



THE ISO VALUE PROPOSITION

Building scarce, nationally-critical skills through internationally certified ISO training

Prepared by Market Place Development

“Connecting the dots...”

Market Place Development

Market Place Development (MPD) is an Authorized Training Reseller building the South African and African market for internationally recognised ISO professional certification.

We position ourselves as a human-capital-development and career-pathway partner — not simply a course reseller. Every engagement is built around one continuous pipeline that takes people from workplace readiness through to internationally recognised professional certification.

1 **Workplace Readiness**

2 **QCTO / Occupational Learning**

3 **CPD**

4 **International Certification**

Who Sets and Examines These Certifications

MPD delivers training against the framework of an independent, internationally accredited Global Examination and Training Authority — the body that owns the exam, sets the syllabus, and issues the certification. MPD is its Authorized Training Reseller for South Africa and the rest of the continent.

150+

Countries where its certifications are recognised and delivered

2,600+

Authorized training partners worldwide

2,100+

Accredited trainers globally

300+

Certification and certificate-program courses across disciplines

Certification (as opposed to certificate-only programmes) is issued under ISO/IEC 17024 — the international standard for bodies operating certification of persons — and independently accredited by recognised international accreditation bodies.

Scarce Skills — and a National Priority

Risk, quality, information-security, privacy and AI-governance capability are scarce skills in South Africa — in short supply relative to demand, and increasingly business-critical as organisations digitise and take on new categories of risk.



National Development Plan 2030

South Africa's NDP identifies a capable, skilled workforce as central to inclusive growth — with scarce and critical skills development as a stated national priority.



Organisational Risk Maturity

Certified ISO capability builds a defensible, internationally benchmarked standard of risk management — not a fast-follower training exercise.



Individual Career Pathways

Professional certification converts scarce-skills development into real career progression — for individuals and for the organisations that employ them.

WHAT WE OFFER

A Priority ISO Certification Portfolio



ISO/IEC 42001

AI Management Systems



ISO/IEC 27001

Information Security Management



ISO/IEC 27701

Privacy Information Management



ISO 31000

Risk Management



ISO 22301

Business Continuity Management



+ Broader Catalogue

Governance, quality & sustainability standards,
available on request

Plus MPD's technical and occupational (QCTO-aligned) programmes, delivered through the same integrated pathway — see next page.

WHAT WE OFFER

Technical & Occupational Training (QCTO-Aligned)

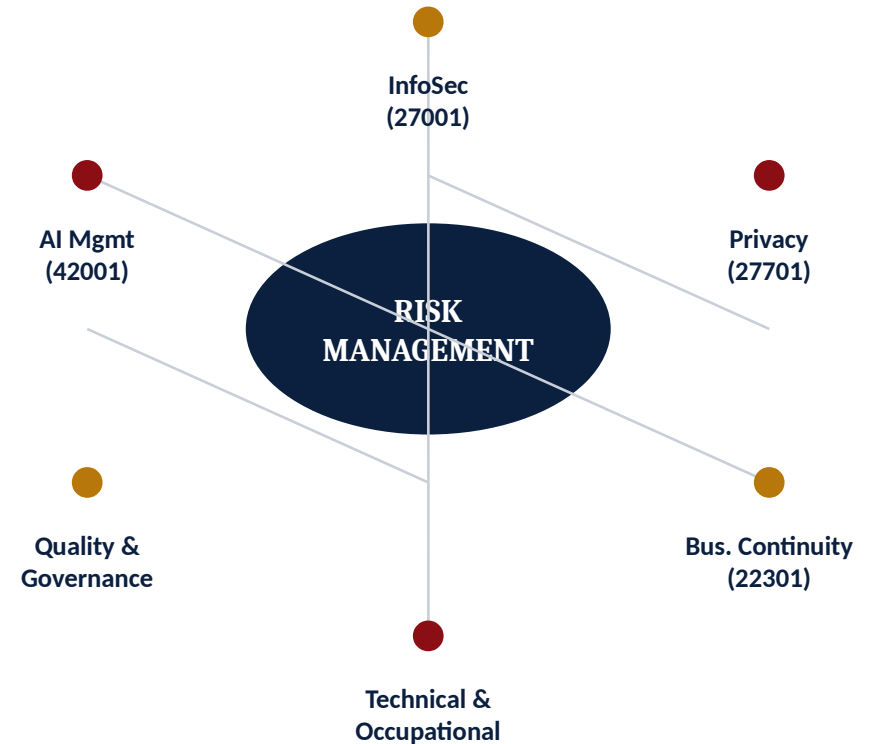
- **Organisational Risk Manager**
Enterprise / organisational risk
- **Fraud Examiner**
Fraud risk
- **Quality Controller**
Quality / operational risk
- **Quality Manager**
Quality / governance
- **Occupational Health & Safety pathways**
Workplace safety risk
- **Agriculture pathways (sector-selected)**
Agricultural / climate / operational risk
- **Anti Money Laundering Analyst**
Financial crime / compliance risk
- **Internal Auditor**
Assurance / risk
- **Quality Assurer**
Quality / operational risk
- **Water & Sanitation Coordinator (Advanced)**
Infrastructure / environmental risk
- **Renewable Energy (Solar PV) pathways**
Energy / technical / safety risk

Every pathway carries a Risk Management lens as standard — see Our Unique Selling Point.

OUR UNIQUE SELLING POINT

Risk Management Runs Through Everything We Teach

Most providers sell ISO programmes as separate, stand-alone courses. MPD builds Risk Management into every ISO programme and every technical programme — so your organisation ends up with one connected risk language across governance, technical and occupational tracks, not a shelf of disconnected certificates.



HOW

Our Delivery Mechanism



Foundation

Understand the standard

2 days



Risk Manager

Manage the risk

3 days



Lead Implementer / Lead Auditor

Build it, assure it

4-5 days



Technical Programme

Practise it, apply it

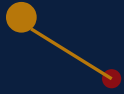
5 days

- Blended delivery: online / in-person, minimum 10 participants per cohort (trainer fees make smaller groups uneconomical)
- Delivered against MPD's integrated career pathway — not as isolated once-off courses
- Portfolio-of-Evidence (POE) workplace model converts training into demonstrable, applied capability
- Training can be spread out to suit the clients' timelines.

Programme Fees & Experience Requirements

Programme	Duration	Fee (per person)	Experience / Hours for Certification
Foundation	2 days	R12,000	—
Risk Manager	3 days	R20,000	Minimum 200 hours relevant workplace experience
Lead Implementer / Lead Auditor	4–5 days	R30,000	Minimum 300 hours + 2 years' domain experience
Technical Programme	5 days	R30,000	Aligned to selected occupational pathway

Fees are indicative and subject to confirmation against the official fee schedule at time of booking, with preferential group and multi-programme rates available. Minimum 10 participants per cohort.

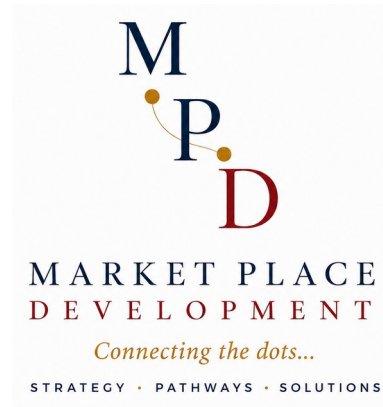


THE ASK

Let us meet, in person, to establish your requirements

A short, in-person session lets us map your priority risk domains, cohort sizes and timelines — so the proposal we bring back is scoped to your organisation, not a generic pitch.

[SCHEDULE A MEETING](#)



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STRATEGY • PATHWAYS • SOLUTIONS