

# **BS CS** | **Botswana Supply Chain Summit**

Theme:

**"A resilient future by transforming  
Supply Chain for the AFCFTA agenda"**



Date: **6-7 November 2024**  
Venue: **Hotel 430**  
**Gaborone, Botswana**

IN ASSOCIATION WITH

  
**SAPICS**  
THE PROFESSIONAL BODY FOR  
SUPPLY CHAIN MANAGEMENT

# ABOUT THE EVENT:

*The Botswana Supply Chain Summit is a leadership-focused meeting designed around improving supply chain practices and procurement strategy across the African continent. This landmark event aims to bring together industry experts, thought leaders, and key stakeholders to delve into the intricacies of supply chain management, fostering collaboration and innovation.*

**Theme: "A resilient future by transforming Supply Chain for the AFCFTA agenda"**

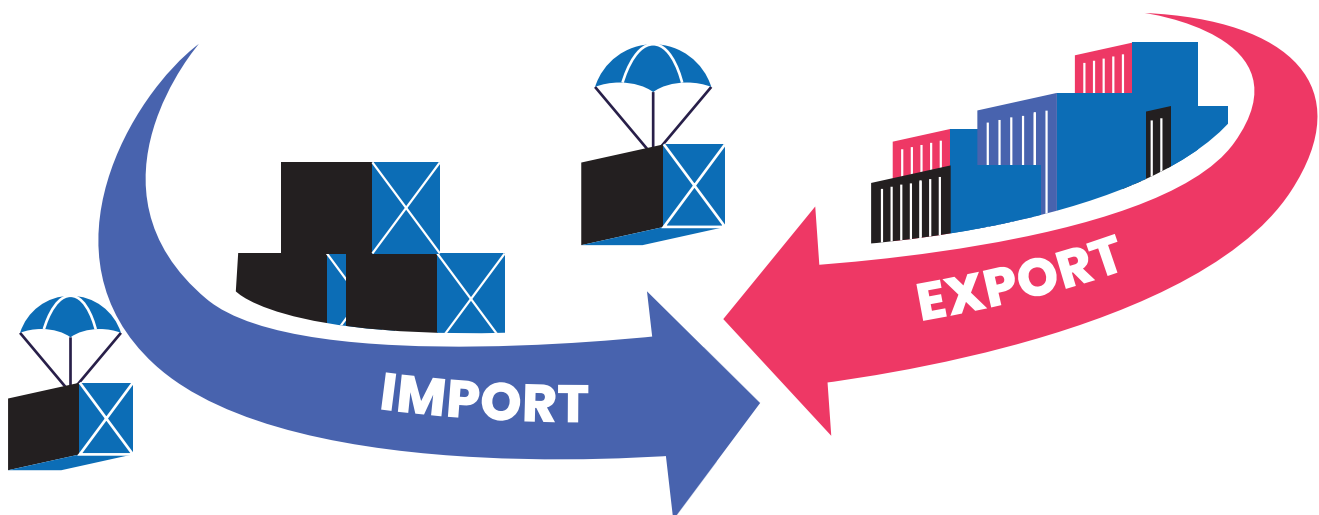
## **Why attend:**

*Attending the Botswana Supply Chain Summit can offer valuable insights into emerging trends, best practices, and innovations in supply chain management specific to Botswana and the region. It's an opportunity to network with industry leaders, gain knowledge from expert speakers, and potentially discover new partnerships or business opportunities. Plus, staying informed about advancements in supply chain practices can give you a competitive edge in your field. This also includes:*

- Access to inspiring talks by SCM thought leaders
- Unlock the year ahead in Supply chain Business
- Acquire actionable insights for your Retail/Logistics Business
- Network in the executive- class environment
- One-on-One Meets, Case studies, Round Table & More

## **Who should attend:**

- Supply Chain Management Leads • Supply Chain Professionals • Procurement Practitioners
- Warehouse Managers • Strategic Sourcing Specialists • Materials Planning Specialists
- Demand and Supply Specialists • Transport and Logistics planners • Customs Clearing Agents
- Cross border Traders • Freight forwarders • Small Medium Enterprises • Policy Makers



## WHY BOTSWANA:

**A strong economic growth:** Botswana has one of the fastest-growing economies in Africa, with an average annual growth rate of 4% over the past decade.

**A business-friendly environment:** Botswana has implemented several policies and reforms to attract foreign investors, including tax incentives, streamlined bureaucratic procedures, and an efficient legal system.

**A strategic location:** Botswana is at a crossroads in southern Africa, making it a gateway to the region.

**A skilled workforce:** Botswana has a highly educated and skilled workforce, with a literacy rate of over 88%.

## BSCS OBJECTIVES:

- Foster collaboration among industry stakeholders
- Explore innovative technologies and trends in supply chain management
- Address challenges and opportunities specific to Botswana's supply chain
- Enhance knowledge sharing and best practices exchange
- Promote sustainability and ethical practices in supply chain operations
- Facilitate networking opportunities for professionals in the field
- Identify strategies for improving efficiency and reducing costs in the supply chain
- Showcase success stories and case studies from local and international companies
- Encourage investment in infrastructure and logistics to strengthen the supply chain ecosystem



## TOPICS TO BE DISCUSSED

### **1. Digital Transformation in Supply Chains: Discuss how emerging technologies like blockchain, IoT, and AI are reshaping supply chain management in Africa.**

Digital transformation in the supply chain involves leveraging emerging technologies like blockchain, the Internet of Things (IoT), and artificial intelligence (AI) to streamline processes and enhance efficiency. In Botswana, these technologies are reshaping supply chain management by improving transparency, traceability, and decision-making.

**Blockchain:** By providing a secure and immutable ledger, blockchain technology enables transparent and traceable transactions across the supply chain. In Botswana, blockchain can be used to track the origin and movement of goods, ensuring authenticity and reducing the risk of counterfeit products.

**Internet of Things (IoT):** IoT devices, such as sensors and RFID tags, allow real-time monitoring of inventory, transportation, and storage conditions. In Botswana, IoT can optimize logistics operations, minimize stockouts, and prevent spoilage of perishable goods by providing insights into temperature, humidity, and other environmental factors.

**Artificial Intelligence (AI):** AI-powered analytics tools can analyze vast amounts of supply chain data to predict demand, optimize inventory levels, and identify potential disruptions. In Botswana, AI algorithms can help companies anticipate market trends, improve forecasting accuracy, and optimize resource allocation. Overall, the adoption of these technologies in Botswana's supply chain management enhances efficiency, reduces costs, and fosters innovation, ultimately driving economic growth and competitiveness in the global marketplace.

### **2. Regional Integration and Trade: Explore how Botswana can optimize its supply chain strategies to leverage regional trade agreements and partnerships, such as the Southern African Development Community (SADC) and the African Continental Free Trade Area (AfCFTA).**

To optimize its supply chain strategies within regional trade agreements like SADC and AfCFTA, Botswana can focus on several key aspects. Firstly, it can enhance transportation infrastructure to facilitate smoother movement of goods across borders. Secondly, it can streamline customs procedures and reduce trade barriers to expedite cross-border trade. Additionally, Botswana can invest in technology and digital platforms to improve communication and tracking along the supply chain. Moreover, fostering partnerships with neighboring countries and local businesses can enhance collaboration and efficiency. Finally, investing in skills development and capacity building can ensure that Botswana's workforce is equipped to capitalize on the opportunities presented by regional integration and trade agreements.

### **3. Strategies for Sustainable Ethical Sourcing in the mining sector**

Sustainable ethical sourcing in the mining sector refers to practices that prioritize environmental stewardship, social responsibility, and ethical considerations while extracting and sourcing minerals. Strategies for achieving this goal typically involve:

- Transparency and Traceability
- Responsible Mining Practices
- Community Engagement
- Ethical Labor Practices
- Certification and Standards
- Collaboration and Partnerships
- Investment in Innovation

By adopting these strategies, companies can promote sustainable development in the mining sector while upholding ethical standards and minimizing negative social and environmental impacts.

### **4. Transport, Infrastructure and Telecommunications Development: Address the role of infrastructure development in improving supply chain efficiency in SADC, including transportation, logistics hubs, and customs facilities.**

Transport and infrastructure development play a critical role in enhancing supply chain efficiency within the Southern African Development Community (SADC). Here's a breakdown of how infrastructure development impacts various aspects of the supply chain:

- Transportation Network
- Logistics Hub
- Customs Facilities and Procedures
- Intermodal Connectivity: Information and Communication Technology (ICT)
- Investment in Border Infrastructure
- Public-Private Partnerships (PPPs)

Overall, infrastructure development plays a pivotal role in improving supply chain efficiency within the SADC region by enhancing connectivity, reducing transit times and costs, and facilitating trade facilitation. By investing in transport and infrastructure projects, SADC countries can unlock economic growth, promote regional integration, and strengthen their competitiveness in the global market.

### **5. Optimizing Logistics and Supply Chain Management in the bulk commodities Industry: Navigating Challenges and Seizing Opportunities**

Optimizing logistics and supply chain management in the oil and gas industry involves streamlining processes to ensure the efficient movement of materials, equipment, and personnel from suppliers to the final destination, which could be drilling sites, refineries, or distribution centers. This optimization is crucial due to the complexity and scale of operations in the industry, as well as the significant impact it has on costs, timelines, and overall project success. Navigating challenges in this context often involves dealing with various factors such as volatile oil prices, geopolitical uncertainties, regulatory compliance, and environmental concerns. These challenges can disrupt

supply chains, leading to delays, increased costs, and potential risks to safety and security. To address these challenges and seize opportunities, companies in the oil and gas industry employ various strategies and technologies. This includes implementing advanced analytics and predictive modeling to forecast demand, optimize inventory levels, and improve transportation routes. Additionally, leveraging digital technologies such as Internet of Things (IoT) sensors, blockchain, and artificial intelligence (AI) can enhance visibility and traceability across the supply chain, enabling better decision-making and risk management.

## **6. Optimizing Healthcare Supply Chains in the Industry: Innovations and Challenges in the Medical and Pharmaceutical Sector.**

The topic will address how supply chains can improve efficiency and address challenges in delivering medical products and pharmaceuticals.

### **Key Challenges:**

- **Regulatory Compliance:** Strict regulations across different regions can complicate global supply chains.
- **Cold Chain Management:** Ensuring temperature control for sensitive products like vaccines.
- **Supply Disruptions:** Vulnerabilities highlighted by events like the COVID-19 pandemic.
- **Counterfeit Drugs:** Protecting product integrity and preventing fake medicines.
- **Cost and Waste Management:** Balancing cost efficiency with the safe disposal of expired products.

### **Innovations:**

- **Digital Technologies:** AI, blockchain, and IoT enhance visibility, traceability, and forecasting.
- **Automation:** Robotics in warehousing and distribution improve speed and reduce errors.
- **Telemedicine and Home Delivery:** Adapting to direct-to-patient models.
- **Sustainability:** Efforts to reduce the carbon footprint in supply chains.

Optimizing these supply chains is essential to improve patient care, reduce costs, and address future challenges like pandemics or personalized medicine

## **7. Case Studies and Best Practices: Showcase successful supply chain strategies implemented by local businesses in Botswana and beyond.**



# SUMMIT AGENDA

Wednesday 6 <sup>th</sup> November 2024 - DAY 1	
07:30	Registration of all participants - Mobisoft
09:00 – 10:30	<p><b>Welcome and Opening Session</b></p> <p>Local entertainment:</p> <p>Welcome Remarks: <b>Ms. MJ Schoemaker</b>- SAPICS President</p> <p>Keynote Address: <b>Ministry of Trade &amp; Industry</b></p> <p>Guest Speaker: <b>Mrs Emily Mburu Nderi-Ndoria</b> - AfCFTA Secretariat Director</p> <p>Vote of Thanks:</p> <p>Speaker: <b>CEO - Public Procurement Regulatory Authority</b></p>
10:30 – 11:00	Coffee Break and Networking
11:00 – 12:30	<p><b>Plenary Session 1</b> - Digital Transformation in Supply Chain: Discuss how emerging technologies like blockchain, IoT, and AI are reshaping supply chain management in Africa.</p> <ol style="list-style-type: none"> <li>1. Speaker: <b>Martin Stimela</b> – Brastorne Enterprises, CEO</li> <li>2. Speaker: <b>Charles Seotseneng</b> - Debswana, Information Manager</li> <li>3. Speaker: <b>Duncan Pie</b>-Inq. Regional Managing Director</li> <li>4. Speaker: <b>Shai de Toledo</b>-HB Botswana, Managing Partner / Co-founder.</li> <li>5. Speaker: <b>Charles Kotze</b> - RELEX Solutions, Country Manager, .</li> </ol> <p>Moderator: <b>TBA</b></p>
12:30 – 14:00	Lunch Break
14:00 – 15:30	<p><b>Plenary Session 2</b> - Regional Integration and Trade: Explore how Botswana can optimize its supply chain strategies to leverage regional trade agreements and partnerships, such as the Southern African Development Community (SADC) and the African Continental Free Trade Area (AfCFTA).</p> <ol style="list-style-type: none"> <li>1. Speaker: <b>Financial Institution</b></li> <li>2. Speaker: <b>Mr. Rinaldo Mendiante</b> - Multilateral Trade SADC - Programme Officer</li> <li>3. Speaker: <b>Mrs Emily Mburu Nderi-Ndoria</b> - AfCFTA Secretariat Director</li> <li>4. Speaker: <b>Dr Juanita Maree</b> – SAAFF, CEO.</li> </ol> <p>Moderator: <b>Tumalano Babusi</b> - DTCCB</p> <p><b>Plenary Session</b> - Optimizing Logistics and Supply Chain Management in the bulk commodities Industry: Navigating Challenges and Seizing Opportunities</p> <ol style="list-style-type: none"> <li>1. Speaker: <b>Bruce Buno</b> – Astro Energy, CEO.</li> <li>2. Speaker: <b>Botswana Oil, CEO</b></li> <li>3. Speaker: <b>Engen Botswana</b></li> <li>4. Speaker: <b>Vivo Energy</b></li> </ol> <p>Moderator: <b>Ronnie Yane</b> - Closed-Loop SCM Services Pty LTD, MD</p>



16:00 – 17:30	<p><b>Plenary Session</b>–Transport, Infrastructure and Telecommunication Development: Address the role of infrastructure development in improving supply chain efficiency in Botswana, including transportation, logistics hubs, and customs facilities.</p> <p>1.Speaker: <b>Derick Mokgatle</b> – SeaRail (Botswana)(Pty) Ltd, Managing Director  2.Speaker: <b>Motshidisi Moremi-Motshewa</b> –Mascom Wireless, Procurement Manager  3.Speaker: <b>Lesly Jombe</b> - Arenel Foods (Zimbabwe), Supply Chain Manager.  4.Speaker:<b>Neo Gaborone- DSV Global Transport &amp; Logistics</b>.,Managing Director</p> <p>Moderator: <b>Matlhogolo Maano – Debswana</b></p>
17:30 – 21:00	<h2>Networking Cocktail</h2>
<p><b>Thursday 7<sup>th</sup> November 2024 - DAY 2</b></p>	
<p><b>09:00 – 16:00 One-to-One Meetings</b></p>	
08:30 – 09:00	<p><b>Fireside Chat:</b> "From Track to Podium: The Role of Supply Chain Excellence in Creating Olympic Champions – A Case Study Inspired by Letsile Tebogo's Gold Medal Victory.</p> <p>Speaker : <b>Botswana Sports Athletics coach</b></p>
09:00 – 10:00	<p><b>Plenary Session 1</b>–Strategies for Sustainable Ethical Sourcing in the mining sector</p> <p>1.Speaker: <b>Mokwadi Koloka- Debswana</b>, Senior Commercial Manager  2.Speaker:<b>Matome Tsholetsa Malema</b> - Minerals Development Botswana, CEO  3.Speaker: <b>Morule Coal Mine</b>  4.Speaker:<b>Nucleus Mining Logistics</b>  Moderator: <b>TBA</b></p>
09:00 – 10:00	<p><b>Presentation</b> – Exploring the role of internationally accredited certifications in improving supply chain efficiency in Botswana and Africa, incorporating safety, compliance and resilience on the road to business sustainability.</p> <p>1.Speaker: <b>Micheal Zano –JC Auditors</b>  2.Speaker: <b>Peter Mpete - Botswana Bureau of Standards</b></p>

10:00 – 10:30	Coffee Break
10:30 – 12:30	<p><b>Plenary Session 2-</b> Optimizing Healthcare Supply Chains in the industry: Innovations and Challenges in the Medical and Pharmaceutical Sector</p> <p>1.Speaker: <b>Botswana Medicines Regulatory Authority (BOMRA)/CMS</b></p> <p>2.Speaker: <b>Timilehin Omole</b> - IAPHL, Executive Director</p> <p>3.Speaker: <b>MJ Schoemaker</b>- SAPICS, President.</p> <p>3.Speaker: <b>Dr Keith Nkomo</b> - <b>Tres Groupe International Founder/CEO</b></p> <p>Moderator: <b>Mr Bashman Ketlhaetse</b> - SKMTH, Procurement Oversight Manager.</p>
12:00 – 13:00	<p><b>Presentation-</b> Case Studies and Best Practices: Showcase successful supply chain strategies implemented by local businesses in Botswana and beyond.</p> <p><b>Presenter: Mr Sachin Lonial</b> – PST Sales &amp; Distribution, MD</p> <p>Moderator: <b>Kabelo Moroka</b></p>
13:30 – 14:30	Lunch Break
14:30 – 17:00	<p><b>Offsite Tour of Supply Chain Operations</b></p> <p>Tour 1: <b>Senn Foods</b></p> <p>Tour 2: <b>Kromberg and Schubert/DITEC -TBC</b></p> <p>Tour 3: <b>KGK Diamonds</b></p> <p><b>Sponsored by Maeto Travel &amp; Tours</b></p>
17:00	End of Summit
17:30 – 21:00	<h2>Networking Cocktail</h2>



**Ms. MJ Schoemaker**  
SAPICS  
President



**Emily Mburu-Ndoria**  
AfCFTA Secretariat  
Director, Trade in Services,  
Investment, IPR and Digital Trade



**Martin Stimela**  
Brastorne Enterprises  
Co-Founder & CEO



**Neo Gaborone**  
DSV Global Transport & Logistics  
Managing Director



**Derick L. Mokgatle**  
Sea Rail (Botswana) (Pty) Ltd  
Managing Director



**Bashman Ketlhaetse**  
Sir Ketumile Masire Teaching Hospital  
Procurement Oversight Manager



**Michael Zano**  
JC Auditors  
Lead Auditor/Technical Specialist



**Rinaldo Mendiate**  
SADC Secretariat  
Programme Officer- Multilateral Trade



**Motshidisi Moremi-Motshewa**  
Mascom Wireless  
Procurement Manager



**Lesley Jombe**  
Arenel Foods (Zimbabwe)  
Supply Chain Manager



**Mr. Shai de Toledo**  
HB Antwerp  
Managing Partner/Co-founder



**Charles Seotseneng**  
Debswana  
Information Manager - Business Applications



**Duncan Pie**  
Inq- Botswana and Zambia  
Regional Managing Director



**Mokwadi Koloka**  
Debswana  
Senior Commercial Manager



**Kabelo Moroka**  
Brastorne Enterprise  
Business Development Officer



**Tlhotlhetso Ronald Yane**  
Closed-Loop SCM Services  
Managing Director



**Dr Keith Nkomo**  
Tres Groupe International  
Founder/Chief Executive Officer



**Timilehin Omole**  
IAPHL -International Association of  
Public Health Logisticians  
Executive Director



**Matlhogonolo Maano**  
Debswana  
Strategic Sourcing Analyst



**Sachin Lonial**  
PST Sales & Distribution  
Managing Director



# SUMMIT PACKAGES

PACKAGE 1:  
**BWP7 000**

**Includes:**

**Full access to the 2day summit**

- Access to the networking cocktail
- Offsite tour
- Meals

PACKAGE 2:  
**BWP5 000**

**Includes:**

**Full access to the 2day summit**

- Access to the networking cocktail
- Meals

PACKAGE 3:  
**BWP15 000**

## **Exhibition stall**

- Includes 2 access tags
- Size of stall 3x2m

# SPONSORSHIP PACKAGES



# Why Sponsor?

Sponsoring the **Botswana Supply Chain Summit** provides your organization with unparalleled opportunities to:

- **Enhance Visibility:** Gain exposure to a targeted audience of decision-makers and influencers in the supply chain industry.
- **Build Relationships:** Engage with key stakeholders through networking sessions, panel discussions, and interactive workshops.
- **Showcase Expertise:** Position your brand as a leader and innovator in supply chain solutions.
- **Access Opportunities:** Explore new business prospects and collaborations within Botswana and the wider Southern African region.
- **Support Industry Growth:** Demonstrate your commitment to advancing the logistics and supply chain sector in Botswana.

BENEFITS	Silver P 150 000	Gold P 250 000	Platinum P 350 000 +
Logo placement across all pre, at and post event platforms (printed collateral, stage, website, brochure, email campaigns, social media posts etc)	✓	✓	✓
Radio Interview			✓
Branding at the BSCS Summit	✓	✓	✓
Conference Passes for company representatives	4	6	8
Free exhibition booth	✓	✓	✓
Live streaming coverage on social media page		✓	✓
A Business seminar/workshop facilitated by sponsor			
Information of sponsor on delegate packages	✓	✓	✓

Please note that the Sponsorship packages can be adapted and customised to suit your needs. All prices are quoted excluding VAT. All benefits are subject to availability at the time of booking

# STAND ALONE SPONSORSHIP ITEMS

Here are other potential areas for corporate sponsors to consider sponsoring at the Botswana Supply Chain Summit:

## 1. Delegates Bags – P150 000

- Sponsorship of delegate bags provides prominent branding opportunities. Each delegate receives a bag upon registration, ensuring visibility throughout the event.
- Benefits: Logo placement on bags, brand exposure as delegates carry them throughout the summit, potential inclusion of sponsor materials or gifts inside the bags.

## 2. Networking Cocktail Day 1 or Day 2 – P100 000 (each day)

- Sponsorship of the networking cocktail allows sponsors to host a relaxed and engaging environment for attendees to network and build relationships.
- Benefits: Brand recognition as the host of the cocktail event, logo placement on event signage, verbal acknowledgment during the event, opportunity to address attendees briefly.

## 3. Event App – P60 000

- Sponsoring the event app provides a digital platform for attendees to access schedules, speaker information, and networking opportunities.
- Benefits: Exclusive branding on the app interface, logo visibility each time attendees access the app, push notifications or messages from the sponsor to all app users, highlighting sponsor's products or services.

## 4. Offsite Tour Shuttle for Delegates - Sponsored by Maeto

- Sponsoring the shuttle service for offsite tours for delegates ensures convenience and enhances their overall experience.
- Benefits: Branding on shuttle vehicles, acknowledgment as the shuttle sponsor during announcements or in event materials, opportunity to provide branded materials or refreshments onboard.

## 5. Media Lounge – P50 000

- The Media Lounge will be prominently branded with the sponsor's logo, ensuring maximum visibility to all media personnel, participants, and summit attendees. This branding will extend to all physical and digital spaces within the Media Lounge, including backdrops, banners, screens, and signage.

## 6. Event Registration Booth - Sponsored by PST SALES & Distribution

- Sponsorship of the registration booth ensures visibility as all attendees check in and receive their badges.
- Benefits: Branding at the registration area, acknowledgment as the registration sponsor, potential for interactive displays or promotional materials.

## 7. Gifts for Speakers – P25 000

- Sponsorship of gifts for speakers acknowledges their contribution and enhances their experience at the summit.
- Benefits: Branding on gift items, acknowledgment during speaker introductions, association with industry thought leaders.

Each sponsorship opportunity offers unique benefits tailored to different marketing objectives, ranging from brand visibility and recognition to direct engagement with attendees. Potential sponsors can choose based on their strategic goals and target audience engagement preferences at the Botswana Supply Chain Summit.

# SPONSORS & PARTNERS





# ORGANISED & MANAGED BY



## Company Overview.

Crystal Path (PTY) LTD is a dynamic supply chain consultancy firm founded in 2024 in Gaborone, Botswana. As a 100% citizen-owned company, Crystal Path is spearheaded by a young female Motswana with a passion for transforming the supply chain, procurement, and logistics sectors in Botswana and the Southern African region.

Our mission is to elevate the standards of supply chain management through expert consultancy, hands-on workshops, and industry-leading events. By leveraging our association with SAPICS, we are committed to equipping businesses and professionals with the tools, knowledge, and skills needed to thrive in today's competitive marketplace.

## Services Offered

Crystal Path (PTY) LTD offers a comprehensive range of services designed to enhance the efficiency and effectiveness of supply chain operations. Our services include:

### 1. Supply Chain Consultancy:

- Supply Chain Strategy Development
- Process Optimization and Efficiency Improvement
- Risk Management and Resilience Planning
- Technology Integration and Digital Transformation

### 3. Logistics and Distribution:

- Logistics Network Design and Optimization
- Inventory Management Solutions
- Transportation Planning and Management
- Warehousing and Distribution Strategy

### 2. Procurement Solutions:

- Strategic Sourcing and Supplier Management
- Procurement Process Design and Implementation
- Cost Reduction Strategies
- Contract Management and Negotiation Support

### 4. Training and Workshops:

- Supply Chain Management Training
- Procurement and Logistics Workshops
- Certification Programs in Collaboration with SAPICS
- Customized In-House Training Solutions




### 5. Annual Botswana Supply Chain Summit (BSCS):

Industry-leading event focusing on key issues and trends in supply chain management. Platform for knowledge sharing, networking, and collaboration among industry professionals, academics, and policymakers.

Features expert speakers, interactive sessions, and opportunities for participants to engage with advanced supply chain technologies.

# **BS** | **Botswana** **CS** | **Supply Chain** **Summit**

## Contacts

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