

Join the Clicks supplier family!



Clicks Supplier Development
www.clicks.co.za



Are you looking...

to partner with a leading retailer with a depth of market access and knowledge that can boost your market traction and commercial viability?

We are looking...

for suppliers who can provide us with innovative, high-quality products to wow our customers.

Could we be a match?



As a leading South African company, it is our responsibility to ensure that as we grow, so does our society. This is why Clicks is driving the focus on supporting our SMME partners to unlock their fullest potential.



Vikash Singh

Clicks Group Managing Executive

Having the best and most innovative supply partners is how we win at servicing our customers and communities. This is why Clicks is actively looking to find and enable the best SMME partners our communities have to offer.

Rachel Wrigglesworth

Clicks Group CCO





We are looking for innovative products

that will wow and delight our customers, so we will not exclude anyone from this process - far from it.

Our key focus, however, is on growing our base of black and women-owned SMMEs, and to that end we will provide successful SMME partners who are compliant with South Africa's B-BBEE legislation with added support:

<https://www.gov.za/documents/broad-based-black-economic-empowerment-amendment-act>

Chances are you are reading this because you are interested in becoming a supply partner to Africa's leading health and beauty retailer.

So let's get to it!

Here's **how** you apply:



Step 1

Introduce yourself

We'd like to get to know your business, so introduce it to us. We've created a simple application form that we'd like you to complete with your submission of interest to become a Clicks partner. Once you're ready, please visit www.clicks.co.za to complete your application.



Step 2

Due Diligence

If you successfully meet the criteria outlined in Step 1, we'll run your business through our detailed due diligence process so that we can get to grips with the nuts and bolts. This will help us understand if we will be a good fit for each other. We will require you to submit some paperwork. Not to worry though, we'll be there to guide you through it.



Step 3

Onboarding

This is a critical step because this is where we sign the contracts. Once you've passed through our due diligence and submitted all your required documentation, we'll introduce you to the key members of our commercial team, and together we'll work out the commercial terms of your agreement with Clicks.



Step 4

Market Test

Now you're ready to sell your products to Clicks! In other words, you're ready to test the market. We're just as excited as you are to get your products onto our shelves, but first, we must test. Based on your current market traction, we will either start you off as an e-commerce only supplier in order to understand how our customer base will react to your products, or launch your products in selected top stores as well as on our e-commerce platform, relative to your product category.



Step 5

Pilot Launch

After a few weeks of monitoring your product sales online and in our test stores, we'll move to planning an official product launch with you. We believe in iterating, learning and constantly improving, so we'll have a big bang launch in selected stores, followed by a phased roll-out of your product across our stores based on your product's performance.



Step 6

Measuring Performance

Hold onto your hat, because getting your product on shelf is only the beginning - now the real work starts! Managing stock inflits and promotional calendars, maintaining good, transparent lines of communication with our commercial team, driving business fundamentals to ensure that your product flies off the shelves... There's a lot to do!

Take a deep breath, we've got your back.

We'll give you templates to regularly track and review your performance as a supplier because we know that you can't improve what you can't measure. This will ensure you stay at the top of your game and grow your business every step of the way.

**We're
in this
together**

This is how we create awesome, mutually rewarding partnerships with our suppliers!

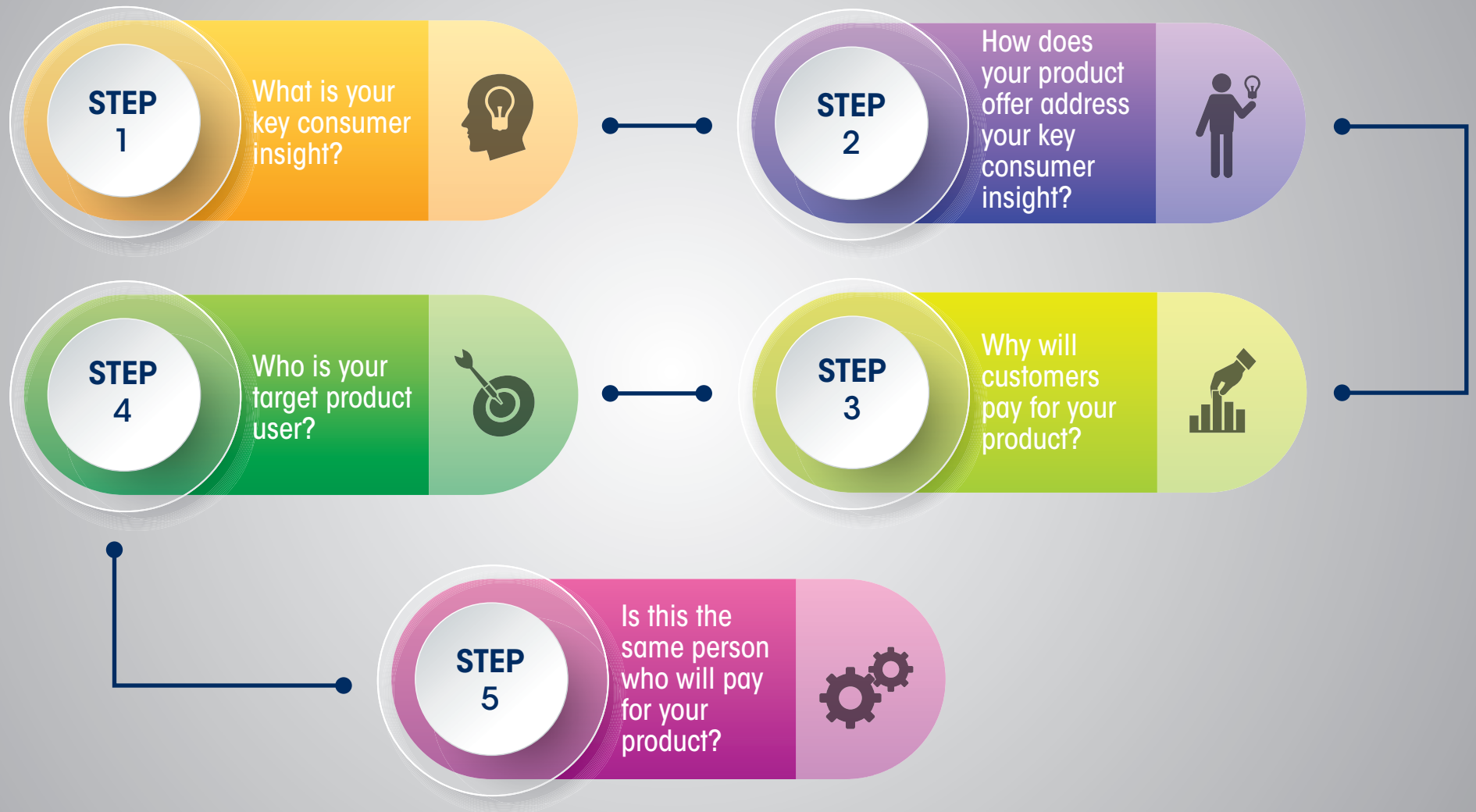


We ask that you as our partners walk this journey with us and help us to improve where we need to, and keep driving the things in our process that work so we can build a healthier economy.

Here are a few tools

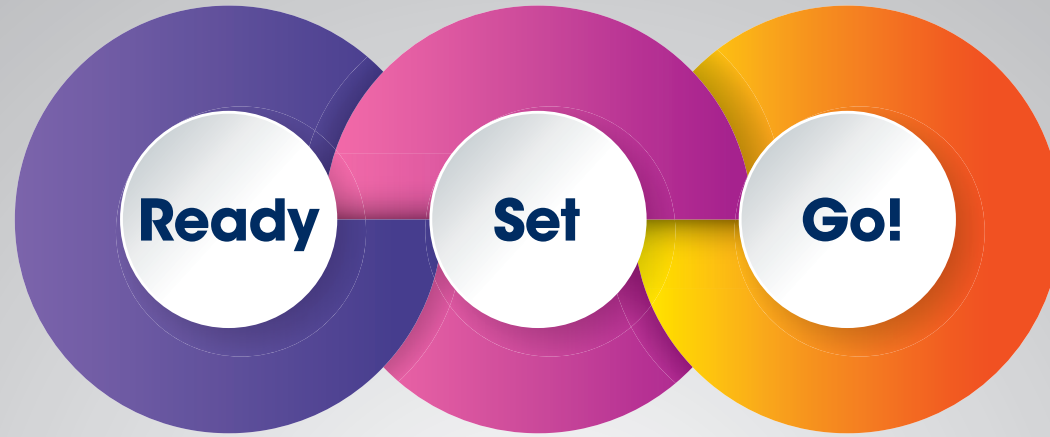
to help you craft your application:

Defining your value proposition





Preparing for operational excellence



Do you have an team structure?

Do you have the relevant skills within your team?

Is your product planning in place and up to date?

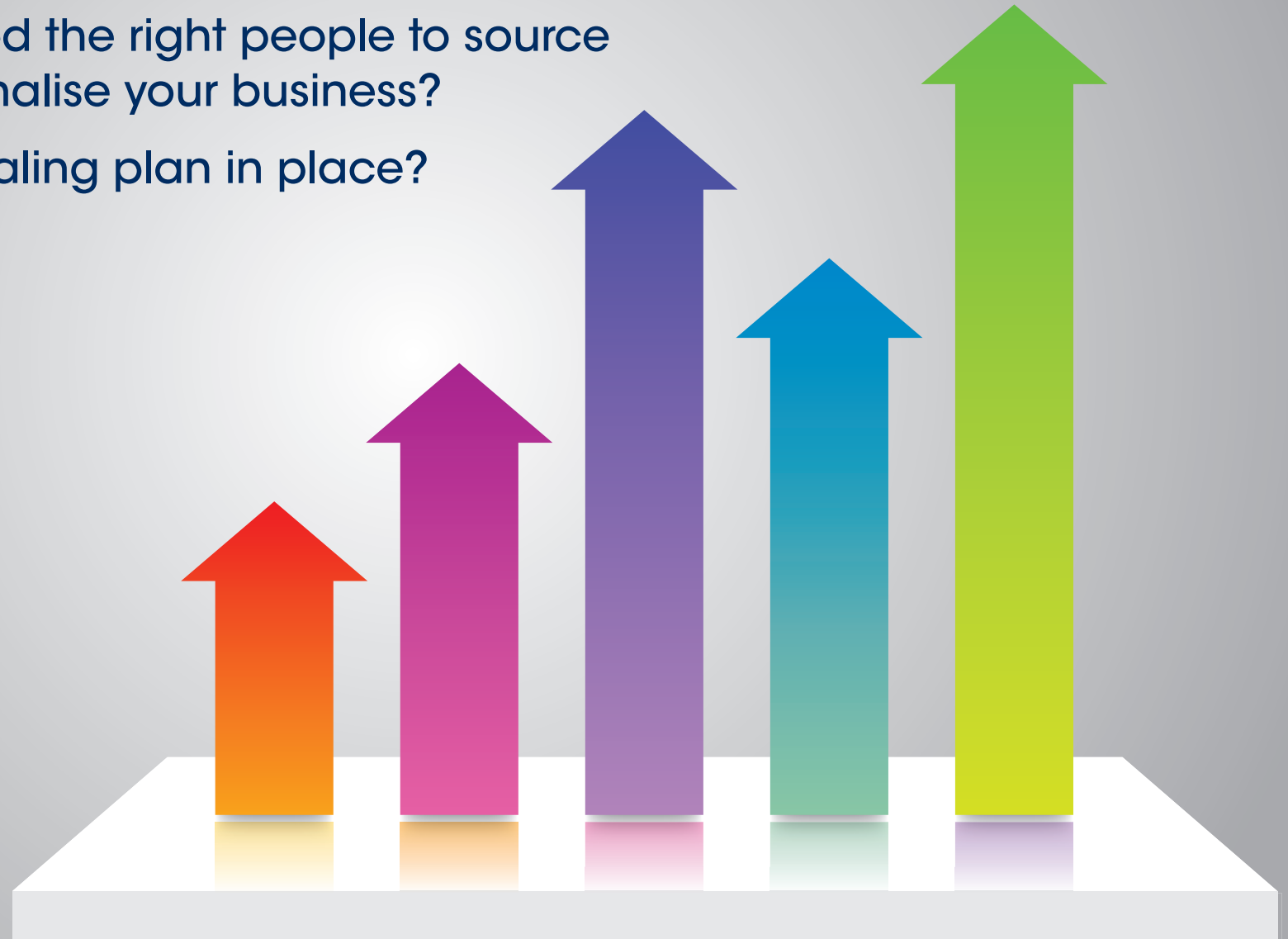
Do you have a management team with roles and responsibilities clearly defined?

Do you have documented standard operating procedures (SOPs)?

Do you have a clear supply chain to source, manufacture and deliver your products?

Resourcing and funding

- Do you have a clear resource requirements plan?
- Do you have a capitalisation plan for your resource requirements?
- Have you engaged the right people to source funds to operationalise your business?
- Do you have a scaling plan in place?



Compliance



Do you have a valid company registration?



Do you have a valid VAT registration?



Do you have a valid tax clearance certificate?



Do you have a valid B-BBEE certificate?



Are you keeping track of your financials?



Are you keeping an auditable trail of your SOPs?



Join our family!



Contact us

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Small
Supplier
Development

**Building a healthier
future together.**