

# Powering procurement...

...through effective upskilling

South African energy utility company Eskom is a state-owned enterprise with over 1,600 employees in its Group Commercial division. The company has a remit to ensure a smooth, consistent electricity supply to South Africa.

## Highlights

- Increased ability to withstand challenges brought about by rapid growth in the economy
- Customers benefit from increased levels of efficiency
- Cost-savings delivered through CIPS Corporate Academy
- Improved processes support expansion programme.

“ A CIPS qualification is a strong foundation upon which Eskom’s procurement practitioners can help to build one of the world’s leading utility companies. **DAVE GORRIE,** CATEGORY MANAGER, COMMODITY SOURCING ”

## CIPS Corporate Academy offers a recognised route for procurement

South Africa’s economy is growing rapidly. Eskom plans to double its capacity to generate electricity and needs to make sure the security of their electricity supply is not compromised.

Eskom chose CIPS Corporate Academy to support the upskilling of their staff to manage the challenges of growth. Staff undertook either CIPS qualifications or CIPS applied training, with CIPS helping to determine the appropriate level of programme.

CIPS Corporate Academy allowed Eskom to train their procurement and supply chain employees to a high level of competency to an internationally recognised standard.

# Strengthening skills for massive growth

## ABOUT Eskom

Eskom is one of the world's top 20 utilities companies by generation capacity. Rising demand means the company is planning to focus on improving and strengthening its core business of electricity generation, transmission, trading and distribution.

## KEY FACTS

**Generates 95% of electricity used in South Africa**

**Generates 45% of electricity used in Africa**

**R90 billion annual spend on purchasing goods and services**

**Expected to double its capacity to 80,000 MW by 2026.**

## SPECIALISMS

**Generates, transmits and distributes electricity**

**Works with industrial, mining, commercial, agricultural and residential customers and redistributors**

**Primary focus is to ensure consistent, uncompromised energy supply to South Africa and Africa.**

## Why CIPS Corporate Academy?

**To manage the growth in demand Eskom is building new power stations and power lines – a massive project which requires very specialised skills and services.**

The procurement team is pivotal to the company's growth plans and was tasked with consolidating procurement and supply chain activities, making sure the company's purchasing is conducted efficiently and effectively. Skills required included supplier management and development, contract negotiations, inventory management, warehousing and logistics. CIPS Corporate Academy has allowed Eskom to enhance the skills of staff within their procurement and supply chain function, to help them effectively deliver their power supply commitments.

## Benefits of CIPS Corporate Academy

- **Upskilling:** Staff are better equipped to manage growth in demand thanks to highly relevant training
- **Savings:** Excellent negotiation training in Corporate Award has resulted in significant cost savings
- **Efficiency:** Speed and quality of service has been improved, giving customers an enhanced experience
- **Awareness:** The training has given employees a firm understanding of international best practice in procurement
- **Confidence:** Staff feel increasingly confident in their ability to manage increased demand and in their dealings with senior management.

“ My MCIPS qualification has helped me understand the core bases of procurement and supply chain management, while enhancing my work performance. It further helped me perceive the world of procurement in a different fashion. I now understand the dynamics and principles of supply chain management. ”

BOIKETLO MASHILA, SHIPPING MANAGER AND CORPORATE ACADEMY STUDENT

**3** cohorts (43 people) trained in the Advanced Practitioner Corporate Award

**253** Certification Track learners to date



## CONTACT US

Europe: +44 (0)1780 756777 • Australasia: +61 3 9629 6000  
Africa: +27 12 345 6177 • MENA: +971 (0) 4311 6505 • Asia Pac: +65 6403 3940  
Email: [corporate.solutions@cips.org](mailto:corporate.solutions@cips.org) • [www.cips.org/corporate-academy](http://www.cips.org/corporate-academy)