



**Excellence**  
Business Consulting



Enterprise Development



Multimedia



Business Consulting

# Company Profile



## Our Services

Excellence Business Consulting (EBC) offers professional services in business consulting focusing on enterprise development. Our strength is in our expertise in business management and administration which we use to address client issues through a collaborative effort. In our quest to contribute to the economic growth of South Africa, Excellence Business

Consulting (EBC) offers the following services to its clients:

- Facilitate the development of enterprise development strategies and execution plans.
- Development and implementation of digital marketing strategy and online selling.
- Design and development of processes and systems for the establishment of an enterprise development function.
- Implementation and training on enterprise development processes, procedures and systems.
- Provide business consulting services including coaching and mentoring to establish, expand and grow enterprises.
- Monitoring and evaluation of the effectiveness of the enterprise development function. CReview (performance and compliance audit) and optimisation of the enterprise development function.
- Project and change management for the establishment of enterprise development within an organisation.

We support enterprises from the commercialisation of a business idea through to improvement of existing businesses.

## Enterprise Development

We provide business development support to New/Young and Established Enterprises in order to stimulate growth and encourage sustainability in the long term. We provide professional services in the following areas:

- Assist business to start-up, establish, expand and grow their enterprises.
- Facilitate the development of Enterprise and Supplier Development strategies and execution plans.
- Design and develop processes and systems for the establishment of an Enterprise and Supplier Development function.
- Implement and training on Enterprise and Supplier Development processes, procedures and systems.
- Monitor and evaluate the effectiveness of the Enterprise and Supplier Development function and initiatives.
- Review (performance and compliance audit) and optimisation of the Enterprise and Supplier Development function.
- Project and change management for the successful delivery of business development initiatives.

We offer a comprehensive range of Business Support Services based on the need of the Senterprise.

## New and young enterprises

We help entrepreneurs with realising their dreams. We help you develop your business idea into a commercial enterprise. These are some of the ways in which we support new businesses:

- **Business concept developme:** We will support you with the development of your business model in order to assess the feasibility and viability of your business idea. We are able to conduct feasibility studies to enable the commercialisation of your business concept.
- **Business planning:** We develop bankable business plans and will assist you find obtaining funding for your venture.
- **Business formalisation:** We help with registering your business with CIPC, SARS, Department of Labour and any other regulatory body that you must comply with.
- **Business funding:** We have partners that providing funding for start-ups and we can facilitate an introductory meeting in order to learn more about their process and the type of funding they provide. We will support you with completing the application pack in order to improve your chance of securing the funding.
- **Corporate identity and branding:** We assist clients with developing their corporate identity by designing and developing logos, websites, company stationery that includes your letterhead, quotation form, invoice template as well as a Scompany profile.
- **Business coaching and mentoring:** We provide on-going support and capacity building through high impact sessions to empower the business owner and develop the capacity and capability of the enterprise.

Starting a business is not a daunting task for us. We have done it so many times we have learned what works and this will make the process easier for you. Please download our company profile for more information.

## Established enterprises

Growth management for an established enterprise is critical for the achievement of the aspirations of the business owner. It is thus important that the owner stays in touch with the stages that the enterprise goes through and responds accordingly.

We support business owners in areas such as:

- **Strategy and business planning:** We will support you with developing a growth strategy for your business and where needed we could assist with developing a turnaround strategy to revive your business.
- **Marketing material:** We develop marketing material such as company profiles, brochures, flyers, banners of different kinds, car magnet, signage board, presentation folder, to name a few
- **Managing financial growth:** Business exist to make money and it is important to obtain the right support to help you enable your business to be a profitable venture. We will work closely with you to turnaround and get your business into a profitable entity.
- **Improvement Sof operations:** Inefficiencies cost money and erode profits. We support business owners with optimising their business operations to reduce inefficiencies and save costs in order to improve profitability.
- **Improvement of support functions:** Support functions are like the oil that keeps the engine going. We will help you develop the correct approach to managing support functions based on the uniqueness of your business so that you can focus on the core of your business while enabled by your support Sfunctions.
- **Business coaching and mentoring:** We provide on-going support and capacity building through high impact sessions to empower you and your business in order to develop the capacity and capability of the enterprise.

We are passionate about business and we pride ourselves in being relevant in how we support our clients.

## Multimedia Development

Communication is an integral part of business and as a result it is key that an enterprise is able to market itself well and present a professional look. We offer a range of multimedia services which complements the Enterprise Development and Management Consulting services. Our in-house team of multimedia developers provide the following professional services:

- Corporate identity and branding.
- Electronic multimedia including access to the social media.
- Marketing and promotional items.
- Branded material and signage.

We are able to support clients with their needs to promote the business and its products and services through exhibitions and campaigns (outdoor, indoor and online). We have successfully delivered **projects** which have enabled our clients to confidently engage with the Smarketing and potential customers.

## Business support services

We support business owners with their day to day requirements such as:

- Business concept and model
- Business plan
- Marketing plan
- Business proposal
- Design and development of corporate identity
- Design and development of marketing material
- Understanding your market and how to approach it
- New business development and sales management
- Financial analysis
- Pricing and costing strategy
- Operations management
- People management and development
- Finance management for profitability
- Business performance improvement
- Supply chain management and procurement
- Customer & supplier relationship management
- Contract management
- Project management and execution
- Training and facilitation
- Business coaching and mentoring

We work collaboratively with our clients by bringing in the necessary expertise to enable the client to drive the implementation of the desired improvement.

## Business Consulting

We work closely with corporate and the public sector by providing advisory professional services in the following areas:

### Business strategy and implementation plan development

- Feasibility study and business planning
- Business process design, development and implementation.
- Business process review and assurance
- Design and development of training materials (electronic and paper based).
- Business process training and facilitation
- Performance management and improvement
- SHREQ system implementation and evaluation
- Contract management
- Change management and facilitation
- Stakeholder engagement and management
- Establishment and management of PMO
- Project and programme management

We look forward to hearing from you on how we can assist you with your business challenge.

## Key Sectors

Excellence Business Consulting (EBC) offers business management services to small, medium and micro enterprise (SMME) owners to help them establish and grow their business. EBC provides professional services to support clients to successfully drive enterprise and supplier development (ESD) by providing insight on the journey and how to avoid potential pitfalls so that the business stands a better chance of success.

We professional services in the following sectors as we seek to live out our purpose:

- Engineering
- Power, energy and utilities
- Mining and resources
- Infrastructure, building and construction
- Industrial manufacturing
- Information and Communication Technology

We are shaped by our operational model which focuses on the client to ensure skills transfer, empowerment and ownership. We believe that this is the way in which we are able to empower business owners to enable a sustainable improvement. We work collaboratively with our clients by bringing in the necessary expertise while the client drives the implementation of the agreed improvement.

## Overview

The **Vision** of Excellence Business Consulting (EBC) is to contribute to the economic health of South Africa by supporting small, medium and micro enterprises (SMMEs) to remain active contributors to the economy of the country.

EBC's **Mission** is to offer professional services to corporates, the public sector and business owners to enable them to achieve their objective of enterprises that are financially stable and are sustainable in the long term.

Our **Values** are what set us apart and these are:-

- Striving for **Excellence** in everything we do to deliver on assignments,
- Fostering **Good relationships** with clients,
- Being **Passionate** about our work and contribution we make to create value for our clients,
- Exhibiting an **Enthusiastic** spirit which drives our behaviour.

EBC plans to achieve its vision and mission by being ethical and acting with integrity while exhibiting leadership, excellence and professionalism.



## Uniqueness

Excellence Business Consulting (EBC) is positioned as a provider that is client focused and customer centric.

The strength of Excellence Business Consulting is the institutional knowledge and competence in business management and administration, that focuses on addressing client issues through a collaborative effort.

We are shaped by our operational model which focuses on the client to ensure skills transfer, empowerment and ownership. We believe that this is the way in which we are able to empower business owners to enable a sustainable improvement.

## Our credentials

Excellence Business Consulting, has more than three years' experience in providing professional services to both private and public sector clients. We have also provided service to business owners in starting their businesses for over five years. We are passionate about helping entrepreneurs to achieve their dreams. The following is the experience of some of our valued clients:

<p>“I own a transportation company and I received an offer in 2011 to submit a business plan after hearing about a service required by a local newspaper. I went to consult with Palesa and the services that she gave me blew me away and was excellent which landed me with the tender to distribute and deliver the local newspaper. Palesa did not only do her job but she went an extra mile by educating me on how to go about my business. I saw passion in what she is doing, she was not only doing this just, but has a vision to see small businesses like mine progress, fulfilling their destiny and purpose in life. In future I definitely would use her services and I would recommend and refer others to her for her excellent service.” Ms Buyisiwe Nkomo, Sawela Logistics (Pty) Ltd. April 2014</p>	<p>“It is a great privilege to provide this reference for Excellence Business Consulting to show appreciation pertaining to the services you conducted for us. It is of great pleasure to take this moment to show gratitude, for what you have done for us. You have given us such an excellent client service, work produced in time, constant feedback on the status of the work done, designing and producing good quality work. I really appreciate the dedication your team has on the project. Not forgetting your great skills on business advice.” Mr Siculo Jebe, Isicelo Soluntu (Pty) Ltd. April 2015</p>	<p>“When dealing with anyone I find the most important thing is that you want to be heard, listened to and understood. Otherwise they can never help you achieve your goals. Excellence business consulting was very good in this area. Palesa was very professional, took great care in what she was doing and made sure she delivers a satisfactory service. I love their consistency; it is very refreshing in the business environment. I was very pleased with their work, it exceeded my expectations. I appreciated the fact that they want to hear your vision and research it with you making sure that they enhance your vision instead of doing a quick job. I really would recommend them for anyone who is serious and like me, protective over their vision as they work with your needs and always cognisant of giving the client what they envision and even improving your goals where necessary.” Mr Kaya Pambo, Honey Combo Media Productions &amp; Events (Pty) Ltd. April 2015</p>
<p>“Palesa was very diligent and professional in my dealings with her and everything was delivered within the expected timelines. She is a very helpful person and showed interest in my business and what objectives I wanted to achieve. I would recommend her and her company to anyone who requires services from her and her company.” Ms Thabisile Dlamini, tabs Business Enterprise (Pty) Ltd. April 2014</p>		<p>“Our first encounter with Excellence Business Consulting was very impressive in that they are very professional and very knowledgeable in the subject of the work they were doing for us. Unlike many other consultants, they engaged us at every reasonable step of the process which resulted in the feasibility study done with us and not just for us. This approach empowers us to own the document as ours and we can present it with confidence anywhere. They go out of their way to research relevant information, something very valuable for an SMME that is newly exposed to the area in which we are encroaching into. We felt like we were afforded a one stop shop for our business. We interacted not only with a professional but also very pleasant team, which made us comfortable to express our dreams and vision, and they translated it into factual information. Matsarama will not hesitate to work again with Excellence Business Consulting, but will recommend them for any consulting work.” Mrs Ntsoaki Tsokolibane, Matsarama Trading. May 2015</p>



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