



UNIVERSITY of the
WESTERN CAPE



BUSINESS
DEVELOPMENT
OFFICE
UNIVERSITY of the WESTERN CAPE

Business Development Newsletter

2nd Volume, June 2024





BDO NEWS

A few words from Sujit

The UWC Business Development Office (BDO) is chiefly responsible for the strategic management of third-stream income, corporate finance, transaction advisory services and venue management.

BDO is part of FIOII (Finance, Infrastructure, Operations, Innovation & Information and Communication Services) and proudly reports into the Executive Director: Finance & Services. Our current team of 8 individuals are humbly at your service to fulfil the goals in the Institutional Operating Plan.

My message to everyone is to "keep an open mind in your private and professional career, take stock of the SA local and International market conditions and take a risk-based approach".

Be proud of where you work and the University needs the support of you and your families to achieve its goals and make a difference to our students and communities. Together, let's make this year a success.

Sujit Bhagattjee

Director: Business Development Office



New Hire

Nashietah Ebrahim



On behalf of the Executive Director Finance and Services (FIOII) and the Director of Business Development, we welcome Nashietah to the team. She is our new **Business Development Coordinator** who started on 13 May 2024. Nashietah is a UWC Alumnus – Bcom (Acc), with experience in financial services as well as higher education. She is grateful in been given the opportunity to work at her Alma Mater and contribute to the Universities goals. Her hobbies are walking and reading. With Nashietah's addition, we are now a full complement of nine members for the first time since pre-COVID. A special thank you goes to our colleagues Laurian Cupido and Henry Arnolds, that provided invaluable assistance whilst this position was vacant.

Employee Spotlight

Staff Birthdays



Figure 2 Sue & Kelly

Join us in wishing our BDO colleagues, Kelly, Sue and Laurian. A very happy birthday! Wishing them both all the best with an amazing year ahead.

- 🎂 Kelly Herborn: 15 April
- 🎂 Sue Nitsckie: 01 May
- 🎂 Laurian Cupido: 07 June



Figure 1 Laurian

Events and Activities

Venue Management Office (VMO): A Hub for Media Productions

Spotlight on Recent Film and Commercial Shoots at UWC

Applicant	Blue Print Pictures
Product	International Film Shoot
Film Type:	Hollywood Movie
Project Synopsis and Story Line	<p>ABOUT THE PROJECT</p> <p>The Movie is a revenge thriller about Becket Redfellow, the heir to a multi-billion-dollar fortune who will stop at nothing to get what he deserves. Scenes were shot as a mock DMV (Department of Motor Vehicles) and a hospital set built.</p>
Shoot - Areas	Senate Hall
Schedule	Filmed in May 2024 - Aired Internationally in 2025



Figure 3 Hollywood American film shoot in Senate building

Applicant	Romance Films
Product	Capella University - Online Learning
Film Type:	US Commercial
Project Synopsis and Story Line	<p>ABOUT THE PROJECT</p> <p>Commercial follows a Nursing student from the start of studies to working in the field. The commercial was shot as promotional material for prospective students.</p>
Shoot - Areas	Gender Equity Unit and other areas around campus
Schedule (TBC)	Filmed in May 2024 -Aired later in 2024



Figure 4Capella University film shoot

Applicant	Bioscope Films
Product	Coronation Fund Management
Film Type:	Local Commercial
Project Synopsis and Story Line	<p>ABOUT THE PROJECT</p> <p>Commercial Branding and Product/Service Promotion. An Airport Scene was mocked as part of the advertising campaign.</p>
Shoot - Areas	UWC Life Sciences Building
Schedule (TBC)	Filmed in April 2024 -Aired later in 2024



Figure 5Coronation Insurance TV Commercial



BOO Media Student Centre TV Campaign: April – June 2024

Seven (7) Media Campaigns:

- 1. Varsity Vibes - April 2024
- 2. Samsung - April 2024
- 3. Forever Wena - April 2024
- 4. National Basketball Association (NBA) - May 2024
- 5. Black Cat Peanut Butter - June 2024
- 6. Coca Cola - June 2024
- 7. Orbit bubble gum- June 2024

UWC Open Day 11 May 2024: A Resounding Success

The UWC Open Day was a spectacular event, with approximately 15,000 potential new students that attended. VMO expertly managed vendors and facilitated spaces for faculties and departments across campus, in coordinating 14 food truck vendors that added to the lively atmosphere, offering a variety of delicious tastes and flavors that delighted attendees. Our partnership with well-known brands like Red Bull further energized the event, fostering student engagement and creating memorable experiences. We are excited to welcome our future students to a campus where they can flourish both intellectually and socially.

Figure 6 Open Day - 11 May 2024



Customer feedback

CUSTOMER FEEDBACK



Brew Dubs Coffee Shop: Paul Marais: CEO of Food & Connect



Paul Marais (CEO of Food & Connect) who won the tender of Brew Dubs Coffee shop, thanked Laurian verbally for the reference letter. They did not expect what was written in the letter. It was greatly appreciated as it assisted them with the tender submissions for other sites.

PAUL MARAIS: CEO OF FOOD & CONNECT

CUSTOMER FEEDBACK

Orange Films: Mark Joyner Locations Manager – POP TARTS

You and your team are extremely film-friendly, making filming at your location an absolute pleasure.



“Your understanding of our creative process and last-minute adjustments make a huge difference in our world. You were always available to us: after-hours phone calls, recce, and emails—this, once again, is first class. Thank you! You went out of your way to make us feel at home, with positive smiles and a helpful attitude, always ready to guide and assist us. This, once again, is pure gold. We very much appreciate all you have done to help make this a successful film shoot. A standing ovation is necessary for you and your team.”

Well done and thank you again.

Yours sincerely,

MARK JOINER LOCATIONS MANAGER



Figure 7 Orange films International commercial POP tarts irts - Senate Building



Departmental Updates

Projects in progress

TYGERBERG DENTISTRY CAFETERIA and RIVERPARK



Figure 10 Henry, Laurian and Nashietah with Tygerberg cafeteria vendor

Induction visits for Nashietah Ebrahim to, Princessa Cafeteria, at Tygerberg Hospital (1-year lease agreement) as well as Riverpark student accommodation and managing agents, Louis Kruger Property Management (LKPM).



Figure 9 Revenue Team (Henry, Nashietah & Laurian) site visit to Riverpark

FEEDEM MEETING: Removal of Starbucks branding

Feedem & BDO Staff met to discuss the possible cessation of Starbucks services rendered to the University's students and staff, subject to UWC council resolution in aid of the Palestinian solidarity.



Figure 11 (BDO) Laurian, Nashietah, Henry with (Feedem) Sharon, Elena & Viona

SAFE2PARK



Figure 12 BDO Team Laurian & Henry with Andre from Safe2Park

We are pleased to announce that, after extensive negotiations, UWC concluded a lease agreement with Safe2Park for 180 parking bays across two prime locations: Church Street and Middestad Parking Areas. These parking bays are designated for the exclusive use of the Faculty of Community Health Sciences (CHS) staff, students, and visitors

BELLA VISTA BODY CORPORATE BUDGET MEETING

Sujit and Laurian met with Craig to discuss the next Bella Vista Annual General Meeting (AGM) report before the meeting is scheduled with the members. It was also an opportunity to chat about any new developments in the marketplace and updates regarding the ex-Pick n Pay Bella Vista property the University has acquired.

Figure 13(BDO) Sujit & Laurian with Craig of Watchprop B'Corp



BELLA VISTA POOL @ ROOF TOP



Figure 14 Before

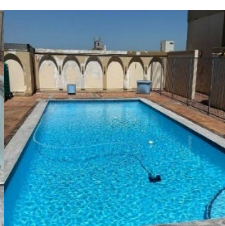


Figure 15 After

After discussion at the last Bella Vista Body Corporate Annual General Meeting (AGM), it was decided to repair the pool. This was in aid of addressing the leakage issues which is experienced on the lower levels under the pool. There is possible plan to put a roof over the pool. It has the potential to be of benefit to UWC, CHS students to provide physiotherapy to the elderly in the Old Age facility as well as the possibility of third income stream through VMO for film shoots etc.



Revenue Management Office

Contractual Agreements:

✚ Concluded Commercial Lease agreements:

- Bellville: Safe2park – Parking Bays
- Mitchells Plain: Morton & Partners – Chillers at parking lot

✚ Pending Commercial Lease agreements:

- Observatory: Barrington House, tenant renewal
- Tygerberg Hospital, Mitchells Plain and Melomed Hospital: Vending machines for Dentistry
- Unibell: Vending machines addendum
- Main Campus: Honey Ds restaurant
- Main Campus: Vodacom lease renewal

✚ Pending Sponsorship Agreement

- Peninsula Beverages – BDO is co-ordinating this agreement for UWC Sports and Institutional Advancement Office, where it is currently undergoing a pending discussion at the next Council and Executive Management meeting. This is in relation to the Senate decision to boycott and divest any company/product/service that has an interest in Israel and/or the occupied territories of Palestine. The inclusiveness of all services has been a priority which we will continue to do; however, our aim is to promote fairness and equality especially in light of circumstances within occupied Palestine.



Figure 16: From left to right: Shaun (Atlantic Vending), Mark (UWC Risk & Compliance), Francois (UWC Dentistry), Henry (Business Development), Napthian (Technical Services) and Mark (Atlantic Vending)

Properties

PENDING TRANSFERS

✚ Ex Pick 'n Pay Bella Vista to UWC

- Sections 140, 144 and 10 Parking Bays
- Location: Bella Vista, Cross Street, Bellville
- Intended purpose: Inter-Professional Clinic for FCHS and Centre of Entrepreneurship and Innovation (CEI), and a mix of retail space.

✚ ABSA BANK Ltd to UWC

- ERF 21693 with a 5-year sale and lease back
- Location: ABSA Building, 32 Voortrekker Road, Bellville
- Intended purpose: To refurbish for student accommodation

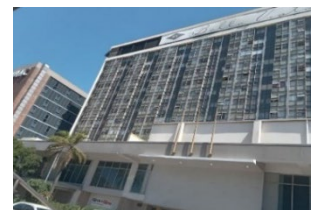


Figure 17 Ex P'nP Bella Vista building



Figure 18 ABSA Voortrekker Road

PROPERTY UNDER REVIEW: ASSET DISPOSAL

- ✚ Riverton flats: This requires Legal departments input and Exec approval

SITE VISITS

✚ Fisantekraal:

A site being lease from the University from the City of Cape Town for the Faculty of Community Health Sciences (FCHS) for a UWC Community Engagement Programme.

✚ Iyatsiba Lab, Greatmore Street, Woodstock:

A potential venue for property networking events referred to Kevin Roman who is the Western Cape Regional Councillor for the South African Property Owners Association (SAPOA) events.

✚ Tygerberg Hospital and Mitchells Plan and Melomed Hospital:



Having the area measured accurately by Infrastructure and Engineering (I&E) for the area leased to the Western Cape Government. We expect to engage with the Western Cape Government to sort contractual agreements for lease premises from the UWC.

University Innovation Hub (UIH):

After site visits and discussions with key stakeholders, the UIH signage design concept is signed off and was handed over to Infrastructure and Engineering for implementations.

Mitchells Plain Hospital - Western Cape Government (WCG)

Ms Tandiswa from WCG Infrastructure agreed to pay utilities from the last quarter of the year 2022. The rent will also be aligned accordingly. They will look into paying maintenance, if there was any done by UWC.



Figure 19: UIH proposed signage



Figure 20: Left to right, (WCG) Tandiswa, (BDO) Henry & Laurian, (WCG) Jerome and (BDO) Nashietah.

SAPOA ENGAGEMENTS

SAPOA invited BDO reps to attend the V&A Waterfront Granger Bay briefing session which provided insight on the vision and future development plans for the Granger Bay Precinct. There is a potential for UWC to expand its High Education Offering for its Nursing Students, Biodiversity and Conservation Biology re marine organisms, tourism programmes.



YEAR END AUDIT

It was a busy audit period with new type of audit queries but overcame to support finance with concluding and believe it was a success.

Learning & Growth: Staff Development

Training Programs

Congratulations and well done to Ansaaf, Suhail and Sue who entered into the following **Health & Safety training programs** which was offered by P3 Training Academy between the 06 & 08th May 2024.

- First Aid level 1**, (2-year validity) equivalent to NQF level 1: This was a two-day course. It covered basic life support and first aid procedures which was attended by Ansaaf and Suhail.
- SHE Representative**, (3-year validity) equivalent to NQF level 2: This was a one-day course. It covered the functions of health and safety in the workplace. This course was attended by BDO VMO Manager, Sue Nitsckie.



Figure 21 Ansaaf, Suhail, Sue with Sophia, P3 Training Academy facilitator

CERTIFICATE IN EVENTS SAFETY: which was, hosted by the City of Cape Town

Suhail and Kelly attended a very exciting 4-day accredited training programme “**The Event Safety Course**” hosted by the City of Cape Town, Disaster Risk Management. They covered the following aspects i.e. Health & Safety at Events, Risk Assessments, Crowd Management, Venue site layout as well as Event Application Process.



Figure 22 Suhail & Kelly



Student Assistance: Achievement



Figure 24 Bilqees embracing her proud moment

A successful graduation and congratulations to our very own Business Development Office student assistant, **Bilqees Abrahams** who graduated in Bcom General, Economic and Information Systems. We wish her well on her new journey and all her future endeavours. Bilqees graced us with a few words of thanks....

"Graduating from university is a momentous occasion that encapsulates years of dedication, growth, and memorable experiences. Reflecting on this journey, I feel a profound sense of accomplishment and gratitude. The university experience is more than just academic achievements; it is a vibrant tapestry of late-night study sessions, lectures, lifelong friendships, and personal development. It is where challenges were met with resilience, and passions were discovered and nurtured. Graduation this year marked the end of four years as an undergraduate majoring

in Economics and Information Systems, and it also marked the beginning of a promising new chapter as I embark on my postgraduate studies in Information Systems. During my studies, I had the opportunity to serve as a student assistant at the Business Development Office at UWC. I was approached by Suhail Parkar, one of the staff members in this department, to fill this position after working with the Venue Management team on behalf of the Muslim Student Association (MSA UWC). Thus far, this journey has been both challenging and rewarding, and I look forward to what the rest of this year will bring. Concluding this chapter of my life over the next few months fills me with optimism and anticipation for the future, confident that the experiences and skills I have gained will serve as a strong foundation for my continued growth and success."



Figure 23 Sue, Bilqees & Sujit

Seminar: Artificial Intelligence (AI) Technologies: 18 April 2024

The Cape Higher Education Consortium (CHEC) Leadership Academy's condensed masterclass 2024: "Leading the Digital Leap, Integrating AI into Pedagogy & Practice".

This event is designed to empower leaders in higher education with the knowledge and skills necessary to strategically integrate **Artificial Intelligence** technologies into their institutions' pedagogical frameworks and administrative practices. This seminar was presented by the esteemed Professor Elizabeth Archer who is an expert in Artificial Intelligence. The UWC Technology Transfer Office (TTO), Business Development Office (BDO) and Legal Services were privileged and was given the opportunity to gain knowledge through training on this obscure yet prevalent field of technology.



Figure 25 Legal Services, Tech Transfer Office & Business Development Office with Prof Elizabeth Archer

Association of Academic Administrators (AAA) Conference: 15-17 May 2024



Figure 26 Sue Nitsckie & Kelly Herborn

The Association of Academic Administrators (AAA), is a nationally and globally recognized professional body of academic administrators that continues to promote and sustain professional standards in the field of academic and student administration at institutions of higher learning. One of the major objectives of the AAA is to define best practice for academic and examination administration at higher education institutions. The 2024 conference was held at the Boardwalk International Convention Centre on the 16th and 17th May with the theme, *"The past, present and the future of academic administration in higher and further education"*. This theme allowed for hindsight, insights, and foresights to reflect where we as academic administrators come from, to appreciate and handle where they are and to plan where they are going given technology, research, and innovation development.

UWC Travel Workshop: 22 May 2024



Figure 27 Mr Regal addressing UWC & stakeholder audience

The **UWC travel workshop** held at UWC Life Sciences Auditorium, was welcomed by Executive Finance & Services Director, Mr Manie Regal. A morning where all the UWC buyers networked with the travel suppliers and were informed of the latest trends within the travel industry. Exciting prizes were up for grabs! Both Ansaaf and Rizia from BDO were in attendance.



Figure 28 Rizia & Ansaaf

University Innovation Hub (UIH): 04 June

UWC FIOII Administrators & Coordinators paid a site visit to the **UIH building** in Voortrekker road to view the premises, offices and the available facilities that the university would use in the near future. The innovation hub appeals to all providing real practical opportunities to work in AR and VR producing solutions which improve society and building the economy.



Figure 29 UWC Administrators & Coordinators

Employee Wellness

UWC Employee Wellness Day: 21 May 2024



Figure 30 (Left) Sujit, Laurian, Nashietah, Sue, and Ansaaf with UWC mascot

Staff took a well-deserved break from their desks and got moving with some fun activities. The event started with a 3 km brisk walk around campus.

Staff participated in this global initiative by investing some time towards their physical health and wellbeing

Other highlighted fun activities to name a few were cricket, yoga, foosball, tug of war dominoes, bootcamp zumba challenge.



Figure 31 (Left) Chantal Clark & Laurian

Laurian had the courage to co-MC (Master of Ceremonies) for Wellness Day with the much-loved HR consultant Chantal Clark renowned for her expertise in doing events.



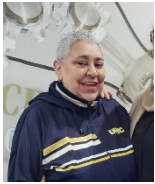
Figure 32 Team spirit in action with Tug & War, bootcamp challenge and cycling for fresh blended juice



Staff Condolences

Condolences and flowers were sent to two of our BDO staff members who tragically lost their loved ones. BDO staff visited Ansaaf to show care for family bereavement for the loss of her brother who passed away on the 16 May. Nashietah’s family bereavement for the loss of her mother in law who passed away on the 15th May 2024. May the Almighty ease their pain, granting them and their family’s contentment through this difficult time.

Get Well Soon!



Our BDO representative Laurian Cupido on behalf of the BDO team, visited our CEI colleague Wendy Mehl in hospital. We gifted and cheered her up with snack bowls snacks, and a magazine. She is on the mend and wish her a speedy recovery.

Figure 33 CEI Coordinator: Wendy Mehl

Achievements and Milestones

Employee achievement outside of work

Congratulations to Sujit Bhagattjee and Suhail Parkar who obtained the following achievements and milestones outside of their workplace.

- ✚ **Sujit Bhagattjee** has been re-nominated to serve as a Committee member of SAPOA Western Cape Region.
- ✚ **Suhail Parkar** recently completed the following courses i.e. Sport Safeguarding Awareness, ICC Pitch Curator and Cricket SA Coach Level 1. Suhail will be attempting his Cricket SA level 2 this year!



Newsletter compiled by Ansaaf,
Inputs by Rizia, Laurian and Sue
Final sign of by BDO Director Sujit Bhagattjee

E&OE