



Transport Education Training  
Heart of Skills



**KENLET**

**BUSINESS DEVELOPMENT INSTITUTE**

**COMPANY PROFILE**

**2024/25**

**KENLET BUSINESS DEVELOPMENT INSTITUTE**

*Skills Development Hub for Progressive Entrepreneurs*

[www.kenlet.co.za](http://www.kenlet.co.za)



## Welcome **Message**

*Welcome to Kenlet Business Development Institute, the Skills Development Hub for Progressive Entrepreneurs. We are an open business development platform dedicated to assisting emerging entrepreneurs to reach their optimum operational potential. We assist with skills development, guide with statutory compliance and link enterprises to business opportunities.*

*The most accurate way to describe us is “**knowledgepreneurs**“. We strive for knowledge acquisition in order to continuously conceptualise and innovative. Our service offerings are packaged in a turnkey format to develop entrepreneurs from their natural talent to becoming professional business operators. We are open to any challenge because we believe that "Investment in Knowledge Pays the Best Interest" and through challenges we learn and improve our solution.*

*In over 10 years of our operation, we have assisted more than 100 enterprises, facilitated campaigns in 84 institutions of learning and developed business strategies for many enterprises in the transport sector. Our track record is solid, our team is both highly qualified and experienced. We are ready to partner and deliver for your progress.*

**- Mrs.Kenlet Letselela -**  
*Founder & Managing Director*



## About Company

Kenlet Business Development Institute is a 100% woman-owned company established more than 10 years ago. The company started its operation as **Kenlet Educational Project** and was later incorporated as **Kenlet Business Development Institute** to expand its services. It was founded by Keneilwe Letselela whose passion for education and training can be traced back from when she trained as an educator and later worked as a university lecturer. The company is modelled as an institute, providing both active training and strategy consultancy in Leadership, Management, Business Development and Transport Operations.

Kenlet is based in Centurion, Gauteng with advanced training and practical facilities for onsite clients. The company also has online portal system for servicing clients who require convenience and remote support. The current number of serviced clients on the database is over 120 small enterprises, at least 4 medium enterprises, 1 national association established by national department of transport, 3 regional associations and 2 partnerships supporting our accounting and accredited training divisions respectively.

The niche market of the company is the SMME sector providing support on **Entrepreneurial Development, Statutory Compliance** and **Skills Development Facilitation** to enable our clients to reach their optimal operational potential. Almost all our clients are retained on an ongoing service database to provide them with training and business development coaching. We have highly qualified professionals and associates who are registered with relevant professional bodies and SETAs.

## Vision & Mission

**Vision:** to become a leading human capital development institute through knowledge investment.

**Mission:** to provide a legacy of skills, experience and knowledge through empowering strategies and training programmes.

## Values

We selflessly strive for the following Values:

- Excellent and Professional Service
- Guaranteed Return On Investment and Friendly Service
- Attention to Detail
- Excellent Aftercare Service

*As “knowledgepreneurs”, we strive for knowledge acquisition in order to continuously conceptualise and innovative... because we believe that "Investment in Knowledge Pays the Best Interest".*



# Our Services

Our service offering is diverse but confined to the knowledge economy. Key stages of our packaging are research, conceptualisation and development of appropriate solutions for our clients.

## End-to-End Enterprise Development Programme

End-to-End Entrepreneurship Programme is designed for people who need to be eased into the challenging environment of entrepreneurship. The programme entails the following:

- Class course in Entrepreneurship, Business Finance, Marketing and Operations.
- Statutory compliance templates on CIPC, SARS, LRA, and OHS
- Continuous Support and mentoring through our professionals

## Business Advisory and Secretariat Support

We offer professional support to ensure your company's compliance with good corporate governance and statutory regulators. The services include:

- Assisting with Strategic Plan Development, Execution Plans, Business Planning, Process Mapping and Advisory on Mergers and Acquisition.
- Provision of support on secretariat services and record keeping for organisations and associations that need to professionally run their meetings and secure their records.



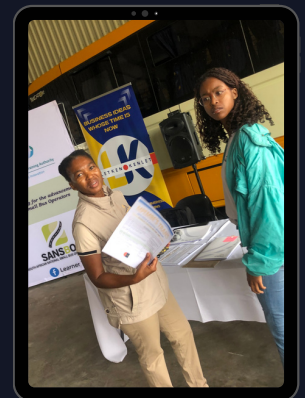
## Training, Research and Campaigns

Our main training and development focus is on general management, entrepreneurship, and transport operations. Through this division we offer the following:

- Skills Assessment and Planning.
- Accredited and Non-accredited training on administration, management, operational and health & safety programmes.
- Campaigns and Workshop on safety, wellness and compliance issues.

## Skills Development Facilitation

Through skills development facilitation, we assist organisation with analysis of human capital development requirements, develop plans for business growth, draft implementation plans and assist with reporting on various training activities of the organisation to the relevant SETAs. The process is part of the organisation's compliance with the Skills Development Act and the Skills Development Levies Act.



## Social & Economic Facilitation

Our social facilitation unit provides support for small enterprises and communities who are contesting for bigger opportunities or are possible beneficiaries for local economic empowerment from big corporates. The service includes:

- Assisting with formalization of the groups to have a professional outlook to professionally present themselves for empowerment deals.
- Developing a professional and well researched case or bid on behalf of the beneficiaries.
- Provide legal and other professional services for the beneficiaries to ensure that they are properly represented for their legitimate claims.

# Our Flagship Training Programmes

Our training programmes are anchored on entrepreneurship, management and transport operations and are delivered in partnership with our sister company, Maliwa Investments which is accredited with TETA, QCTO and IEB.



## Entrepreneurship Development

A specialised programme to up-skill upcoming entrepreneurs. Key Modules include Entrepreneurship, Statutory Compliance, Financial Management, Costing, Business Ethics & Etiquette.



## Passenger Transport Operation

TETA accredited programmes on Bus and Taxi Professional Driving and QCTO accredited Occupational Certificate: Taxi & Bus



## Business Strategies

Facilitation and Development of Strategic Plans, Operational Gap Analysis, Policy and Process Maps Development and Value chain harvesting.



## Occupational Health & Safety

We assist with OHS compliance to ensure workplace safety and also offer both accredited and non-accredited courses related to Health and Safety.



## Learner Transport Safety

A specialised programme focused on safe operation of learner transport. The programme equip operators, drivers, learners and SGB with knowledge to prevent distractive behaviour in learner transports.



## Market & Academic Research

We conduct both market surveys and Academic Research for clients through highly qualified professionals. We also help with concept development and implementation of campaigns.

## Our Associates



# Our Statistics

Kenlet track record is well demonstrated, backed by the many successful projects we have undertaken for our clients. We take pride in our work and ensure that our clients get good return for their investment. The following are some of the few we have delivered:



## Developed Enterprises

Successfully delivered Enterprise Development Programme for 100 in Entrepreneurship and Compliance in 2020/21 and another 60 in Workplace Safety Compliance in 2022/23 sponsored by TETA.



## Schools Campaigns

Conducted Learner Transport Safety in 87 Schools of North West & Northern Cape, interacting with over 10 000 learners in 2019/20 and 2020/21 financial years.

## Social Facilitation



Facilitated an agreement between Danlime and Cross Country Taxi Associations with ACWA Power for transport provision in the construction of the 100mw Redstone Concentration Solar Thermal Plant project.



Multi-stakeholder conference of over 600 participants to discuss learner transport safety challenges in 2018.

## Stakeholder Conference

## Research Project

Conducted research on behalf of Department of Basic Education on Literacy & Numeracy competence of lower grade learners.

## 200 Rural Women Empowerment Project

Project Management service to assist 200 young women in the rural province of Limpopo to acquire driving licenses and learn about passenger transport operations.



## Strategic Plan Facilitation

Facilitated and Developed SANSBOC Strategic Plan 2020-2025 and drafted a framework for inputs to the National Public Transport Subsidy Policy.

# Some of our current & previous Clients



# Management Team

Our team boosts intense experience and qualification in relevant fields of our service offering but also retains a host of professionals and experts to ensure that our clients are well serviced.



**Keneilwe Letsela**

*Managing Director*

Keneilwe is a former University Lecturer in Environmental Education and Sustainable Development. She has supervised and externally examined research dissertations of Masters students in the Environmental Education for both University of North West and UNISA. She has vast Project Management skills, having also worked as a Project Manager: Tourism for the District Municipality. Her comprehension of governance and fiduciary responsibilities has seen her serve in various Boards of Directors including the erstwhile Invest North West (merged with the North West Development Corporation) and the Provincial Heritage Resource Authority. Keneilwe is a well-rounded businesswoman running several other companies operating in Learner Transportation Business Development, Research & Concept Development and Crop Farming. She holds a Bachelor of Agriculture in Education, Honours in Environmental Education, Masters in Environmental Education Degrees from University of North West and has also completed the International Executive Development Programme (IEDP) with GIBS, University of Pretoria. Her previous involvement in a government educational initiative to improve science, mathematics and technology in previously disadvantaged school influenced her recent focus in the aviation industry. Through her company, Kenlet Educational Projects, she intends to promote awareness about the industry to previously disadvantaged schools and encourage learners to pursue subjects relevant to the aviation industry. She is has recently completed a Remote Pilot License (Drones).



**Tshepiso Letsela**

*Business Development Director*

Tshepiso is a Leadership and Change Management practitioner with more than 15 years senior management experience in government, state-owned entities and private practice. He is well vested in Operational Strategy, Governance and Stakeholder Relations having practiced as Business Communication Lecturer, Marketing Officer, Media Relations Manager, Property Management Executive and further ascended to be a Chief Executive Officer (Accounting Officer) in at least two Provincial Entities, firstly in Housing and Infrastructure Development and later in Transport Management. During his tenure as CEO of these companies he oversaw implementations of turn-around strategies, projects worth hundreds of millions and advised both Executive Authorities and Premiers on matters of strategy implementation. He is currently serving as the Executive Chairperson of Letken Group, grooming new talent and developing new ventures for the group. His qualifications include BA Comm., BA Comm. (Hons), MDP, PGDip (Leadership Development – Cum Laude) and MSc (Leadership and Change Management) from Universities of North West, Stellenbosch Business School and Leeds Beckett University (UK), respectively. He also recently completed the International Executive Development Program(IEDP) with the University of Pretoria, GIBS. During his student days he was awarded the Abe Bailey Scholarship, as a visiting fellow to the United Kingdom and Scotland, learning best practices on Leadership and Culture. He also represented the University of North-West on International collaboration missions with the Universities of Brandon and Manitoba in Canada. He served in various Boards of Directors of public and private sector institutions, as well as governmental Task Teams. Whilst still a student leader at University, he was a member of the University Senate, Student Representative Council and Faculty Board for Human Sciences.

*We also retain in our team a registered Accounting and Tax Practitioner, an Advocate of the High Court, Accredited Moderators and Assessors.*



## Get in **Touch**

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