

Creating better businesses with Endeavor

Discovery Business Insurance and Endeavor South Africa partnership



Endeavor is a global, not-for-profit organisation that enables high-growth businesses to succeed. Their research shows that the right support at the right time throughout the business lifecycle can contribute to greater success and business continuity¹.

Discovery Business Insurance has partnered with Endeavor South Africa to develop a solution that is suitable to businesses of all sizes in South Africa.

At Discovery Business Insurance we believe that businesses that proactively take steps to grow are the same businesses that have lower insurance risks. All businesses that insure with Discovery Business Insurance will have access to a diagnostic tool, the Business Health Check, that helps them identify key areas of development so that they can grow their business.

THE BENEFITS OF OUR BUSINESS HEALTH CHECK ARE:

<p>Creating an awareness of key areas of development</p>	<p>Providing access to a tailored collection of world class service providers at preferential rates to incentivise behaviour change</p>	<p>Promoting business growth through positive behaviour changes as clients continue to engage with the programme</p>
--	---	--

CLIENTS CAN ASSESS AND IMPROVE THEIR BUSINESS IN 3 STEPS:

STEP
01

Complete the Business Health Check

Clients answer a series of questions about their business profile



STEP
02

Get a business score

Using data that compares them to similar businesses, we can calculate a scientific score of their business health and provide them with actionable insights

Example of scores

-  **80** | Money
-  **70** | Customers
-  **60** | People
-  **90** | Operations

STEP
03

Get access to partners

Clients receive tailored responses and access to partner preferential rates

Example of a responses to a People score:

Employee engagement is critical for strong businesses to grow and thrive. Within your team, consider setting up clear performance metrics and mechanisms to evaluate staff and also allow for them to provide feedback.

Tools like the Net Promoter Score can help to benchmark staff engagement against global standards. Partners like Edelman can assist with staff engagement and communications.

¹ <https://endeavor.org/approach/>

OUR SERVICE PROVIDERS INCLUDE:



MORE INFORMATION ABOUT ENDEAVOR



- Endeavor is the leading supporter of high-impact entrepreneurs around the world.
- They focus on companies who are ready to scale, because that is where the highest job creation and wealth creation occur.
- They leverage a global network of business leaders and world class partners to support entrepreneurs achieve growth locally and abroad.
- Endeavor work to catalyse long-term economic growth by selecting, mentoring and accelerating the best high-impact entrepreneurs worldwide.

Support provided



Access to markets



Access to talent



Access to capital

Global results



Endeavor entrepreneurs typically achieve a 3-year Compounded Annual Growth in revenue of 35% compared to 14% for similar businesses².

² Tracked by the World Bank