

Case Study

Oil and Gas | Retail Supplier Development



Contractor Background

Volt Electrical (Volt) was founded in 2016 as a start-up business and a small to medium enterprise (SME). The company only started operating in 2017.

Before establishing Volt, the owner worked as a senior technician for a well established electrical company. He approached Pragma to become a supplier providing electrical services and maintenance on electrical equipment to our petrochemical retail clients.

Volt is a 100% black owned business with plans to include at least 30% black female ownership.

Supplier Growth

- Estimated 2019 turnover is R700 000.
- Volt now has six employees of which four were employed because of Pragma work.
- Volt now has three field service vehicles.
- They have a development contract with preferential payment terms.
- Company turnover increased by over 800%.
- They moved to an industrial office after working from home.
- Their biggest client is Pragma with informal non-exclusive agreements.



Tools and Technology

- Special quarterly training and business review meetings
- Strategic Enterprise and Supplier Development (ESD) focus
- Supply chain business process
- On Key to manage suppliers and ESD KPIs



Pragma Intervention

Pragma immediately identified the opportunity to assist Volt Petroleum through our ESD process.

A formal ESD agreement was put in place and Volt was inducted to the Pragma Way and introduced to potential clients.

Pragma commissioned a technical, HSSE and commercial steering committee to ensure:

- HSSE compliance
- Technical capability
- Commercial assistance.

A gap analysis was done and a gap closure plan was implemented to track and manage any gaps. Specific ESD KPIs were implemented to ensure quality of work.

Thank you Pragma for all the support you have given us. We are where we are now as an employer of six people because of Pragma. We are pushing to increase capacity and also employ more people from disadvantaged backgrounds.