

**B2B Portfolio Business Case – Update**

**Technology and Business alignment**

* A meeting was convened with key stakeholders from the Business and Technology domains, including Debbie, Elbie, Mark, and Chantall, to discuss roles and responsibilities.

**VMO and PMO**

* A subsequent meeting took place, jointly managed by the Program Management Office and the Value Management Office, aimed to provide context to the latter regarding the Business Case for the B2B portfolio.
* During the session, the VMO offered guidance on structural aspects and categorization. It was mutually agreed to develop a comprehensive 5-year business case focusing on return on investment (ROI), with different individuals designated as outcome owners, namely RSW, TP, and C&C. The consolidation of income and expenses was also determined as a crucial step.

**Actions for Business Team (Mark Cotton’s team)**

In terms of income assumptions for various business functions:

**Red Star Wholesale**

* The Business team has initiated discussions with Wayne, providing him with the necessary context. He has presented a draft income assumption template currently under review. It was acknowledged that the income assumptions in the original business case were underestimated. Additionally, efforts are underway to explore potential additional revenue streams, such as advertising income, in collaboration with our brands.

**Transpharm**

* A meeting was arranged by the Business team with Werner Uys and Lara Swart, resulting in an agreement to reassess the income assumptions.
* This strategic alignment meeting serves to enhance clarity and accuracy in our planning and projections, ensuring a robust foundation for future endeavors.

**Cash and Carry**

* A meeting has been arranged for next week to engage with Gert regarding Cash and Carry matters. While we possess the latest income assumptions, we intend to provide Gert with the opportunity to review and potentially revise these values during the upcoming discussion. We intentionally postponed the discussions as we need to solve for some of the high priority items that needed attention by the project team i.e. Refunds and online payments.

**Business Case Template**

* The framework for the business case has been drafted and populated with identified risks, assumptions, and exclusions. This process will continue to evolve as we advance through subsequent stages of the exercise.

**Budget Template** – Technology to provide an update

**Cost Benefit Analysis** – Technology to provide an update

**Business expenses** have been duly recorded and will be entered into the Cost-Benefit Analysis (CBA).