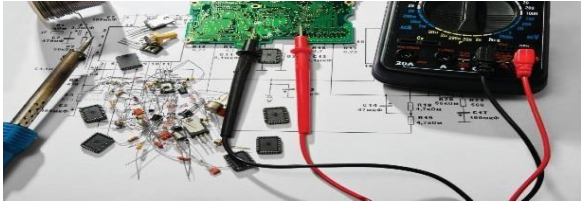



TIMELINES

<i>SOFT SKILLS TRAINING</i>	1 Month
Business Etiquettes training	
Communication skills training	
Soft skills training	
Personal development training	

Personal finance management training	Purple
Group finance management training	
Confidence building training	
Personal branding and leadership style training	
TECHNOLOGY	1 Month
EUC training (computing) - Optional	
Business writing (Email) training	
Tech Conferencing training	
Digital invoicing systems (Android/PC) training and installation	
Social media training and installation	Light Orange
Stakeholder management training	
	Light Green
MENTORSHIP	
Pairing of cooperative leaders with commercial mentors	Yellow

Programs (Soft/Vocational Skills)

<p>Soft Skills Development + S2S</p>		<p>Soft Skills 2 Weeks</p>
<p>Cisco IT Essentials (Technical Support)</p>		<p>Vocational Skill 2-5 Months</p>
<p>Phone Repair Training</p>		<p>Vocational Skill 2-5 Months</p>
<p>DSTV Installation</p>		<p>Vocational Skill 2-5 Months</p>
<p>Shoe Repair Training</p>		<p>Vocational Skill 2-5 Months</p>
<p>Photography Training</p>		<p>Vocational Skill 2-5 Months</p>

<p>Electronics Training</p>	 A photograph showing various electronic components like resistors, capacitors, and a breadboard on a workbench. A digital multimeter is connected to the circuit, and a soldering iron is visible in the background.	<p>Vocational Skill</p> <p>2-5 Months</p>
<p>Corporate Printing (Clothes) Branding Training</p>	 A person is shown using a heat press to transfer a logo onto a yellow t-shirt. The logo features a cartoon character and the text 'ON FIRE'.	<p>Vocational Skill</p> <p>2-5 Months</p>
<p>Hospitality (Baking) Training</p>	 A group of people in a professional kitchen setting, wearing hairnets and aprons, are working with various stainless steel pots and pans on a stove.	<p>Vocational Skill</p> <p>2-5 Months</p>
<p>Construction Training</p>	 A photograph of a construction site showing workers in blue uniforms building a brick wall. Scaffolding and wooden forms are visible.	<p>Vocational Skill</p> <p>2-5 Months</p>

YIMS PROJECTS PHOTOS



YIMS job Fair Programme



IT Technical Support Programme



High Schools IT Support



Cisco IT Essentials



Entrepreneurship Programme



YIMS Enterprise Development



End User Computing



On the Job Mentorship

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University Applications Assistance



Teachers IT skills upliftment programme



Women Empowerment



Children Coding Programme

CONTACT DETAILS

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"Leaders in Skills Development"