



SOUTH AFRICAN
ELECTROTECHNICAL
EXPORT COUNCIL

SAEEC SMME TRAINING COSTING				
Course Content	Facilitators	Full Course Competed	Cost per Module per SMME	Total Cost
Introduction to Pitching	Moonlit	Certificate of Completion by course facilitator & be allowed to Pitch to a Live Audience of possible investors / interest	1 250	7 500
Preparing your Business Pitch			1 250	
Presenting your Business			1 250	
Visual vs Verbal Pitching			1 250	
The 3 Minute Pitch			1 250	
Pitching to a Live Audience			1 250	
4IR And It's Impact on the Developing Economy	t.b.a.	Certificate of Completion by course facilitator	1 500	3 000
4IR Development and Implementing a Strategy			1 500	
Incoterms & Contracts of International Trade	ITCC	Course completion - 6 Certificates	1 450	8 700
Trade Agreements & Rules of origin-SADC, EU, & EFTA			1 450	
Transport and Insurance & International methods of Payment			1 450	
Rules and Guidelines for Exporting Engineering and ICT Services			1 450	
Copyright, patents and other legal registrations for exports of ICT and software products			1 450	
Licensing vs outright sale			1 450	
Doing Business in Africa	Mr. Isaac Nkama	Certificate of Completion by course facilitator	1 500	1 500
SAEEC Events Calendar and exporter support provided by Government	Chiboni Evans and t.b.c.	Acceptance into the SAEEC Emerging Exporter Development program with the first year membership fee waived.	750	3 750
Maximising Participation at Exhibitions and during Trade Missions.			750	
Marketing-Going Global			750	
Benefits to SMMEs in Local Content and Designation: Energy, Rail & Steel Sectors			750	
Governmental & Provincial Financial and Non-Financial support available to SMMEs.			750	